Agenda

Common Pain Points

Labor Costing + Benchmarking Demo

Q&A

What is Labor Costing?

Labor costing is the process of calculating and analyzing the total cost associated with employing workers.

TrueComp helps model and project these costs accurately.

Poll #1

Which of these problems is the biggest issue you've run into?

- Complicated and confusing spreadsheets/Only one or a few people know how the spreadsheet works

- Inaccurate or overly-general forecasting

- Time-consuming rework and resource drain during budgeting season

- Losing track of proposals/counters between spreadsheets

- Excel broke

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Common Pain Points – Labor Costing

Pain Point 1: Complication and Scalability of Spreadsheets

- High complexity

- Scenario tracking issues

Pain Point 2: Inaccurate Forecasting

- Formula breakage

Pain Point 3: Time-consuming Rework

- Resource drain

What is Benchmarking?

The **Benchmarking** module helps agencies compare compensation (base salary, benefits, total comp) across peer organizations.

TrueComp helps bring all that data into one place.

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Poll #2

Which of these problems is the biggest issue you've run into?

- Lack of confidence in the data you've found on other agencies

- We are only analyzing the market once retention declines

- Noone wants to spend all their time calling other agencies to get the data

Common Pain Points – Benchmarking

Pain Point 1: Difficulty recruiting and retaining talent

- Proactive vs Reactive

Pain Point 2: Data overload or manual comparisons

- Resource drain

Benchmarking → Labor Costing

Step 1

Benchmarking/Market Summary Report – visualizing problem areas and developing a plan

Step 2

Labor Costing – costing out the plan to check affordability

Poll #3

Do you see the benefits of using BOTH modules?

- Absolutely! I'll be contacting my CSM soon for more information.

- Not really… I'm good with the one I have.

- I'd like a 1:1 meeting to discuss the modules further.

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Any Questions?

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