

How IMC helped this Software Development Company?

The client is a software platform that enables companies to hire from the top 1% of software developers. They help companies hire and manage vetted engineers, track their work, daily meetings and more.

Issues

- The company handled all compliance before using 'IMC's services manually, which necessitated a great deal of email back and forth with new teams to gather the required compliance documents. The client handled all compliance, and it was a time and labour-intensive process of collecting the necessary compliance documents from each new team, which involved a lot of follow-ups and chain emails.
- Western Union, which frequently experienced delays and charged fees for contractor payments, was previously used by the team. They were using spreadsheets to manage the processing of payments for about 150 contracts. Their paperwork was disorganized, and just paying their team required days of laborious manual labor. The client's team was spending hours manually processing payments for their contractors and using third-party currency exchanges, which had delays and fees. Their documents were all over the place, and they needed a new solution to save them time and make doing business easier.
- Selling the notion of a simple, stress-free service that reduces friction from the financial and technical aspects of processing payments is a huge selling point of ours.

Solution

The client was using multiple platforms for onboarding, employee database, payroll calculation and salary processing. One of the main factors in their decision to go with IMC was compliance and our capacity to set everything up correctly in one place and for all countries. IMC considers the significance of local laws in each country and designs contracts to be compliant no matter where developers reside.

Even though they discovered some competitors could handle payments, they could not do so as quickly and efficiently as IMC.