# FACT SHEET



# SOLUTIO



Kim Houlne Founder. President and Chief Executive



Cathy Metry Chief Finance Officer



Gail Rigler Chief Marketing Officer



Arsalan Suhail Chief Strategy Officer



Ashok Narayanan Strategic Technology Officer



Gary Ash Senior Vice President, Business Development

# **Working Solutions**

Based in Dallas, Texas, Working Solutions is a recognized leader in ondemand, onshore contact center outsourcing. Think virtual call centers, free of bricks and mortar.

Founded in 1996, the private, woman-owned company draws from a database of 150,000+ professional contractors, known as PROs. They work from home all across the United States and Canada to provide best-in-class contact center services. Spread across 1,000s of miles, this mobile-andmodern workforce model enables companies to deliver nonstop customer care, scaling resources as needed.

In 2021, Working Solutions secured a major, long-term investment from Housatonic Partners, a well-respected, private-equity firm focused on growth companies. Supported by a new board of directors, Working Solutions plans to expand into evolving markets, such as telehealth, and new geographies.

### Industries

The versatility of Working Solutions offerings—from sales to service to tech support—enables the company to serve clients and their customers in diverse industries. They include communications, consumer services/retail, energy/utilities, financial services, healthcare and travel/hospitality. Today, more businesses—from online, medical-device providers to virtual exercise companies—rely on-demand, remote services to engage their customers. On average, Working Solutions handles more than 100,000 transactions a day.



Kristin Skiko Vice President, Talent Management



Tamara Schroer Vice President, Education and Development



April Wiita Vice President, Program Success



<u>Tracey Sloan</u> Vice President, Innovative Solutions and Support



<u>Billy West</u> Vice President, Information Technology

## Clients

Operating for 27 years, much of the company's business comes through referrals, from convinced clients working side-by-side with Working Solutions front-line leaders and professional agents.

The dependability and flexibility of the company's virtual operations ensure responsive, reliable service for everyday business, long-range projects and unforeseen events, such as the pandemic.

Clients range from nonprofits to small and mid-sized businesses to FORTUNE 500 companies. Here are just a few: A Place for Mom, Intuit TurboTax and Sylvan Learning.

# Recognition

As forerunner in on-demand customer service, Working Solutions is known for its industry leadership and empathetic workplace. Today, 80% of employees are virtual and all agent contractors work from home.

Recognition includes:



- Ranking 2nd in the FlexJobs Top 100 Companies with Remote Jobs (2023). We ranked 4th through 9th spot between 2016 and 2022. Being ranked highly showcases the growth of Working Solutions' business.
- Industry analyst HFS named Working Solutions a <u>OneOffice/One Ecosystem Hot Vendor</u>. In its report, HFS states the company is a proven contact center outsourcer that knows how to recruit, onboard and educate an exemplary, customerservice workforce (2022).
- Working Solutions founder and chief executive Kim Houlne being profiled in <u>The Woman Achiever (2022)</u>. Such profiles cite forward-thinking and a leader's direct impact on a company's bottom line. What's more, Houlne is named among North Texas' most influential businesswomen.
- Recognized for its caring corporate culture, Working Solutions being cited as a best place to work by the Dallas Business Journal (2019).

#### About Us

With 27+ years of success, Working Solutions is a recognized leader in on-demand, onshore contact center outsourcing. From across the U.S. and Canada, our workforce of sales, service and tech-support experts elevate customer care and improve business results.

**Contact us** 972.964.4800

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