



# Jones Commercial Interiors

## Maximizing Efficiency

*Jones Commercial Interiors was founded in 1996 and currently has 29 employees. As CEO, Debra Hayner looks for opportunities to maximize the company's profitability and differentiate it from its competitors by providing exceptional customer service. She finds the specialized HR support provided by ADP TotalSource® is a valuable resource that allows the company to maximize its strengths.*

### **ADP® helps us run our organization more efficiently**

Jones Commercial Interiors is a commercial interior design firm. We do everything from initial space planning, through design development and obtaining construction documents. There are many talented designers and design firms, and we're all doing about the same thing. The difference with us is the customer service we provide. Our clients always get a call back the same day and we have much quicker turnaround than our competitors.

We are all designers, myself and the president included. As such, we're learning as we go from the business point of view. For the same reason you hire an accountant or a lawyer, we knew we needed an HR specialist. We previously had different payroll companies, and ADP was the most reliable and responsive. So it was a natural fit as we grew and our needs expanded to explore the whole HR side of it. And because of ADP's reputation, we knew it would help us manage certain costs, like health insurance. In addition, with ADP being larger, we felt they'd have more experience with different kinds of organizations and how they work. We selected ADP TotalSource, and everything they do helps us run our organization more efficiently.

**Debra Hayner**  
CEO



<b>Name</b>	Jones Commercial Interiors
<b>Industry</b>	Commercial interior designer
<b>Employees</b>	29
<b>Locations</b>	1
<b>Headquarters</b>	Dallas, TX
<b>Website</b>	ajci.com

**Business challenge**  
Freeing up time spent on HR-related functions.

**How ADP helped**  
ADP TotalSource® allows their employees to focus on their core competencies to maximize their effectiveness and the company's profitability.



## We rely on ADP

Time is money. And the less time we spend on dealing with HR matters the more money we make. Our employees used to come to us with questions, worries and concerns on things like insurance. Now they can go straight to the ADP portal or speak directly with an ADP representative for answers. That's a big deal and it makes our employees happier. ADP's Employee Assistance Program has also been very beneficial.

*Our HR business partner is amazing. She goes above and beyond to help us out. This gives us confidence because we don't have to research best practices and laws. We just call her and she walks us through everything.*

Like I said, our profit margin is time- and efficiency-based. It's how quickly and correctly we can move through projects. So having somebody else to help us deal with HR issues, including payroll, open enrollment and the like is very important. We also take advantage of ADP's online classes, and our HR business partner has come to the office to lead training programs with our employees.

We rely on ADP and I would highly recommend them. They provide a huge safety net. As long as we act according to their directions, I feel secure about how to handle employees' issues.

**"We are very happy to be working with ADP TotalSource because we are not only receiving excellent products and services, but have great people to work with, too."**

**Debra Hayner**  
CEO

