



# Industrial Staffing Company reduced payroll distribution, and achieved 98% e-Pay

## Case Study: Staffing Company

**focus**  
workforces

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Vice President  
Focus Industrial Workforces

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### Overview

Focus Workforces is a manufacturing and distribution staffing company with an exclusive industrial focus. They provide their clients with a long term staffing partner that serves their needs while acting as a consultant to their business. They have more than 200 business clients which depend on Focus Workforces expertise to keep their businesses productive and competitive. Over 8,000 employees work for Focus Workforces every year. Focus Workforces operates 14 offices in two states.

### The Problem

In 2010, Focus Workforces turned to rapid! PayCard to get a paycard program off the ground and running.

"I contacted rapid! PayCard because I had attempted to roll out a paycard program with a competitor, and I was extremely frustrated due to numerous false starts and poor service and support" said Joe Prochnow, Focus Workforces Vice President. "I wanted to know if rapid! PayCard could live up to their name, because I was now behind our timeline, but also to confirm if they would provide Focus Workforces with outstanding training, customer support, and branch location support".

"We need to be certain that our employees receive their pay on payday because they can't wait for a paycheck to be delivered via the mail. Frequently, a great number of our employees had elected to drive to one of our offices on Friday afternoon to pick up their paycheck. This led to hundreds of thousands of dollars in lost billable time, inefficiencies plus lost wages for our employees".

*“Our management team was very confident that our conversion would be well supported by the rapid! PayCard team. Not only was the paycard rollout a smooth process, but rapid! PayCard continues to be a great business partner for us”.*

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Vice President  
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## The Solution

Focus Workforces implemented the rapid! PayCard as an alternative to paper checks for its employees, and the results have been dramatic. “We had such a negative experience with a different provider, but since we selected rapid! PayCard as our pay card provider, we have achieved our company goals for direct deposit participation. The rapid! PayCard team outperformed my expectations! Our roll-out was well organized, through, and met our demanding schedule”, said Prochnow.

Every Focus Workforces location was trained by rapid! PayCard on the benefits of the program. They were able to benefit from the support and dedicated resources they received through the conversion.

“They have the best product features and support in the industry and have been a definite asset for us”, said Prochnow.

## The Results

Focuses workforce experienced significant efficiencies, which helped it to optimize its operations and eliminate nearly all of their paper checks. Here is an overview of what they were able to attain:

- Achieved 98% direct deposit and ePaystub participation
- On-boarded approximately 4,000 employees, or 50% of their annual employees, to the rapid! PayCard
- Regained hundreds of thousands of dollars in billable time through efficiencies
- Provided a new employee benefit

“The rapid! PayCard support staff is fantastic. If we ever have errors in payroll, or any problem, they work with us to correct any issue on the front end”, Prochnow said.

