

Issue 4 – December 2003

Seifert & Associates, the Answer to your ever-changing Staffing Demands

Seifert & Associates Inc. was formed in 1987 to provide clients with technical professionals on a contract basis. Our experienced recruiting staff takes the quality time needed to provide you with top-notch temp, temp-to-perm, and direct placements inside your office.

In today's times, it's critical to find the key individual that matches your needs. Instead of spending your valuable time placing ads, reviewing resumes, performing background checks, and interviewing candidates, we do all the legwork! This allows you to concentrate on the day-to-day operation of your business.

Our goal is to provide quality candidates on a cost-effective basis, allowing your projects and departments to stay on track, and on budget, by turning your biggest fixed cost – labor – into a variable expense. In today's candidate rich market, we have the capabilities to weed out and find the "diamonds in the rough".

Candidates are available for a variety of short-term and long-term assignments. We handle all human resource functions associated with contract employees. This includes insurance, workers comp, tax liabilities, and payroll to name just a few. You are billed only for the hours the employee works.

Are you having a hard time deciding whether or not to hire supplemental staff? The following warning signs may help in the decision process:

- #1. Missing project deadlines
- #2. Excessive overtime
- #3. High absenteeism levels
- #4. Low employee morale
- #5. High staff turnover

Our detailed evaluation process allows us to effectively evaluate the candidates in the marketplace and match their talents to meet your needs.

We understand that the candidate "fit" is not just on paper, but also a cultural fit between our clients and the candidate. Long-term compatibility is always a win-win situation for all parties involved.

So whether you're looking for temporary, temp-to-perm, or a direct hire, call on Seifert & Associates. We're dedicated to finding the "needle in the haystack".

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Next Issue: (Design and Build Focus)

- Seifert Develops State-of-the Art Hydraulic Cylinder Load Cell System
- Highlights of 2003 Projects which have Increased our Customers Competitiveness

Seifert Technologies, Inc.

~ Information Technologies Department ~

Have you ever wished your IT Department could be more efficient to save your firm time and money? Did you ever wonder how your computer systems could be more profitable? These are the questions one local firm asked themselves and came to Seifert Technologies, Inc. for the answers.

Massillon AAA was looking into ways that their computer system could save them monthly overhead costs. They were running their Airline Industry on leased computers; the rest of the firm was utilizing older PCs. They also have two satellite offices with their own equipment and network expenses.

After Seifert Technologies, Inc. did a complete review of the situation, Massillon AAA hired them to initiate a number of solutions to increase profits.

The first solution was to replace all the leased computers in the Airline department with brand new computers purchased thru Seifert Technologies, Inc. This would save Massillon AAA the monthly lease payments and the new computers would speed up the process of the Airline Department.

The second step was to purchase new computers for a number of other departments thru Seifert Technologies, Inc. Massillon AAA's computers were getting outdated to the point where they were starting to fail and locking up on a daily basis. Due to the slow speed of the current systems, helping the customer could be very time consuming and frustrating. With the new computers, Massillon AAA is now able to assist customers more expediently and their IT support costs have dropped dramatically.

The last step was the satellite offices. Each office, including the main office, had to have special T1 lines connected to the corporate office in Florida. Each office had their own leased computers and leased printers. All this amounted to an extremely high monthly overhead cost.

Seifert Technologies implemented a **VPN (Virtual Private Network)** system to solve this problem. The VPN system allowed each satellite office to connect to the Massillon AAA corporate office's network using the Internet. With the high security and data encryption capabilities within the VPN system, there was very little concern about loss of data. The VPN system allows the satellite offices to act as if they were working right in the Massillon building. This eliminated the need of duplicate printers. Utilizing the VPN system, Massillon AAA was able to get rid of all their leased computers, printers and T1 lines with all new equipment thru Seifert Technologies, Inc.

Jeff Bushman, President of Massillon AAA said, "Our monthly costs savings have helped enable us to construct a new facility designed to better serve our customers. Seifert Technologies, Inc. assisted us in our move to assure our transition ran smoothly."

Call Seifert today to schedule your own IT evaluation with our highly trained and knowledgeable personnel.





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