

Building Sustainable Success with TEAM Software

Since 2007, RBM Services' revenue has grown 10-fold, and they've added about 1,000 employees. Mike Reschke, COO of RBM Services, Inc., a Utah-based building service contractor with nearly 1,300 employees, credits TEAM Software's integrated solutions for his business's success over the past several years. "TEAM has helped us grow. We were able to grow without having to change our software system, and that's pretty telling right there," he said.

"The thing I like about TEAM is the full integration. There are some good products out there for work tickets or timekeeping, but TEAM has brought them all together," Reschke said. "It has everything we need on a day-to-day basis."

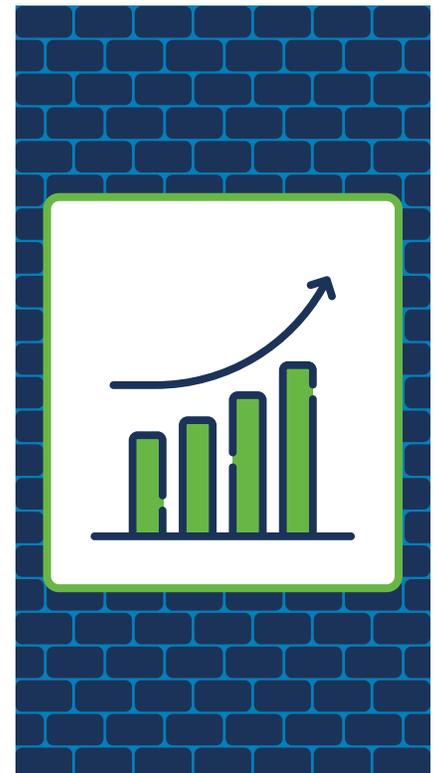
TEAM Software has been developing integrated technology and services for the building service industry for nearly 30 years. WinTeam, the core product, is a fully integrated financial, operations and workforce management system. The cloud-based software leverages shared data from across an organization to drive efficiency and streamline business processes. TEAM's integrated system includes components for all major business units: accounting and financial management, operations management, quality assurance, human resources, payroll, insurance benefits management, time and attendance, employee and customer self-service, bidding and estimating, and business intelligence and analytics.

Reschke noted that TEAM's integrated system came with cost savings benefits, too. Previously, RBM relied on QuickBooks and third-party providers for payroll and timekeeping management. Timekeeping sheets were collected via fax. He knew they needed a better solution.

"I did some analysis on cost savings with WinTeam versus what we had been doing at that point," Reschke said. "It really came down to dollars and cents, and I proved that we could more than pay for the cost of the system. That cost savings was especially beneficial when we were smaller and had tighter margins."

Implementing WinTeam also enabled RBM to bring their payroll and timekeeping in house, a move that, in Reschke's estimation, has saved RBM the most money and time due to the integrated data. Not only could they eliminate two third-party vendors, but with automated time and attendance software, paper timesheets were no longer necessary, eliminating a lot of manual data entry and errors.

"We're on a trajectory to keep growing, and we're not slowing down any time soon," he said. "TEAM's a part of that. We recently opened a Las Vegas office, and TEAM was right there with us. Being on the cloud, we can bring it up anywhere." ▶



PICTURE THIS

Your company can grow sustainably because of integrated software that expands with your business.

REAL RESULTS

One BSC was able to save \$10,000 in postage and related costs in one year by using eHub, the self-service component of TEAM's workforce management solutions.