AVIONTÉ
CONNECT

Leveraging Integrations to Optimize Your Workflows

A COMPREHENSIVE EXPLORATION OF AVIONTÉ+ PARTNER INTEGRATIONS

Get ready to…

- Know what an integration in action can do.

- Gain insights into building a tech stack for success across various areas of your business.

- Explore how partnerships can enhance efficiency and effectiveness.

- Understand how integrating partnerships into your workflow can optimize processes, drive innovation, and fuel business growth.

Hello everyone! We are so glad to be here.

Scott Poeschl

Vice President of Avionté+

Jessica Halterman

Senior Partner Program Manager

Emily Christianson

Senior Account Associate

The Agenda

1. Sales Workflow

2. Recruiting Workflow

3. Workforce Workflow

4. Back Office Workflow

5. Q&A

AVIONTÉ+

Avionté+ Certified Partnerships

Embedded into Avionté's application

Avionté+ Certified Integrations
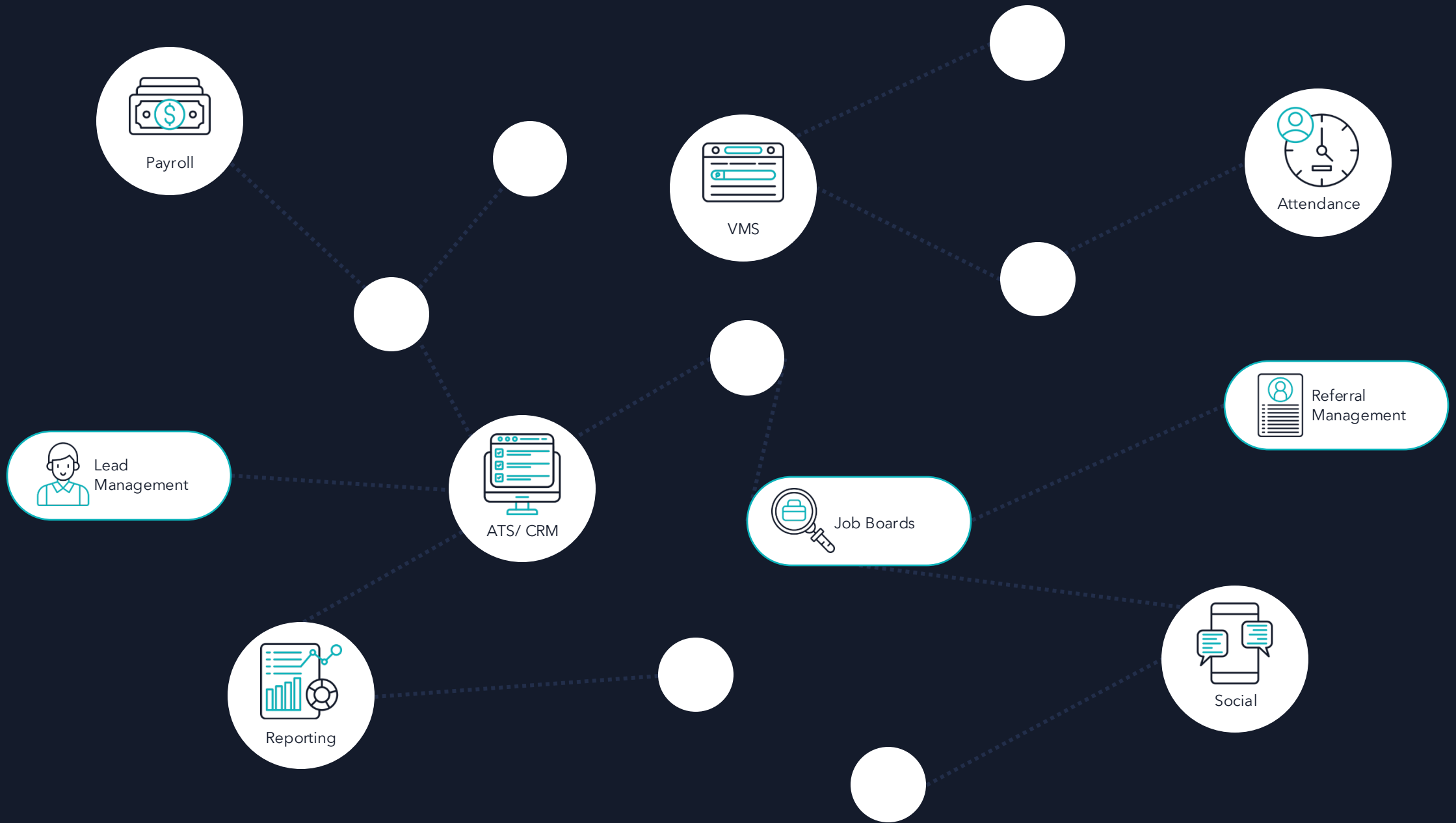
Data-exchanged between systems

