

Sebastian Ortiz

From: Fernando Ortiz
Sent: Tuesday, 15 September 2026 3:14 PM
To: Sebastian Ortiz
Subject: Automation of our systems of work

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It is with great delight that I can provide the following testimonial about the work that Sebastian has done for my business. I would like to say that I have had this business for 36 years and our payroll is in excess of \$5 Million per annum and I was extremely sceptical about changing any of the systems that I had in place – but the following is what Sebastian has personally done for our business:

1. Timesheets

We had a paper timesheet that our temp workers used to fill in, at the end of each week, by hand and then they would get them signed/authorised by their supervisors and then they would email them to ourselves. It was a cumbersome system. Sebastian created an electronic online timesheet. This timesheet is sent to the client electronically (after our workers have filled in (online) their hours worked. The client then authorised the timesheet electronically and it works exceptionally well.

2. Paying the workers and creating Client Invoices

Then the next thing that happens (automatically) from the timesheet is that all of our workers are paid (totally accurately) and all of our clients are also invoiced and again totally accurately. I have no idea how this works but it has saved us days of work each and every week. I could not speak highly enough about it. And there is no way I would have believed that it was possible to have this done.

3. CRM

We have been using a CRM from a world wide supplier, to which we pay a substantial annual subscription for, for all of our worker's information and all of our client's information.. It was happy with the system we had. Sebastian has created a better CRM for us and I have not looked back.

If your business needs to have some of its systems automated or some of your existing automated systems improved, I highly recommend you use Sebastian to get amazing results.

Regards,
Fernando Ortiz



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