



A Partnership with Paychex

PAYCHEX®

Offer innovative workforce solutions to your clients

A recent study found that 67% of business leaders spend up to 10 hours a week on HR duties, with 24% spending 11 to 20 hours a week — making it important to offer your clients innovative workforce solutions and play up your strengths as a personal consultant to your clients.

At Paychex, we can help you provide solutions that simplify your client's HR needs and help them achieve their business goals. From HR strategy and administration to the full employee experience, we can help you foster customer loyalty while you expand your book of business and increase your revenue stream.

Scalable solutions that fit your clients' needs

Paychex offers a comprehensive and flexible solution for managing your client's holistic HR and employee experience. We provide expertise and technology to manage payroll and HR needs, increase efficiency, and make it easier to stay compliant.

From recruiting and onboarding, to talent management and HR analytics, HR-related functions can be managed from a single, cloud-based platform. Your clients will have access to proactive HR advice and guidance from experienced HR professionals. With access to these resources, your clients can focus on their business. And they'll have you to thank for it.

We offer support for all aspects of talent management and HR needs, including:

Personalized HR guidance and support

Hiring, developing, and retaining

Reducing risk and remaining compliant

Gaining efficiency with technology and service

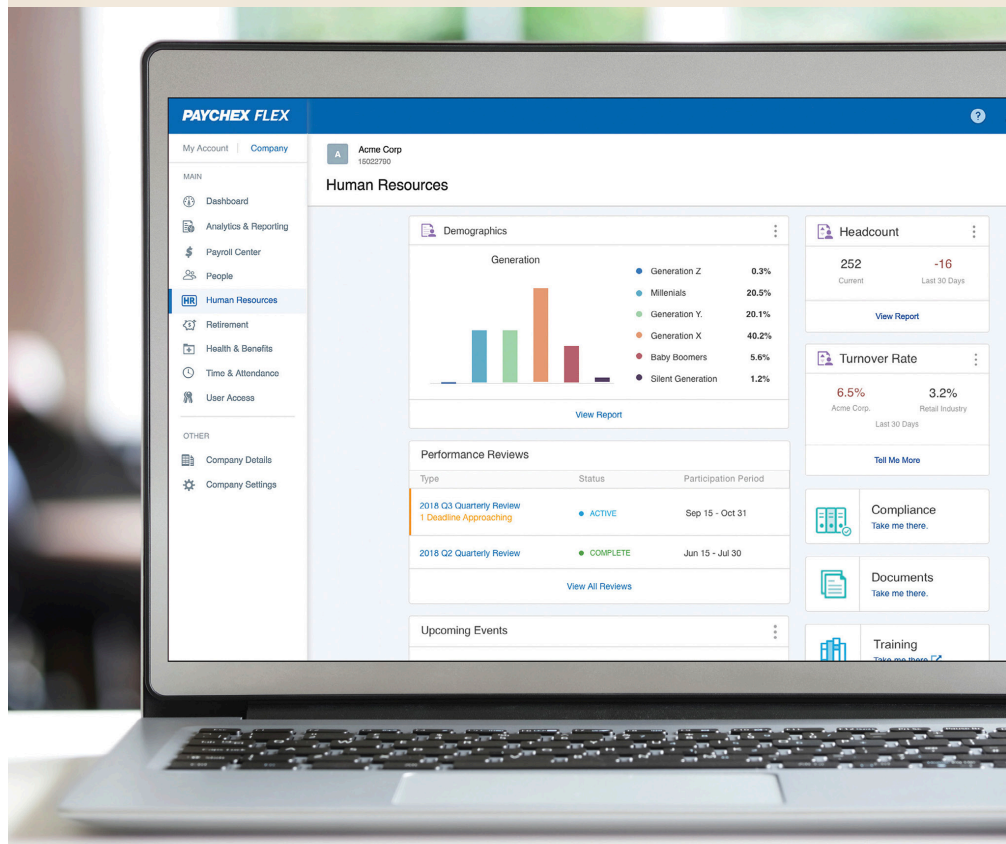
Access industry-leading technology

Award-Winning Technology

- Recruiting
- Onboarding
- Benefits Administration
- Payroll and GL
- Reporting and Analytics
- Mobile Platform
- Integrations
- Expenses
- Single Employee Record
- Time and Workforce Management
- Learning and Development
- Talent Management and Development
- Health and Wellness Benefits
- Retirement

Find the tools you need to:

- Expand your book of business
- Offer better solutions to your clients
- Differentiate your client offering
- Increase your revenue share



Beyond the Basics: Full-service HR and PEO Solutions

- HR Professional
- Compliance Expertise
- Safety and OSHA Programs
- Culture and Engagement Strategy
- HR Insights
- Experience and Responsive Service



A reimagined approach to your services

When you partner with Paychex, you will maintain your relationship with your clients. Plus, you'll have personalized access to our service team and a project manager, who will be engaged with you throughout the implementation process.

Our scalable services can offer support through recruitment, onboarding, development, recognition, retention, and any transition, and help your clients' focus on their employees:

Our recommendations and solutions from our first appointment through onboarding are tailored around your client's journey and needs.

