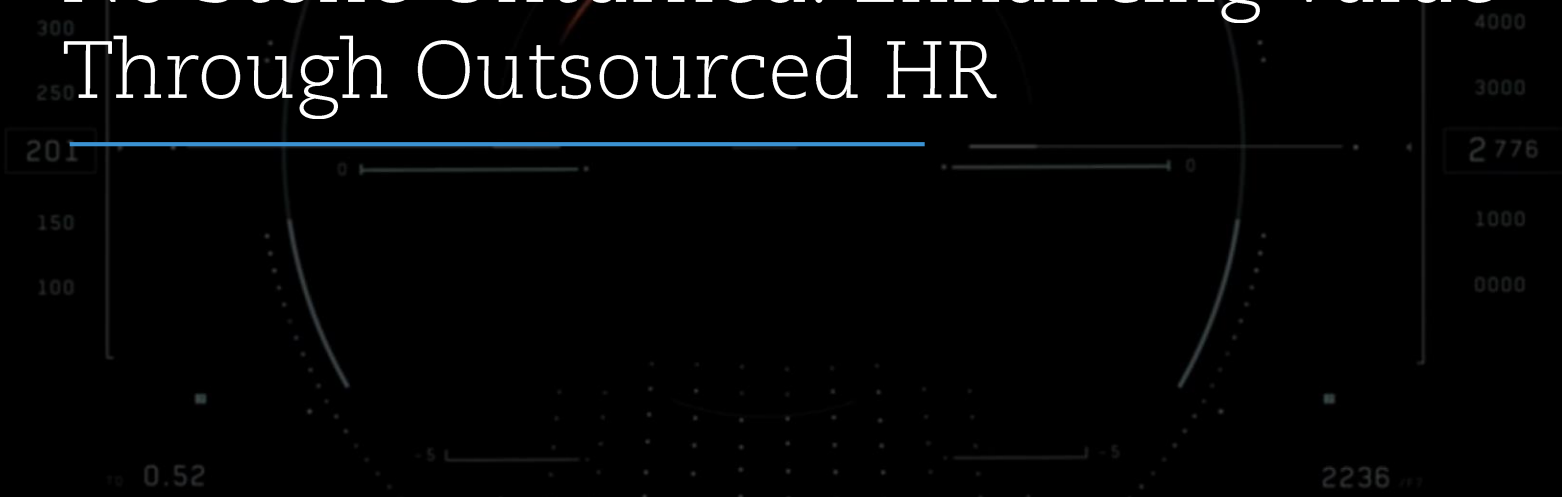


No Stone Unturned: Enhancing Value Through Outsourced HR



Today's presenters



