



Texas-based PEO utilizes BLR's online solutions to create new revenue streams and keep up with client demand

*"It's also brought us a return ... we added services where we bring up to \$2,000 a month for our recruiting and compensation service areas. And that's only after we've been on those products for 9 months."*

## eESI NEEDS:

- Improved training deliverables and efficiencies within the company to allow it to keep up with client demand
- A solutions partner that would be an extension of its own company brand and identity
- New revenue streams to keep innovating solutions for clients

## SOLUTIONS

- **Compensation.BLR**
- **HR.BLR**
- **Safety.BLR**
- **TrainingToday Enterprise**

## RESULTS

- Up to \$2,000/month in additional revenue streams after 9 months of use in compensation and recruitment service areas
- Products that support internal mobile training, accountability, and compliance
- Creating time for employees to concentrate more on accelerating additional products/services

In 2016, eESI began to evaluate vendors to find a solution that would serve as a support system across all facets of its organization. The systems were reviewed for mobility, accuracy, potential areas of growth, and ability to provide additional revenue streams. What it quickly realized was that BLR's range of products touched on each of its needs. Multistate information would allow the team members to consolidate their current systems and provide a better user interface. Additionally, opportunity for additional revenue streams was recognized.

Upon further review of the BLR® solutions available, the decision was made that BLR could be the partner eESI was looking for based on:

- Exceptional learning content
- On-staff legal experts
- Custom solution development specific to PEOs with multiple client/employee structures
- High level of account manager service
- Supporting marketing and customized materials

*“More important to us is to keep up with demand, and keep our in-house people slim, but just that much more effective, and that’s exactly what we’re getting (with BLR)”*

### The search for a solution

eESI quickly realized that it could utilize several of the online solutions not only to bring in those additional revenue streams but also to provide products it could use for internal training and research needs. eESI now partners with BLR on TrainingToday Enterprise, HR.BLR, Safety.BLR, and Compensation.BLR, and it has already seen additional revenue streams from its recruiting and compensation service areas in a few short months.

### How has BLR met eEsi’s Needs?

To meet eESI’s needs, BLR provided the company with several solutions, TrainingToday, HR.BLR, Safety.BLR, and Compensation.BLR. These products give eEsi:

- Ease of use in online training both internally and externally
- A database of knowledge that is widely used
- Enhancement within its recruiting and compensation services
- Training access from anywhere, accompanied with customized training marketing pieces for clients

*“Content, content, content. BLR became the best breed for us. They have the best content out there.”*

### FEEDBACK AND RESULTS

- TrainingToday, Enterprise—eESI offers training services to its clients.
- HR.BLR, Safety.BLR, and Compensation.BLR—provide a database of knowledge used internally to enhance recruiting and compensation services to provide a revenue stream that wasn’t there before.

## ABOUT eESI:

Founded in 1999, eESI is a Texas-based professional employer organization (PEO). It offers expertise in Human Resources, workers’ compensation and risk management, employee benefits, retirement packages, payroll administration, and more. It has succeeded by steadily and responsibly growing its client base through high-touch services accompanied with an innovative employee environment.

**To learn more about BLR’s PEO solutions and full customization options, contact us today 800.727.5257**