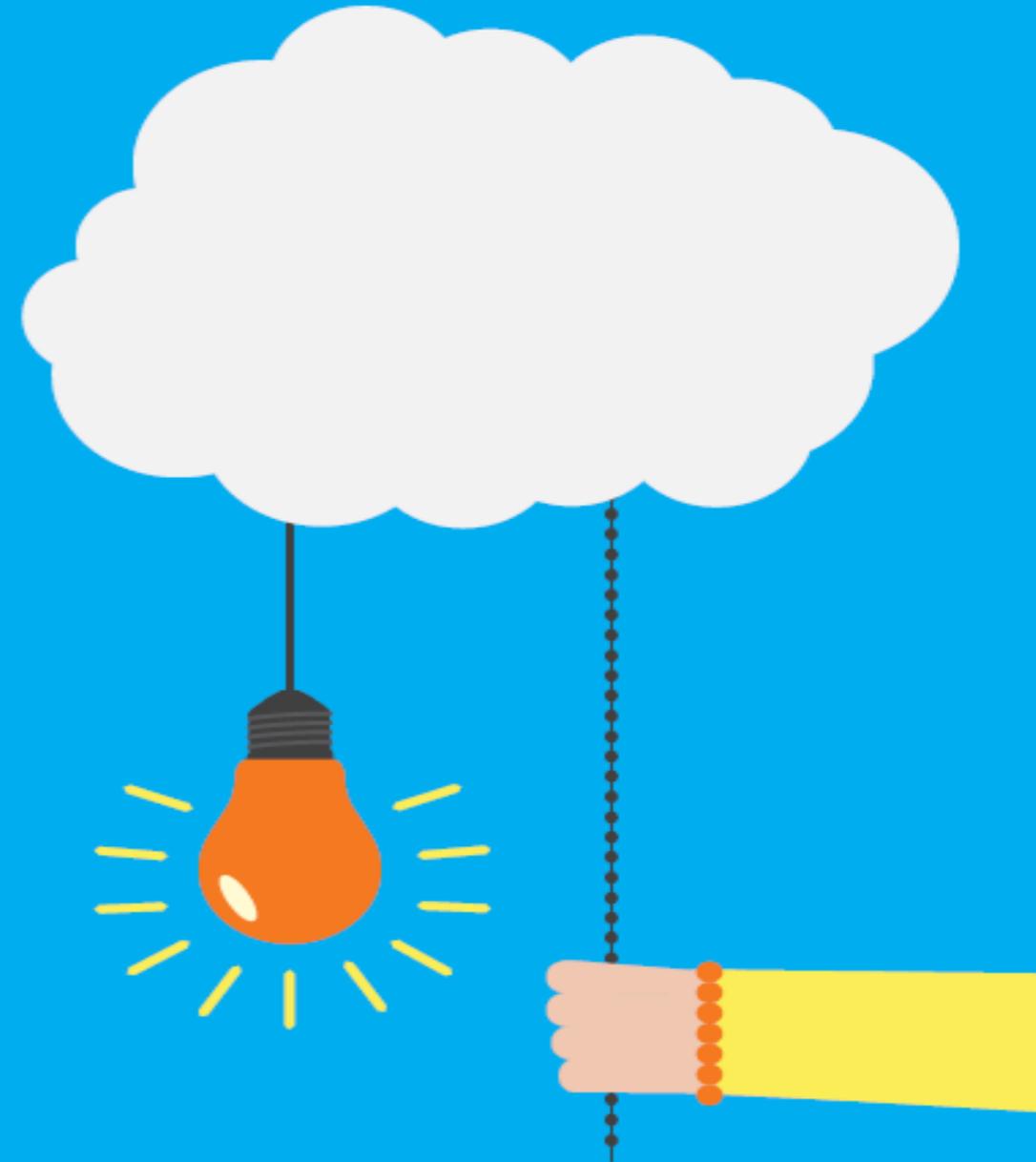


Fraser Low, Aggreko, Reward Manager &  
Dipa Mistry Kandola, LCP, Head of Flexible Benefit Services

# *Online benefits and pensions*

*Insight into stakeholder buy in*



# Agenda

## A bit about our survey

## Putting it into practice

- How to get stakeholder buy-in
- The challenges of getting business leaders on board with online benefits and pensions platforms
- Getting your internal voice to align with your employee value proposition