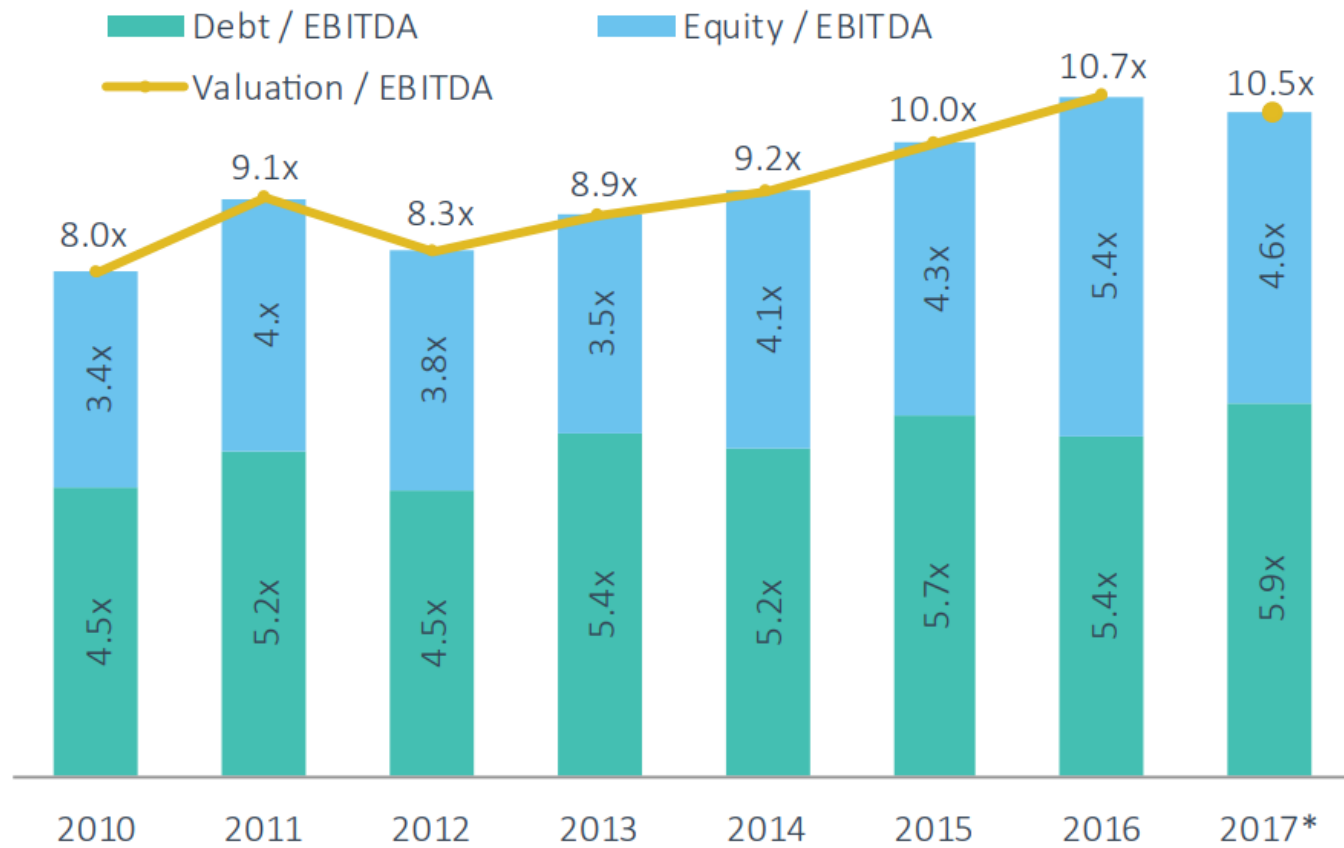
Jason Randall,
Managing director,
Middle market business development, Insperity



