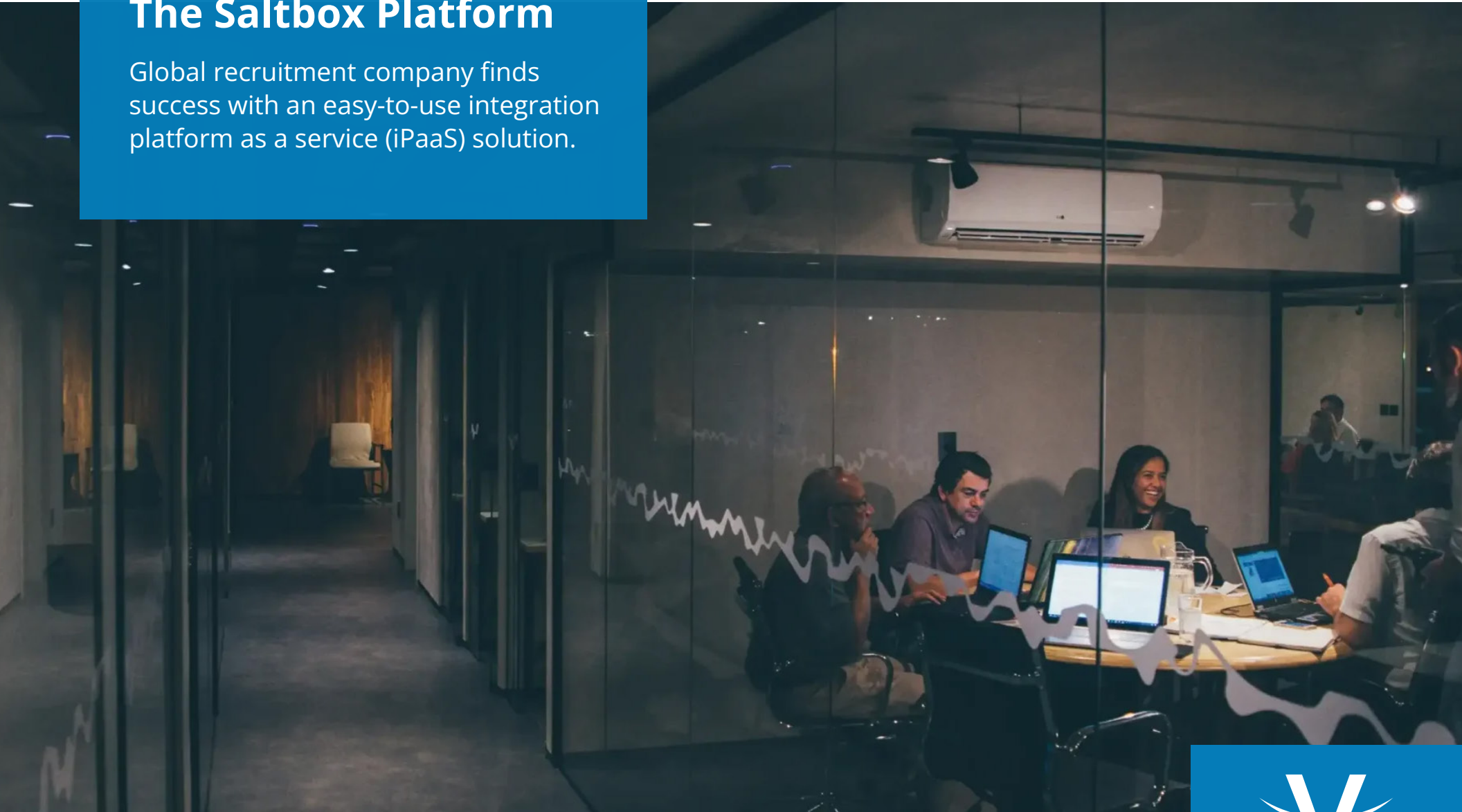# Sanderson Streamlines Recruiting With The Saltbox Platform

Global recruitment company finds success with an easy-to-use integration platform as a service (iPaaS) solution.

Saltbox

Vision33

About

Partnership is at the heart of everything Sanderson does.

