

Explore the Future of Compensation Management: Payfactors



Today's Presenters:



Tina Yu

Senior Product Marketing Manager
Payscale



Sarah Walsh

Senior Solutions Consultant
Payscale

Takeaways from **Conference24**

You can still register to watch recordings!

payscale.com/conference



What will we cover today:

1. Pay accurately while pricing efficiently
2. Get ahead of issues with proactive insights
3. Stay compliant and communicate transparently
4. Achieve influence through proven ROI

Poll: Which of these is a current challenge for you and your team? (select all that apply)

- A. Paying accurately while pricing efficiently
- B. Getting ahead of issues with proactive insights
- C. Staying compliant and communicating transparently
- D. Achieving influence through proven ROI

**Payfactors helps you
pay accurately and price efficiently**

“Our biggest challenge as compensation specialists is moving at the speed of business. When it comes to people’s pay, you have to get it right. And to stay competitive – particularly today – you have to get it in place right away. Payscale gives us current, real-time market data and a streamlined way to access the information we need for analysis and validation.”

Kari Lavin
Compensation Manager
Integer Holdings



Demo: Peer & pricing workflows

“Payfactors... gave us valid data that refreshes more frequently than some of the bigger salary surveys. The data is reliable, and I have access to everything I need in one stop — I don’t have to pull data from multiple, different sources into an Excel spreadsheet to calculate the averages. Everything I need is right there.”

Lindsay Clayborne, CHRP
People Partner, Cardata



**Payfactors helps you
get ahead of issues with proactive insights**

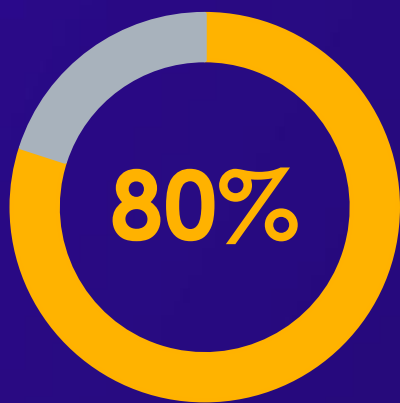
“What I really like about Payfactors is having the ability to centralize all of our compensation structures, employees, and jobs into one location and quickly assess and evaluate our compensation program to make strategic decisions founded by strong market data and credible insights.”

**Fantasy S., Director of HR
Mid-Market Company, Verified G2 Review**



Demo: Insights in Payfactors

Job seekers and employees want to know **the why** behind their pay



Of respondents believe employers should *always* explain how pay was determined¹.

**Payfactors helps you
stay compliant and communicate
transparently**

Demo: Job descriptions & pay communications

**Payfactors helps you
achieve influence through proven ROI**

“Payscale has been especially useful in our budget planning for next year. Being able to make informed proposals for what our head count budget is going to need to look like and being able to route that in the data from Payfactors has been really, really great.

I like being a part of this wave of HR and people professionals who present ideas through the language of business, which is numbers and ROI, and making those data-driven decisions.”

**Lindsay Clayborne, CHRP
People Partner, Cardata**



Demo: New Survey Experience & Payscale Connect

360-degree customer care to support you

The experts you get with your investment:



Implementation Expert

A dedicated implementation manager to help you get set up, including configuration and data imports.