Donna Astramecki,
Business performance consultant, Insperity

Deal Valuations Near Historic Highs

US M&A (including PE buyouts) multiples



Source: PitchBook 2Q 2017 US PE Breakdown

*As of 6/30/2017

Ways to Create New Value Through Outsourced HR

Contain costs and improve cost certainty

Improve HR infrastructure

Reduce risks – both governmental risk and execution risk

Enhanced HR to enable best-in-class operations

The HR Outsourcing Continuum



Administrative Services

Transactional
& Ongoing



Responsive Actions

Process-Based
& Event Driven

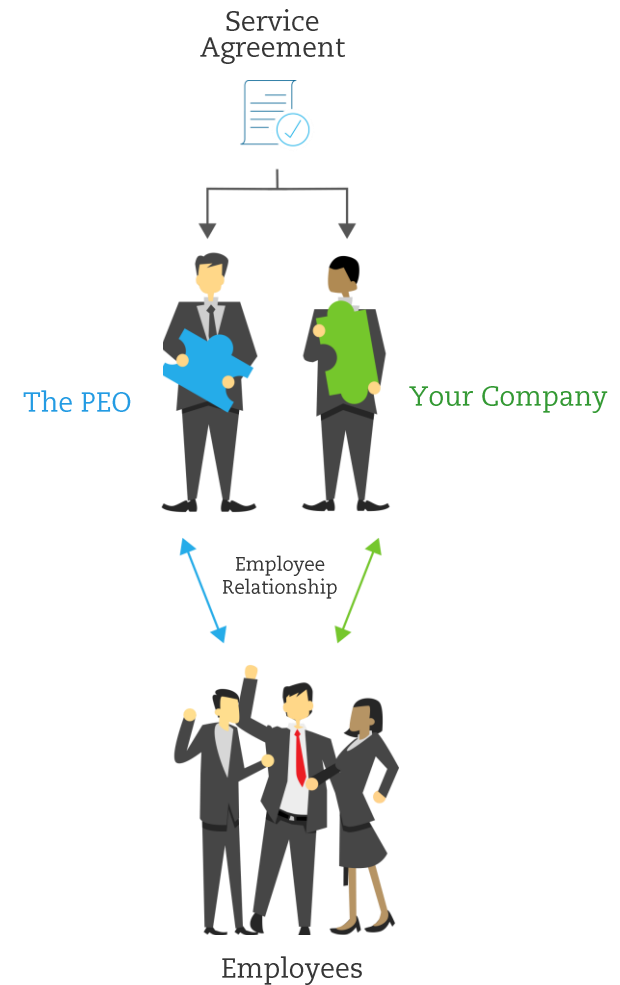


Strategic Projects

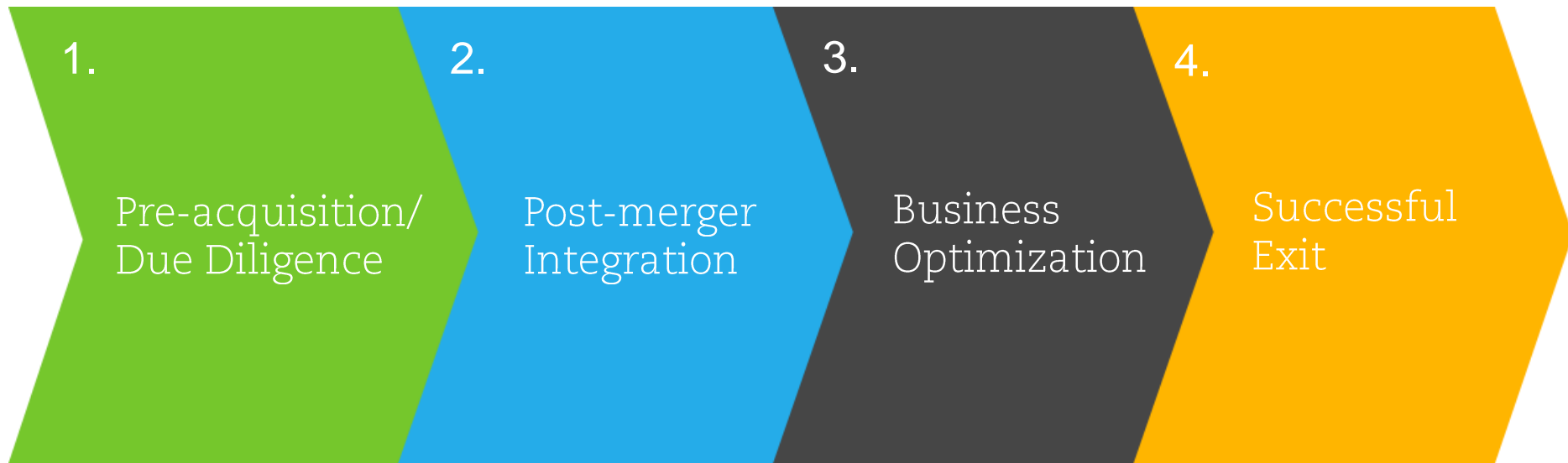
Project-Based
& Outcome Driven