Avionté+ API Connection for Clients

Clients' ability to retrieve data
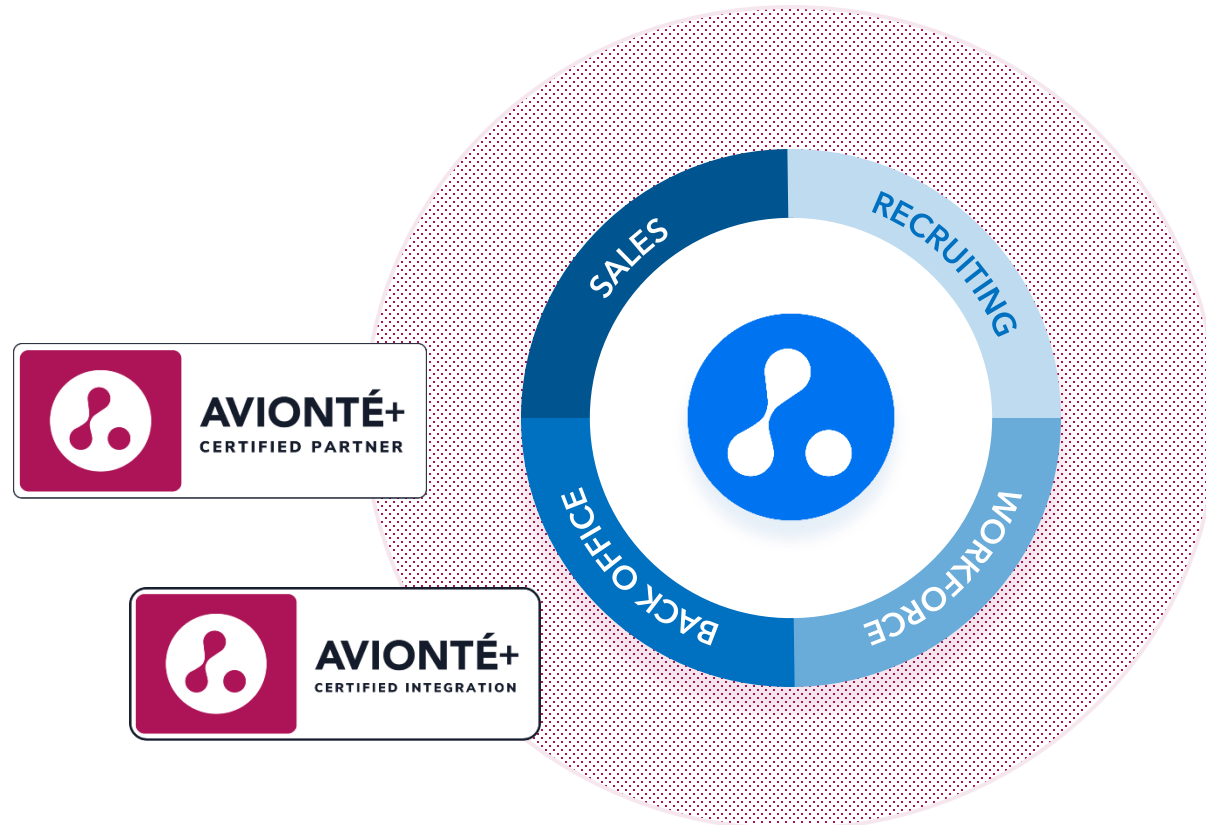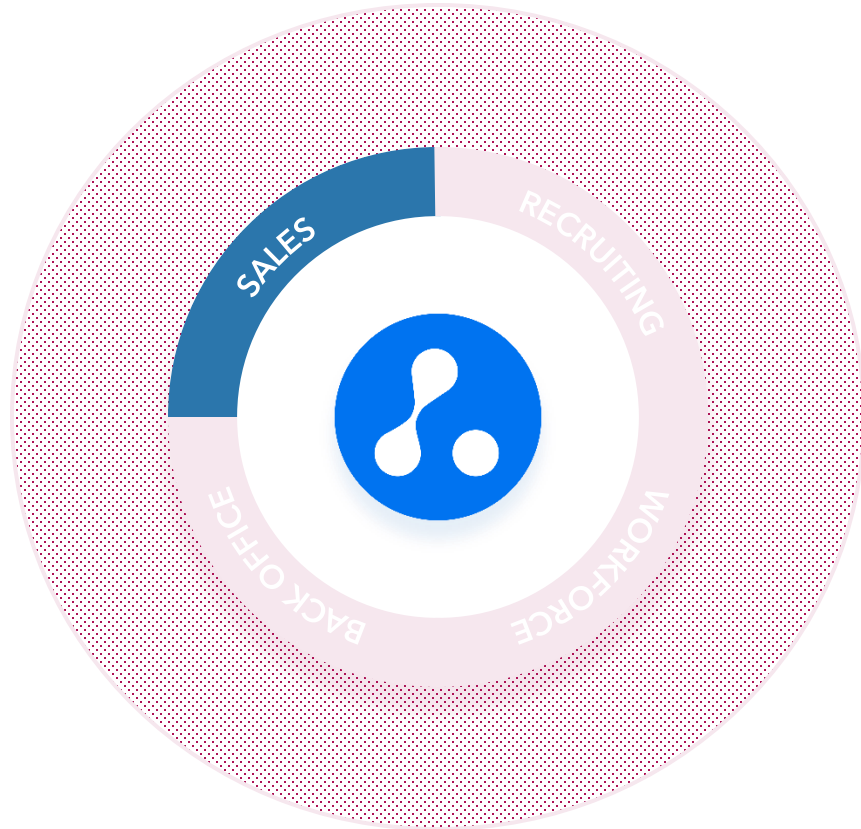
BUILDING AN EFFICIENT TECH STACK

