

## The Customer

Farley's & Sathers Candy Company

## Industry

Manufacturing

## Number of Employees

1,400

## Key Benefits

- \* Greater control of workforce information
- \* Companywide savings through convenient and cost-effective SaaS delivery
- \* Improved data integrity and ease-of-use

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**Angela Meyer**  
Payroll Manager

Farley's & Sathers Candy Company, Inc.



## Company Profile:

Since its inception in 2002, Farley's & Sathers Candy Company, Inc. has become one of the top 25 manufacturers of confections in the world. Headquartered in Round Lake, Minnesota, the company is a leading manufacturer and distributor of quality confectionery and gum products, offering full line, full service opportunities to all classes of trade in the U.S. The company's success in the industry, experience with acquisitions, and significant capital resources established Farley's & Sathers Candy Company as a leader in the confection industry. Some of the company's brands include Farley's, Sathers, Brach's, Trolli, Bobs, Chuckles, Now and Later, and Fruit Stripe.

## The Challenges:

Previously, Farley's & Sathers had used a payroll service bureau, and the drawbacks included a lack of control over deadlines, extra costs for reports that often were outdated upon arrival, and recurring issues with data reconciliation.

## The Solution:

The company's HR/payroll team decided to switch from a payroll service bureau to UltiPro in 2002 and then migrated to Ultimate's Software-as-a-Service (SaaS) delivery in 2007. The company is currently enjoying a range of benefits as a result, including more control of information, enhanced access and ease-of-use, and improved data integrity.

Farley's & Sathers is now in charge of its payroll schedule—including all scheduled payroll processing as well as off-cycle or manual pay runs—and the HR team can run reports instantly. Plus UltiPro provides Farley's & Sathers with greater efficiencies, measurable return on investment, and dedicated IT support through the SaaS model.

"Software-as-a-Service gives me one less thing to worry about," said Angela Meyer, payroll manager for Farley's & Sathers. "I almost forget that the technology components exist because Ultimate handles all the upgrades, hardware, and system maintenance for us. Ultimate secures our information in its state-of-the-art data center, so we're confident that our information is safe. Our VP of IT agrees that SaaS delivery is an excellent choice for us."

While the SaaS model has resolved many challenges for the IT staff, UltiPro's industry-leading functionality also has dramatically reduced any concerns about data integrity for the company's HR/payroll team.

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Farley's & Sathers acquired Brach's Confection in 2007—quickly doubling its size. According to Meyer, UltiPro's system layout and ease-of-use made the transition and training smooth—conveniently accommodating the rapid increase in the company's workforce.

"UltiPro makes such a difference to our team and the organization. I don't have to spend 30 days training a new administrator to use it. We recently added a new employee to my department, and within a half-hour, she had a solid understanding of how to maneuver within the system," said Meyer.

"Employees access their own information every day without assistance from my team. UltiPro is very intuitive, providing immediate benefits to everyone who is connected to it."