Physical wellness

Caring for your body to stay healthy now and into the future

Mental wellness

Managing emotions, constructively feeling positive, and enthusiastic about your life



Social wellness

Enjoying being with others and developing friendships

Financial wellness

Living within your means and making informed financial decisions



A full strategic HR partner

Whether your clients have limited or no HR expertise, or a full HR department, we have the tools and teams to give your clients the support when they need it.

We can help your clients develop effective strategies and more confidently tackle current and future HR challenges with the help of our comprehensive human resource solutions, which include:

- Reliable and actionable advice from a dedicated HR professional for help with recruiting and hiring, employee relations, learning and development, HR procedures, and more
- Support with understanding, managing, and complying with applicable regulations and laws to help mitigate risk
- Access to safety experts to help develop a program that meets OSHA requirements
- Flexible and next-generation scalable mobile technology designed to help simplify activities for HR teams, administrators, and employees, helping your clients save time and money

And a Paychex Safety Representative will help assess your clients' risk exposure and recommend steps to help meet OSHA requirements, including access to:

- Guidance on vaccine mandates
- A safety assessment to help identify applicable OSHA requirements
- A safety manual specific to your business to help you meet OSHA regulations
- Ongoing expertise and support from a dedicated safety expert



By partnering with Paychex, you'll have access to:

15,000+

employees

focused on our
customer's needs

100+

locations

serving customers
across the U.S.

600+

HR professionals

with an average of
8 years at Paychex

710,000+ customers
across all major industries

118,000 customers
with us 10+ years

Largest
**HR outsourcing
company¹**

1,700,000
worksites employees
supported

2nd Largest
**payroll
company²**

We pay **1 in 12** U.S.
private sector workers

Largest
**401(k)
recordkeeper³**

93,444 plans
and **\$32 billion**
in 401(k) assets

FORTUNE®
Future 50
Company



Inc.
Best HR Outsourcing
Solution for Small Business



¹ Among companies serving small to medium-sized businesses. Data on file.

² By number of workers paid. Data on file.

³ Largest recordkeeper in the U.S. by number of plans, PLANSPONSOR magazine, 2021.

⁴ Top 100 Brokers of U.S. Business, Business Insurance magazine, 2021.

Making your clients' lives easier

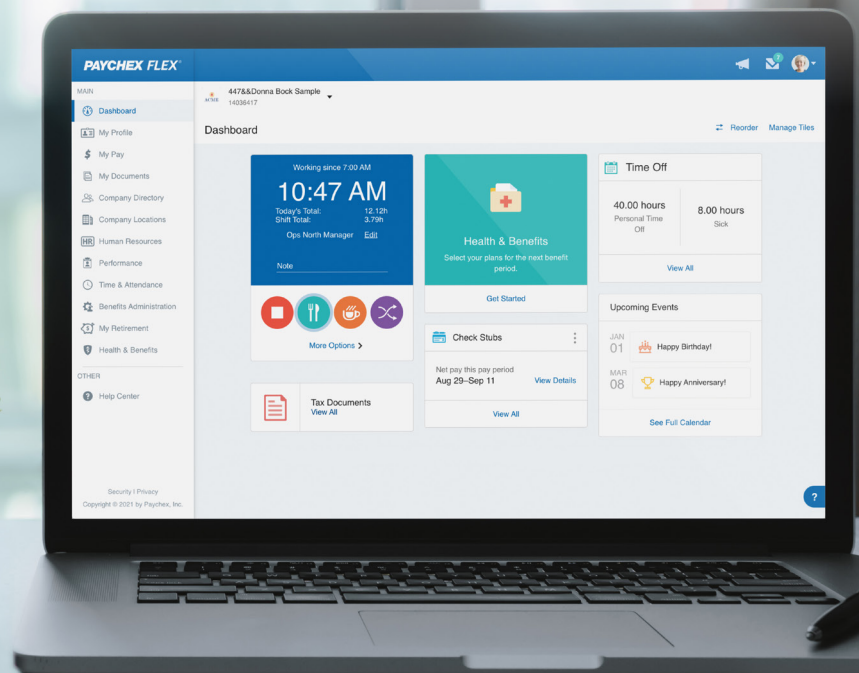
Paychex has a robust and flexible self-service portal with a mobile first design consistent across all devices. Your clients can work when and where they need:

- Automate critical activities
- Access reports and data insights
- Communicate with employees in real time
- Receive responsive and experienced service, 24/7/365

Improving the employee experience

Your clients' employees can also enjoy self-service from any of their devices on our mobile app.

- **Update their personal information**
- **Access 401(k) details**
- **View payroll specifics**



The Value of Partnering with Paychex

- Expand your book of business with revenue share, and offer clients promotional pricing as an added bonus
- Receive reciprocal referrals back and forth for prospects
- Protect referred clients from Paychex's internal agency and the PEO, where applicable
- Access top-tier benefit administration technology, including access to data, analytics, and support through the broker portal

Are you ready to get started?

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