

Winter 2018

## COMMUNITY CORNER

During the 2017 Holiday season, Apex conducted our Annual Food Drive, Apex collected *more than 6,000 items* for the local North Atlanta community charities!



Also, during the 2017 Holiday Season, Apex was able to donate *almost 200 toys* and other home items to 4 needy families in the North Atlanta area.



Welcome to the Spring 2018 edition of the Apex quarterly newsletter, Payday, your quick-read recap of the recent buzz in and about Apex HCM!

## JAKE ARNOLD, GENESIS PPG, WINS GROWTH AWARD AT IPPA

Apex HCM, was pleased to present the Sales Leader Award to Jake Arnold, Vice President of Operations at Genesis PPG, and Apex HCM customer since April of 2014. Apex presented the award at the 2018 IPPA Sales and Marketing Conference hosted by the Independent Payroll Providers Association (IPPA) in Las Vegas, NV last week. Genesis PPG demonstrated stellar payroll business growth under Jake's leadership, and received this award because of that exceptional growth this past year. In 2017 Genesis PPG grew their payroll customers served on the Apex platform by 59.4%.





## EMPLOYEE SPOTLIGHT

This past February Apex took another step forward in providing our new customers the best conversion and on-boarding experience by hiring two industry veterans, data conversion specialists, Mario Dobles and Jereme Schumacher, both Principal Implementation Consultants in our Operations Department. Mario and Jereme have an interesting shared history together, having worked side by side for the last 21 years, "We met while working together at Paychex back in '97. We became friends, and that was sort of it," says Schumacher. "We compliment each other's skills really well. After working together this long, you just start to function like a left brain/right brain combo," adds Dobles. He continues, "We tag team the tasks and can get more accomplished not just faster, but more accurate, together."



Jereme and Mario will be responsible for the on-boarding and implementation of the Apex platform, once an SBO has purchased our software. Mario and Jereme come to the Apex table with over 30 years of industry knowledge and software skills. "We started just taking payrolls, like regular Payroll Specialists. What sets us apart however, is the in-depth technical skill-set Jereme and I have mastered over the years. We're both 6 Sigma Green Belts on lean processing, and have developed a deep knowledge of software and coding platforms."



## *Continued From: EMPLOYEE SPOTLIGHT*

We love to dissect a client's needs, and deliver the best possible service options to get the most out of their purchase," Dobles says. It's more than clear to see the passion both Jereme and Mario have about bringing on new clients; helping them get settled and all set up with their new Apex platform. Shumacher adds, "We love what we do you know? That's why we chose Apex. They love what they do too, and they do it with integrity. This isn't just a job to the people who work here...there is energy and excitement in everything they do! It's exciting, and we're glad to be a part of the Apex team and the company's growth."

## HAVE YOU SEEN OUR BLOG?



[Paying Your  
Interns: 7 Rules,  
7 Reasons](#)



[Thoughts on the  
New Federal Tax  
Policy – From  
Compliance to  
Corporate Rates](#)



[The 4 Cs of a  
Great Hire](#)



[Mergers, Acquisitions  
Rise 90 Percent  
Among Benefit  
Brokers in 2017](#)

## Come see us at...



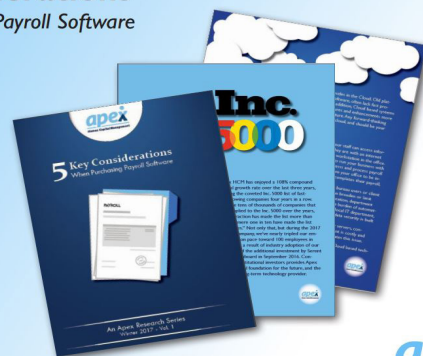
*many strengths • one goal*  
May 7-10, 2018 in Sunny Isles Beach, FL



THE  
PAYROLL  
GROUP

*Bringing Together Independent Success*  
May 2-4, 2018 in Hollywood, CA

## 5 Key Considerations When Purchasing Payroll Software



Visit our website today to  
download Apex HCM's  
newest White Paper, at  
[www.apexhcm.com](http://www.apexhcm.com)

**apex**  
Human Capital Management