

# Experience The Power of Partnership

**When I call Dresser,  
a person who knows me and knows my  
business answers the phone.**



The decision to invest in a Human Resource Management System (HRMS) is a strategic one. An HRMS can bring efficiency and cost savings, and we encourage our clients to think of it as a tool in a broader initiative that includes ongoing training, access to industry news and trends, business consulting, expert support, and interactive communications. Dresser & Associates can be a vital part of this broader initiative, working in tandem with you to build and maintain long-term success.

We call it *The Power of Partnership*. Read on for a few examples of how our clients put that power to work for them.

## **Is in-house payroll the right option?**

Oursourced payroll providers can be a good option for many companies, however, their claims of huge cost savings and guarantees of accuracy often go unrealized, our clients tell us. For many companies, an in-house payroll solution like Abra Payroll leads to significant savings.

“Dresser & Associates showed us what we could save by bringing payroll in house — and that the savings could more than pay for the HR solution,” says Bo Boditch of Henley Enterprises. “At the end of year two, we’ll be up \$40,000. By the end of the third year, we’ll be up \$100,000.”

## **I need quick access to our payroll and HR data.**

As an HR or Payroll professional, you serve a wide audience. Management, boards, employees, taxing jurisdictions, and insurance and benefit

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companies all want information from you. Often that information takes the form of a highly customized report or data file. On the chance that one of the literally hundreds of standard reports and inquiries included with Sage Abra HRMS won't suit your needs, Dresser's expert consulting team can deliver the data you need, in the format you need it.

"We've never asked them anything that they weren't able to help us with," says Kathy Bennett of Fidelity Bank of Atlanta. "It's true. I've seen them do things others say can't be done," adds Jones of Eagle Rock.

### **I hate waiting on hold with a call center!**

Chances are you've found yourself on hold at a call center only to explain your entire business process to a technician who then places you back on hold. The next problem, the next call – the same thing. Payroll and HR are time-sensitive, business-critical tasks. When something goes wrong, you need to know you've got expert help at hand. When you call Dresser, you'll speak to a technician who knows who you are, how your software is configured, how your business operates, and **how important your time and your job are.**

Lisa Jones of Eagle Rock Distributing appreciates this level of attention: "The service we receive from Dresser is just outstanding. They approach a support issue with the attitude that my problem is their problem."



*Give us a call!  
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