

EDL Consulting Partners with TriNet HR Capital Consultants who Provide Expertise



Customer Profile

Industry: **Professional Services**
Company: **EDL Consulting**
Website: **edlconsulting.com**
Location: **Northbrook, IL**
Joined TriNet: **July 2007**
Employees: **35**

“With TriNet, EDL is able to focus on the strategies of the business, employee development, and operational excellence while partnering with TriNet to handle the back-office functions.”

Sue Fuller

Director of Talent Management
EDL Consulting

EDL Consulting is headquartered in Northbrook, IL, a desirable north-shore suburb of Chicago. However, geographical location is irrelevant because EDL is a virtual company. Its 35 employees are dispersed all around the country.

As an e-Commerce Consulting firm, EDL Consulting helps its clients become more efficient and successful by solving complex systems integration issues using state-of-the-art technology. Their business intelligence and multi-channel selling solutions generate more revenue, trim costs, and create differentiation for their clients by making it easier for their client’s customers to do business. Their current niche is Cloud Computing.

Wouldn’t it be ironic if a company seeking to make life easier for its clients were itself bogged down by resource challenges such as compliance and HR administration? This is the situation that EDL Consulting faced when it decided to outsource its HR function to a PEO named The Outsource Group, later acquired by TriNet.

Sue Fuller, EDL Consulting’s Director of Talent Management explains the decision:

“Our business model is to be a technology services, virtual company and still offer a ‘big company look and feel.’ With the help of TriNet, we offer a full suite of benefits, outsource payroll and have the support and confidence to be in compliance in all 50 states. If you look at how EDL decided to outsource this aspect of the HR function, it was really about complementing our own expertise. With TriNet, EDL is able to focus on the strategies of the business, employee development, and operational excellence while partnering with TriNet to handle the back-office functions.”

Good-Bye to Minutiae

What are the overall benefits of outsourcing to TriNet? Fuller says:

“By outsourcing the HR function, an enormous amount of activity is taken off of our backs. I can offload a lot of the complexity: from benefits renewal and not having to negotiate with the insurance brokers, to the compliance aspect with regard to following individual state laws and state agencies, especially in California, and knowing the payroll taxes are filed for us. Those are big factors.”

[More ▶](#)

“With the help of TriNet, we offer a full suite of benefits, outsource payroll and have the support and confidence to be in compliance in all 50 states.”

Sue Fuller

Director of Talent Management
EDL Consulting

The HR portal solution: HR Passport

For Fuller, another desirable aspect is TriNet’s online portal, HR Passport. This is a platform that allows employment administration to be virtual for both managers and employees.

“HR Passport is a tremendous web-enabled tool that gives the employees the access to employment forms, benefits enrollment, performance management and even online training. It is kept up to date so that it is always relevant. It’s a premier tool that no one could build internally and maintain with the size of our company.

“I went to look at the competition and it just wasn’t as appealing. HR Passport was far more comprehensive with information we need.”

Excellent Service and Collaboration with Experts

Fuller says: “We also have the ability to consult with Human Capital Consultants like Tara McCallum who provide me with step-by-step guidance and recommendations on employment matters. It sharpens my experience because of the collaboration.

“Then we have Kristey Walley and her backup Cookie Candelario, who are just experts with the HR Passport database. Kristey assists us in using the tool, in pulling reports, in managing all of our events so that the system is going to interpret it correctly and accurately. We move at such a fast pace and we have so many circumstances that are not clear cut. And I have to say that Kristey is right there to assist us when entering new data or making updates time and time again.

“Clearly the amount of training that TriNet invests in their employees is evident as they provide their expertise. Both Tara and Kristey are well-versed and they’re able to guide me through situations clearly, smoothly, and efficiently -- it’s a real time saver and a credit to TriNet as a business to make sure that they are constantly keeping their Human Capital Consultants and the Account Representatives on top of their game.”