

## Abra® Hammers Home Success at Jensen Distribution Services



### Business

Wholesale hardline distribution

### Challenge

Insufficient, outdated HR system

### Solution

Abra Payroll®  
Abra HR®

### Results

- Increased productivity and lowered costs
- Met company's internal demands faster and more accurately
- Reduced time needed to enter information into the system

Jensen Distribution Services, a wholesale hardline distributor, employs more than 250 people, with 20 resident territory managers servicing more than 220 program stores, as well as home centers, independent hardware stores, and mass merchants in 10 Western states. An inventory of more than 43,000 items allows for distribution of housewares, hand and power tools, plumbing, electrical, paint and paint sundries, sporting goods, lawn and garden equipment, automotive supplies, building supplies, and farm supplies.

**"Abra has helped increase productivity and drive down costs," said Doug Kaufman, Controller at Jensen.**

**"In addition, Abra represented the most affordable option compared to other HR/payroll systems on the market."**

The company had a human resources (HR) system that could no longer sufficiently maintain its database of 250+ employees. Its executives discovered that replacing the current system would be very costly. Therefore, the company started to explore software options.

In early 2000, Jensen selected Best Software®'s Abra Payroll® and Abra HR®. Two payroll employees and three HR employees currently use the system.

By implementing the Abra solution, Jensen's staff has been better able to handle the company's internal demands in a timely and accurate fashion. The Abra modules reduced the time it took to enter information into the system, which allowed the generalists to spend time working on more pressing departmental needs.

## The **ABRA** Suite® family includes:

- Abra HR®
- Abra Payroll®
- Abra Train®
- Abra Recruiting Solution™
- Abra OrgChart™
- Abra Attendance®
- Abra Alerts®
- Abra Employee Self-Service™



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