

INCREASED PRODUCTIVITY, LOWER WAGES, NO RECRUITMENT COSTS...

Acme Production Co. reduces costs, increases customer payments with InternetEmployee

SUMMARY

The Challenge

Acme Production Co. was spending heavily to recruit and train for low wage shipping jobs, and new employees frequently leave. Furthermore, wages in the accounts receivable department frequently exceeded incoming payments.

The InternetEmployee Solution

Acme Production Co. hired two InternetEmployee employees, one to handle shipping and one to do accounts receivable calls and computer work. The shipping employee does all computer based work, so training costs have evaporated. Accounts receivable work, which requires perfect English language skills and a perfect direct dial connection, are now performed at a much lower cost.

The Result

Acme Production Co. now has an accounts receivable department that generates more money for the company than it costs. Since InternetEmployee India based employees all use perfect tone direct dial phone calls to call US numbers at US domestic phone rates as low as \$0.10 per minute, customers don't know the origin of the call but understand the speaker perfectly. And, the shipping department's computer work is now staffed by college educated, reliable employees who cost Acme Production Co. barely 25% what his previous US based employees were paid.

Acme Production's CEO had a problem. Parts of her business, including shipping and accounts receivable, were costing her more to operate than what they generated. First, her shipping department was staffed by low wage employees who required computer skills but were difficult to recruit and even more difficult to train. Second, her accounts receivable department was becoming an expensive nightmare: wages were so high, in addition to training and recruiting costs, that she frequently paid more for accounts receivable work than she received in payments from customers. But, since both accounts receivable and shipping were required parts of the business, she had no choice but to continue spending on both. So, Acme Production turned to InternetEmployee for a solution.

High training costs for low wage jobs make outsourcing an excellent alternative, and InternetEmployee has the solution. InternetEmployee has English speaking, computer literate, college-educated employees available to work on any computer related office task, including shipping, at a fraction what you pay your US employees. There are no recruiting costs, training costs are minimal and wages are low. Plus, when there is extra work to do there is no overtime fees and no employment taxes to speak of. When tasks, like accounts receivable, require calls to clients, InternetEmployee employees have optical fibre phone lines to the US that are charged at US domestic rates of \$0.10 per minute and at a quality that is identical to US domestic phone calls.

“**INTERNET *Employee* means more security, lower wages, reduced training costs and flexible growth.**”

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