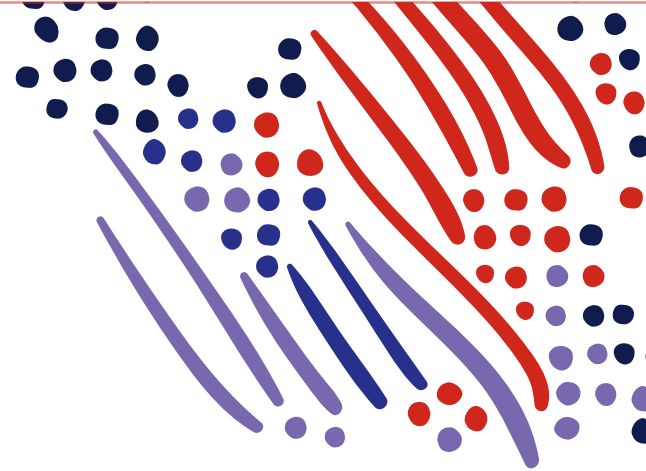
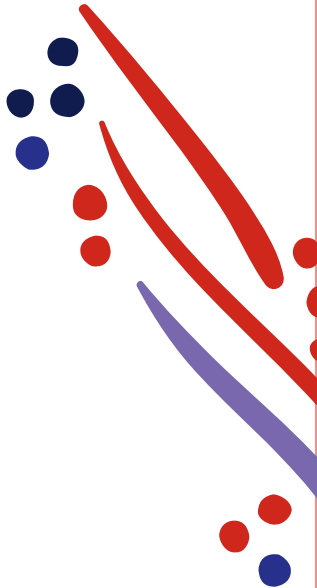


Understanding your
payroll impact:

The business case for
change



Before we start



Live streaming and recording.
In 24 hours we'll send you the
recording



Type your questions in the
Q&A box on the right

The Total Economic Impact™ of ADP Global Payroll

It's time to take a new look at pay



Gabrielle Wemyss
UK Marketing Manager
@ ADP



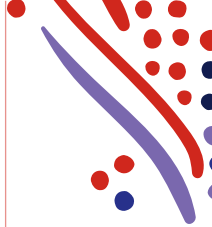
Lorna Wake
UK CFO
@ ADP

Agenda

- Introduction - What is TEI?
- Approach & Customer journey
- Study results
- TEI Calculator Demonstration
- Question and answer

Overspending or Under Control?

Investing in efficiencies to reduce cost and risk



Gabrielle Wemyss
UK Marketing Manager
@ ADP

64

Average number of HR and payroll systems across a multinational organization

ADPRI Global Human Capital Management Decision Makers Survey.

100+

The number of integration files a typical multinational company needs to maintain each month

ADP Research

60%

Of data needed for compliant payroll is contained in a typical HR system

ADP Research

\$10-30M

Payroll errors cost the average FTSE 100 company between £10M and £30M per annum

PwC -Making payroll pay Managing risk and compliance in an unprecedented era of change

33%

Of employees say they are always, often or sometimes paid late.

ADPRI Workforce View 2020

\$1M

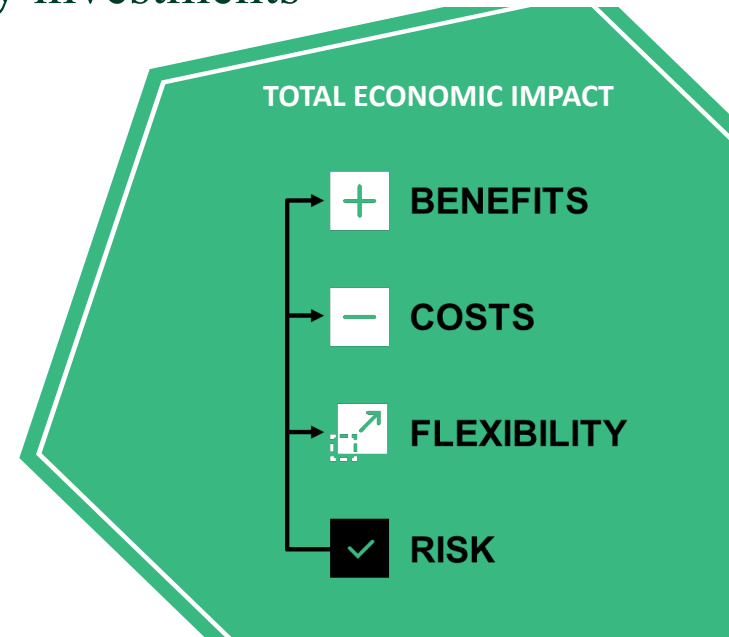
"I used to spend around \$1M on payroll to pay 2,000 employees.."

