

Partner Case Study: StaffTechs

The Companies

StaffTechs provides Information Systems and Technology (IS & IT) products and outsourcing services, and has many professionals in computer science and engineering available for service. The Company develops custom computer software and Web applications, ASP and .NET Web portals along with Microsoft Certified Training, document management systems and IT consulting services. *StaffTechs* is also an official reseller and Systems Integrator for Journyx and GFI software, FatPipe hardware and AltiGen Communications systems.

Journyx is fundamentally transforming how people do their daily jobs by automating labor-intensive, paper-based processes with a superior, Web-based solution. Founded in 1996, Journyx Timesheet™ automates billing, payroll and project accounting by tracking time, expenses and mileage. Journyx has thousands of customers worldwide, including American Airlines, Bayer, BlueCross BlueShield, AC Nielsen, L'Oreal, Symantec, The Discovery Channel, Schlumberger, Capstone Turbine and many others. Journyx solutions are available both on an application service provider (ASP) and a standard license basis.

The Business Challenge

StaffTechs originally chose Journyx Timesheet for its own internal use. They needed a time-tracking solution that solved the following business challenges:

- An accurate, easy way to track employees' time since the company is audited for time and billing.
- A solution that provided simple reporting capabilities;
- An easily-accessible, Web-based software to monitor employees working at many different locations across the country;
- A time-tracking solution that is Defense Contract Audit Agency (DCAA) compliant;
- A customizable software that emulates the look and feel of the company; and
- A solution that integrates with QuickBooks.

Partnering To Pursue A Solution

StaffTechs, a division of *StaffMe.net*, provides staff augmentation and outsourcing services for professionals, administrative and clerical personnel in the government sector. The company looks for IT products and solutions that will work in the government arena. When *StaffTechs* obtained its 5-year GSA Schedule contract, they brought Journyx Timesheet on as a flagship vendor because they were so impressed with the benefits they had achieved with Timesheet. *StaffTechs* resells the software to government agencies.

"*StaffTechs* chose to be a reseller for Journyx due to the numerous feature enhancements that allow for more accurate tracking and reporting," said Operations Manager Jay Gingrich. "Journyx Timesheet makes the collection of time, expense and rate information easy and reduces the time needed for processing an invoice. We implemented Journyx Timesheet 7.0 at the beginning of the year and believe it will assist in better management of our company's accounting practices."

StaffTechs is an attractive reseller to government agencies due to its certifications, including being woman-owned, a Small Disadvantaged Business (SDB), and holding an 8(a) contract award. An 8(a) contract award means government contractors can bypass the lengthy and costly bid obtaining process and immediately buy directly from *StaffTechs*. Government agencies are required to purchase a percentage of goods and services from providers that have these certifications.

In order for Journyx Timesheet to be sold on the GSA Schedule, the company committed to being a government supplier and submitted to government terms. In addition, Journyx is not allowed to increase prices for 12 months and must also provide a government discount off the MSRP. Journyx Timesheet is an attractive option for government due to its DCAA compliance.

Looking Forward

"The federal government has always been a strong market for Journyx products, with both the Federal Communications Commission and the Drug Enforcement Administration as example customers in this area," said Curt Finch, CEO of Journyx. "We expect our placement through *StaffTechs* on the GSA schedule to considerably accelerate this penetration. As a strong value added reseller with much more experience in the government markets than we have, we are expecting great things from this partnership."