Headquartered in Bristol, England, the international recruitment company has offices in the United Kingdom, Ireland, India, Singapore, Hong Kong, and Australia.

Sanderson provides a range of services from full-time, permanent placements and contract hires to executive search and Managed Service Programmes.

Sanderson, guided by its core values, including bravery, commitment, and reliability, measures success by its positive impact on people and the world.

Intricate Operations

Sanderson overhauled its technology stack in 2023, including upgrades to itris, its recruitment and customer relationship management (CRM) solution, and Sage Intacct, its finance solution. RSM InTime, automation software for timesheets, billing, and payroll, also plays a critical role in Sanderson's financial operations.

As its tech landscape changed, Sanderson lost valuable integrations and workflows that kept operations running smoothly.

Managing and maintaining payroll, invoice, timesheet, sales, and purchasing data across RSM InTime, Sage Intacct, and Sanderson's 22 legal entities for over 4,000 active placements is no easy task.

Automation Is Essential

Sanderson's financial team spent about half their week doing manual data entry in multiple systems.

"We're very admin intensive", says Mark Alford, Sanderson's technology director. "We're constantly creating timesheets for people to fill in. By the time we get through six months, 2,000 of those 4,000 people will have changed. We're constantly cycling through. Our ambition is to get much larger, but we can't do that with manual processes. It's essential for us to automate".

Sanderson could keep winning business without integration and automation—but, as Mark explains, processing that business would become problematic.

> *We would need more team leaders, managers, and manual management, with very little visibility into who's doing what", Mark explains. "Automation has all sorts of benefits".*

No Complex Coding Required

Sanderson needed a trusted partner to integrate its disconnected systems and automate processes—and Sage recommended Vision33.

Vision33 transforms business processes and results for customers by delivering on the promise of technology and its benefits for growing companies. **For over 30 years, Vision33 has helped companies integrate and automate their processes and applications to better serve their customers, employees, and stakeholders.**

Vision33 is a multi-award-winning Sage Intacct partner, Sage Platinum Club member, and the top integration and automation solutions provider for the Sage channel and its customers.

The Saltbox Platform, Vision33's exclusive integration platform as a service (iPaaS) solution, was perfect for Sanderson.

Vision33 developed Saltbox to enable any company to integrate, unify, and automate processes. Saltbox empowers customers to do more with and get more value from existing technology investments.

"

Saltbox offers the capability of joining multiple types of systems together with a visible code solution", Mark says.

"We can run and execute Saltbox ourselves. I don't need people to be able to write in C#, Java, or other coding languages".

Complicated Processes Made Easy

Now, thanks to Saltbox, Sanderson and its 22 entities rely on over 80 workflows to automate various aspects of their business.

"Our entire company is running on the transactions Saltbox pushes from one system to the other", Mark says.

One of the workflows is a significant benefit for a Sanderson client with 1,000 placements. Rather than be billed weekly, the client requested a succinct monthly invoice.

"There are 1,000 contingent workers rolled up onto a single invoice, and we present the client with one large bill at the end of every month", Mark says. "When the client pays the bill, we distribute the payment among the 1,000 workers. That's quite a complicated thing to do, and that's what Saltbox is running for us. It takes the data from our InTime system and places it in Sage Intacct".

Sanderson's finance team can see workflow failures in Saltbox and understand what went wrong. Usually, the culprit is incorrectly formatted invoices. Once corrected, the input runs successfully.

"That's something we would have been unlikely to get in a totally bespoke written integration", Mark notes.

An Integrated, Automated Future

Saltbox's ease of use enables Mark and his team to write additional workflows, including moving different placement categories from the CRM system to RSM InTime. **Once new workflows are developed, the team just needs to test and implement them.**

And if the company encounters issues, it knows it can rely on Vision33. Unlike other integration partners, Vision33's certified consultants have unique financial expertise and insight.

"There's a clear understanding of accountancy within Vision33", Mark concludes. *"It's clear they're used to dealing with financial transactions".*

Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox (saltbox.io) and iDocuments (idocuments.io).

For more information about Vision33,
*visit **www.vision33.co.uk***

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