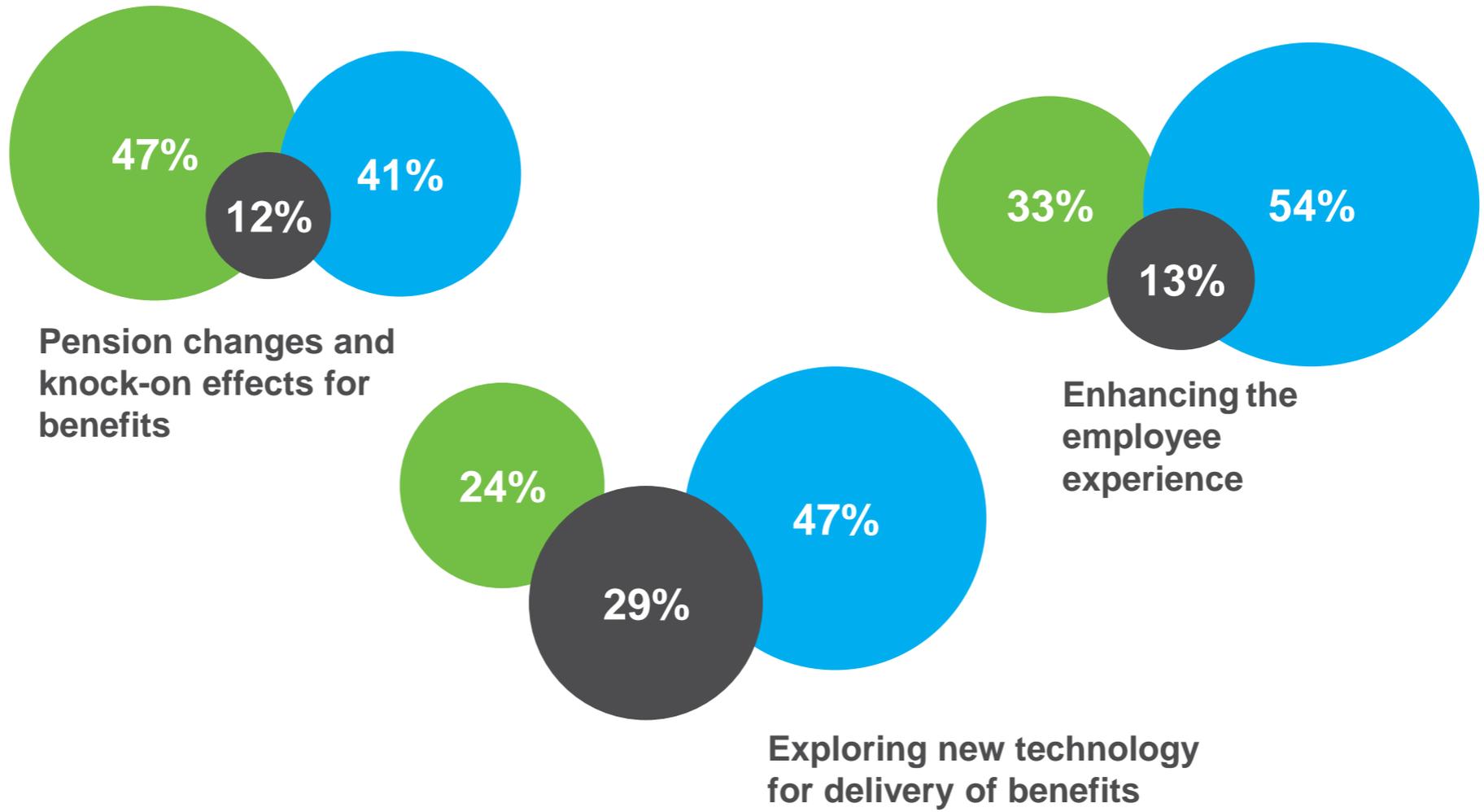
## Key takeaway from this session

## Your questions



# Technology seems the only way forward when it comes to benefits

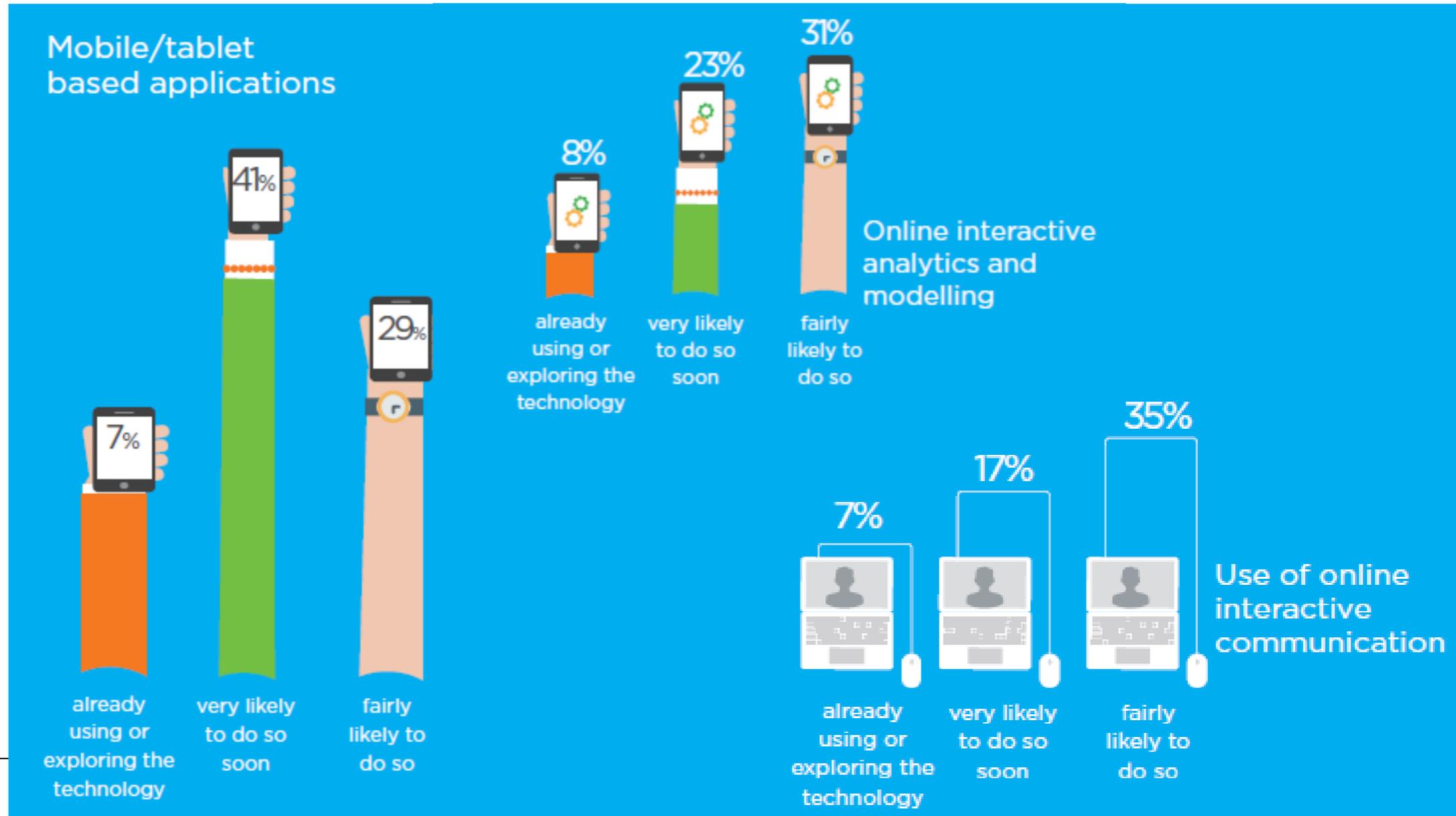
+ *The current and longer-term priorities*



● Current high priority ● Longer term priority ● Not a priority

# Embracing technology

+ Adopting marketing tactics...use data know your consumer



# The main blockers and aspirations

Most HR professionals believe that employee benefits need to be:



78%  
Measurable



56%  
Future proofed



52%  
Aligned with business strategy

*Main obstacles for change*



# “Insider” view of the challenges

+ *In getting the right benefits and pension solutions for the organisation*

Understand who your internal stakeholder's are from DAY 1



Throughout the project check and recheck who the stakeholders are



Recognise & build bridges with 'influencers' (some could be external)



Keep it high level

- Costs
- Timescales
- Objectives / outcomes for them



## Employee value proposition

VS

Senior managers who just want to deliver a good job to clients and pay a good salary to employees

Changing the “voice” to match their objectives

Understanding the voice of your people

# Key takeaway from this session



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- If you would like any assistance or further information, please contact the partner who normally advises you.
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