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## Dresser & Associates Named Top Sage Abra Business Partner For Second Straight Year

**Sage Abra HRMS Business Partner, Dresser & Associates, is also awarded membership in the prestigious Sage Chairman's Club for the fourth year in a row.**

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Scarborough, ME—October 22, 2009—Dresser & Associates has been named the Top Sage Abra HRMS Business Partner in North America for the second year. In addition to this distinction, the company was also named to the Sage Chairman's Club for the fourth year in a row. Chairman's Club membership is earned by Sage Business Partners that develop an exceptional level of new business with Sage through defined sales and marketing programs, making these the top-selling Sage Business Partners in North America.

Mark Dresser, president of Dresser & Associates attributes the firm's continuing success to its deep commitment to its clients. "Our customers recognize that the features and functions of an HRIS system are important, but what is most important is the business relationship with the company that supports their solution," he said. "Our experience and expertise both with the software and with HR and payroll best practices allow us to share ideas and techniques our clients can use to leverage their software investment. We see our role as reaching beyond that of a software vendor; we hope our clients think of us as trusted business advisors sharing in their corporate missions."

Mark Isenburg, vice president of workforce development and technical services at ABCD, a community development organization in Boston, and a client of Dresser & Associates, praised the company's commitment to service. "Dresser & Associates impresses me. They are professional yet friendly—experts in the product and in general payroll practices," he said. "A critical part of the success of our project was Dresser & Associates' ability to quickly understand our needs and translate those needs into a solution."

"The service we receive from Dresser is just outstanding. They approach a support issue with the attitude that my problem is their problem," said Lisa Jones, controller at Eagle Rock Distributing, an Atlanta-based beverage distributor and also a client of Dresser & Associates.

Dresser & Associates continually invests in its own infrastructure to better serve its client base. The company's website offers industry news and events, Sage Abra product tips, and online training. Frequent seminars and user groups cover topics of interest to clients and encourage collaboration. Most recently, the company helped form a LinkedIn Group, the Alliance for Workforce Management—Sage Abra HRMS, to better inform and educate the Sage Abra user community.

"Our organization is built on relationships, and Dresser & Associates fits right in to that model," added Isenburg. "It is apparent that they consider their role to be helping us make our organization function better. I consider this a long-term partnership."

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### About Dresser & Associates

Dresser & Associates was founded in 1991 as a management consulting firm and became a Sage North America business partner in 1997. Headquartered in Scarborough, Maine, Dresser has regional offices in Georgia, Florida and Kentucky. Dresser is one of the leading National Partners for Sage with customers in 38 states offering Sage Abra HRMS (formerly ABRA Suite), Abra HR and payroll software from Sage North America. They have been named to the Sage Chairman's Club for four consecutive years. Dresser also offers on-going human resource management services on a consultant or outsourced basis, providing consulting services to improve operational and management performance. Dresser is dedicated to the continuing professional success of its customers and business partners. Learn more at [www.dresserassociates.com](http://www.dresserassociates.com) or by calling (866) 885-7212.