



# TTG AUTOMOTIVE CASE STUDY

## Background

A specialized automotive service center dedicated to the maintenance, repair, and performance enhancement of precision-engineered vehicles. Established as the premier choice for enthusiasts seeking expert care for their cars.

## Client Challenge

The client was compensating employees for a full 40-hour workweek without tracking their actual time worked. Upon further analysis, they estimated that employees were only working around 30 hours per week, leading to inefficiencies and unnecessary labor costs.

## TTG's Solution

- **Implemented Time Tracking Systems** – Introduced tools to accurately monitor employee hours and ensure accountability.
- **Optimized Workforce Efficiency** – Conducted workforce analysis to align staffing levels with actual workload demands.
- **Enhanced Payroll Accuracy** – Developed strategies to ensure employees were compensated fairly for actual hours worked.
- **Provided Compliance & Best Practices Guidance** – Educated leadership on labor regulations and time management best practices.
- **Increased Employee Accountability** – Established clear expectations and performance tracking to improve productivity.

## Results

By implementing clear, compliant PTO policies and accurate time-tracking measures, the organization was able to recover tens of thousands of dollars in previously lost revenue. Improved payroll accuracy ensured employees were compensated fairly while eliminating unnecessary labor costs. While adjusting to the new policies was initially challenging, once the shock wore off, employee engagement increased as they gained clarity, consistency, and confidence in the system.

## Bottom-Line Impact

- **Recaptured Revenue for (5) Employees: \$288,000**
- **Consulting Fee: \$13,000**

**ROI easily exceeded 1,000%+**