



FOR IMMEDIATE RELEASE

Apex® HCM New White Paper Explores How to Grow a Payroll Business

Roswell, GA. (April 18, 2018) – Apex HCM, a leader in payroll and human capital management technology, proudly announces the release of its latest research White Paper; *How to Grow a Payroll Business*. This paper synthesizes numerous in-depth interviews with successful payroll service bureau operators and relevant compiled industry research. The research concludes that four key areas relate to growing a successful payroll service bureau: industry knowledge, software platform, salesmanship and people skills.

Marty Hamby, Apex HCM’s President, notes, “The research validated what we’ve seen for years, upgrading payroll technology is a key component to accelerate growth.” In fact, last month Apex published research based on the data from over 100 service bureaus that switched to the Apex platform and accelerated their growth by almost 20%. To read more on conversion statistics, follow the link here: <https://apexhcm.com/wp-content/uploads/2018/03/Research-Brief-20-March-2018.pdf>.

Switching to a new software platform often becomes an operational hurdle for most payroll service bureaus. Greg Javins, Apex HCM VP of Operations commented, “Apex has invested considerably in support services, such as data conversion, to help quickly onboard service bureaus, and accelerate their growth. These services and the white paper will truly help payroll service bureaus looking for a formula for growth.”

Apex created this white paper in collaboration with the Apex Industry Leadership Council (“AIRC”). The council is made up of industry leaders in the Apex community committed to providing insight and thought leadership. “Apex leads the industry in technology and thought leadership,” expressed Robert Digby, Apex HCM CEO. Digby went on to say, “We support the Apex Industry Leadership Council and are pleased to publish the research about keys to payroll service bureau growth.”

AIRC members contribute to weekly blog posts, as well as monthly and quarterly research publications. The council is dedicated to serving payroll service bureaus’ needs and growth through technology, services, and thought-provoking research studies that keeps the Apex community at the forefront of the payroll industry. Apex HCM and the AIRC is confident this white paper provides payroll service bureaus interested in growing their businesses a successful framework and practical advice.

About Apex® HCM:

Apex HCM is a market leader in licensing cloud-based payroll and HR software technology, over 300 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, benefit enrollment, 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, technology allows its customers to effectively compete feature-for-feature with larger established firms while dramatically improving their workforce productivity. **For information contact:**

For more information, please visit <http://www.apexhcm.com> or call 877-750-APEX (2739).

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