## **Customer Quotes on**

## Return on Investment with UltiPro

"Compared to the service bureau, we are anticipating a hard-cost savings of \$400,000 over a five-year period. UltiPro's predictable pricing structure erased the sticker shock we had at month's end with our previous provider."

Sonny Ramdeo, Director of Payroll and Workforce Systems

PROMISE HEALTHCARE — One of the largest long-term acute care hospitals in the U.S.

"By taking control of our in-house data, minimizing administration, and creating flexible business processes with UltiPro, our company has realized both hard- and soft-cost savings that exceed \$500,000 per year."

Domenic Milicia, Chief HR and Communications Officer
TI AUTOMOTIVE — Global manufacturer of automotive systems, with 2,000 employees

"With UltiPro, we pay at least 50% less for ongoing monthly costs compared with our previous system. When you add this savings to the return we've experienced in increased productivity and improved employee satisfaction, UltiPro has been a wise investment."

John Ashford, Assistant Vice President
THE BALTIMORE LIFE COMPANIES — A leading provider of niche life and health insurance

"Since activating self-service with UltiPro, we have estimated an annual savings of \$192,000, primarily through eliminating the need to hire additional staff."

Stephen Johnson, Corporate Payroll Manager

JELD-WEN WINDOWS & DOORS — The world's leading manufacturer of windows and doors, with more than 20,000 employees

"In switching to UltiPro with SaaS delivery, we expect approximately \$850,000 in savings over a five-year period."

David Ochoa, HRIS Manager

NATIONAL GYPSUM — A manufacturer and supplier of products and services for building and construction, with 2,600 employees

"When we considered SaaS, we compared costs—including those associated with purchasing new equipment and the resources needed to deploy upgrades. With UltiPro, we found we would recoup our investment in about 18 months."

Evan Brown, Systems Programmer Analyst

SEATTLE BIOMEDICAL RESEARCH INSTITUTE — The largest independent, nonprofit organization in the U.S. focused solely on research of infectious diseases

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"With UltiPro, we are achieving our goal of \$1 million in savings over a five-year period. Plus, having control of our data gives us the flexibility and speed we need to provide on-demand critical data to company leadership."

Patrick Sterling, Director of HR/Payroll

TEXAS ROADHOUSE — A casual-dining restaurant chain, with 33,000 employees

"UltiPro has resulted in excess of \$150,000 per year in hard-cost savings and even more in soft-cost savings. Plus we only needed about 60% of the funds that we had budgeted for the roll out of UltiPro because it went so well."

Repps Galusha, Director of Information Technology
WACKENHUT SERVICES, INC. — A leading provider of security services to business, industry,
and government agencies

"UltiPro is much less expensive than our previous solution. Our initial analysis predicted a \$100,000 savings per year. We are achieving or exceeding this figure."

Bonnie Downey, Payroll Manager
HOLT CAT — A Caterpillar dealership, with 2,000 employees across the U.S.

"Our reduction in costs from using UltiPro with SaaS exceeds \$200,000 each year. Plus everyone in my department is functioning more strategically."

Kathy Milligan, Vice President of Human Resources

GENERAL INVESTMENT & DEVELOPMENT COMPANIES — A privately held, diversified company with residential and commercial properties throughout the U.S.

"With UltiPro, we migrated to a paperless payroll, and now we are saving \$40,000 annually in mailing costs alone."

Karen Sones, Senior Vice President of Operations and Systems
FIRST HORIZON — One of the leading bank holding companies in the U.S.

"By migrating to an electronic payroll with UltiPro, we are annually cutting costs equivalent to one or two salaries."

David Bernier, Director of Payroll Operations

 $\label{eq:median} \begin{tabular}{ll} \textbf{MEDLINE INDUSTRIES} \end{tabular} \begin{tabular}{ll} \textbf{The leading manufacturer and distributor of healthcare products in the U.S., with more than 5,000 employees \end{tabular}$ 

