



Time is Money

**Streamline Your Practice's
HR with a PEO**

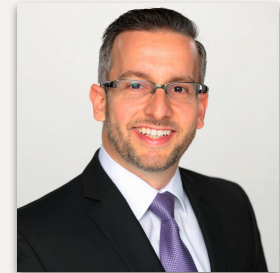


Your Speakers



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Director of Sales, California, Stitch PEO



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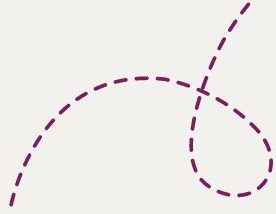
Agenda

- 01 What is a PEO
- 02 Cost Reduction
- 03 Saving Time
- 04 Enhanced Employee Experience
- 05 Risk and Compliance

The 5 W's of PEO

The background features two large, overlapping, wavy shapes. The top-left shape is a solid blue color, and the bottom-right shape is a solid lime green color. The shapes are separated by a white, wavy line that creates a sense of movement and depth.

What is a PEO?



**Professional
Employer
Organization**

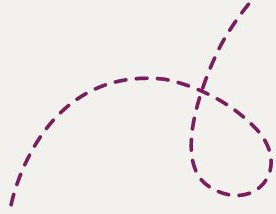


Who is Stitch?

Stitch is the *first* practice workforce solution that gives independent medical practices access to the right HR, payroll and benefits solutions for their unique needs leading to **happy employees, happier patients,** and a **thriving practice.**



Who is using a PEO?



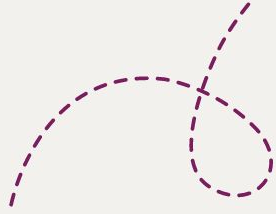
- Independent Medical Practices
- Dental Practices
- Urgent Care and Specialty Clinics
- Hospice and Long-Term Care Facilities
- Ambulatory Surgery Centers
- Physical Therapy Center
- Diagnostic Testing Facility



Where do you see the impact of a PEO?

- Stabilized Costs – Reduce your administrative costs of payroll, benefits, training & compliance.
- Enhanced Employee Benefits
- Reduced Turnover and Increased Employee Engagement
- Simplified Administrative Work ~15 hours of monthly
- Optimize Revenue Growth

When should you seek out a PEO?



- Extremely **High Benefits** Renewals
- Need for Cost **Savings**
- High Employee **Turnover**
- Difficulty **Attracting Talent**
- HR and Payroll are **Time-Consuming**
- Rapid **Growth** or Expansion
- **Scalability and Stability** During Growth
- Struggling to Manage **Compliance**



Why use a PEO?



**Access to a larger
employee pool
leveraged for better
buying power**



**Decrease payroll
and HR tasks
without increased
headcount**



**Faster business
growth**

Why use a PEO?

Cost Efficiency

Streamlined HR Operations

Improved Employee Benefits

Compliance Expertise

Risk Mitigation

Improved Patient Care



Poll

What is the biggest challenge your practice faces regarding your workforce?

- A. Burnout
- B. Staff Turnover
- C. Salary and compensation issues
- D. Benefits packages
- E. Vacant roles/inability to attract new talent

The background consists of two large, overlapping, wavy shapes. The top-left shape is a dark blue color, and the bottom-right shape is a lime green color. The text 'Reducing Costs' is positioned in the dark blue area.

Reducing Costs

Establishing Community by banding practices together

93%

use a PEO
for reduced cost

40%

Higher expected
annual revenue
growth when
using a PEO



Reducing Costs through...

Benefits

- Access to competitive benefits typically only available to larger companies
- Balancing costs vs. plan richness
- Alternative offerings
 - Unlimited Virtual Care
 - Prescription Savings
 - Discount Programs
 - Concierge Services

20%

**Or more savings on
benefits**

Reducing Costs through...

Workers Compensation

Fractional Certified Expertise - The Team Behind Your Team -

- Payroll Specialists
- Certified HR Leaders
- Business/Client Success Team
- Benefits Team

27.2%

Average ROI

35%

Savings on HR costs




Saving Time



88%

PEO users decrease payroll and
HR costs without increased headcount

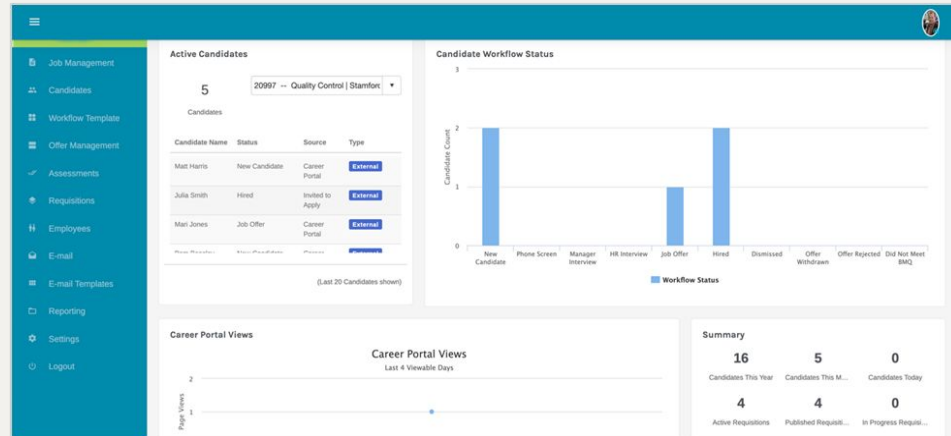


Offloading your HR workload

HR Investigations*	Handbook Development	Documentation	Policy Assistance
Employee Training	Performance Management	Conflict Resolution / Mediation	Employee Surveys
Retention Strategies	Communication Strategies	Job Description(s)	Salary Benchmarking

Technology & Software

- Applicant Tracking technology
 - Automated workflow
 - Manage jobs / requisitions
 - Easy access to multiple job boards
 - Screening candidates



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Employee Satisfaction

Supporting the full employee lifecycle

Hiring/Onboarding

Retention

**Retiring (Separation of
Employment)**



Employee Development

- **Career Pathing**
- **Learning Management Systems (LMS)**
 - Assigned learning
 - Certifications





Risk & Compliance

Regulatory complexities of the healthcare industry

Documentation and Policy

Worker's Compensation and EPLI



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Conclusion

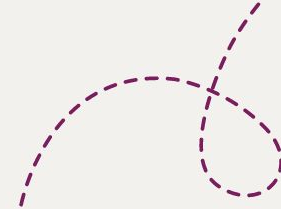
Key Takeaways

- **Stabilize costs:** We get you big business benefits with big business discounts on benefits, workers' compensation, and more. This means you can save money on your people's costs without sacrificing quality.
- **Transfer risk:** We take on the risk of employment law compliance, so you can focus on providing care to your patients. This means you can avoid costly lawsuits and regulatory fines.
- **Attract and retain talent:** We provide a team of experts to help you with HR, payroll, and benefits administration. This frees up your time so you can focus on patient care.
- **Reduce administrative burden:** We streamline every step of the employee lifecycle, from onboarding to offboarding. This means you can save time and money on administrative tasks.
- **Keep your practice compliant:** We ensure that your practice is compliant with all federal and state regulations. This means you can avoid costly fines and penalties and be attractive for potential mergers and acquisitions.

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Q&A

Thank you!



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stitchpeo.com



Free HR Assessment

Wondering where to start?

Our PEO offers a free Human Resources Assessment to help you identify areas of improvement.

To take the assessment visit:

stitchpeo.com/hrassessment



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Thank You!