Subscription Support

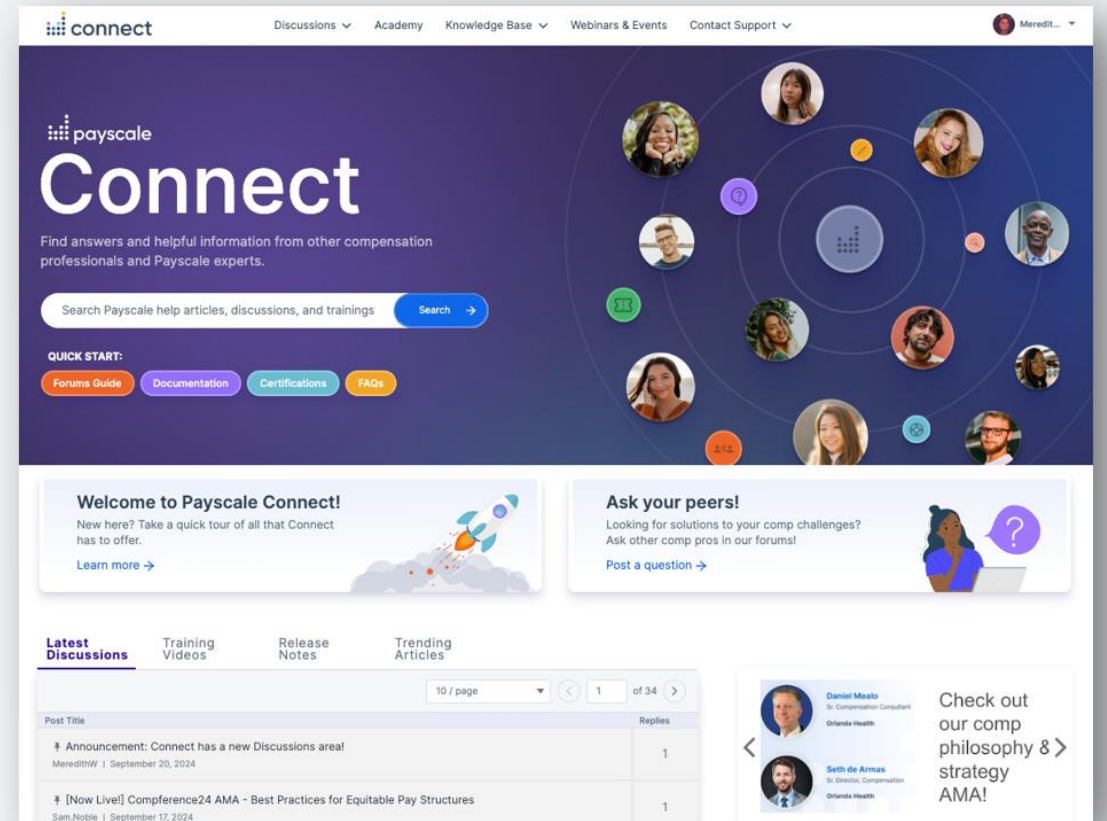
On-demand support team and access online education tools that include product learnings and access to our customer community.



Customer Success

Your strategic advisor to navigate and provide tools to help you maximize the use of Payscale to reach your compensation goals.

+ additional **managed services** available so your team can focus on what you do best



- ✓ Learn
- ✓ Network
- ✓ Get help
- ✓ Provide feedback



Compensation is changing.

**Drive results
with faster ROI**

Source: G2 Enterprise Results Index for Compensation Management | Winter 2023

Estimated time to ROI from Enterprise Customers

Winter 2023 data

payfactors

14 months

Market average

20 months



43% faster!

“With Payscale, we have a trusted source for salary data as well as the right tools and technology for where we’re at in our journey — and where we’re headed. Payscale’s ability to grow and scale with us provides flexibility to go as fast as we want or as slow as we need depending on what our business activity is at the time.”

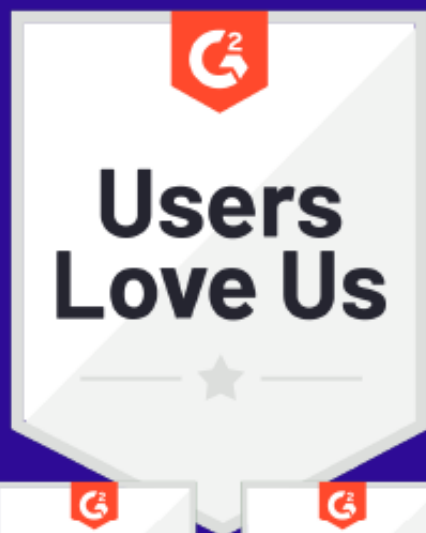
Jimmy Griffin

**Chief Human Resources Officer
Centauri Health Solutions**



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Compensation and HR Professionals know impact when they see it.

Customers rank Payfactors **#1 for Product Innovation, Ease of Use, Ease of Doing Business With, and ROI.**

See what Payfactors can do for your organization.

Learn more

