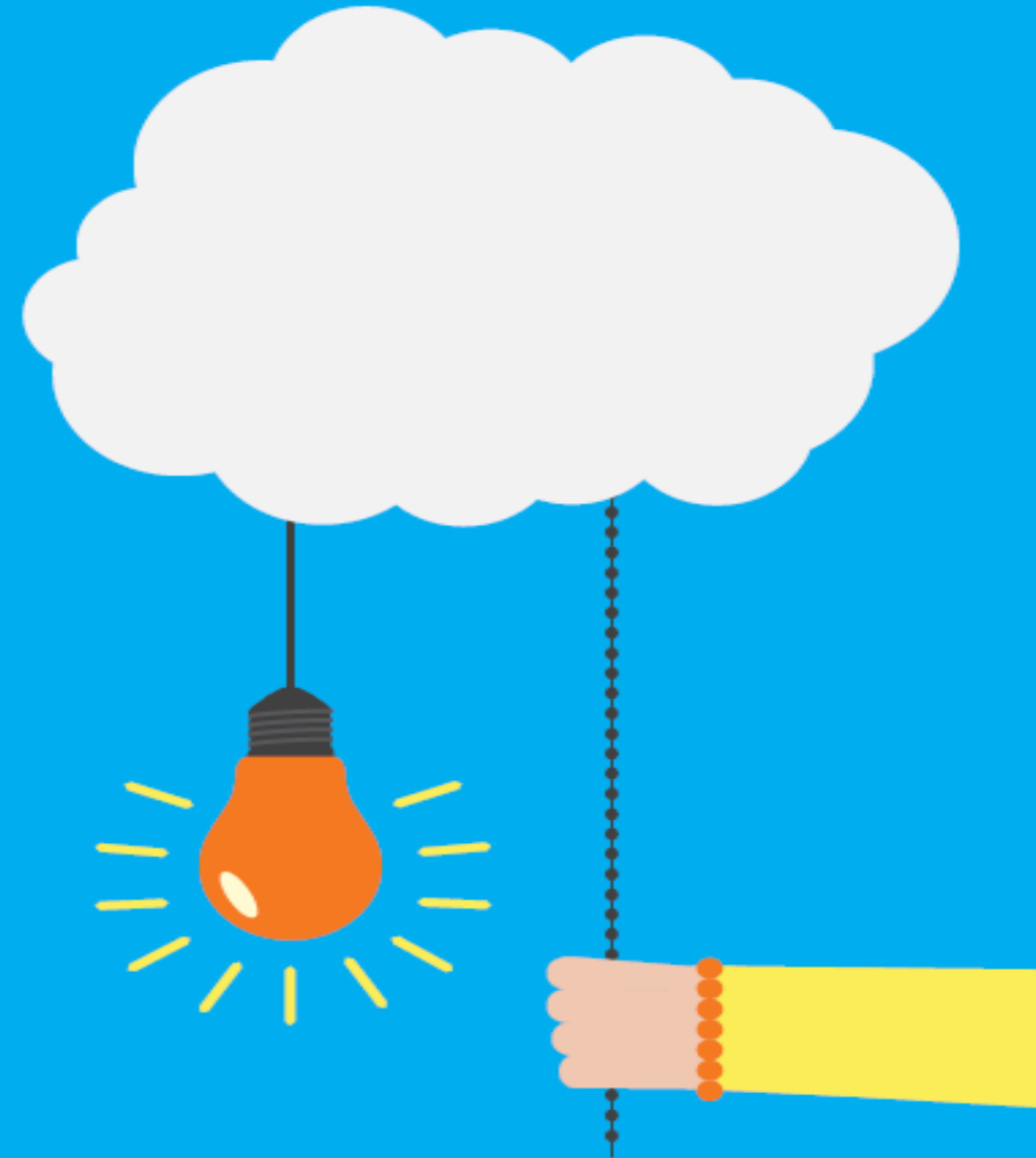


Fraser Low, Aggreko, Reward Manager &
Dipa Mistry Kandola, LCP, Head of Flexible Benefit Services

