

Sample Pitch Slides

Date: Monday, January 17th 2022

Recap of 2021

- Over the past year, we've saved *your company* **\$1.9 Million*** by reducing headcount (SG&A) costs, HR-related fines, and legal fees.
- With our current month-to-month pricing, you're receiving a **6.5x return on investment***.
- The HR landscape continues its rapid evolution, and maintaining up-to-date policies and guidance is increasingly essential.

*See appendix slide 7 for more information on the calculations.

Increase your ROI with a long-term commitment



	Month-to-Month	1 Year	2 Years
ROI (Return-on-Investment)	6.5x*	8.5x*	11.3x*
Price per-month (per division)	\$3,000	\$2,400	\$2,100
Discount		17%	30%
Total Annual Cost	\$252,000	\$201,600	\$176,400
Locked pricing?	N	Y	Y
Quarterly Compliance Training	N	Y	Y
Semi-Annual Legal Risk Analysis	N	N	Y
3rd-party Mid-point Evaluation	N/A	N/A	Y

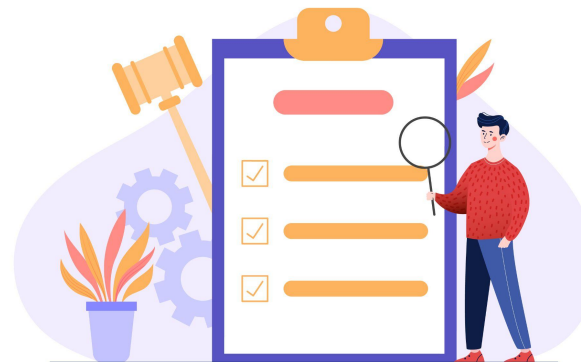
*See appendix slide 7 for more information on the calculations.

Long-term deals include additional value



Quarterly HR Compliance Training Included in all long-term commitments

Our award-winning quarterly training seminars increase internal compliance and help companies avoid costly mistakes.



Semi-Annual Legal Risk Review Requires two-year commitment

Two-year deals include external risk review by our team of HR experts. These six-month reviews help catch issues before they become significant problems and reduce legal fees.

Summary

- Both deals improve ROI and align with your 2022 objective of lowering expenses by reducing SG&A, HR-related fines, and legal fees. See [slide 7](#) for details.
- Both deals lock in your monthly rates during the deal term.
- **Next Steps:**
 - Please discuss and provide feedback by **February 1st, 2022**.
 - The official commitment will require a simple addendum to our existing agreement.

*See appendix slide 6 for more information on the calculations.

Appendix

The following slides are included to explain the calculations used in slides 2 & 3

Our ROI Calculations for *Your Company*



Annualized Savings:	M2M deal	1 year	2 year
Net SG&A Cost Savings (Low)	\$448,000	\$498,400	\$523,600
Net SG&A Cost Savings (High)	\$1,148,000	\$1,198,400	\$1,223,600
Fines avoided (Low)	\$63,000	\$63,000	\$63,000
Fines avoided (High)	\$125,000	\$125,000	\$125,000
Legal fee savings (Low)	\$500,000	\$500,000	\$500,000
Legal fee savings (High)	\$1,000,000	\$1,000,000	\$1,000,000
Client Value (Annual):			
Total Value Created (Low)	\$1,011,000	\$1,061,400	\$1,086,600
Total Value Created (High)	\$2,273,000	\$2,323,400	\$2,348,600
Mid-point	\$1,642,000	\$1,692,400	\$1,717,600
Total Estimated Value	\$1,642,000	\$1,723,400	\$1,998,600
Estimated Additional Value		\$81,400	\$356,600
Annual ROI	6.5	8.5	11.3
Annual ROI Increase		2.0	2.8
Annual % ROI increase		31%	74%

We calculated the midpoint of the values listed under 'Annualized Savings,' The midpoint value was summed with the additional estimated value from the quarterly compliance training and semi-annual legal risk analysis to compute the **total estimated value** and the **annual ROI**.



Additional slides can be included in the appendix, including:

- A detailed explanation of the additional products (compliance training & risk review).
- Details on mid-point check-in and selective termination provided with the two-year commitment.