The Professional Employer Organization (PEO) Relationship Explained

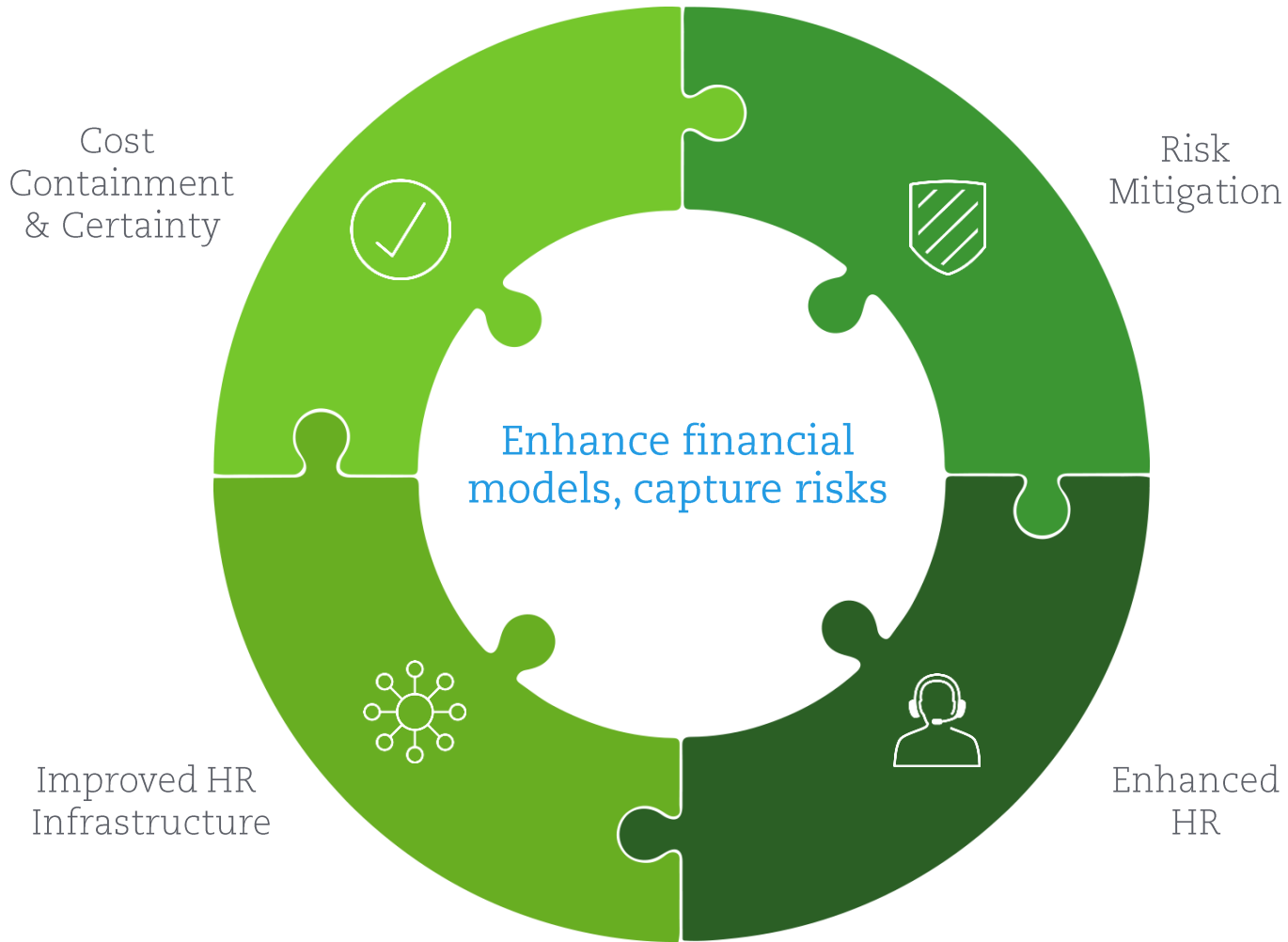
- The company enters into an agreement with a PEO to establish a relationship between the company, its employees, and the PEO
- In place of the traditional employer / employee relationship, the PEO supports the company as a co-employer (employer of record). Unlike staff leasing situations, the company also remains an employer.
- The PEO assumes or helps to manage many employer-related responsibilities and risks, freeing up valuable company resources to focus on creating value
- When appropriate, the PEO can provide strategic project support to help with project development and execution.



