

• Customer Case Study · Consolidation



PRESIDENTIAL STAFFING SOLUTIONS

Six fragmented systems. One platform. **66% lower software spend.**

How a healthcare-rooted, multi-vertical staffing agency serving public sector and commercial clients across the United States consolidated BambooHR, ADP, a third-party time clock, DocuSign, onboarding software, and a maze of drives and spreadsheets into one Jombone platform.

Customer

Presidential Staffing Solutions

Headquarters

San Antonio, Texas

Founded

2011

Coverage

Nationwide · 4 time zones

Verticals

Healthcare · Light Industrial · Office Admin

Client mix

Public sector · MSP · Commercial

Systems consolidated

6+ into 1

Software spend

Reduced 66%

Customer voice

Nicole Cox · CEO

The consolidation, at a glance.

Presidential Staffing Solutions runs a genuinely hard operating problem: healthcare (including MSP contracts and travel nursing), light industrial, and office administration staffing, delivered to public sector and commercial clients across the United States – every client with its own timesheet format, onboarding packet, and compliance requirements, and workers clocking in across four time zones. Before Jombone, that complexity was managed across six-plus disconnected tools costing over \$6,000 per month, stitched together by hand in drives and spreadsheets.

Jombone replaced the stack with one platform running the full cycle – job order to onboarding to time capture to payroll to invoice – cutting software subscription and usage spend by 66% and reaching ROI breakeven rapidly on the consolidation savings alone.



66%

Software Spend Reduced

from ~~\$6,000+/month~~ in subscriptions & usage fees



6+

Systems Retired

BambooHR, ADP, time clock, onboarding tool, DocuSign, drives & spreadsheets



1

Job Order to Invoice

recruiting, onboarding, time, payroll & billing on one record



4

Time Zones, One Clock

California to the East Coast on one time-capture standard



Minutes

Support Response Time

nights, weekends & go-live questions included



Rapid

ROI Breakeven

subscription consolidation alone recovered the platform cost

OPERATIONAL SCORECARD · AFTER CONSOLIDATION



Time-to-fill

AI screening agents qualify applicants before a recruiter touches them



Fill rate

AI enrichment reactivates the agency's own talent data across all verticals



Timesheet errors

Discrepancies resolved in-platform before payroll, not after



Sourcing spend

Paid job-board dependence cut by leveraging owned data



User adoption

Full team trained; workers supported directly, within minutes

Directional outcomes reported by Presidential Staffing Solutions after platform consolidation. Financial figures on page 6.

Built in healthcare. Grown into every labor category a client can contract.

Nicole Cox founded Presidential Staffing Solutions in San Antonio, Texas in 2011. Her background is clinical, not corporate: a master's in nursing and years in ICU and long-term rehab. The agency started in medical staffing, working heavily with government clients – U.S. Army installations across multiple states, VA facilities, and state and municipal agencies from California to Philadelphia and New Jersey.

Then the clients asked for more: security officers, janitorial teams, teachers, administrative staff. The construction and physical security industries needed light industrial and office administration support. Today Presidential runs a multi-vertical book – healthcare (including MSP contracts and travel nursing with travel and expense management), light industrial, and office administration – delivered nationwide.

"We've staffed painters at airports. We've staffed traffic light technicians with the city. We will pretty much staff any job, as long as it's contracted out to us."

Nicole Cox · CEO, Presidential Staffing Solutions

Six systems, \$6,000+ a month, and a back office holding it together by hand.

- ⚠ **BambooHR** for HR records and part of onboarding – disconnected from time capture and payroll
- ⚠ **ADP** for payroll, partial onboarding, and partial timekeeping – a second onboarding flow for the same worker
- ⚠ **A third-party time clock system** layered on top – a third place where hours lived
- ⚠ **Separate onboarding software and DocuSign** – packets assembled by hand, per client
- ⚠ **Drives and spreadsheets** consolidating timesheets from multiple customers across the U.S. in unusual, client-specific formats – manually, every payroll cycle
- ⚠ **\$6,000+ per month** in combined subscriptions and usage fees – before counting the labor cost of reconciling it all

"We had an HR platform, we had a payroll platform, we had a timekeeping platform – 3 or 4 different platforms that we were using. So the idea to be able to incorporate all that into one was very intriguing."

Nicole Cox · CEO, Presidential Staffing Solutions

Skeptical by experience. Convinced by delivery.

Nicole didn't arrive as an easy sell. She'd heard consolidation pitches before: vendors promise the platform, deliver the point tool, and leave the agency running the gaps on spreadsheets anyway. What won the evaluation was the shape of the platform itself – one system that takes a worker from job order (or task order, in public sector language) all the way to pay and invoice. One record of the worker, one record of the hours, one record of the money.

