



# **XCSS** | One Check HCM

## One Check HCM - A Growth Story

**“One Check started from unorthodox beginnings,” explains business owner Paul St. Martin. “I actually came to One Check from 20 years in the telecommunications and computer industry. I never intended to run, much less own a payroll business.” Paul ultimately realized that owning a payroll business was in fact a great idea. “It’s the only business where you don’t have any receivables, so you’re always cash flow positive. Why wouldn’t you want to be in payroll?”**

**Paul St. Martin**  
One Check HCM  
Apex Customer



Paul currently provides payroll and HCM services for over 1,400 companies. Based in the south eastern Massachusetts and Rhode Island area, Paul has been running One Check HCM, and a loyal Apex customer, since 2013.

## Apex Helped Paul Realize His Vision

Paul grew One Check Payroll Services from a small local provider with about 350 clients, into a company with a national footprint, and over 1,400 clients. Paul realized very quickly the future of the payroll industry was headed to Human Capital Management services. The task then became finding a software platform that could support his growth vision. In 2013 Paul found Apex HCM. “I wanted to offer add-on services like HR back-office and benefits, because payroll is more than just processing and printing checks,” states Paul. “I went with Apex because of their history – where they came from, how they had grown, and how they planned to grow in the future.” The Apex HCM platform enabled One Check to deliver more value to their clients, supporting new client additions and helping to retain and expand the existing client base.

Industry Leading HCM Technology. Unmatched Personal Service.  
Apex HCM Helps You Grow Your Business.

**Find Out How At:**  
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## Accelerated Business Growth

In the years since Paul converted to Apex HCM, he has accelerated the growth of his company by adding an average of 100 clients year over year. In addition, One Check now adds customers nationwide.

One Check successfully converted their payroll customers to the Apex HCM platform in 2013, and they have remained with Apex for a simple reason: Paul states, "Because Apex kept their promise. They added the products they said they would, while still standing behind the original services that helped me expand in the first place. Apex allowed us to compete with the bigger guys. About 75% of our new clients converted over from ADP or Paychex, and we can service those client's needs, thanks to Apex feature-rich platform."

## Reaching the Apex Together

Apex HCM leads the market in licensing cloud-based payroll and HCM software, combining technology and personal service, to streamline payroll and other workforce management processes. Paul wanted to grow his payroll business and Apex helped him achieve that goal. To see if Apex HCM is the right software partner to help grow your business, contact us to schedule a demo.

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