



John Elwood, President and COO, Elwood Staffing

## StaffSuite Helps Drive 550 Percent Revenue Growth for Elwood Staffing

*Efficient, streamlined operations put Elwood Staffing among elite company.*

### Situation:

Elwood Staffing, a family-owned and operated staffing firm, is no stranger to success. Dave Elwood, patriarch of the family, serves as Chairman of the Board while his sons, John, Mark and Mike, run the operations of one of the fastest-growing staffing firms in the country. With 32 offices in five states, Indiana-based Elwood Staffing continues to grow at a rate of 37.5 percent a year according to Staffing Industry Analyst's "America's Fastest-Growing Private Staffing Companies" list.

So how do they continually grow within the dynamic and highly competitive staffing industry where a major concern currently is finding top talent?

### Solution:

The answer to that question begins in early 2002, when Elwood Staffing replaced their proprietary in-house developed software with VCG's StaffSuite® staffing software to help facilitate their strategy for growth, operations and profitability.

### Results:

Steve Hunnicutt, CFO of Elwood Staffing said, "Revenue has grown 550 percent since the first year we implemented StaffSuite, and efficiency in PayBill processing has improved by 182 percent."

Since implementing StaffSuite for their original 40 users in 2002, Elwood Staffing today has grown to 184 users. When comparing their 460 percent growth in staff users to their 550 percent growth in revenue, it quickly becomes apparent that StaffSuite's productivity-driving capabilities have played a key role in that growth.

The benefits here are twofold. Not only does an effective back office process reduce internal effort, but it improves levels of customer service and dramatically reduces the cost of that service delivery.

John Elwood, President & COO of Elwood Staffing said, "We selected VCG's StaffSuite rather than other solutions for a number of reasons. First, VCG's reputation within the industry played a strong part in our decision. We also needed an integrated solution with a strong back office that could scale to meet our growth plans."

"We hire the best and brightest internal staff, provide them with the tools and training they will need and together, we set out to deliver superior customer service not only to our clients, but also our job applicants," said Elwood.

Elwood Staffing has comprehensive incentive programs for their staff, 80 percent of whom are certified staffing professionals (CSP), accredited by the American Staffing Association. With a strong organizational foundation and a strong, scalable staffing solution, Elwood Staffing is headed for even greater growth in the future.

### About Elwood Staffing

Indiana-based Elwood Staffing was founded in 1980 and has more than 32 offices throughout a five state area. Elwood provides office, industrial, professional and supervisory staffing to a wide range of clients. For more information on Elwood Staffing, visit: [www.elwoodstaffing.com](http://www.elwoodstaffing.com).

- 184 Users (2006)
- 32 offices in the US
- VCG StaffSuite
- Results:
  - Drove revenue growth by 550 percent
  - Increased payroll/billing efficiency by 182 percent
  - Employed scalable staffing solution to meet its growth objectives

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