

Venture Capital Darling RaySat Turns to TriNet for Affordable HR Outsourcing



Customer Profile

Industry: **Technology**
Company: **RaySat, Inc.**
Website: **www.raysat.com**
Joined TriNet: **2004**
Location: **Vienna, Va**
Employees: **22**

“We couldn’t be more enthusiastic about our relationship with TriNet.”

Stacey Katz
HR Director
RaySat, Inc.

RaySat has made great strides towards conquering an innovative new market. Established in 1997, the company is a leading manufacturer and supplier of in-motion, low-profile, phased-array satellite antennas. These antennas allow moving vehicles to receive live satellite television.

As the recipient of significant rounds of venture financing—the company recently closed a \$27 million investment round from Apax partners, Benchmark Capital, and Seed partners—RaySat has already achieved several growth milestones. The organization is staffed by over 140 professionals spanning three continents.

HR Services at a Great Price

RaySat’s HR Director, Stacey Katz, remembers that when the company first faced HR challenges, it had to choose between either hiring additional in-house staff or outsourcing the HR function. The management team eventually decided to find a payroll and benefits service that could also deliver reasonably priced, value-added HR resources. After evaluating the outsourcing landscape, RaySat selected TriNet for its ability to provide end-to-end services at a great price.

“We really appreciate the online services that are geared for both managers and employees, all of which are backed up by Fortune 500-caliber benefits and an Oracle-PeopleSoft HRIS platform,” Ms. Katz remarks. “We are still a small company, and getting these features without TriNet would be exceedingly expensive.”

A Stable HR Infrastructure

TriNet gives Ms. Katz the freedom she needs to concentrate on strategic initiatives, rather than get bogged down in administrivia.

“TriNet allows RaySat to run payroll without a payroll manager and supply benefits without a benefits manager. As a result, I am able to concentrate on policies, procedures, and building a stable infrastructure for the company.”

She adds, “We see the ROI in having our employees use TriNet’s self-service tools to handle their own HR issues, rather than drawing upon internal resources here at RaySat. We have also saved in legal costs with the professional advice received from TriNet instead of having to engage with outside counsel.”

“The bottom line? TriNet allows RaySat to focus on what it does best, and removes the challenges and hassle from its HR/Payroll Administration. ”

“RaySat has done great with venture funding, but we don’t want to waste it all on human resources administration. We couldn’t be more enthusiastic about our relationship with TriNet. We highly recommend the service to other companies.”