



FOR IMMEDIATE RELEASE

Apex® HCM Announces Record New Business

Roswell, GA. (November 16, 2017) – Apex HCM, a leader in payroll and human capital management, announced today the close of a record new business acquisition period. Apex reported 14 payroll service bureaus switched from another payroll technology provider to the Apex HCM platform during the past 30 days.

These new business signings represent the largest wave of new customers to choose Apex in a one month window in the company's history and follows on the heels of Apex's record breaking customer conference held late September. In addition, this new business acquisition follows a period of rapid staff expansion across the entire company. In 2017, Apex more than doubled in staff across all aspects of the company.

"I cannot be more pleased with how our customers, new and old, embraced our recent investments into the business," commented Marty Hamby, President, Apex HCM. "At our Customer Conference we presented 'Customers First' as our operating direction for the business. What we now see, focusing on doing right by your customers quickly spreads to the ears of service bureaus considering a change in their payroll and HCM technology provider." Hamby expects Apex HCM will close the fourth quarter of 2017 with continued record year over year growth.

Another aspect driving Apex growth is the growth of the Apex customers themselves. Recent survey research released by Apex indicates that Apex customers are growing revenue at nearly 20% annual rate vs. a 1.2% rate for the average payroll service bureau across the nation. Apex suggests several possible reasons for this phenomenon in their recently released research brief which can be downloaded at www.info.apexhcm.com/payroll-industry-research.

Jacob Sizemore, owner of Sizemore Strategic Solutions in Lexington, Kentucky, explains the growth of Apex customers in real life tactical terms. "I am a CPA, but taking on a payroll company was new to me. Joining the Apex family really helped me transition and grow the business." Sizemore says the Apex solutions proving particularly helpful for his clients include: customizable marketing collateral and employee onboarding automation which eliminates much of the manual paperwork and information disclosure processes involved in readying new hires for their first day on the job. In addition, Sizemore added, "The Apex MYGO mobile app allows clients' employees to access key human resources information such as benefits statements and employee directories from their smart phones or other mobile devices."

Download a copy of the Apex Customer Growth research brief at <http://info.apexhcm.com/payroll-industry-research>

About Apex® HCM:

Apex HCM is a market leader in licensing cloud-based payroll and HR software technology and over 250 payroll service firms and vendors nationally use Apex's technology as the core of their business foundation. Apex's customizable, comprehensive suite of products and services include payroll, payroll tax, human capital management, applicant tracking and onboarding, time and attendance, reporting, manager and employee self-service, ACA compliance, mobile apps, workers' compensation, payroll debit cards and other business management tools normally reserved for large enterprises, now available to any business size. Apex's cutting-edge, cloud-based technology allows its customers to effectively compete feature-for-feature with larger established firms while dramatically improving their workforce productivity.

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