Core Workflows

Sales Must Haves

- Automated Communication Campaigns

- Call Tracking

- Customer Contracts

- CRM Connector to BOLD

Sales: Ratings/Referral Management

Improve your firms' image and generate talent referrals with 'set it and forget it' automation

GROWTH RATE
16.1% ↑
higher average growth rate

NPS
76
average NPS score
(industry average 36)

ROI
95%
of customers report
positive ROI
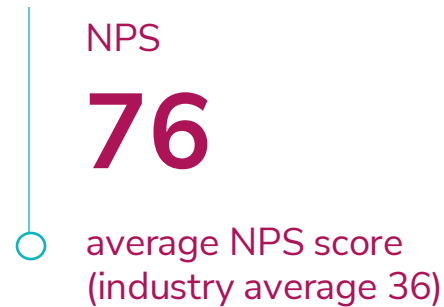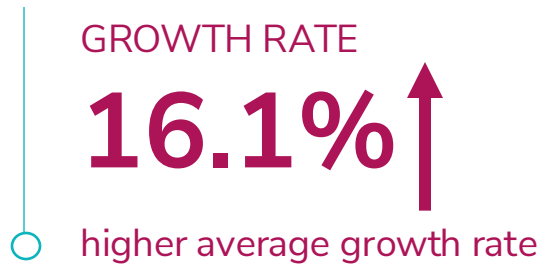
2024 ClearlyRated Data

sense   clearlyrated®   StaffingReferrals

Sales: VOIP

It's more than a phone system, it's coaching and AI tools to help sales & recruiters get better

