

# Small Businesses Struggle with Profitability—Connecting the Dots Responds with Offshore Staffing Services

*Connecting the Dots shifts to BPO, offering vetted offshore and fractional staff so small firms can cut payroll costs up to 80% and stay profitable.*

FORT LAUDERDALE, FL, UNITED STATES, June 12, 2025 /EINPresswire.com/ -- Amid rising labor

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Revenue swings, delayed payments, high payroll costs—it forced us to rethink the traditional operating model. That’s what led us to build BPO solutions that work in real life, not just on paper.”

*Ed Pain, CEO of Connecting  
The Dots*

costs and mounting operational pressures, more small businesses are rethinking how they staff and scale. One Florida-based company, [Connecting the Dots](#), is stepping into the spotlight with a timely expansion into Business Process Outsourcing ([BPO](#)), aiming to help small and mid-sized businesses stay profitable in a challenging economy.

For CEO Ed Pain, the decision wasn’t just strategic—it was personal. “We were facing the same issues our clients are dealing with now,” said Pain.

Now offering both full-time and part-time offshore staffing,

Connecting the Dots helps businesses reduce overhead by up to 80% while maintaining access to trained, English-proficient professionals across a range of roles.

Popular part-time or “fractional” roles include: Bookkeepers, IT support, Customer service agents. Meanwhile, full-time positions commonly filled include: Operations staff, Data entry personnel, Executive assistants, Marketing and call center roles.

The model is gaining traction among business owners looking to stay lean without sacrificing performance. Fractional hires, in particular, offer a flexible way to get expert support without committing to a full-time salary or benefits package.

What differentiates Connecting the Dots, according to Pain, is a careful approach to talent vetting. All candidates must pass an English proficiency test and go through multiple screening rounds. Only the top 1–2 candidates per role are presented to clients, saving companies hours of resume sorting and interviews. “There are plenty of outsourcing firms out there, but most flood

you with options,” Pain explained. “We take a different approach—prioritizing fit, quality, and efficiency from the start.”

While outsourcing has long been associated with large enterprises, the approach is increasingly being adopted by small businesses looking to compete in tighter markets with fewer resources. The shift reflects a broader trend: leaders are trading traditional staffing models for more agile, cost-effective solutions that align with economic reality.

Connecting the Dots is part of that shift, offering what it describes as “realistic growth tools” for modern business owners who are wearing too many hats and burning out trying to do it all.

#### About Connecting the Dots

Founded in 2016, Connecting the Dots is a business solutions provider specializing in consulting, data services, and BPO staffing. An Inc. 500 company, it focuses on helping small and mid-sized businesses simplify operations, reduce costs, and grow sustainably.

Ed Pain

Connecting the Dots

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