INTEGRATION DELIVERS A COMPLETE PICTURE OF PROFITABILITY

WinTeam is an integrated, cloud-based software system developed by TEAM Software for contractors in the security industry. It delivers financial, operations and workforce management components to help streamline business processes and deliver a complete picture of profitability. Companies can leverage shared data throughout their organization, and because it's a cloud-based solution, data can be accessed from the office, home or on the road. The integrated components of the system help reduce time and resources required to maintain various independent solutions, makes it easier to extract coherent information and reports from the overall system, and helps ensure compliance more efficiently.

"WinTeam is focused on security companies, so their scheduling is really strong for that type of business," said Betty Ritts, Vice President of Information Technology at AlliedUniversal. "It integrates compliance with it, so many of our officers' licenses for various state requirements as well as armed licensing is integrated. Also, the scheduling is integrated with payroll and billing, so it keeps it all together. That makes it much easier if you have to go back and audit for a client."

"We switched to TEAM Software because of the added versatility and added capability," said Denis Kelly, Executive Vice President of Sunstates Security. He said his company made the switch in 2008 because of the integrated accounting, payroll and scheduling functions that were offered, enabling users to run reports and analyze data.

Customers appreciate the many different features of WinTeam. For example, Barry Williamson, Chief Financial Officer of GMI Integrated Facility Solutions, said his company finds the integrated system makes job cost reporting easier.

"You can run an onscreen job cost on your computer, and there are drill downs to the source of every single number. So, if accounts payable is involved, you drill down and see the accounts payable invoice that makes up the entry. If it's revenue, then you can drill down to the customer invoice that makes up the revenue. You can drill right down to the daily time sheet through payroll to see where those numbers are coming from. It's the same with inventory," Williamson said. "Without even getting out of your chair, you can see every component that makes up the revenues and costs to see where you're missing the budget or where you're performing well against budget."

"The payroll process is so much easier than it was prior, because of how our timekeeping and everything is connected to do payroll. It takes me half the time than it used to with three systems," said Maria Jones of Southwest Cleaning. "The biggest impact the software has had is our ability to really manage our job costing. We can narrow down where our money is going."

In the end, businesses see a financial gain because they can get a complete picture of their profitability and make better business decisions, especially as they face shrinking margins and increasing competition.

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PICTURE THIS:

Your company can see the complete picture of your profitability because integrated software brings together the data from every area of your business.

REAL RESULTS:

TEAM clients have been able to manage costs down to the job level because of the detailed information available through TEAM's solutions.

TEAMSoftware
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