NEW CLIENT

28% ↑

win rate with new clients

SALES TIME

12% ↓

drop in sales cycle time

RECRUITER SATISFACTION

continues to rise with shorter ramp time

2024 Ringover Data

ringover

Sales: Marketing

Your first impression of how to appeal to talent & clients

JOB VIEWS
183% ↑
increase year over year

APPLICATIONS
138% ↑
increase year over year

GOOGLE JOBS
17.1%
candidates came from Google Jobs

2023-2024 Haley Marketing Data
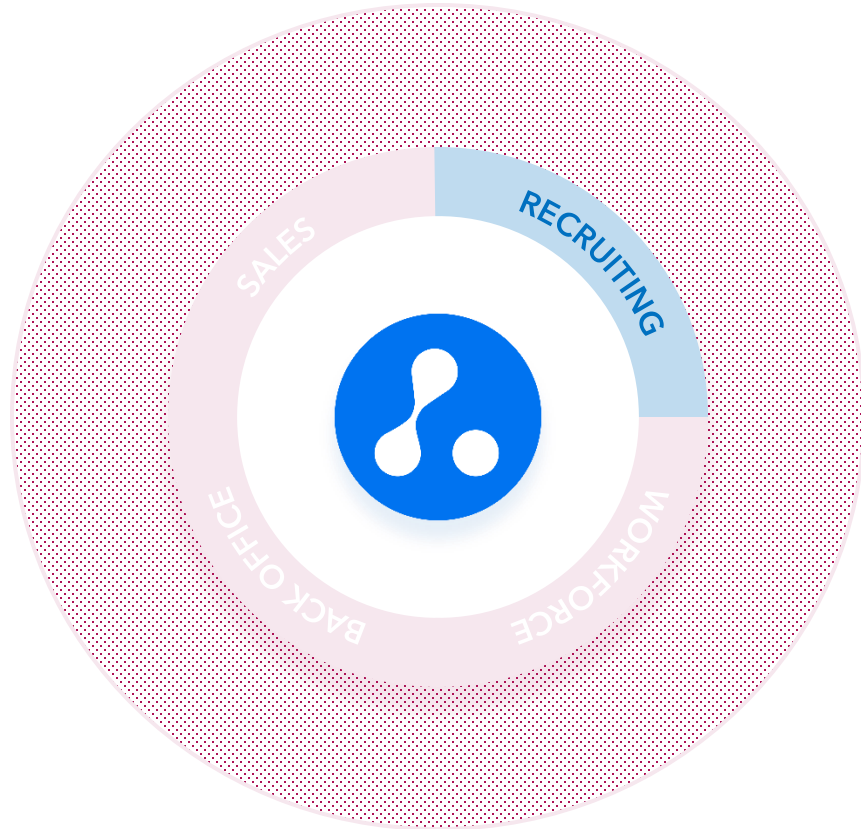
Recruiting Must Haves

- Programmatic Job Advertising

- Talent Search

- Tax Credits

- Talent Enablement/Voice AI

- Assessments

- License Verification

Recruiting: Programmatic Job Advertising

Placing jobs where the talent is, at the right time, for the right price

TRAFFIC
80%
agency's traffic driven by Talroo

COST PER LEAD
$4↓
drop in cost per lead

CLICK RATE
4%
increase in clicks on job postings

2024 Staff On Site Data

Recruiting: Talent Search

Scour external databases faster and seamlessly add information into BOLD

SEARCHING

80%

Faster searching

COST SAVINGS

2X

cost savings equal to two associates' salaries

APPLICANT FLOW

50-90%

More applicants make it to the ATS

2024 DaXtra Data

Recruiting: Talent Enablement/Voice AI

Screen 500 talent over the phone at once

TIME TO FILL
33%

faster time to fill jobs

SATISFACTION

Increase in overall NPS scores

ACTIVE TALENT
40%

of active talent gets redeployed
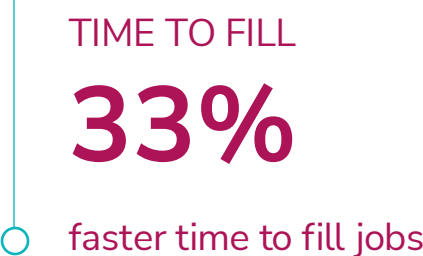
2023 Connect Staffing Data

