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Case Studies



# How Alltech uses Employment Hero to drive scale, efficiency and retention

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## At a glance



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ro and want to

- ✓ You want to see how implementation partners can grow their business while delivering for clients
- ✓ You're looking for real examples of how Employment Hero saves time and creates payroll efficiencies

When [Alltech](#)'s founder [Stephen Scullion](#) first partnered with Employment Hero seven years ago, it was a practical decision to fix a software gap. But today, he sees that decision as something much bigger – an enabler of business growth, client retention and day-to-day ease for his team and his clients.

Alltech is a New South Wales-based outsourced payroll and HR consultancy, supporting businesses across various industries and award structures. Their client base includes some 150 businesses and over 8,500 employees, managed by a lean team of just four payroll professionals. According to Stephen, the team has only been able to scale to this size and maintain quality service by choosing the right technology partner.

*"It was a no-brainer for us. We'd come from a previous payroll platform, Attaché, and we just weren't getting what we needed. With Employment Hero, we've been able to expand our service offering and take on a much broader range of clients."*

## Before Employment Hero: Limited tech and opportunity

Alltech's former system didn't support the level of flexibility or compliance that clients demanded, which meant the team was stuck using multiple systems. This made it harder to take on new clients

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*...e, onboarding and make it easier to manage all those boxes."*

## fast

...d through automation and smart

*...we had one client with about 70 weekly paid staff. Just the award interpretation and automation saves them at least 1.5 hours a week. It eliminates so much manual fiddling*

with spreadsheets.”

The results are clear: Alltech now spends less time on admin and more time delivering value-added services to their clients.

*“With three full-time and one part-time staff, we’re managing 150 clients and 8,500 employees. You don’t do that without a platform that works.”*

He also credits these efficiencies with allowing Alltech to grow their own business. In the last 12 months, the team has grown from five to 13 employees, expanding their implementation services for Employment Hero customers.

The implementation [partnership](#) allows Alltech to manage end-to-end setups for clients, acting as an extension of the Employment Hero team. Their personalised, one-to-one approach ensures a smooth onboarding experience. It’s a win-win as clients get hands-on support, and Alltech expands its service offering.

*“With our partnership with Employment Hero, we help manage payroll and HR implementations. 95% of our work is to support Employment Hero clients – we implement, then hand them back.”*

## Why a true partnership makes all the difference

Alltech doesn’t white-label Employment Hero. Instead, they champion the partnership proudly, both internally and externally. For Stephen, that transparency builds credibility and trust.

*“We’re not trying to hide who we work with. We’re saving. We’re a partner. Here’s how this is something else because this*

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phen, Alltech enjoys long-years. While some churn is

me back. They realise the cost of

n to partner with Employment y.

*“By using Employment Hero, the platform gives our clients confidence that they’re doing the right thing. It helps them navigate Fair Work regulations and stay out of the news for underpaying someone.”*

The built-in compliance features have helped Alltech’s clients reduce risk, while also giving the Alltech team more certainty in the advice they give.

## Helping clients grow and growing alongside them

One of the biggest testaments to the partnership’s success is how Alltech has been able to grow its client list, internal team and service offerings, thanks in large part to the platform and support from Employment Hero.

*“We’ve got a seven-person implementation team now and most of their work is Employment Hero clients. A lot of those clients prefer our way of doing it with one person handling the whole thing. That wouldn’t have happened without this partnership.”*

## A partnership built on trust, transparency and results

From onboarding and compliance to award interpretation and payroll, Employment Hero has become a key part of Alltech’s client offering and a catalyst for its continued growth.

*“At the end of the day, we’re confident recommending Employment Hero because we use it ourselves. It makes our lives easier. It makes our clients’ lives easier. And it helps us grow.”*

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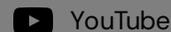
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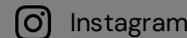
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## Acknowledgement of Country

We acknowledge Aboriginal and Torres Strait Islander peoples as the First Australians and Traditional Custodians of the lands where we live, learn and work.

## What we do

Employment Hero is an end-to-end HR, payroll and recruitment solution designed for Australian businesses. Our suite of powerful employment tools help streamline your workday, so you can focus on what matters.

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