



Case Study: Healthcare Marketing Agency

25 full time employees | Operating in 5 States

Background

The client's current PEO was underperforming with high increases, poor service, and poor invoice transparency.

Mission

- Elevate client satisfaction with Kustom HR dedicated team
- Analyze current agreements
- Identify opportunities to reduce budget and improve workflow

HR X-Ray

- Discovery Meeting
- Customize client scope of work
- Data collection

Evaluation

- Handpicked benefit agency / HCM partner to best match client
- Engaged compatible PEO's suited to maximize impact
- Conduct audit comparing all proposals
- Ensure fair financial comparison
- Disclose vendor specific nuances



Fred and his team saved us countless hours of investigating PEO options when we knew it was time to make a change. Not only did they save us time, but they also saved us significant dollars as well. Their knowledge, professionalism and responsiveness made our changeover nearly seamless.

- Chief Financial Officer



Outcomes

Uncovered \$32,600 in "undisclosed fees" + Saved \$33,000 on healthcare + Reduced administrative fees by \$22,800 + Added white glove service with Kustom HR =

Financial Impact

\$88,400 TOTAL SAVINGS
\$3,500 AVERAGE SAVINGS PER EMPLOYEE



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