



How Affordable Staff Saved \$4.2M Over 12 Years With Hubstaff

affordablestaff

Industry
Outsourcing

Employees
800

Employees using Hubstaff
740

Hubstaff users since
2012



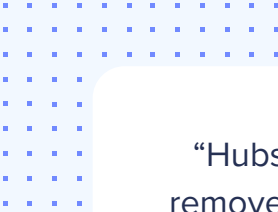
Key outcomes

- Hubstaff **cut \$4.2M in costs** for Affordable Staff over 12 years
- Hubstaff saved Affordable Staff **\$928,750 last year**
- Hubstaff does the job of **21 team members** for Affordable Staff
- Hubstaff has enabled Affordable Staff to **scale by 166%** since 2015
- Hubstaff helped **save 80% of management time** by optimizing productivity

A decade of growth with Hubstaff

Affordable Staff is a leading outsourcing provider specializing in remote staffing solutions. Since its founding in 2010, the company has provided over 6 million hours of outsourcing experience and grown to a team of more than 800 team members across multiple countries.

Since we last talked to Affordable Staff in 2015, the company has doubled in size, refining operations and scaling seamlessly with Hubstaff's tools. Hubstaff's ability to track productivity, monitor team performance, and allocate resources effectively has played a crucial role in their sustained growth.



“Hubstaff has been foundational in the way we do things. If we were to remove Hubstaff from the business, we wouldn’t be able to do what we’re doing. Because it’s just a critical component.”


- **David Judge, CEO of Affordable Staff**



Affordable Staff has been a Hubstaff customer for over a decade, making it one of the platform's longest-standing users.

Why Hubstaff?

If you ask David Judge, CEO of Affordable Staff, he can’t picture running his business without Hubstaff. The thought of functioning without it is beyond comprehension.



“It's like, if you imagine a car and you go to drive away with the car and the wheels are missing, that'd be like us removing Hubstaff.”

With Hubstaff as a foundational part of their business, Affordable Staff has successfully navigated rapid expansion while maintaining high levels of efficiency and client satisfaction. Hubstaff has been there with them; maintaining visibility into employee productivity and ensuring efficient task management became increasingly challenging.

“If I didn't have Hubstaff and all the features within Hubstaff, I would have to develop something myself, which would have cost a considerable amount of money.”

Thankfully, David doesn’t have to become a software developer overnight. He has Hubstaff to handle his employees so he can focus on innovating.

How Affordable Staff **saved \$4.2M** over 12 years with Hubstaff

Four million dollars is a staggering amount, but David Judge is a numbers guy. For the past decade, he has been carefully tracking the value he gets out of Hubstaff. According to him, the savings increase exponentially each year.

So, where are the savings coming from?

David explains that the \$4.2 million in total savings is driven by the foundational cost reductions they experienced by switching from a competitor to Hubstaff.

What **benefits** do long-term employees see?

In 2012, David was using Upwork and freelance marketplace tools to manage and hire his team, but the cost was starting to add up. Both Affordable Staff and their contractors lost a percentage of every billed hour, forcing Affordable Staff to increase contractor pay. As they grew, these costs quickly became unsustainable.

Immediately, David started tracking the money he was saving with Hubstaff. In the first year, it was **\$22,000**. In 2015, Hubstaff was saving David around **\$170,000**.

Seeking a more cost-effective and efficient solution, he switched to Hubstaff. Since then, Affordable Staff has scaled from 300 to 800+ employees while maintaining full visibility and operational efficiency using Hubstaff.

“Last year, Hubstaff saved Affordable Staff \$928,750.”


Hubstaff does the job of **21 employees** for Affordable Staff

We were curious how Hubstaff automates Affordable Staff's workflows, so we asked David how many people he would need to hire if Hubstaff didn't exist tomorrow. After some careful consideration, he estimated that replacing Hubstaff would require hiring over 21 additional employees.

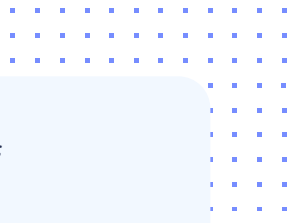
These roles include:

- Additional employees to check time records manually.
- A team to transfer data into payroll software and their accounting system.
- A team dedicated to tracking and benchmarking employee productivity.

According to David, “That's just scraping the surface.”



Without Hubstaff? In David's words: “We'd be sort of screwed, to be honest.”



Hubstaff helped save **80% of management time** by optimizing productivity

Using Hubstaff's data and reports, Affordable Staff found that team leaders were spending 80% of their time on admin work instead of actively managing their teams.

The company reallocated admin tasks to lower-cost support staff, allowing team leaders to focus on high-value work, improving efficiency and team satisfaction.

What's next for Affordable Staff?

As Affordable Staff continues to grow, its leadership remains focused on innovation. Recently, they've been integrating AI to optimize workflows—once again, with Hubstaff at the core of their success.

By combining AI tools with data from Hubstaff's task and time tracking system, Affordable Staff can identify knowledge gaps and help team members ramp up faster. Leveraging this data to refine training and boost performance has made their onboarding process more efficient than ever.

Hubstaff isn't just a tool for them—it's a key part of their strategy to scale smarter, not harder.

With a focus on maintaining high-quality service and strengthening client relationships, Affordable Staff is well-positioned to keep expanding while staying true to its mission.



Try it out for yourself

See how our all-in-one workforce management tool can help you manage time, productivity, payroll, and more.

✉ support@hubstaff.com

☎ **US** +1 317 482 7165 / **UK** +44 20 4525 1373