

A special presentation in association with WageLoch

# Partners share in software success

A SIMPLE software rostering program written for his employer was the beginning of a business, WageLoch, for Lachlan Sedsman.

Mr Sedsman was working part-time at a bakery when his boss was having difficulty getting the staff roster together on time.

Seeing an opportunity, Mr Sedsman wrote a basic software program which was then shared with Chris Burke, the director of Adelaide payroll company, WageLink.

"So began a partnership between myself and Chris that has now been successful for almost 10 years," Mr Sedsman says.

"We have serviced more than 1000 clients Australia-wide across many different industries including pharmacy, medical child care, aged care, retail, hospitality and manufacturing."

Mr Sedsman attributes the success of the software to its ease of use. "The software found a niche market in SME business owners, many of them with limited computer literacy," he says.

"That in itself can be a difficult challenge to overcome at times - persuading business owners that it can take surprisingly little effort or financial outlay to replace traditional paper-based systems, and that it can assist them to budget and control their labour costs.

"This is particularly appealing in an environment where labour costs generally account for a disproportionately large amount of an SME's running costs."

The software was developed



**KEEPING TRACK:** Managing directors Chris Burke and Lachlan Sedsman of WageLoch, a company which has created software for staff rostering, time and attendance.

Picture: KERYN STEVENS



over several years by working with small businesses, industry bodies, payroll companies, accountants and bookkeepers.

"The continued success of the software owes much to being able to listen to the needs and feedback of the clients," Mr Sedsman adds. "WageLoch recognises that every business and every industry is unique."

"Having methods for adapting the product to suit individual cli-

ents can be time-consuming, but has been rewarding in establishing strong and lasting relationships with clients."

WageLoch can be integrated with other programs such as MYOB, Xero, Reckon and point-of-sale systems.

"The introduction of affordable fingerprint-scanner technology for staff clock-on provided a significant boost to the uptake of the software and subsequent company growth," he says.

"Employees also have the ability to clock on and off with RFID (radio frequency identification) key fobs, PIN codes, mobile phones, iris scanners and facial recognition."

The company continues to work on ways to modify and improve the software. Mr Sedsman says WageLoch prides itself on its team.

"WageLoch has worked hard to foster an inclusive family environment within the workplace, where employees form an integral part of the business," he says.

"In the same way the growth and development of the software comes from listening to the feedback from clients, the business has also grown by listening to its team."

WageLoch was this year a finalist in the BrandSA and BDO Fast Movers' Awards.

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LACHLAN SEDSMAN

## FROM FINGERPRINT TO PAY SLIP

WageLoch offers a leading fingerprint scanning rostering system, all in one platform. Its easy to edit format works with any pay system, and offers a long list of benefits:

- WEB PORTAL LEAVE AND UNAVAILABILITY BOOKING
- STAFF PORTAL CROSS SITE ROSTERING
- FINGERLESS IRIS SCANNER
- WAGES SHOWN AS A PERCENTAGE OF SALES
- AWARD INTERPRETATION BASED ON YOUR SPECIFICATIONS
- PROTECTS THE INTEGRITY OF CLOCK TIMES
- ELIMINATES TIME CONSUMING DATA ENTRY
- DELIVERS ACCURATE TIME RECORDS/ELIMINATES HUMAN ERROR
- PAYROLL INTEGRATION, E.G. MYOB, XERO, RECKON AND OTHER POPULAR PAYROLL SYSTEMS
- SUITABLE FOR SINGLE OR A MULTI-SITE BUSINESS
- EMAIL, SMS AND INTERNET ROSTERS
- HELP DESK SERVICE



For more information visit [wageloch.com.au](http://wageloch.com.au) or call (08) 7123 2993 or Chris 0417 717 113

