

Why our global mobility expense management works for you and your clients

For you

For your clients

What we do

How we work with you

Payments

What you have to do



For you

Adding Hessel global expense management to your offering will help you **win** and **retain** new clients and **grow** your current **business**. Plus, as we do all the heavy lifting, it won't directly increase your headcount.

Winning business

We will obviously add value to your new business proposition simply by **extending the range of services you offer**. Crucially though, as more and more business is subject to tender, offering expense management will **tick an essential RFP box**.

Retaining business

Firstly, Hessel global expense management is going to make your clients' life easier and reduce **exposure to risk** – which can only make you a business partner worth keeping.

Also, providing relocation services is often a seesaw case of “*we do a lot at the beginning and end, but not much in the middle*”. But the managing of relocation expense data is ongoing, allowing you **valuable, regular, intimate client contact** throughout assignments.

This combination of data management and regular contact is the glue vital to **closer long-term relationships**, without involving you in significant extra work.

Growing business

Obviously you'll grow your business because you'll have another **chargeable service**. A less obvious benefit, is because your client's relocation money flow will be better managed, you'll get paid the right amount, right on time.

-  broad service
-  win more business
-  tick RFP boxes
-  regular contact
-  same headcount
-  grow business

For your clients

Relocation and assignments are a relatively small part of any global business population, but they create extremely complex and disconnected data streams.

This data disconnect leads to significant and visible exposure to late, misallocated payments, process risk and breaches of compliance.

This happens because...

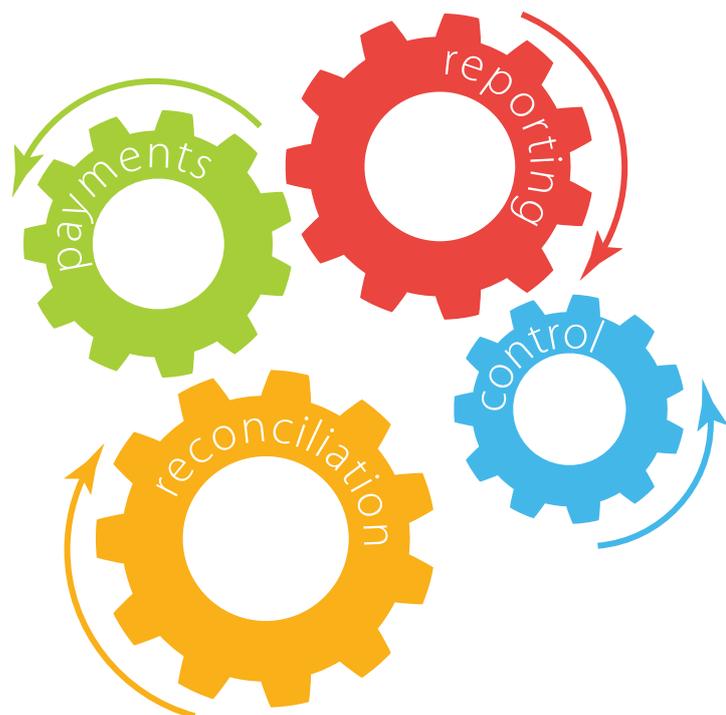
...Though companies are global, their data is often collected and purposed locally, which makes it ***difficult to consolidate at a corporate level.***

The problem is compounded because assignment data is often collected and used separately by the individual business units; HR, finance, pensions etc. This increases the opportunity for ***amalgamation error*** and decreases the accuracy of the data.

Even if the data is uniform, global legislation certainly isn't. This creates a nightmare for balancing ***tax, social security*** and ***cross border payments.***

The solution

Quite simply, Hessel make these problems go away by bringing all this international data under control.



What we do

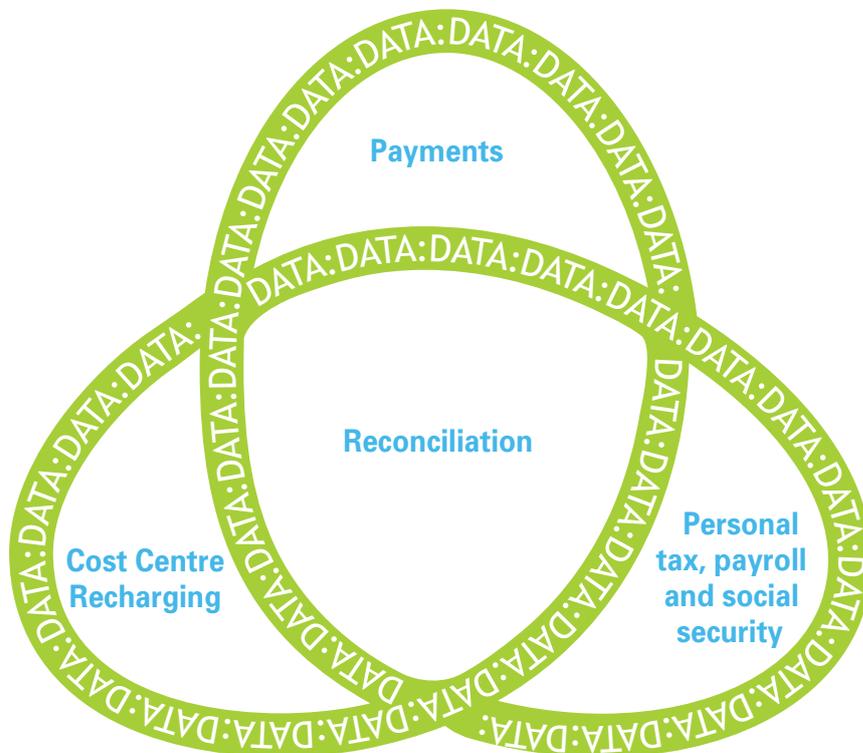
We collect, collate and combine all the separate assignment data into a **single big data set** that is extremely **versatile, flexible** and **compliant**, and because we manage all the data centrally we can output accurate reports and feeds to **exactly meet the requirements** of everyone in the chain.