The Total Economic Impact™ of ADP Global Payroll study

ADP commissioned Forrester to provide an independent TEI™ analysis of Global Payroll

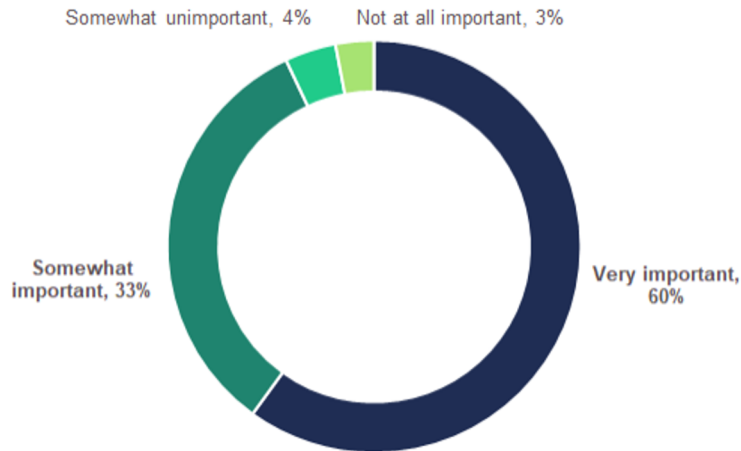


Forrester's TEI™ is a proven, consistent, repeatable methodology to justify technology investments



“Next-level” business case justifications are increasingly important for technology investments

Over 90% of IT decision makers find value in a business case



What is an **effective** business case?

		TCO	ROI	TEI
IT impact	IT costs			
	IT cost savings			
Business impact	User efficiency			
	Business effectiveness			
Risk/uncertainty	Risk mitigation			
	Risk versus reward			
Strategic impact	Scalability			
	Flexibility			

Forrester took a multi-step approach to evaluate the impact of ADP Global Payroll



Forrester interviewed four customers of ADP Global Payroll

Industry	Regions	Interviewee	Number Of Employees
Aerospace and defense	North America, APAC	Senior director, global payroll, tax and mobility services	160,000
Technology and manufacturing	EMEA, APAC, Americas	Vice president, global payroll operations	113,000
Banking and finance	EMEA, APAC, Americas	Director, global payroll governance	90,000
Semiconductor manufacturing	North America, APAC	Executive director, global payroll Services	7,100

