

Report Title:

*Emportal: Business Update*

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A Special Report from Vital Analysis

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## Emportal: Business Update

### Overview

We caught up with David Lee, senior vice president of sales and marketing of Emportal, at the HR Week conference in New York City. David gave us a quick update on current events at Emportal.

By way of background, readers should know that Emportal is a new firm with a very unique service offering. In brief, the company has created a multi-tenant, software as a service solution (SaaS) that allows clients to utilize some or all of their current HRMS technology and supplement this with newer or better products provided by Emportal. We highly recommend readers peruse our earlier report on Emportal titled " *Emportal: Because No Two HR Environments Are The Same*".

We learned that Emportal has been focused on new client acquisition. The management team has increased customer accounts by 40% recently and may soon double that in near term. Admittedly, this is off of a small initial base. But, given the newness of the firm, each market success is a major victory for the company.

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### About the Author

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