

SourceOne began with a legacy software provider, but Robert quickly realized he would need a better solution. “The main reason I went with Apex was for the functionality. I wanted to be more competitive with larger service bureaus and ADP and Paychex, and I knew I couldn’t be competitive with what I was using – we were putting duct tape on it all the time. Apex has helped me to compete and be successful.”



CEO PROFILE
Robert Y.

Robert is a payroll industry veteran, with more than 30 years of experience under his belt. Based in the Greater Los Angeles Area, Robert has been running SourceOne since 2006. He’s been an Apex customer since 2010.

Apex Helps You Grow Your Business

Robert has nearly doubled his business since bringing Apex aboard. “Apex gives me the ability to handle most any scenario that a client could have in any situation I need, so there were no restrictions. It also gives us better features such as accrual reporting so I can support more clients.”

A Full HCM Solution

There is much more than only payroll that SourceOne can offer its clients. “The integration of time and attendance, the HR, and the many partnerships they have brought on board has made us much more well-rounded and whole. We focus on many products with our customers; for example, we are focusing on Employer on the GO and a few others.”

Providing Better Service to Clients

SourceOne can now deliver much more value to their clients, supporting new client additions and helping to retain and expand the existing client base. “It’s a professional-looking platform, with strong presentation to the customer. I like the ability to have it be ‘unlimited’ – if you want to provide unlimited direct deposit, there are no restrictions.”

Reaching the Apex Together

“I think what Apex has done well is provide a vision for what we can take to a client; their hearts are really in this thing. Those larger companies like ADP and Paychex can’t compete and provide the experience. Having Apex in your back pocket, most companies with a little drive and direction can really kill it and become more substantial.”