The interviewed organizations struggled with common challenges, including



High complexity of the payroll solution landscape

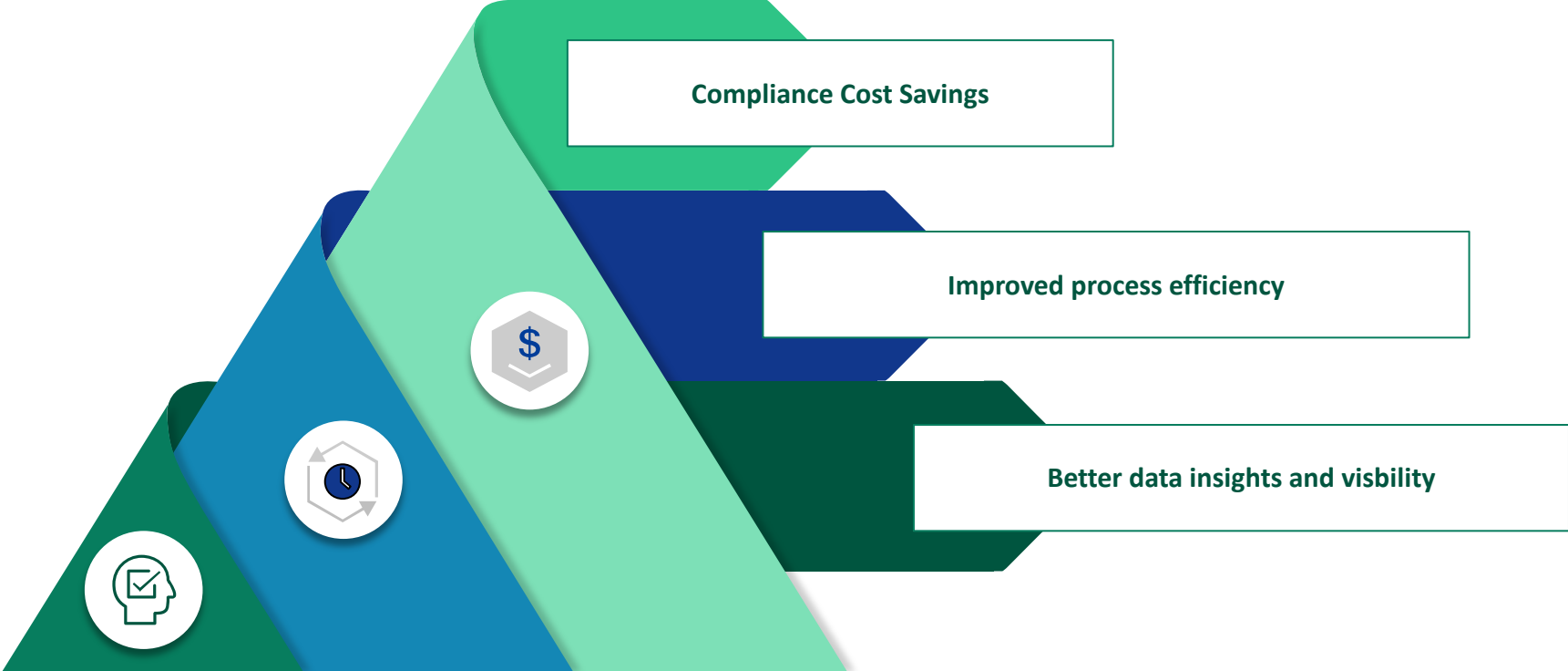


Workforce visibility and data unification



Consistent compliance and mitigation of risk

The customers identified key benefits from the ADP Global Payroll investment



The biggest benefit is the reduction in compliance costs



Compliance and risk reduction were key drivers for adopting ADP for all the decision makers Forrester interviewed.



Ensuring records are kept up to date and systems comply with local legislation requires significant effort and ongoing vigilance.



Customers experienced savings due to ADP's global compliance and scale.

FINANCIAL IMPACT

\$1.8M

“The difference between being non-compliant to getting ADP payroll and achieving compliance made a material financial difference. ... As we implemented these solutions, we found a significant number of areas where we were not in compliance.”

- Executive Director, Global Payroll Services Semiconductor Industry

Improved payroll efficiency was another important benefit



In small countries, ADP's fully managed service reduced payroll effort by 75%.



In large markets, ADP's processing service reduced payroll effort by 30%.



Organizations avoid significant low-value manual effort and data input, freeing resources to focus on higher-value tasks.

