

Carolina Meadows

A Client Success Story



Retirement Community Reduces Monthly Payroll Expenses by 87% with Sage Software's Abra Payroll Solution

Business Challenge:

To find an in-house payroll and time clock solution that is easy to use, scaleable and an industry standard which integrates to Accounting and HR.

Results Achieved:

- Monthly payroll expenses were reduced by 87%
- State unemployment taxes, previously earning interest for their outsourcing vendor are now earning interest for Carolina Meadows
- Detailed customizable reports are available in real-time

Founded in 1983, Carolina Meadows is a nationally accredited, not-for-profit continuing care retirement community in Chapel Hill, NC. As one of the nation's foremost continuing care retirement communities, Carolina Meadows brings together all the amenities of comfortable, independent living sought by today's active retirees.

"Prior to implementing Abra Payroll, we outsourced our payroll processes because we assumed outsourcing would save us time and money," said Kevin McLeod, chief financial officer for Carolina Meadows. "Unfortunately, our outsourcing expenses continued to increase and, as changes were made within our community's network, the time lag and hassle involved with updating the system also grew." With assistance from Sage's Certified Business Partner, Business Technology Solutions – Carolina Meadows implemented Abra Payroll solution, an enterprise-wide solution, Abra Payroll allows companies to manage payroll operations via a personal computer.

Managing Payroll While Saving Money with Abra Payroll

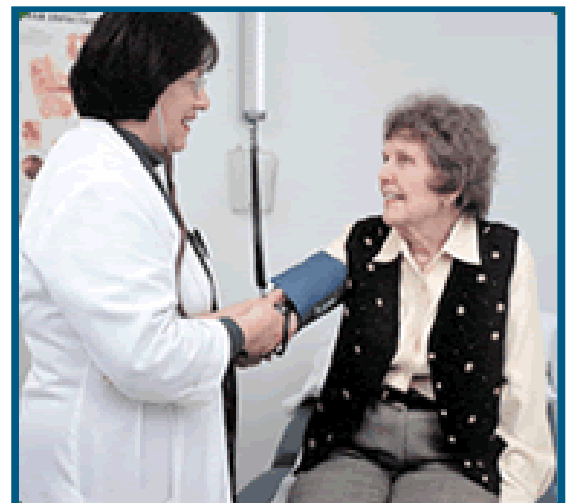
Carolina Meadows began a search for an in-house payroll solution based on the following criteria: ease of use, scalability, and industry reputation. The company selected Sage Abra Payroll, HR Attendance with integrated Unitime Time and Attendance. With the help of Business Technology Solutions of Raleigh, N.C., the new solution was fully operational in less than six months. McLeod adds, "With Abra Payroll, we're able to manage our payroll processes while also saving money."

Since going live with Abra Payroll, Carolina Meadows has realized several important benefits:

- Monthly payroll expenses were reduced by 87%
- State unemployment taxes, once earning interest for their outsourcing vendor, are now earning interest for Carolina Meadows
- Detailed, customizable reports are available in real-time.

In-House Payroll Management Saves Money

"Carolina Meadows demonstrates how ideal Abra solutions are for corporations that are ready to take control of their payroll processes and eliminate monthly service fees," said Lissa Eilers Johnsen, President and CEO of Business Technology Solutions. "Corporations are increasingly deciding to manage their payroll operations in-house. In doing so, we have seen seventy percent savings during the first three years of implementation."



919-781-2900
www.btsolutions.net

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At Carolina Meadows, more than 600 residents and 300 staff work together to create a unique community. The services and fees of Carolina Meadows are designed to enable individual residents to live as independently as possible, paying only for the services they use. By reducing their operating costs Carolina Meadows is able to offer better services at a better price to its clients.

About Business Technology Solutions

Business Technology Solutions, Inc. provides complete Accounting and Human Resources solutions that enable organizations to automate and streamline their business. By partnering with Sage Software, Business Technology Solutions offers feature-rich solutions built with the latest technology. From e-business to payroll or from Inventory Management to Recruiting, Business Technology Solutions has the technical expertise necessary to make businesses more efficient and improve profitability.

About Sage Software

Sage Software offers leading business management products and services that give over 1.6 million small- and mid-sized customers in North America the insight for success throughout the life of their business. Its parent company (London: SGE.L) supports nearly three million customers worldwide and has revenue of nearly \$700 million. For more than 25 years, Sage has delivered easy-to-use, scalable and customizable applications through its portfolio of leading brands, including Sage Abra HRMS, Sage MAS 90, Sage FAS, SageCRM, Sage BusinessWorks and ACT!, among many others.

About Sage Abra Payroll Solution

An enterprise-wide solution, Abra Payroll allows companies to manage payroll operations via a personal computer. Users are able to create special payroll runs, evaluate data and reconcile payrolls and quarter-ends with online analyses, generate cost accounting and labor distribution reports, secure sensitive payroll information, and prepare payroll taxes. In addition, companies are able to satisfy numerous government regulations, including both the Automated Clearinghouse (ACH) Credit and ACH Debit filing methods.

Client:

Carolina Meadows, a nationally accredited, not-for-profit continuing care retirement community in Chapel Hill, NC.



Business Technology Solutions is a Sage Select Partner:



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www.btsolutions.net
919-781-2900 - Phone
919-781-8580 - Fax