



# Bringing HRMS Home Equals Big Payoff

**HRMG Solutions Implements A System For Prudential That Saves \$25,000 Each Year!**

## Company Profile



### Prudential Fox & Roach Realtors

[www.prufoxroach.com](http://www.prufoxroach.com)

**Headquarters:**

60 offices throughout Delaware Valley

**Number of Employees:**  
>1000

**Solutions:**

Sage Abra HRMS:  
HR  
Payroll  
ESS  
Galaxy Timeclocks

**Prudential Fox & Roach Realtors** is the largest single-market real estate broker in the United States and a dominant force in real estate, financial, and homeowner services in the Delaware Valley.

**Managing Human Resources**

The company believes in hiring talented people, and today has more than 1,000 employees across three states plus another 3,900 independent sales associates.

Just a few years ago, Prudential Fox & Roach had no human resource management software and outsourced its payroll processing to ADP. Ron Slizofski, Prudential Fox & Roach's vice president and controller, recalls when the company realized it needed to change. "We knew we needed a human resource solution. The company was growing and we simply didn't have a reliable way to track

vacation time and benefits—not to mention the various governmental requirements of employers."

**Staffing Solution**

A staff member at Prudential Fox & Roach had used Sage Abra HRMS in the past, and knew it to be a powerful, flexible, and cost effective human resource management solution. Sage Software referred Slizofski to a local Sage Abra partner, HRMG Solutions of nearby Blue Bell, Pennsylvania. "It was a really easy decision," recalls Slizofski, "HRMG was highly capable and understood both our needs and the product."

With HRMG Solutions conducting staff training to ensure each individual was comfortable with the new solution, the implementation went smoothly.

***"We're saving \$25,000 each year versus the cost of outsourcing. We completely covered the cost of the software and implementation within two years."***

“I was impressed by the way HRMG conducted themselves—they were professionals all the way,” praises Slizofski.

### **Saving \$25K Each Year**

With an in-house human resources solution, Slizofski and the management team began looking at the possibility of bringing payroll processing in house as well. “ADP was costing us a fortune, and they are pretty inflexible to work with.”

HRMG demonstrated the Sage Abra Payroll module, with its comprehensive multi-state capabilities and available time clock interface and Slizofski was sold.

The return on investment was rapid and significant—and it is ongoing. “We’re saving \$25,000 each year versus the cost of outsourcing. We completely covered the cost of the software and implementation within two years.”

### **Huge Labor Savings**

In concert with the Sage Abra Payroll module, HRMG implemented Galaxy time clocks at each of the company’s sixty offices. Using this computer-based time clock software employees record their time over the Internet, either as a lump sum, or by clocking-in and out for each shift.

The automated time and atten-

dance system saves Prudential Fox & Roach two full labor days every month,

---

***“It was a really easy decision. HRMG was highly capable and understood both our needs and the product.”***

---

time previously spent manually keying in 600 time sheets. Slizofski says the time and convenience is significant.

No longer does someone from each office need to spend time gathering, approving, and faxing the time sheets to the main office. With Galaxy and Sage Abra, as soon as a supervisor approves an employee’s time, that time is automatically available to pay within the Sage Abra Payroll module.

### **Help Yourself**

Next year, HRMG Solutions will implement the ESS (Employee Self Service) module of Sage Abra for Prudential Roach & Fox. Slizofski expects this solution to save the company even more time, as employees can maintain much of their own data and can access

their information online. They’ll be able to find the answers to many routine HR questions on their own, freeing Slizofski’s staff to concentrate on other efforts.

### **Flexible And Scalable**

Slizofski appreciates the modular structure of Sage Abra, which means that Prudential Roach & Fox could start with just the HR module, add the Payroll module, and later the ESS module as the company grows and its needs change. “HRMG was able to perform our implementation in stages, which eased the transition and caused the least impact to our operations.”

Working in an industry that depends on the referrals of satisfied clients, Slizofski appreciates HRMG’s commitment to customer satisfaction. “HRMG is helpful and available. I’d highly recommend them.”

*HRMG Solutions Inc., a trusted, local Sage Software business partner, has delivered successful, market-tested, HRMS solutions to business clients for over 15 years. HRMG Solutions Inc. ensures clients’ complete success through responsive, personal business relationships and exceptional professional services, delivered on-time and on-budget. Our goal is to earn your complete satisfaction through an honest, realistic and straightforward approach, using time-tested solutions, tailored to your specific needs.*



HRMG Solutions, Inc.  
650 Sentry Parkway  
Blue Bell, PA 19422  
Phone: (610) 941-2119  
Fax: (610) 941-2184  
Email: [info@hrmgsolutions.com](mailto:info@hrmgsolutions.com)