sense

CONVERZAI

Recruiting: Tax Credits

Get reimbursed with tax credits for the talent you're already hiring

COMPLETION RATE

64%

increase in survey completion rate

GIVE ME THE MONEY

$124k

In WOTC savings per 1k hires

ELIGIBILITY RATE

17%

increase in tax credit potential

2023 Experian Data

Recruiting: Assessments/License Verification

Screen/verify candidates' skills and licensure easily to ensure they are a right fit for the job
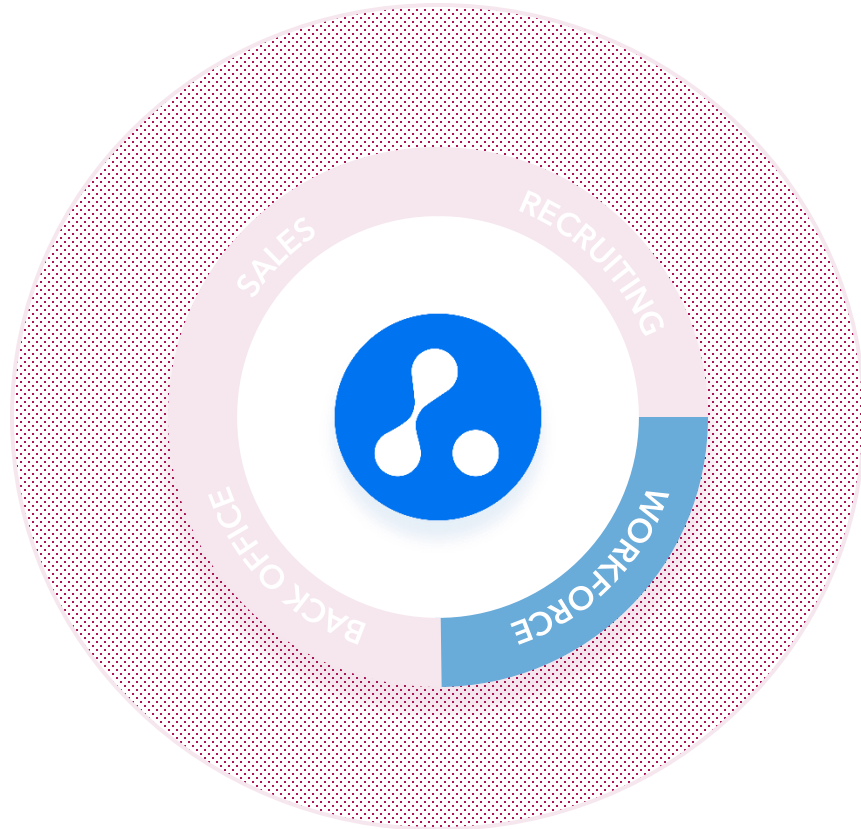
PLACEMENT RATE
30% ↑
increase in placement rates

TIME TO HIRE
66% ↓
decreased significantly

TURNOVER
5% ↓
turnover decreased

2023 GL Staffing Data

eSkill
Talent Assessment Platform

SHL.

