

# DRIVING BUSINESS GROWTH

A CASE STUDY ON INCREASING  
BILLABLE WAGES





# Client Background

## CLIENT:

SUSTAINABLE STAFFING INC.

## INDUSTRY:

LIGHT INDUSTRIAL/CLERICAL INDUSTRY

## COMPANY SIZE:

0-10 EMPLOYEES

## LOCATION:

ILLINOIS

# Challenges

At the start of our partnership with Employer Solutions Staffing Group, Sustainable Staffing, Inc. operated from a single office, serving just two states. They approached us seeking back-office solutions that would support their growth ambitions and streamline their operations.



# Solutions

A partnership with ESSG means you receive access to each solution that we provide on a larger scale. ESSG seamlessly maintains licensing and crucial coverages across all 50 states that can be challenging for smaller businesses to manage. For Sustainable Staffing, Inc. trusting us with compliance, HR, and legal solutions that differ across the country really moved the needle.

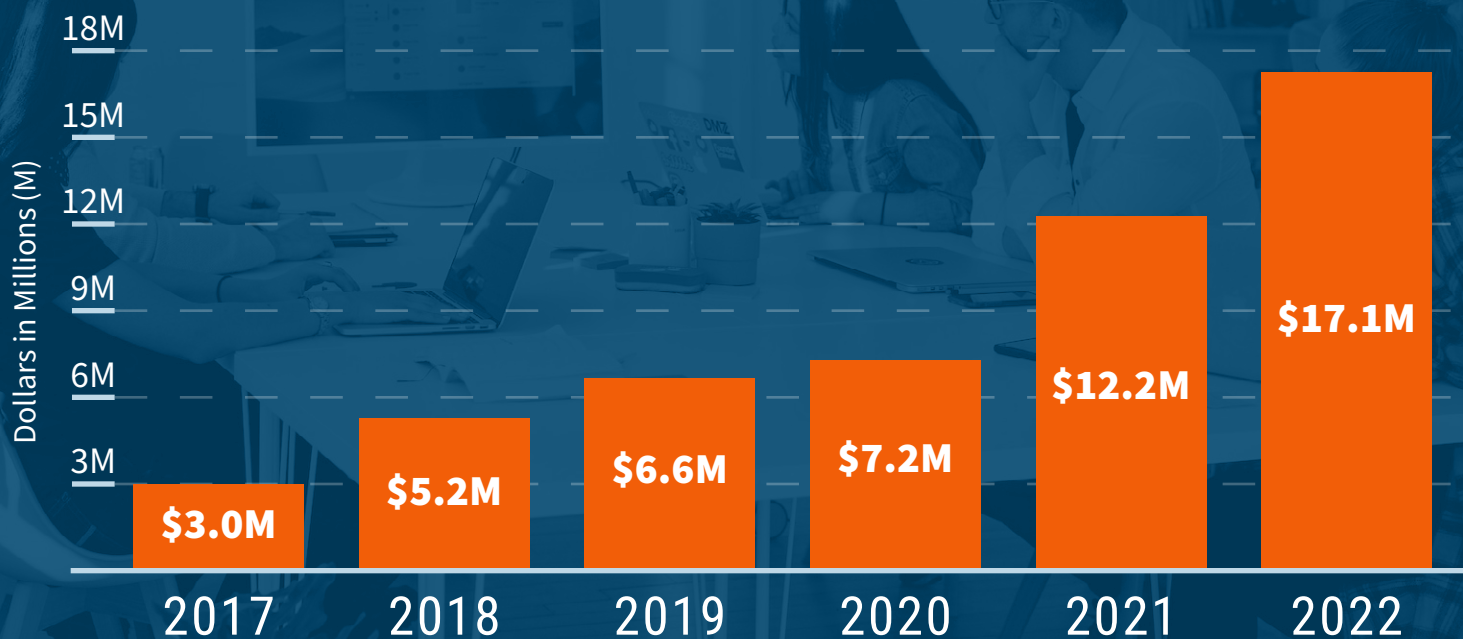


# Results

## CALCULATING GROWTH PERCENTAGE:

To evaluate the client's growth, we utilized a straightforward perspective. For each year, we compared the billable wages of the respective year with the first year (Year 1) and calculated the percentage increase. Let's delve into the growth figures and their implications.

### Growth Analysis



# Results

Year Marker	Branches	Working in State Count	Customer Count	Employee Count	Billable Wages Increase (per Year against first full year)
2017	1	2	35	288	Partial Year
2018	2	2	57	397	0%-Baseline
2019	3	2	63	449	25.56%
2020	3	2	77	404	38.18%
2021	3	3	90	503	108.34%
2022	4	3	98	643	189.34%
2023	4	3	96	651	Partial Year

The growth percentages illustrate Sustainable Staffing, Inc. 's remarkable progress. In just 1 year, they experienced a 20% increase in billable wages. The growth momentum continued in Year 3, with an impressive 60% increase compared to the first year.

# Discussion

**THE CLIENT'S REMARKABLE SUCCESS CAN BE ATTRIBUTED TO THEIR FOCUSED EXPANSION STRATEGY AND THE INVALUABLE SUPPORT PROVIDED BY EMPLOYER SOLUTIONS STAFFING GROUP (ESSG).**

By leveraging ESSG's seamless multi-state operation capabilities and same-day business readiness, Sustainable Staffing, Inc. reaped significant benefits. Notably, they no longer needed to burden themselves with maintaining licenses in states they only occasionally worked in, thanks to the convenience and value provided by our services.

ESSG's comprehensive coverage across all 50 states enabled them to expand their service offerings, penetrate new markets, and ultimately achieve substantial growth in billable wages. This partnership exemplifies the power of strategic expansion and the transformative impact of ESSG's unparalleled support.

If you aspire to achieve similar growth and streamline your operations, consider partnering with Employer Solutions Staffing Group. Our tailored back-office solutions can support your expansion plans and help you focus on core business activities. Witness your business thrive with our comprehensive services. Contact us today to embark on your own success story.



employer solutions staffing group<sup>llc</sup>