

Solving Your Clients' HR Challenges with Extensis

Use this guide to demonstrate how you can help clients overcome HR challenges by partnering with Extensis, so they can spend more time focusing on their core business.



Employee Benefits

Is your client facing healthcare renewal challenges (pricing, age banding, and product availability)?

Solution: Joining a large group medical plan through a PEO solution like Extensis eliminates age banding and increases network availability, all at an affordable cost.

Are they concerned about ACA compliance and administration?

Solution: A PEO like Extensis protects businesses by assuming responsibility for all benefit compliance and administration, including Form 1094-C and 1095-C distribution and enrollment periods.

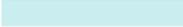
Are they losing top talent to competitors with more desirable benefits packages?

Solution: With Extensis, businesses achieve economies of scale to offer richer, more affordable benefits that resonate with today's job seekers.

Are they feeling stressed by the amount of work required from benefit administration?

Solution: Partnering with a Human Resources Outsourcing solution provider like Extensis gives employers access to user-friendly benefit administration technology and provides a single, helpful resource to direct employees with questions.

HR Compliance



Is managing a distributed workforce a challenge?

Solution: Extensis' compliance experts and sophisticated HRIS technology protect against mistakes managing PTO, absentee programs, daily scheduling, hiring, benefit administration, and more.

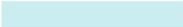
Do their HR handbook and policies address the realities of a distributed workforce?

Solution: Extensis' compliance expertise and HRIS software make employers more proactive in establishing compliant policies that conform to the demands of a changing workplace.

Is their in-house HR team struggling to maintain state/federal compliance?

Solution: Extensis' team of compliance experts help businesses understand regulatory provisions in plain language, explain how these laws affect their organization, and manage tasks on their behalf.

Growth & Ongoing HR Management



Have they recently grown to 50+ worksite employees and/or employ staff throughout the country?

Solution: Extensis helps businesses address the complexities of labor laws that apply at 50+ WSEs. Our HR and compliance experts streamline HR for growing and/or geographically disbursed organizations.

Has their in-house HR team failed to scale with the company and is now stretched too thin?

Solution: Partnering with an outsourced HR provider like Extensis frees up in-house HR personnel to focus on big-picture strategic initiatives, not time-consuming daily HR tasks.

Are they experiencing excessive employee turnover?

Solution: Extensis' experienced teams determine the root cause of high employee turnover, then develop a straightforward roadmap to close the gap between company performance and employee satisfaction.

Do they need a strategic hiring and performance management plan?

Solution: At Extensis, we help businesses take a targeted approach to hiring by providing valuable industry intelligence, compensation benchmarking, job posting templates, applicant tracking tools, and more.

Technology Limitations

Could they benefit from HRIS technology with a self-service employee portal for payroll, personal information, benefit administration, and PTO?

Solution: Extensis' secure, 100% cloud based HRIS solution includes tools for time & labor, benefit administration, performance management, and more. APIs enable integration with existing systems.

Do they want greater visibility into their company data for analytics purposes?

Solution: Extensis provides detailed reports and expert analysis to help employers identify big-picture trends, challenges, and opportunities for their businesses.

Dissatisfaction With Current Solution

Is your client underwhelmed or unhappy with the service from their current HR/payroll partner?

Solution: Personalized service and access to our decision makers have resulted in Extensis' outstanding Net Promoter Score, a 95% client retention rate, and a 40% client referral rate. Our people are our biggest differentiator.

Are they struggling to manage multiple vendors and disparate solutions?

Solution: Partnering with a single provider alleviates the complexity of keeping track of divergent systems and vendors. Extensis' configurable outsourced HR and payroll solutions streamline and centralize human resources management and benefit administration.

Simplifying HR for brokers and businesses.

If you have any questions about our services and solutions, our broker-centric service model, or other HR issues facing your clients, please contact us directly and let us show you how we can help.

ExtensisBrokers.com // (888) 473-6398

ExtensisHR™