For employees, this means reimbursing their **out-of-pocket** expenditure and allowances **quickly** and **efficiently**.

For vendors it means **timely**, controlled and **accurate payment** greatly improving cash flow.

For head office it means **global compliance**, and accurate reporting giving control around all aspects of global mobility. Our reporting is independent of location and currency, and is informed by local personal and state tax legislation.

We can also stream data to management information services to help with **accurate forecasting**, budget and employee balance sheet analysis.



Payments

Accurate and timely payments are fundamental to getting the money right. They play a vital role in **talent management** and **maintaining goodwill** in suppliers and third party vendors. Nothing annoys people more and **damages corporate reputation** than **late or inaccurate payments**.



Using our fuss-free and cost effective process we can pay everyone in your client's worldwide, multi currency Global Mobility chain in an accurate and timely manner including; landlords, property taxes and liabilities, utilities, revenue authorities and ad-hoc third party vendors. Plus we can, of course, ensure your client's employees are quickly reimbursed.

Pre paid cards

Uniquely we offer the accuracy and convenience of purpose designed **Global Mobility prepaid cards**. The cards can be real or virtual and for single or multiple use. As all transactions are tracked and backed by VISA, authorisation can be allocated to key points in the chain such as assignees or vendors. This authorisation flexibility immeasurably streamlines the payment process.

How we work with you

Just as your electricity supplier provides energy to power your office, we will work with you to power your expense management service.

We will invisibly and **seamlessly integrate** with your business processes, and we'll be there at the flick of a switch. The only difference is you pay for energy, but you'll be **making money** by working with us.

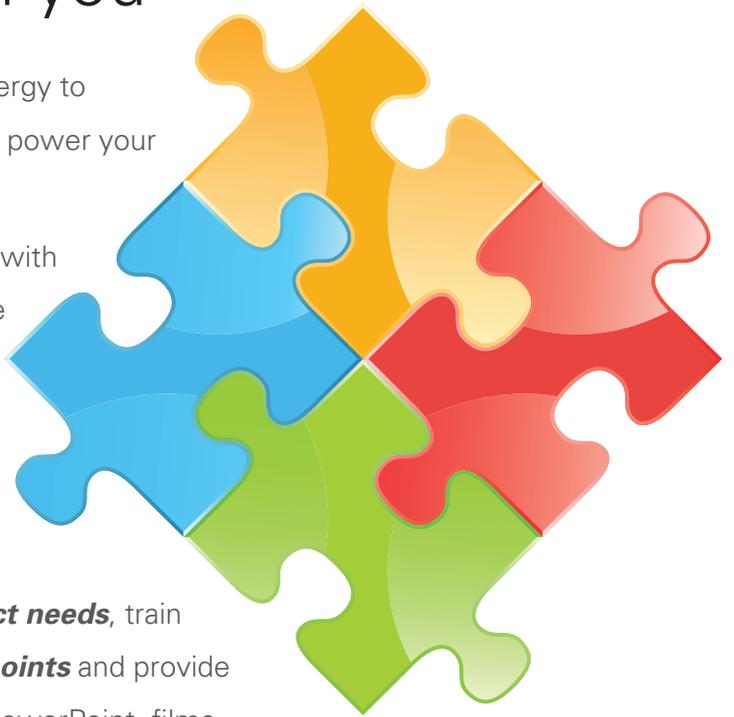
With you, the way you work

We will take the time to **find out your exact needs**, train you and your staff in the **key selling pain points** and provide marketing support including sophisticated PowerPoint, films, brochures and other collateral material. These can all be branded under your name.

If you wish we will make members of our team available to you as **Subject Matter Experts**; for client reviews, RFP presentations and support desk duties.

Pricing

Once we have exactly established your need, our pricing is fixed on an individual client-by-client basis, which we will negotiate directly with you.



What you have to do

We can help you to build an expense management service that is unique to your company and slots right in with your other key services such as home search, removals, tenancy and assignment management. We will partner with you to help you build an enduring and profitable relationship with your clients.

What happens next?

If you'd like to know more call me, Geoff Davidson, on 01892 669901, it's as simple that.

For more information

Visit our website where we've a couple of films which explain the benefits of Hessel.

Hessel in two minutes

We know you may not have time to spend 10 or 15 minutes browsing our web site - so here is a short video which explains our services in just 120 seconds.



Why businesses choose Hessel

A short video (of under four minutes) which has been made with the benefit of real-life experience of managing and tracking relocation expenses.



Croham House Croham Road
Crowborough East Sussex TN6 2RW
Tel: +44 (0) 1892 669901 Fax: +44 (0)1892 669902
Email: info@hessel.co.uk Web: www.hessel.co.uk

