FullStack PEO

Growth Metrics

1) A start-up client working in logistics contracted with FullStack, just prior to the pandemic, with only the two co-founders as employees. As the client grew, reorganized, and raised multiple rounds of investment, they grew to 25 employees in two years.

2) Non-profit joined FullStack in 2022. As more funding and grants have been awarded, the organization has grown from 5 to 31 employees in 2.5 years.

Pivot with Rough Economy

1) Marketing consulting firm contracted with FullStack in 2019 with six employees. As the economy shifted, the organization pivoted to support a new MVP, and grew to 11 employees. The company was acquired at the end of 2021, and when FullStack pursued a small round of investment from friends and family, the owner invested because he believed so highly in FullStack's service offerings and delivery.

2) An ed-tech start-up contracted with FullStack in 2020 during the height of the pandemic. They had grown to 35 employees and needed assistance quickly with rapid growth. The company continued to pivot, reorganize three times, and go through multiple structural iterations, as the need for online learning continues to morph. Present day, the organization has nine employees and their future looks incredibly bright with the funding they just secured.

Acquisitions

1) A six employee organization with two co-founders joined FullStack in 2018, with the goal of ultimate acquisition at the point at which the older co-founder wished to retire. In 2024, they received a buyout offer from a Canadian-based firm, which closed 12/31/24. The Canadian firm, wanting to maintain a consistent work environment for the team, contracted with FullStack 1/1/25.

2) A ten employee organization who partnered with FullStack starting in 2021, was acquired by a European organization in 2022. Upon reflection of FullStack's benefits, payroll, and HR services stateside, the European organization contracted with FullStack for all of their stateside employees, totaling up to 40 employees nationwide.

Retraction

1) A tech start-up contracted with FullStack in 2021, with a goal of doing HR the right way from inception. The company grew from the two co-founders to over 30 employees, and unfortunately, when the market shifted in 2023, they had to retract to where they are now, with six employees. They continue to evolve as an organization and have expressed at each point in their company's evolution how grateful they are to have FullStack as their partner.

2) Software development organization contracted with FullStack in 2018 and has had to pivot their ICP over time. When they contracted they had 45 employees, today they operate with 33 and remain a very satisfied client of ours.

Savings on Health Benefits

- Indiana-based tech start-up (7 employees) was acquired by a European-based organization, with multiple employees worldwide (25 additional US-based employees). The European-based organization wanted to see what FullStack could offer, attracted first by not disrupting the existing Indiana team's payroll, benefits, and HR support. FullStack was able to quote them richer health benefit options, add multiple plan options for all of their US employees, and save them over 10% on their health benefit premiums.