

How Central Valley Automotive Saves Time and Money with HR Management Software

By Patty Dos Santos and Lisa Sutton

“We use HotlinkHR all the time. It saves us about two hours of paperwork for each new hire, the overtime calculator is fantastic, the software backs-up everything that we do, and the on-call legal advice keeps us out of trouble.”

Patty Dos Santos

has been the business manager at Central Valley Automotive for ten years. She is responsible for four dealership locations.

“My favorite feature is the sales overtime calculator. It saves hours and it is very accurate.”



Patty Dos Santos
Business Manager



Lisa Sutton
Human Resources Manager

CENTRAL VALLEY
AUTOMOTIVE

Lisa Sutton

has over eight years experience as a human resources professional at dealerships.

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www.centralvalleyauto.com

Why should dealerships use HR Management software?

Patty Dos Santos: We used to do everything in Excel spreadsheets, and we thought it was enough to keep track of basic paperwork, but it was messy. We were taking our chances because there was no way to keep up with changes in California law.

Lisa Sutton: Without using HR management software, you can’t be 100% sure that all of your staff is up to date on state required training. Our dealership wants to be sure that the entire staff is trained on anti-harassment, red flags rules, customer information security, and the

ever changing state and federal laws.

What are some of the best practices that the HR Management software helps with?

Patty Dos Santos: With HotlinkHR, it guides you through every step: hiring, on-boarding, training, performance management, and terminating. Everything you need is in one place, and it holds managers and employees accountable for reporting their actions. It takes care of all the tactical stuff, so that you can actually focus on doing your job.

Lisa Sutton: We use HotlinkHR all the time. It saves us about two hours of paperwork for each new hire, the overtime calculator is fantastic, the software backs-up everything that we do, and the on-call legal advice keeps us out of trouble. I can't imagine working without HotlinkHR. It is very helpful and time saving.

Why do you recommend HotlinkHR for HR Management?

Patty Dos Santos: It is the best for efficiency and compliance. My favorite feature is the overtime pay calculator. It saves hours and it is very accurate. HotlinkHR also keeps employee files current. The entire staff is current with required training, and our handbook is always up to date and accessible to every staff member. It is the only software that works across all four of our locations.

Lisa Sutton: Throughout the year we might hire between two and twelve employees per month. The background checking tools are helpful, and that alone keeps us compliant with a number of agencies. Also we have had to do a few investigations involving some employees and HotlinkHR helped us with tips and questions to ask when doing the investigation. Having the software client advocate and attorneys on call helped us so much.

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