YARDSTIK™

Recruiting: Talent Enablement/Messaging

Connect with talent through text messaging; only better

TALENT
150k
candidates engaged

TIME-TO-OFFER
78%↓
decrease in time-to-offer

HOURS SAVED
3,000
recruiters' hours saved

2023 Sense Client Data

sense

text-em-all

Workforce Must Haves

- Background Screening

- Signing Tool

- I-9

- Timekeeping

- VOIP

Workforce: Background Screening

Embedded partners for running background and drug screens directly from BOLD

SPEED
72%
of all criminal records are delivered in less than 1 min

ACCURACY
99.99%
accuracy rate

GETTING STARTED
59%
customers get started in less than 1 day

2024 Choice Screening Data

ASURINT
Background Screening Solutions

ChoiceScreening

YARDSTIK™

AccuSourceHR

DISA
Formerly Crimcheck

Workforce: Signing Tool

Sign documents easily from anywhere on any device

ROI
519%
return on investment

SPEED
30%
increased transaction speed

SAVINGS
$21.50
savings per transaction

2024 Adobe Data

Workforce: I-9

Compliance software to ensure quick, accurate completion

COMPLIANCE

40% ↑

increase in compliancy overall

MISSING INFO

80% ↓

decrease in number of employees missing I-9s

REDUCE ERRORS

93% ↓

reduce compliance errors significantly

2024 Maximus Data

MAXIMUS®

EQUIFAX® | Workforce Solutions

Workforce: Timekeeping

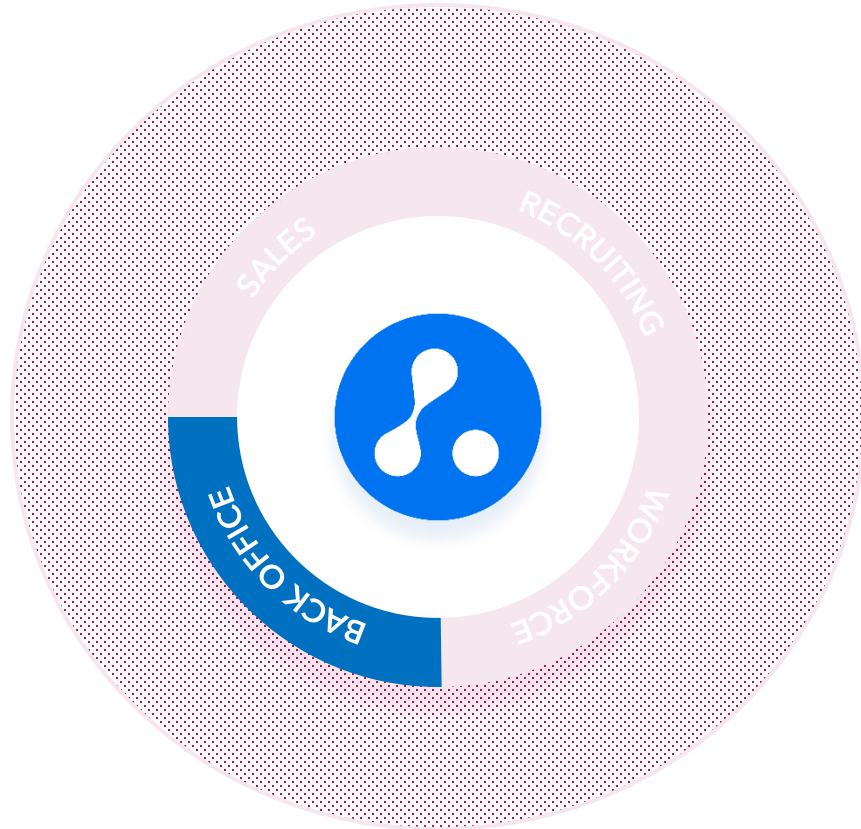More than physical time clocks; time-keeping solutions built for staffing firms

REVENUE

boosted revenue

EFFICIENCY

increased
HR/recruiter efficiencies

ERRORS

eliminated payroll errors

2024 Timerack Data

timerack®

Workforce: VOIP

What is it?

NEW CLIENT
28% ↑
win rate with new clients

SALES TIME
12% ↓
drop in sales cycle time

RECRUITER SATISFACTION
Continues to rise with shorter ramp time

2024 Ringover Data

ringover

Back Office Must Haves

- Tax Management

- Benefits

- ACA Compliance

- Employment Verifications

- Unemployment Claims

- Retirement Plans

Backoffice: Tax Management

Employment tax compliance software for assistance/management of deposits and filings

TAX DEPOSITS
~$1.3T
total tax deposits handled 2023

W-2
1/4
W-2 generated by ADP

TAXES SUPPORTED
$83M
taxes supported for US workers

2024 ADP Data

Backoffice: Benefits

Automated tracking and enrollment management of healthcare benefits to your talent