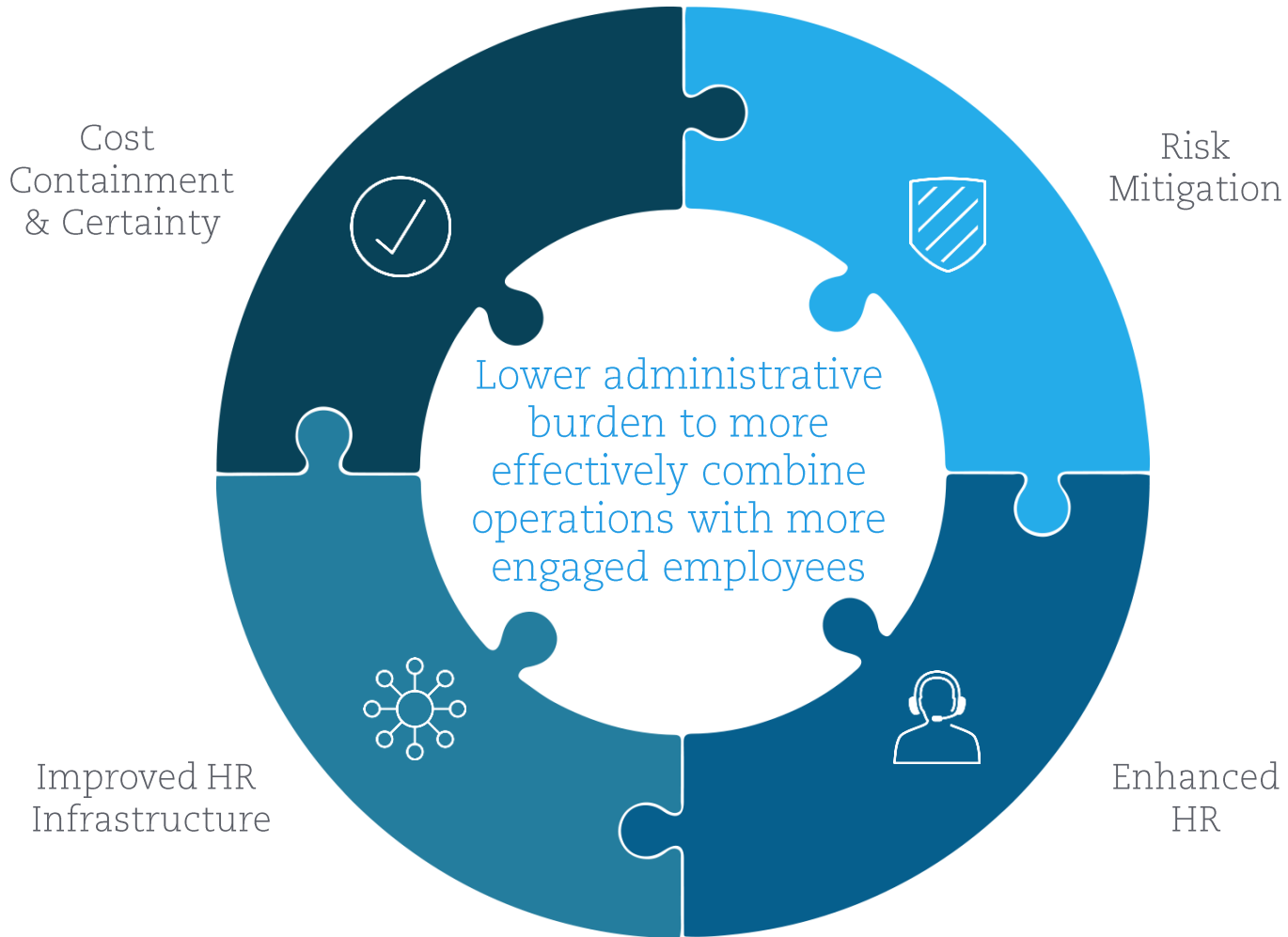
The Lifecycle of a PE Investment



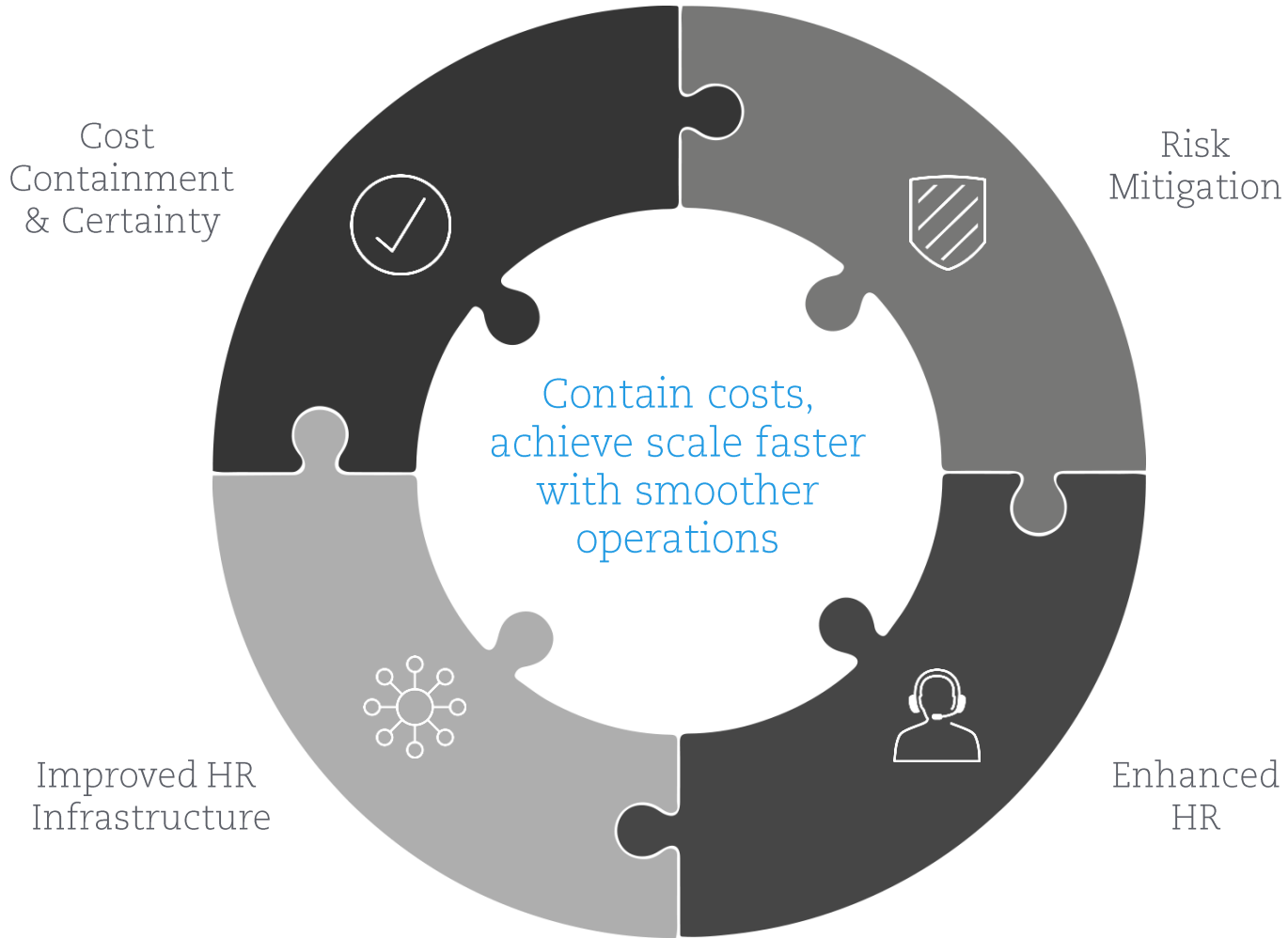
Pre-acquisition/ Due Diligence



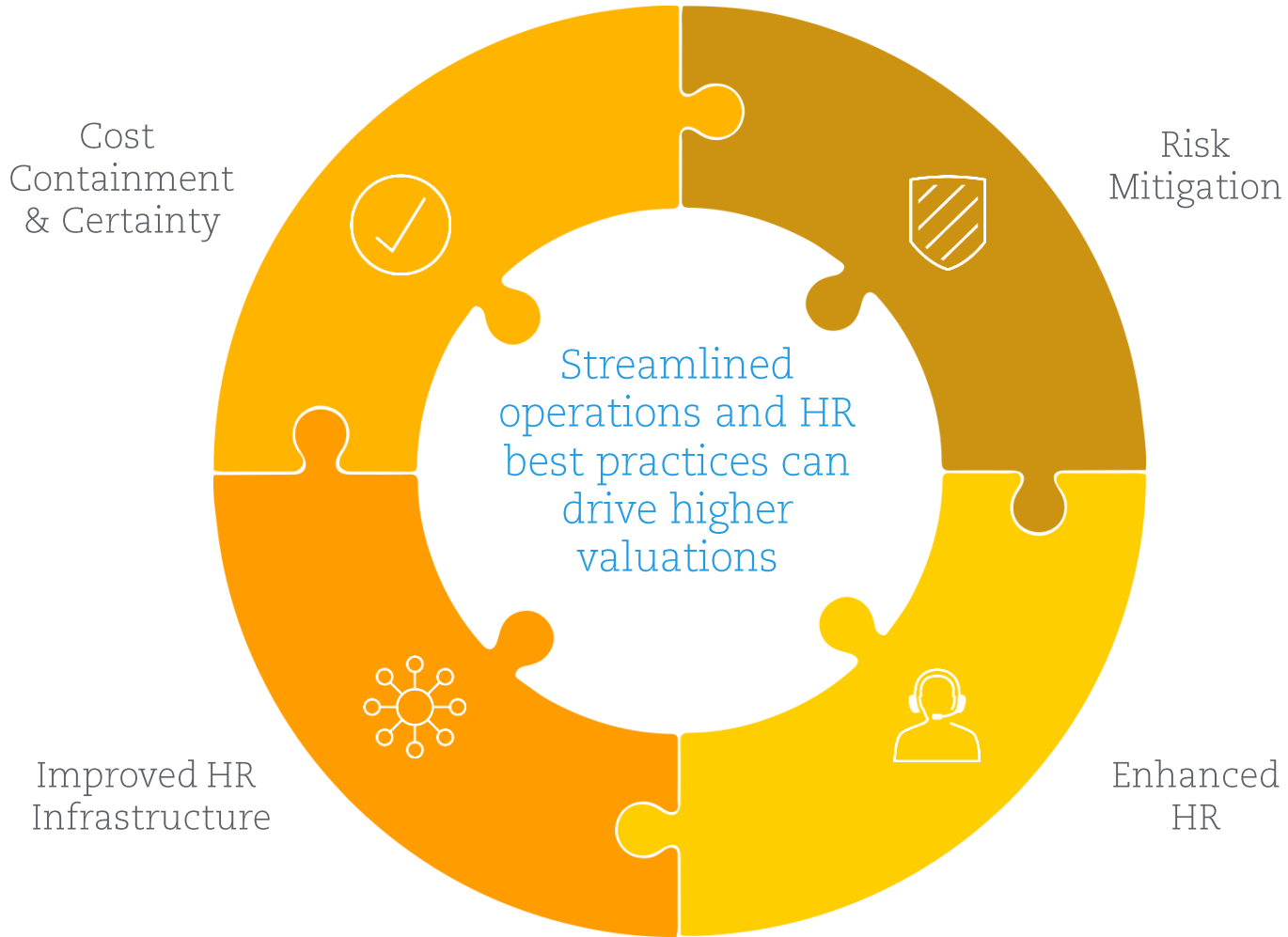
Post-Merger Integration



Business Optimization



Successful Exit



Case Study





Questions?

Company Facts

YEAR ESTABLISHED

1986

30+ YEARS
of specializing in
HR management
solutions

2016 REVENUE

\$2.9 BILLION

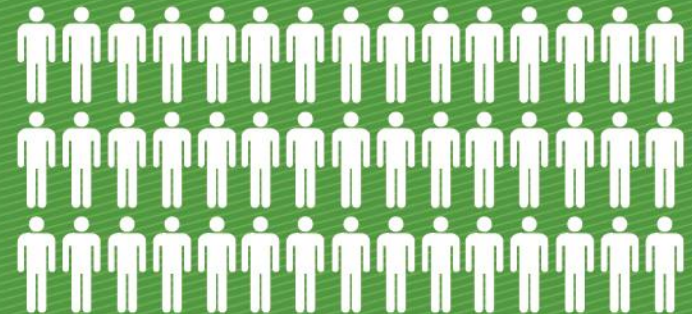
CPEO STATUS

Insperty has been designated a certified professional employer organization (CPEO) by the IRS – a new classification for PEOs in 2017 under the Small Business Efficiency Act (SBEA). As a CPEO, the responsibility for federal employment taxes for wages paid to worksite employees is expressly with Insperty, which relieves the potential burden from our customers and provides additional peace of mind when doing business with our organization.

*The IRS does not endorse any particular certified professional employer organization.
For more information on certified professional employer organizations go to IRS.gov.*

WE SERVE BUSINESSES WITH EMPLOYEES FROM

5 TO 5,000



CLIENTS/EMPLOYEES

Insperty serves more than 100,000 businesses with more than 2 million employees. The company has more than 2,600 corporate employees

PUBLICLY TRADED ON NYSE
UNDER TICKER SYMBOL NSP

NSP
LISTED
NYSE

Thank you for joining us

For more information, or to speak with an **Insperty®** business performance consultant, visit insperity.com/acg or call us at **866-814-6817**.