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

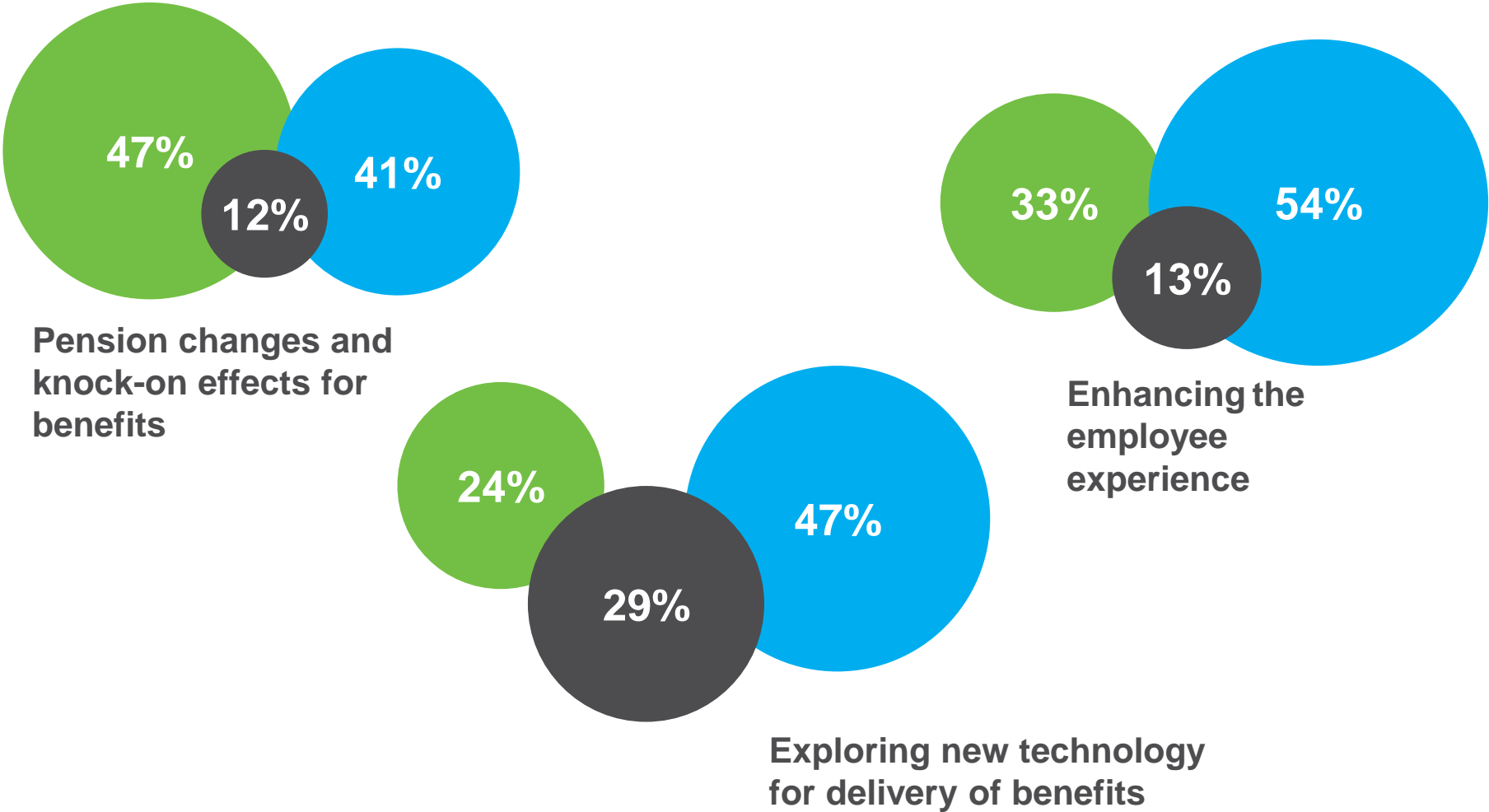
Key takeaway from this session

Your questions



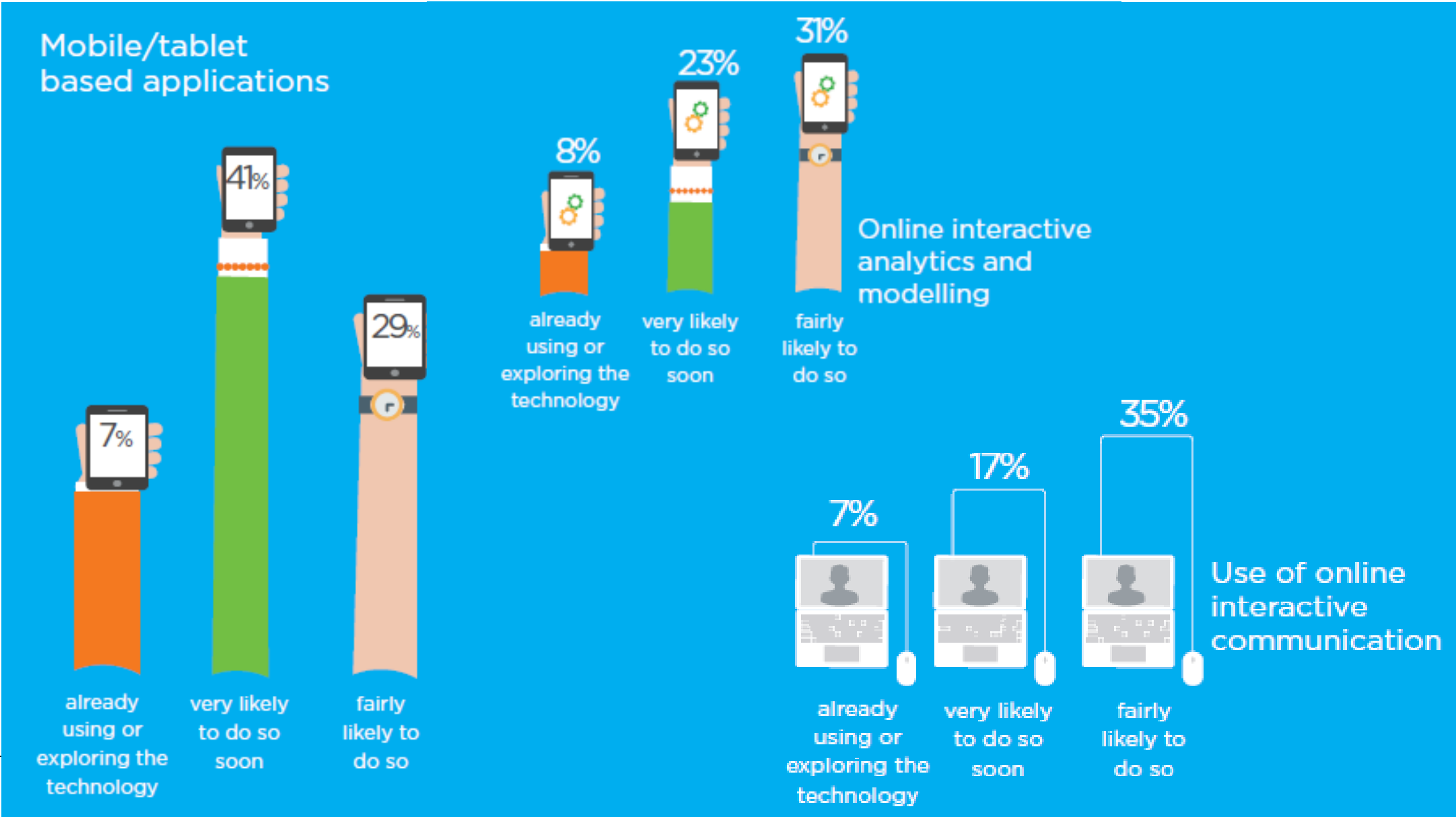
Technology seems the only way forward when it comes to benefits

+ *The current and longer-term priorities*



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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