

## Sage Abra Suite Meets HR and Payroll Needs of Nonprofit Organization

Started with the help of National Industries for the Blind (NIB) and Industries for the Blind of New York State, Inc. (IBNYS), New York City Industries for the Blind, Inc. (NYCIB) is a not-for-profit company providing employment to blind and partially sighted men and women in the greater New York City area. For nearly 10 years, the organization has covered virtually all operating and capital expenditures with the sales of NYCIB's products and services, including janitorial cleaning products, textile items, lettershop and bulk mailing services, and contract manufacturing work.

Though a not-for-profit organization, NYCIB operates like a business. It pays employees to manufacture high quality products, at the best prices, with the shortest delivery time, and backed by exceptional customer service.

In order to process weekly payroll for more than 150 employees, NYCIB utilized a DOS-based payroll system. However, it became increasingly difficult to maintain paper files and generate reports from the inflexible system.

NYCIB searched for a more efficient way to process its weekly payroll and integrate HR and payroll information. In the fall of 2002, NYCIB purchased Sage's Abra Suite from USERCOM Systems, Inc., a Sage business partner.

### Flexible System Improves Productivity

With just one person handling HR, payroll and office management duties, NYCIB needed a solution that could streamline payroll processing to free up more time for strategic reporting. "We're very happy with our choice to implement Sage Abra Suite. The system has simplified benefits and time-off tracking, and also enabled us to eliminate cumbersome paper processes," said Leo Santos, HR Director for NYCIB.

"Although we're new to Sage Abra Suite, we've already experienced significant timesavings with the system. For example, it used to take me an entire day to process payroll. With Sage Abra Suite, it only takes one hour. I can also easily complete month-end close before I process a new pay cycle."



### CUSTOMER

New York City Industries for the Blind

### INDUSTRY

Not-for-profit manufacturer and service provider

### LOCATION

New York, NY

### NUMBER OF LOCATIONS

One

### NUMBER OF USERS

150+

### SAGE PRODUCTS

#### Sage Abra Suite

- Abra HR
- Abra Payroll

### CHALLENGE

Find a more efficient payroll system and integrate human resources and payroll information

### SOLUTION

Sage Abra Suite, the market leader in HR, payroll, benefits, and compliance solutions, targeting the needs of small to mid-sized companies and organizations

### RESULTS

Time reduced to run payroll from one day to one hour; Gained ability to create customized reports to fit its unique needs as non-profit; Eliminated cumbersome paper files with integrated HR and payroll system

With Sage Abra Suite, NYCIB also replaced its manual HR processes with a fully integrated HRMS product. "When I installed the system, I entered employee data directly into Abra HR based on application and benefit enrollment forms.

Now, Sage Abra Suite automatically calculates the benefit premiums due, which saves a lot of time I used to spend searching through paper files and working out computations."

### Custom Report Capabilities Meet Non-profit Needs

Santos is also impressed with Crystal Reports, the reporting tool embedded in Sage Abra Suite. "Because of casework, I need to track different kinds of data for our employees. Sage Abra Suite provides the flexibility I need to tailor reports to fit our unique needs as a not-for-profit business. I can easily break down direct labor into categories (blind, partially sighted, department, etc.) and show the number of hours each employee worked," added Santos.

"I really can't say enough about how happy I am with Sage Abra Suite. It's great being able to confidently produce payroll on deadline. I now have more time to prepare and analyze reports. Plus, with an integrated HR and payroll system, we've eliminated paper files and saved a lot of time in the process."

### About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the

construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries. Sage North America employs more than 5,000 people and supports nearly 2.9 million small and medium-size business customers.

The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 14,800 people and supports 5.7 million customers worldwide. For more information, please visit the Web site at [www.sagenorthamerica.com](http://www.sagenorthamerica.com) or call **866-308-2378**.

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Leo Santos  
HR Director  
New York City Industries for the Blind, Inc.