FINANCIAL IMPACT

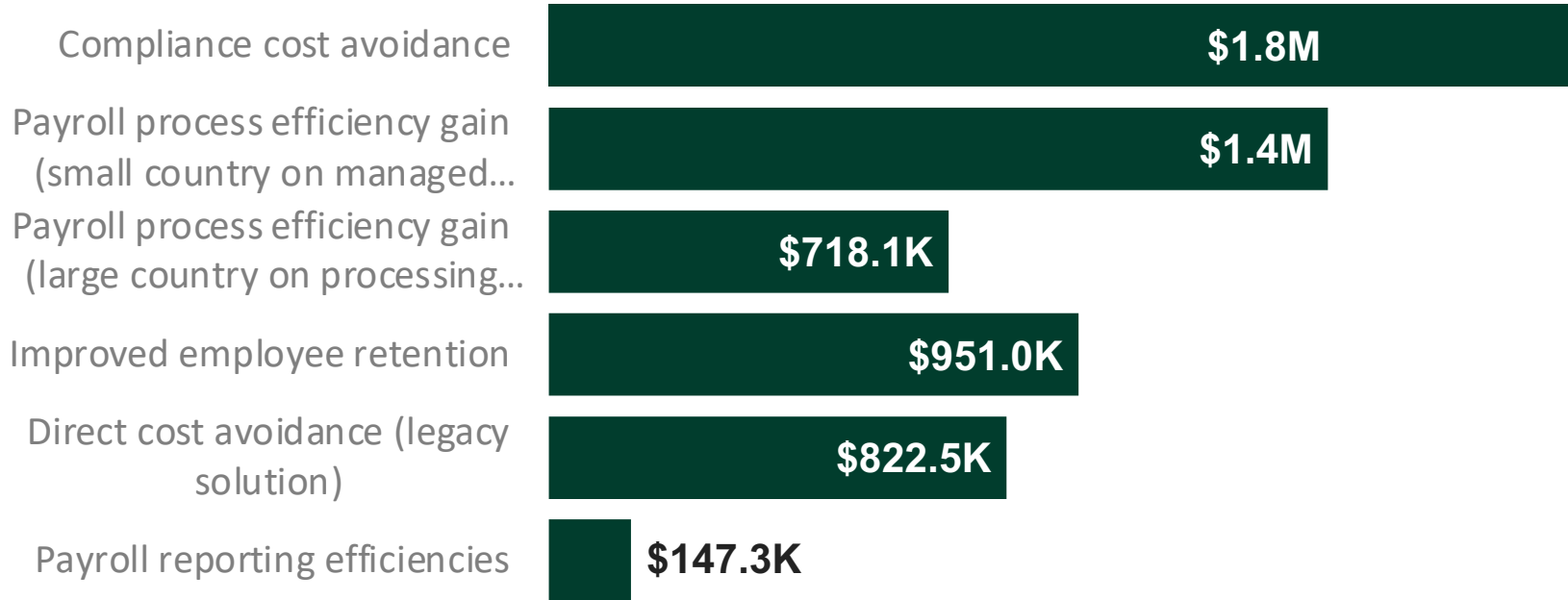
\$1.4M

“When we moved to ADP, we were able to **standardize key processes** such as bonus and attendance payments, **as well as address software performance challenges and reduce our dependency on internal IT resources.**”

- Executive Director, Global Payroll Services Semiconductor Industry

Key Financial benefits

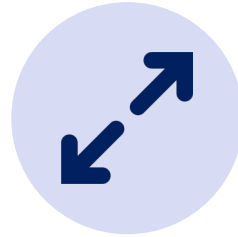
Benefits (Three-Year)



There are benefits to using ADP Global Payroll that the customers couldn't quantify



Improved decision making from better data access and integrity.



Increased flexibility to integrate future markets.



Increased security



Improved employee experience

Forrester has determined the following three-year impact:



ROI

134%



BENEFITS

\$5.9M



NPV

\$3.4M

“The ability to get globally consistent and improved employee experience, efficiency, cost savings, and then a data set to inform the business is huge”

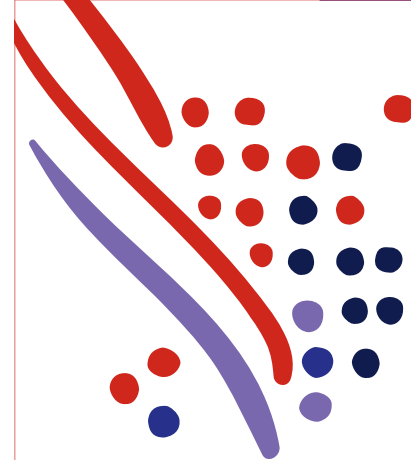
— *Senior Director, Global Payroll, Tax And Mobility Services, Aerospace & Defense*

T.E.I Demonstration

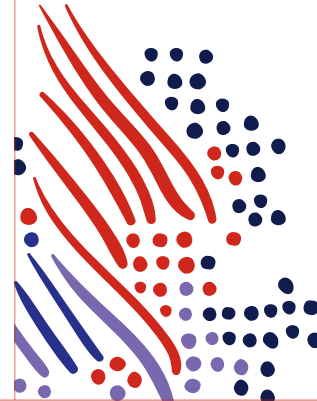
Lorna Wake, UK CFO ADP



Always Designing
for People™



Questions



ADP

Est. 1949

860k clients worldwide

140 Countries

58,000 associates

\$14.6b revenue FY20

Top drivers for payroll outsourcing include:



A lack of skilled payroll professionals available to support payroll operations internally



Demand for modern cloud payroll platforms with seamless integration across the HCM technology landscape



Consolidation of payroll vendors and systems globally, to a single platform and vendor governance model



Reliability of payroll accuracy, timeliness, and consistent results

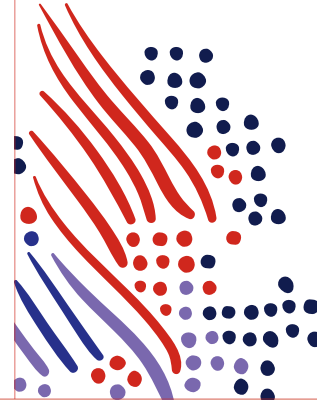


Improved compliance to control and manage risk of payroll operations globally



Visibility into the global workforce and payroll landscape through real time reporting and predictive analytics.

Audience Questions



Thank you

