

Globalization Partners (G-P) Battlecard



G-P Value Proposition

We're the leading **Global Employer of Record** and help find, hire, onboard, pay, and manage your clients' **international team members**, quickly and compliantly, without the hassle of setting up local subsidiaries or branch offices.

97% Customer Satisfaction Rating and 100% Employee Onboarding Satisfaction.

Use Cases

- Employ and pay **single** or **small population headcounts** in **180+ countries** when your client **lacks an entity**.
- Test or enter new markets (i.e., get boots on the ground quickly)
- Stop-gap for client while researching entity process
- Disbursed talent in multiple countries (1-2 or workers or small populations)
- Immigration Challenges (workers wanting to go back to home country)
- Convert contractors to full time employees (mitigate risk of misclassification)
- Provide international worker(s) consistent, on-time payroll and other benefits
- M&A: Fastest Route to Deal Close. Transition and onboard teams quickly, easily, and compliantly, within multiple countries.

G-P's Key Differentiators

- Top-tier technology to manage the entire global HR process, from recruitment and onboarding to payroll setup and offboarding
- The largest network of carefully structured, fully compliant, wholly owned legal entities
- In-house experts ready to support customers and partners with their global growth needs 24/7
- An end-to-end platform to scale remote teams and grow revenue faster

Benefits for your customer

- Fast easy international hiring: G-P is set up in-country, so you can onboard a new candidate in as little as 12 hours
- Compliant global Employment: Manage the burden of corporate tax, legal, and HR matters associated with international hiring
- Smooth payroll and employee Experience: The employee is paid in the local currency where they are working.

Qualifying Questions

- Do you have plans to hire outside the U.S.? (in non-native Ceridian countries)
- Do you already have a legal entity established in the country you wish to hire in?
- What are your global growth goals?

Ideal Client/Target Customer

- Size: Companies of all sizes that want to hire outside their headquarter country
- Industries: All industries employing full-time professional workers
- Titles: Manager and above in HR, finance, operations, and sales

What's in it for the Ceridian sales rep?

- Leverage G-P to help you close deals faster by focusing on single/small headcounts where Dayforce is not an option
- Position yourself as a strategic partner who can bring value added solutions to your clients and prospects
- Retain clients with a partner that does not compete with your business model
- Offer a solution that complements your company's services

Pricing

Setup fee and monthly service fee vary from country to country and are based on the total cost of employment

Contact

For questions or to send a referral, please contact:

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