PARTICIPATION

988%

increase in employee participation when replacing competitive product

RETENTION

47%

stayed on a job longer than those not enrolled in ESC

EFFICIENCY

> 5 min

benefit enrollment time using ESC's mobile EOE without leaving BOLD

2024 ESC Data

ESC Essential StaffCARE

Benefits in a Card™

HOORAY HEALTH

Backoffice: ACA Compliance

White-glove ACA compliance services

TIME SAVINGS
25 hours
per week is saved

PENALTIES
5000+
clients avoid the $2970 max penalty

2024 HRlogics Data

HRlogics | **ACA**
Affordable Care Act Compliance

Backoffice: Employment Verifications

Securely managed employment verification when your talent needs it

VERIFICATIONS

1,600

annually per Avionté employer

TIME SAVINGS

20-30 min

To complete an income/employment verification

AFTER HOURS VERIFICATIONS

25%+

completed after business hours or over the weekend

2024 Equifax Data

EQUIFAX® | **THE WORK NUMBER**

Backoffice: Unemployment Claims

Automated tracking and management of unemployment claims

SAVINGS

$1.29

saved in taxes for unemployment insurance

WIN RATE

90%

protest win rate

2024 HRlogics Data

Backoffice: Retirement Plans

Automated offering of retirement services to meet your firm's regulations

ANNUAL COSTS

20%

savings for clients on annual costs for their retirement plan fees

TIME SAVINGS

30 hours

relieves HR/finance teams of manually managing tasks
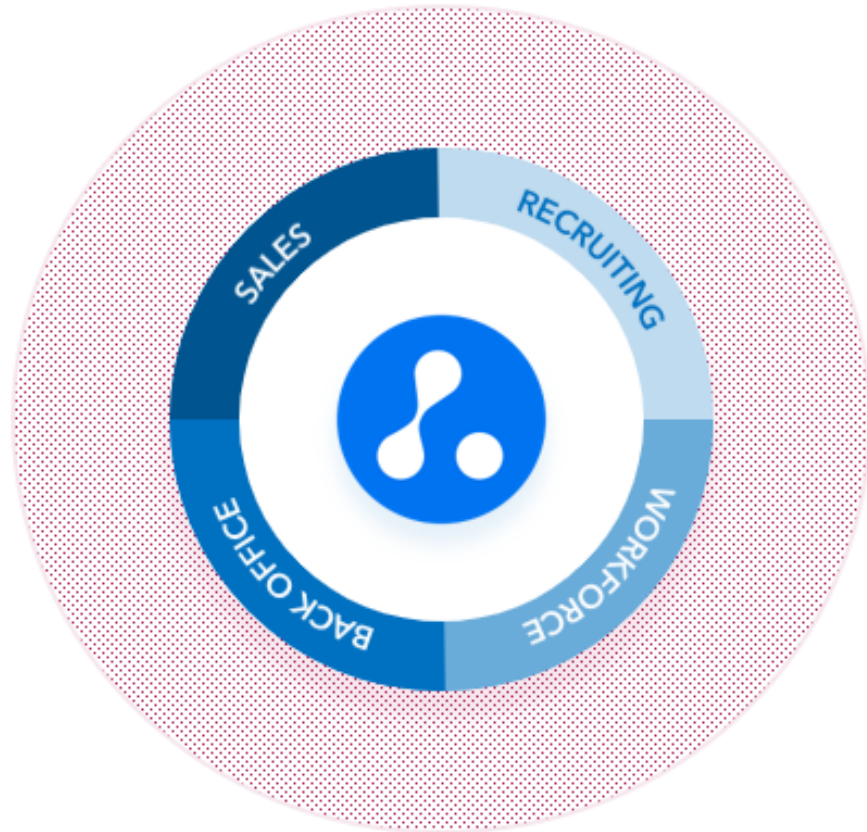
ANNUAL INVESTMENT FEES

1%

saves employees in annual investment fees and costs

2024 Money Intelligence Data

Let's Recap...

Frictionless workflow with ROI

- You do these activities today, save the costs, reduce the friction and turn on the integration

- Sparkle added to your workflows...

- Homework

Additional Resources

- BOLD Marketplace

- Avionte.com/integrations

- Knowledge Base

- Reach out to your Account Manager

- Check out CONNECT Sponsor booths

Thank you to our AVIONTÉ CONNECT sponsors!

PLATINUM

ADP · Choice Screening · experian Tax Credits · timerack

GOLD

ASURINT BACKGROUND SCREENING SOLUTIONS · Benefits in a Card · CONVERZAI · EQUIFAX Workforce Solutions

HOORAY HEALTH · ringover · sense · Talroo

SILVER

Adobe · clearlyrated · daXtra · DISA Formerly Crimcheck · ESC Essential StaffCARE · haley MARKETING · Greenshades

HRlogics · maximus · Money Intelligence · StaffingReferrals · YARDSTIK

Q&A

SCAN THIS CODE TO LET US KNOW WHAT TYPE OF PARTNERS YOU WOULD LIKE TO SEE AS A PART OF AVIONTÉ+

Questions & Answers

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THANK YOU FOR YOUR FEEDBACK

Thank You