

# Success Stories

Bringing You Success, One Story At A Time.

## CITY OF HUBER HEIGHTS

### H.R. DEPARTMENT

#### Overview:

The distributor had provided a similar system for the Administration Office, which referred the distributor to the H.R. Department. The contact in the H.R. Department was the Director of H.R.; files were kept in top-tab drawer-style folders with handwritten name tags and no color-coding. The director wanted a mobile system, similar to the one provided to the Administration office.

#### Solution:

The distributor provided a mobile system, conversion services, additional end-tab folders for new records, and NetLabels software. There was no competition for this sale. The distributor reports that this will lead to additional business in other departments within the city. According to the distributor, "It's the rule of thumb, 80% of your business can come from 20% of your existing clients. You just have to ask."

#### Additional Information:

The year code at the top of the label signifies the year of hire. The color for the year code is driven by the department the employee is in, (such as Police/Navy; Fire/Red; Public Works/Green; Accounting /Purple; Tax/Pink; IT/Orange; H.R. /Aqua; etc.). The color block below the year signifies employee status. Black is for a terminated status, and Red is for an active employee. The four digit number below the solid color is the employee number. There are two lines of text, one for the name and the second for additional information.

*The label style is # 2071. You can view or print a sample of this label by going to [www.netlabels.com](http://www.netlabels.com). Now, click on the "print labels" box. Enter "guest" under username and password. Lastly, just scroll down the label styles until style # appears and click on it.*

*To contact our NetLabels Support Group, call (800)873-4427 and ask for NetLabels, or send an E-Mail to [netlabels@gbscorp.com](mailto:netlabels@gbscorp.com).*

