



# Saving Time with Business Intelligence

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## SUMMARY

In an industry with tight margins, like the janitorial industry, saving time and reducing overhead are essential ways to keep costs low. Through the shared data in TEAM Software's industry-specific ERP and the integrated business intelligence tool, Mister Kleen, a Virginia-based commercial cleaning company, can go beyond simple reporting of past transactions and create insightful reports that combine data from different parts of the system into meaningful, time-saving solutions that offer more visibility into the business.

For building service contractors, what's the biggest benefit of using WinTeam, TEAM Software's enterprise-level software system? For Mister Kleen, a high-security commercial cleaning company based in Virginia, the short answer is: data. Specifically, the integrated business intelligence (BI) tool has given the company a better way to get more out of the organizational data already in WinTeam.

"We have been called 'the biggest small business that you'll ever meet' because we do a lot of data mining to understand our business and what's going on," said Adam Steiner, Mister Kleen's Chief Operating Officer. "WinTeam has all our business data. And for us, having the ability to get and manage that data and manipulate it easily through TEAM's BI tool is essential."

Mister Kleen has adopted the gamut of TEAM's industry-specific ERP, using WinTeam along with the add-on time and attendance and workforce management solutions. That means all financial, operations and workforce data, including clock-ins and clock-outs, benefits, payrates, job budgets and employee information is in one database, creating a single point of use, reducing data entry and eliminating the need for multiple, disparate systems and related data audits. Steiner noted the key role the software plays in controlling and managing accounts and related high-security locations by handling time and attendance information and managing labor and budgets.

"The system is really good at budgets, job costing and all the line-by-line accounting," said Steiner. "All the operations data feeds into financials and payroll, and there's savings and efficiencies there by having it all in one place."

In an industry with tight margins, saving time and reducing overhead are essential ways to keep costs low. The BI tool enables Mister Kleen to go beyond simple reporting of past transactions and create insightful reports that combine data from different parts of the system into meaningful, time-saving solutions that offer more visibility into the business.

"With the BI tool, we have been able to develop reports that give a better view of our people and accounts," Steiner said. "Our ability to get information easily without a lot of intervention has been fantastic."

Steiner estimated that just one flexible BI report has cut timekeeping and payroll reconciliation time significantly, giving back nearly six payroll staff hours every month. Plus, it has enabled the company to proactively



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## About Mister Kleen

Mister Kleen is a leading provider of contract cleaning services to commercial and high-security facilities. They also provide a variety of interior and exterior specialty services. The Virginia-based company has been in business since 1976 and services the D.C. metro region. Visit [misterkleen.com](http://misterkleen.com) for more information.

prevent paying out too much in PTO hours. Steiner also described a set of reports the company created to run for 401(k) open enrollment to determine eligibility, which can be tricky due to complex Affordable Care Act safe harbor and plan rules. BI has reduced that processing time from one week to one day for analysis.

“I couldn’t even add up the impact BI has had on the business and the things we’ve been able to do,” Steiner said. “We’ve saved a ton of time. If we encounter a pain point in the business, we have been able to find solutions through the BI tool because of the transparency in the data.” ▶



## About TEAM Software

TEAM Software develops financial, operations and workforce management solutions for contractors with distributed workforces of any size, with a focus on the building service and security industries. TEAM’s efficiency-enhancing technology transforms business management and drives profitability. TEAM’s industry-specific solutions range from a complete enterprise software ecosystem to a right-sized workforce management toolset that connect key components of customers’ businesses. Founded in 1989, TEAM is an Omaha, Nebraska-based technology company with more than 400 customers all over North America. For more information, visit [teamssoftware.com](http://teamssoftware.com).