

OUR CUSTOMERS

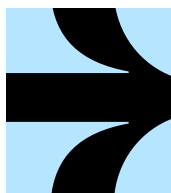
Find Justworks Customers Like You

Justworks


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We've got your back

Take the busyness out of running a business and alleviate the unknown.

We've combined a simple platform and exceptional 24/7 customer service with the power of a PEO. Justworks plans include access to high-quality benefits, seamless payroll, HR tools, and compliance support—all in one place.

PEO Meets Modern SaaS

Affordable Benefits

Provide your team access to big-company benefits and perks they deserve — all at affordable rates.

- Medical, dental, and vision insurance
- 401(k) retirement
- Life insurance
- Health and wellness perks
- HSAs and FSAs
- Pre-tax commuter benefits

Automated Payroll

Schedule payroll seamlessly and make any payments you need to — at no extra cost.

- Full-time and part-time employees
- Contractors and vendors
- Bonuses, commissions, and expense reimbursements

**HR Tools**

Ditch the spreadsheets and manage your team from one place.

- Company calendar and directory
- Paid time off tracking
- Online employee onboarding
- Document center to store all your essential employment docs
- Reporting to track critical business metrics

Compliance Support

Don't sweat the small stuff. Lean on us for employment-related compliance support.

- Payroll taxes (940/941s)
- Tax forms (W-2s & 1099s)
- Workers' compensation
- Multi-state employee management
- Disability insurance
- Harassment Prevention and Inclusion Compliance Trainings



Set Up to Grow

With Justworks on their side, Trainual scaled and supported their team during a pandemic.

Trainual was at an exciting stage when Sasha Robinson came on full-time as Head of People Operations. They had just raised capital, were VC-backed, and were ready to grow. But if they were going to attract new talent, they'd need to upgrade their systems and their benefits package. As a startup veteran, Sasha knew that a PEO was the way to go.

Benefits and Beyond

To achieve the growth they wanted, Trainual needed to attract great people, and even entice more senior talent from other, larger companies. "We needed benefits that could attract everyone," Sasha said.

The Trainual team has found Justworks to offer a great experience beyond the benefits, too. They like the simple onboarding process, the ease of use, and being able to view their paychecks and other information all in one place. Sasha said she hasn't had a single piece of negative feedback from her team — a big win for a busy HR leader.

Support in Unprecedented Times

As Trainual was going through its own growth and change, the global pandemic was changing the business landscape. The team shifted to a remote working environment, and continued to hire and onboard new team members in a virtual setting. Amidst the crisis, the value of having Justworks on their side became even more clear. "It was such a relief to know that we had Justworks — from our account manager, to all of the content, to the software itself," Sasha said.

Battling Burnout

The pandemic brought additional challenges to the team, too. Sasha said she worried her team was burning out — especially parents with kids at home. While she had built a robust PTO policy, nobody was taking time off to relax and recharge.

So she came up with a Staycation Policy: two extra PTO days that expired at the end of the summer, and \$250 per employee to use during that time (say, for a weekend at a campground or a hotel following social distance guidelines), or to donate to a cause if they preferred. Everybody took advantage of the perk. And for Sasha, she was able to implement the new policy in Justworks and easily track her team's usage.

Trainual

Member since: 2019

Company size: 37 Employees

Industry: Tech

Location: Phoenix

“Justworks provides the relief and the peace of mind in knowing that everything's covered.”

—SASHA ROBINSON,
HEAD OF PEOPLE OPERATIONS

1. Having raised funding, Trainual was ready to grow their team. But they needed the right benefits and tools to attract talent.
2. Justworks provided access to rich benefits and great perks that appeal to quality candidates, helping Trainual more than double their headcount.
3. Justworks' innovative software also saves the team time and hassle, and the expert support provides peace of mind.



Building a Business in a Virtual World

When Little Cinema Digital was ready to hire in new states, Justworks was ready to help.

Going Beyond Payroll

When Chris Schuett came on board as Managing Director & COO of Little Cinema Digital, there was a lot to juggle for the new, rapidly scaling business. He needed to hire and onboard quickly in a remote environment, handle payments for full-time employees and freelancers alike, and stay on top of multi-state compliance issues.

Chris knew there were tools that could help him pay people in a better way, but he wanted something that would go a step further. Not only does Justworks' payroll solution meet his needs, the platform and services also help him streamline internal workflows.

A Remote Mindset

Using Justworks has also helped Chris to hire quickly and scale the Little Cinema Digital team. Having a solution that allows him to easily onboard new employees and navigate the compliance challenges of hiring in new states is crucial — especially in today's remote environment.

"We're more confident in being able to manage people appropriately from a compliance and legal standpoint by having this tool," Chris said of Justworks. "We're very much in the mindset of hiring the best of the best, no matter where they sit."

Standout Support

A payroll and HR solution that goes a step above should offer more than just great software. For Chris, leaning on Justworks' expert support team gives him added confidence in knowing he's not in it alone, even from the start.

