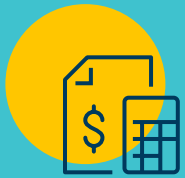


# OUTSOURCING COST SAVINGS CALCULATOR

An Interactive Finance  
& Accounting Tool



# INTERACTIVE COST CALCULATOR

Select a Job Title

Select a job title from the drop-down menu and enter the standard salary of the role to understand the savings Personiv can provide with a highly skilled, GAAP-compliant accounting professional dedicated exclusively to your team and processes.



Annual Salary

+

Employee Burden\*

X

Team Size

=

Your Cost

Annual Personiv Fee

+

Employee Burden\*

X

Number of Resources

=

Your Cost with Personiv

Your Savings

Percentage Cost Savings

# Outsourcing as a Cost **CONTAINMENT STRATEGY**

For a cost containment strategy that supports long-term growth, finance leaders have to look to the numbers.

Stewarding an organization's assets requires a long-term view and a fair bit of precision. CFOs and other finance leaders are tasked with finding and creating cost-savings that are significant enough to create growth reinvestment opportunities, something that's particularly crucial as organizations head into the fourth quarter of 2020.

Seventy-nine percent of CFOs identified cost containment as the most important step<sup>1</sup> they're taking this year, according to PwC, and Gartner found that 62 percent hoped to free up resources<sup>2</sup> by making cuts of 10 percent or more to selling, general and administrative (SG&A) budgets.

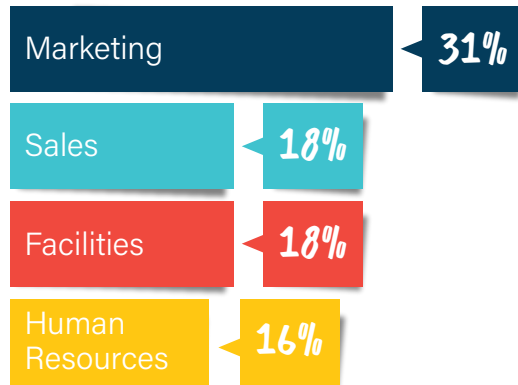
<sup>1</sup> <https://www.pwc.com/us/en/library/covid-19/pwc-covid-19-cfo-pulse-survey.html>

<sup>2</sup> <https://www.gartner.com/en/newsroom/press-releases/2020-04-06-gartner-cfo-survey-reveals-that-62-percent-of-cfos-plan-sganda-cuts-this-year-due-to-coronavirus.html>

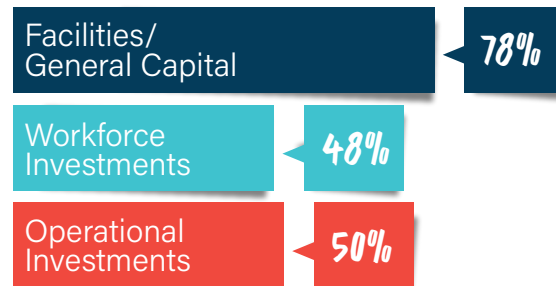
**79%** CFOs identified **COST CONTAINMENT** as the most important step they're taking this year.



## CFOS EXPECT TO DELAY OR CANCEL INVESTMENTS IN:<sup>1</sup>



## CFOS EXPECT TO CUT BUDGETS:<sup>2</sup>



## MAXIMUM COST-SAVINGS STRATEGY

It's important not to take a hack-and-slash approach, even when the short-term gains appear to balance the budget. A surgical approach that allows for maximum cost-savings without overtaxing human capital or abandoning long-term growth initiatives like customer acquisition is a more judicious approach that will allow businesses to thrive in the long run.

The calculator in this workbook will help you zoom out for a big picture view of the real-world cost savings available to you when you partner with Personiv. Outsourcing transactional finance and accounting tasks will allow you to fully capitalize on value-added activities. Compare the cost of offshore and stateside talent with the calculator on **Page 2** to visualize a clear picture of the actual costs savings associated with outsourced accounting within your organization.

<sup>1</sup> <https://www.gartner.com/en/newsroom/press-releases/2020-04-06-gartner-cfo-survey-reveals-that-62-percent-of-cfos-plan-sganda-cuts-this-year-due-to-coronavirus.html>

<sup>2</sup> <https://www.pwc.com/us/en/library/covid-19/pwc-covid-19-cfo-pulse-survey.html>

# Rising Accounting **TALENT COSTS**

Over the past decade, CFOs and finance leaders have had less talent to pull from an increasingly expensive pool of candidates. Rising bookkeeping salaries among fewer accounting graduates have created an increasingly expensive revolving door of accountancy professionals across multiple functions in the finance department. The additional cost of attrition — estimated at anywhere from 50-250 percent of the separated hire's salary, depending on experience level — can create an atmosphere that's ripe for burnout and hemorrhaging money.

Even entry-level stateside talent can be cost-prohibitive, thanks to a pipeline that can't keep up with market demand. We only recruit top accountants who follow U.S. GAAP. Additionally, our CPAs are certified to the same standards as U.S. professionals.



# Going Beyond **COST SAVINGS**

Because Personiv finds, trains and retains your new team member, what you save with one of our solutions isn't only measurable in dollars.

If you can clear all of these hurdles, you still have to contend with the fact that **33 percent of employees look for a new job within 6 months** of their hire date, and **23 percent will leave before their first work anniversary**, effectively resetting an employer's clock.

Taken together, these numbers represent a massive time investment and opportunity cost. Why spend either on transactional roles that need to be filled over and over again? Your time is better spent on strategy, and Personiv can help you reclaim it.

RESEARCH SHOWS  
THAT IT TAKES:



# ABOUT PERSONIV

Customize your own lean accounting team to suit your needs.

We've helped companies with these processes — and many more:

## GENERAL ACCOUNTING & BOOKKEEPING

- Setting up chart of accounts
- Month-end or year-end closing
- Bank reconciliation reporting
- Detail general ledger reporting
- Fixed asset account management

## ACCOUNTS PAYABLE SERVICES

- Invoice approval
- Expense allocation
- Online payment approval
- Check processing
- Handling of vendor inquiries

## ACCOUNTS RECEIVABLE SERVICES

- Order management
- Customer billing
- A/R aging & analysis
- Collections management
- Cash forecasting & reporting



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