"We've tried different people out before, and a lot of times people will promise more than they can deliver. But working with Jombone, they have been able to deliver everything that they've promised."

Nicole Cox · CEO, Presidential Staffing Solutions

The consolidation map

BEFORE JOMBONE	AFTER JOMBONE
BambooHR – HR records & partial onboarding	Native onboarding, tailored per client with a click – one worker record from application to payroll
ADP – payroll, partial onboarding, partial timekeeping	Approved timesheets flow straight into payroll processing and billing – no re-keying between systems
Third-party time clock system	Jombone mobile time apps – workers clock in and out across four time zones on one standard
DocuSign + separate onboarding software	E-signature templates built directly in the platform – send, sign, and store in one flow
Drives & spreadsheets consolidating client timesheets	Timesheets captured, approved, and consolidated inside the platform – every client, every format
Paid job-sourcing platforms for every requisition	AI screening agents + AI enrichment of the agency's own talent data – sourcing spend cut
 \$6,000+/month across 6+ tools	One Jombone platform – total software spend down 66%

Public sector task orders, MSP healthcare reporting, travel nursing with expense management, and light industrial sites in different time zones – all standardized on one process, without switching technologies between contract types.

Onboarded, trained, and standardized – without pausing the business.

1 Per-client onboarding workflows

Every client gets its own onboarding packet – selected with a click, not assembled by hand across BambooHR, ADP, and email.

2 Native e-signature templates

Documents requiring signatures are templated and sent in the same flow – retiring DocuSign and the standalone onboarding tool together.

3 Mobile time capture across four time zones

Workers from California to Philadelphia clock in and out on the Jombone app. Supervisors approve in-platform. One standard, every state.

4 Automated payroll and billing

Approved timesheets flow directly into payroll processing and client invoicing. The manual spreadsheet consolidation step is gone.

5 AI screening agents and talent enrichment

Applications are screened automatically; AI enrichment reactivates owned talent data – cutting paid job-sourcing dependence.

6 RPO delivery through the platform

Presidential's recruitment process outsourcing – including offshore recruiters – runs inside Jombone, in the same system of record.

7 A new agency website, built by Jombone

Web presence audited and rebuilt, connected to the platform's recruiting flows – with the CEO involved at every step.

Timekeeping is billing. Get it wrong nationwide, and everything breaks.

Every hour that isn't captured cleanly is an hour that can't be billed cleanly. On Jombone, workers from California to New Jersey clock in through the mobile app, timesheets are approved in-platform, and approved hours flow automatically into payroll and billing – punch to invoice, without a spreadsheet in the middle.

"If we can't incorporate the timesheets, then we can't bill for that time. We have employees in California – which is a way different time zone than Philadelphia, which is a different time zone than Texas."

Nicole Cox · CEO, Presidential Staffing Solutions

Lower cost, standardized operations – and a CEO running the business instead of the stack.

- ✓ Software subscription and usage spend reduced 66% from \$6,000+ per month
- ✓ 6+ systems consolidated into one platform – BambooHR, ADP, third-party time clock, onboarding software, DocuSign, drives & spreadsheets
- ✓ Job order to invoice on a single record – recruiting, onboarding, time, payroll, and billing
- ✓ Paid job-sourcing spend cut through AI screening agents and enrichment of owned talent data
- ✓ Full team trained; processes standardized across public sector, MSP, and commercial contracts

THE CONSOLIDATION, BY THE NUMBERS

Software spend

-66%

Systems consolidated

6+ → 1

ROI breakeven

Rapid

Time zones, one clock

4



*A lot of times, people will promise more than they can deliver. Working with Jombone, **they have been able to deliver everything that they've promised.***

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Nicole Cox

CEO · Presidential Staffing Solutions

About Presidential Staffing Solutions

Founded in 2011 in San Antonio, Texas, Presidential Staffing Solutions provides credentialed, vetted staffing across healthcare, light industrial, and office administration – serving public sector and commercial clients nationwide. Read the full story: jombone.com/customers

About Jombone

Jombone is the AI-native operations platform built for high-volume staffing. One system replaces 6–10 disconnected tools across recruiting, onboarding, time capture, payroll, invoicing, and compliance. jombone.com

Still paying six vendors to run one staffing business?

Book a 30-minute walkthrough. We'll map your current stack – and its real monthly cost – against what Presidential runs today. **If the math doesn't work for you, we'll tell you.**

Get a demo → oncehub.com/jombone