"The onboarding process was amazing," Chris said. "Having somebody dedicated to the process was really helpful, especially because I have six different states to report to." For someone who is a small team — and for whom payroll and HR are not his primary job function — that level of service is invaluable.



Member since: July 2020

Company size: 16 Employees

Industry: Media

Location: Brooklyn, Distributed

“ The onboarding process was amazing. Having somebody dedicated to the process was really helpful, especially because I have six different states to report to.

—CHRIS SCHUETT,
MANAGING DIRECTOR & COO

1. Little Cinema Digital needed to pay full-time employees and freelancers, but they wanted a solution that offered more than just payroll.
2. Justworks offered more — including compliance support for their growing team across multiple states.
3. The hands-on onboarding support made getting started a breeze, and the ongoing 24/7 service brings confidence to everyday tasks.



The Simple Onboarding a Growing Tech Company Needs

“Justworks takes out the guesswork so I can focus on running my business.”

How it Began

Custom software design and development company Helium creates mobile apps, web apps, and websites for clients from their HQ in the Atlanta Tech Village — an entire building dedicated to tech startups in the business district of Buckhead.

“It’s great to be around other folks who understand the daily grind of being a small business owner focused in technology,” said Joe Norton, Partner at Helium.

And as a small business owner, Joe is concerned about not only growing his business, but also creating an environment where his team is excited to come and work. But it can be a tall order when his time is spent on other things. “Payroll was proving to be a very manual process, and it was just a time waster,” Joe said. “We build amazing software, we’re not a payroll company.” Joe and his team decided to switch to Justworks.

Onboarding Critical Talent

For a small business like Helium, talent is critical. The number of people needed for client projects tends to ebb and flow, and keeping up with all that onboarding is a big task. “Justworks has certainly helped in terms of onboarding and offboarding both employees and contractors,” he said. “When someone comes on, we don’t have to fiddle around with setting up healthcare, we don’t have to fiddle around with what documents they need to sign. We have a simple checklist now.”

An Added HR Bonus

Joe admits he considered HR support to be a “nice-to-have” feature. But when HR questions did arise, having experts to talk to was a game changer. “When the time came that we needed HR support and consulting, it was awesome to be able to pick up the phone and talk to someone about a particular HR question,” Joe said.

Justworks’ support has also helped Helium with much of their employment-related compliance. Joe can worry less, which is great — he’s busy enough as it is.



Member since: Since 2019
Company size: 12 Employees
Industry: Tech
Location: Atlanta, GA

“ When the time came that we needed HR support and consulting, it was awesome to be able to pick up the phone and talk to someone about a particular HR question.

—JOE NORTON,
PARTNER AT HELIUM

1. Payroll was proving to be a very manual process for the Helium team, wasting valuable time they could be spending growing their business.
2. Justworks streamlined payroll, and also simplified the onboarding and offboarding process for both employees and contractors.
3. The expert support from Justworks helps Helium get answers to their crucial HR questions, and alleviates compliance worries.



Scaling a New Company with Ease

Axios needed a simple way to onboard new hires and provide access to benefits.

Delivering on a Mission

The co-founders of Axios, Jim VandeHei, Mike Allen and Roy Schwarz, set out to create the next great media company in an ever-changing landscape. After their success leading POLITICO, the founders were on a mission to create a new media company that delivers information quickly and in a shareable way.

As Kayla Brown, Chief of Staff and first hire at Axios put it, “Axios means worthy in Greek, and we’re always striving to be worthy of your time, attention and trust.” Building a new media company is an exciting venture, but it comes with a set of administrative challenges that the team needed to address.

Taking Care of a Growing Team

In the summer of 2016, Axios (then an unnamed company) wasn’t using any official payroll or benefits systems. “All of us were essentially self-employed,” said Kayla.

As the company experienced explosive growth in preparation for its launch in early 2017, the administrative needs increased dramatically. They needed a simple way to onboard new hires and provide access to high-quality health insurance.

“From a simplicity standpoint, it was evident that we should go the PEO route,” Kayla said. After researching different PEOs, Justworks proved to be the easiest and best option for Axios.

Scaling With Ease

Once Axios started using Justworks, their new employees had access to high-quality health insurance from day one, and they could easily sign themselves up on Justworks’ platform. Once an offer letter is signed, Kayla sets up their profile. Then the employees take it from there.

Justworks has helped us with large-scale onboarding by streamlining the process into a seamless hassle-free experience for me and the new employee,” Kayla said. “The entire set-up takes minutes.” “Everyone loves how easy it is,” said Kayla.



Member since: Since 2016

Company size: 80+ Employees

Industry: Media + Technology

Location: Virginia / DC

“ Justworks has freed our team from administrative headaches and allowed us to focus on our core mission.

