# 3 QUESTIONS TO ASK YOURSELF WHEN EVALUATING STAFFING SOFTWARE

Your technology will serve your entire staffing business. So when it comes time to considering a new software solution, it's important to get it right.

It's more than just comparing services and processes. It's more than features and functionality. Take time to ask the important questions.

1 IS MY SOFTWARE MEETING MY BUSINESS REQUIREMENTS?

When you think about your team's day-to-day operations, is everything flowing as it should? Using dated software solutions can cause a severe drop in productivity for your team. Make sure your team has the right solution in place to keep things rolling.
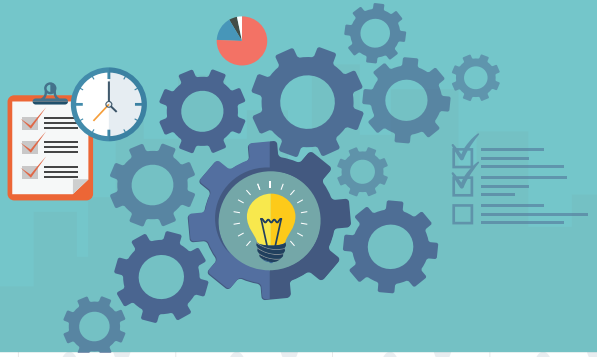
TECHNOLOGY PARTNERSHIPS
Technology partnerships save you time by making your software solution more comprehensive, efficient and easier to use. Consider what integrations your team could benefit from having access to.

ONBOARDING FEATURES
Your onboarding process should be simple, smooth and efficient. Your software should allow you to provide your clients with top talent by eliminating unnecessary paperwork and reducing the chance of human error.
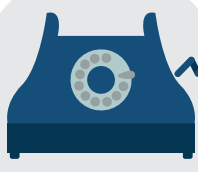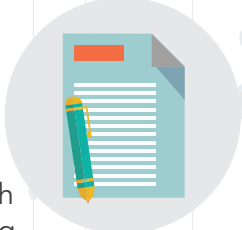
FULL INTEGRATION
Whether in recruiting, sales, operations or payroll, your entire staffing firm should be getting the most out of your technology. A fully integrated software solution means your whole team will be operating at maximum efficiency.

EASE OF USE
Your software should be intuitive and customizable to suit your business needs. What's more, an easy-to-use interface and robust functionality with quick click-through can save you time by simplifying your workflow.

CRM
With a solid CRM solution, you can quickly see what opportunities are available at anytime, anywhere and from any device, which gives you 24/7 client access and visibility.

2 IS MY SOFTWARE COMPANY FOCUSED ON PARTNERSHIP?

The staffing world is complex. From ever-changing rules on compliance and regulation, to a growing talent pool and fierce competition, you need a technology provider that has your best interests in mind. When it comes to developing software, is your provider considering your needs and valuing your company's success?

CUSTOMER SERVICE & SUPPORT
Does your provider offer resources for software questions and around-the-clock access to a support line?

COMPANY VALUES
How involved are the owners in software development and in daily interactions with customers?

CLIENT RETENTION RATE
Is your provider growing its customer base, or staying stagnant? Are they losing customers? If so, why?

TRAINING
Does your provider offer ongoing trainings and webinars, and a place to go for help?
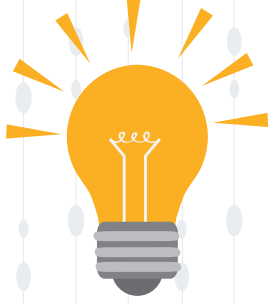
DEVELOPMENT/R&D
Does your provider work hard to build their software for their customers? Do they invest in R&D and the future?

3 IS MY SOFTWARE FUTURE-READY?

Great software is a critical investment for your business' success. Are you looking to the future when evaluating staffing agency software? In this day in age, it's more important than ever to partner with a company that is scalable and just as serious about your future as you.
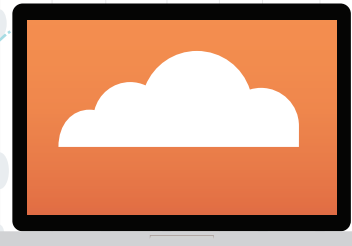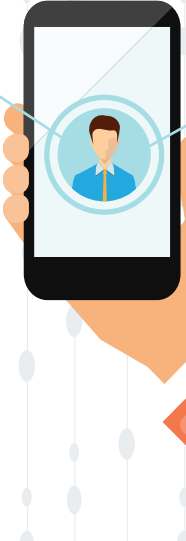
INNOVATION
Any solution provider that charges fees for every upgrade, keeps you in the dark or disregards your feedback does not have your best interests in mind. The best software providers are updating their solution continuously to better suit their clients' business needs.

RAPID DEVELOPMENTS
For your software provider, your success equals their success. This is why your software provider should be continuing to update and improve upon its solution. The best providers are moving towards SaaS based platform models, which allows for ongoing updates in real time, so you'll never be behind.

FULLY MOBILE
Your software should move with you, wherever you go and from whichever device you choose. Gone are the days of one person, one device. 24/7 access to your candidate and employee data means maximized productivity for your team.

IF YOUR CURRENT SOFTWARE IS NOT MEETING YOUR BUSINESS NEEDS – IT MAY BE TIME TO UPGRADE YOUR SOFTWARE.