



Aiken Industries Turns to IP Experts for Rapid Implementation of Incentive Payroll System

The versatile cut and sew contractor has replaced a failed legacy payroll system with the latest shop floor solution from Incentive Payroll Experts. A record-fast implementation and customer-tailored solution enabled the manufacturer to avoid disruption to production and achieve a lower total cost of ownership.

Incentive Payroll Experts LLC (IPE) (www.incentivepayroll.com), a fast-growing developer and marketer of shop floor and incentive payroll solutions, announces that soft goods contract manufacturer **Aiken Industries** has successfully implemented the **Incentive Payroll (IP)** software and hardware solution at its Aiken, South Carolina cut and sew operation. When its legacy payroll system failed, the 54 year old family-owned producer of apparel, medical and specialty consumer goods replaced it with the easy to setup and use solution from IPE. Thanks to a record-fast weekend setup and one-day implementation, Aiken Industries reports that, in addition to preventing significant downtime, the new system has also reduced process time and costs.

According to **Aiken Industries Co-Owner Cary Friedman**, *“When our 30 year old system went down, we knew that we had to quickly find a solution to meet our ongoing piecemeal payroll requirements. After speaking with IPE on a Friday, they configured a new system for our business over the weekend, delivered it on Monday, and had us printing bundle tickets by 10 AM that same day. Not only was IPE incredibly responsive to our needs, their system is so intuitive that we needed very little training. They setup our bundle tickets to look exactly the same as before, so there was no disruption on the production floor.”*

“We also like that they price their solution based on the number of users instead of a large upfront system investment. This allowed us to pay for only what we needed at the time and then add more users as our business grew. Coming off of a slow period, this gave us the ability to get into the new system without breaking the bank. Overall, these and other advantages have made the IPE system more capable and cost-effective than our old systems and other alternatives. Their excellent products, responsiveness and support make IPE a huge asset to our business.”

Aiken Industries also reports that the IPE system has streamlined the previously time consuming task of entering cutting ticket information into the system. Co-owners Cary and Sarah Friedman also use the shop floor data in the system to track key productivity indicators for their uniform pants, flat panel TV covers and clean room medical packaging production lines. The system also allows the 30-employee business to easily export the information needed to enable the gross to net payroll calculation and other financial and tax reporting services that they outsource to Concept HR in Warrenton, SC.

“We are pleased to partner with Aiken Industries and play a supporting role in their continued success,” noted IPE Managing Partner Brad Mikes. “With our years of experience in the fashion and sewn products industries, we understand the need for responsive and engaged technology partners. Our commitment to solving client needs also keeps us focused on developing products that are simple to use and provide the shortest possible time to benefit.”

About Aiken Industries

Aiken Industries has been a contract apparel producer since 1962 and a non-apparel sewn products contractor since the early 1990’s. The versatile Aiken team can handle both woven and knit fabrics with the flexibility to move rapidly from pants and skirts to duvets, sheets, pillows, and pillowcases. Throughout its history, the company has continuously evolved with innovations such as a controlled environment clean room built in 2004 for sewing and packing surgical sponges; and a second clean room recently added to cut, assemble, and package bandages for one of the largest healthcare companies in the world. For more information, visit <http://www.aikenind.com>.

About Incentive Payroll Experts

Incentive Payroll Experts (IPE) was formed in 2010 to fill the gap in incentive payroll and shop floor control (SFC) solutions for the apparel, sewn products and other industries that utilize incentive pay systems. The IPE leadership team brings more than 70 years of combined experience in incentive payroll solutions to simplify deployment, use, and maintenance of shop floor and piecework payroll activities. This experience is coupled with flexible and affordable Microsoft® .NET®-based Incentive Payroll software solutions to ensure IPE clients the speed, accuracy and continuity they require for successful work-in-process tracking, data collection, processing and payroll calculations.

Incentive Payroll Experts maintains its headquarters in Greenville, South Carolina and a research, development and support office in Utica, New York. For more information, visit: <http://www.incentivepayroll.com>.

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