—KAYLA BROWN,
CHIEF OF STAFF

1. With explosive growth comes big administrative needs. Axios needed a simple way to onboard new hires and take care of the team.
2. Justworks helped streamline the onboarding process into a seamless, hassle-free experience for both the admin and new employees.
3. New employees have access to high-quality health insurance from day one, and can easily sign themselves up on Justworks’ tech-forward platform.



Handing off HR to focus on the product

As a two-man team, the co-founders of Made In were wearing a lot of hats. It turned out the last one they wanted to wear was an HR hat.

The co-founders of Made In, Chip Malt and Jake Kalick, have known each other since they were five years old. It's a lot of history. And it meant that when Chip was ready to transition from his job running ecommerce for an apparel brand to start his own business in cookware, he knew who to partner with.

Finding the Right Help

After In the early days of Made In, most of their time in a given day was spent trying to filter out unwanted tasks and better prioritize. The co-founders soon realized that payroll and HR were areas they'd much rather have someone else manage. "Just outsourcing that made so much sense for us to be able to focus on the business and get the product to market," Chip said.

At the end of the day, they determined a PEO was the right solution. Chip had used Justworks at a previous company, so he was familiar with the platform and the service. "We were handling customer service at that time, so we were wearing all of the other hats, and the last thing we wanted to do was wear an HR hat," said Chip. "[Justworks] fit in super well and the interface was great."

The Justworks Difference

With Justworks, the Made In team is able to focus on what matters, confident that the back-office functions are being handled. They also love knowing that an expert support team has their back 24/7.

"The customer service in general has been awesome," said Chip. "Live chat is amazing!" Jake added.

Ultimately, choosing Justworks also saved the team money. Jake said he knew the company would get a better setup through Justworks than they would have independently.

"We were doing the legwork on [liability] insurance and worker's comp, and the rates we were getting elsewhere weren't anywhere near what Justworks was able to provide," Jake said.

made·in

Member since: Since 2017

Company size: 5+ Employees

Industry: Consumer Goods

Location: Austin, TX

“...the last thing we wanted to do was wear an HR hat. [Justworks] fit in super well and the interface was great.

—CHIP MALT,
CO-FOUNDER & CEO

1. Shortly after starting Made In, the co-founders realized they'd rather have someone else manage payroll and HR so they could focus on their business.
2. With Justworks, the Made In team is confident that back-office functions are being handled and an expert support team has their back 24/7.
3. Choosing Justworks also saved the team money. The competitive health insurance rates made the solution more affordable for their growing business.



Delivering on a Commitment to Benefits

The co-founders of Mamava always wanted to have a great company culture and offer great benefits.

Benefits from Day One

Sascha Mayer and Christine Dobson founded Mamava to make nursing easier for working moms everywhere. As their motto states, “Nursing should be a right, not a privilege.” Their company designs and builds freestanding lactation suites that can be found in airports, offices, event spaces, and other locations across the country.

While their goal was to transform the culture of breastfeeding, Sascha and her co-founder knew when they started their business that they wanted to have a great company culture and offer great benefits.

Joining the Justworks Family

When businesses start out, everyone wears a lot of hats. Sascha says at Mamava, they still do. But at a certain point, it was time to bring in some help. That’s where Justworks came in. By joining the platform, Mamava was able to manage payroll, HR, access to benefits, and more for their team under one simple login.

Access to the rich health insurance plans offered through Justworks passed the test for their employees. According to Mamava’s CFO, Brian Wannop, the team not only enjoys the benefits, but the simple and intuitive platform as well.

“I didn’t have to walk a single employee through the initial login and profile creation when we went live with it,” Brian said. “Also, knowing that they have one resource they can refer to in the future for pay stubs, tax forms, and a summary of their benefits is empowering for them.”

Streamlining with Software

Sascha also knew that a cloud solution would allow her company to grow and scale — something she doesn’t think would have been possible five or 10 years ago.

At the end of the day, Sascha says, “Justworks definitely allows us to do so much more with less.”



Member since: 2018

Company size: 20+ Employees

Industry: Healthcare Tech

Location: Burlington, VT

“It has been these cloud-based platforms like Justworks that really enable this entrepreneurship. We can tap into this type of offering and it’s just so streamlined, so efficient, and so helpful, and it lets us focus on the core of our business.”

—SASCHA MAYER,
MAMAVA CO-FOUNDER

1. From day one, Mamava wanted to offer a good benefits package to their team. Access to the rich plans offered through Justworks passed the test.
2. The team enjoys the benefits and the simple and intuitive platform as well, and knowing they have one resource they can refer to is empowering for them.
3. The all-in-one platform is streamlined and efficient, and it lets Mamava focus on the core of their business and scale more efficiently.



Ready to Start?

Our plans are built for you, whatever size and shape your team takes. Learn more about your plan by requesting a demo or getting started today.

Request a Demo

(888)749-7785

experts@justworks.com

[Click Here to Get Started](#)

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