



Flexzo HR Services Pvt Ltd

FLEXZO

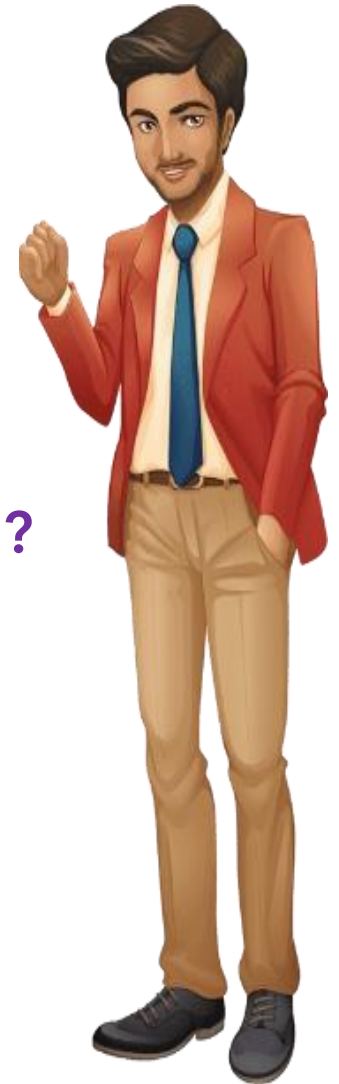


Every step of the way
Opportunities don't happen !!
We create them....
If you DREAM IT !!
We can DO IT....





- Who are we?
- Why should you partner with us?
- What is Business Partner Alliance Program?
- What are the benefits and features of the program?
- Why should you partner with us?





Who are we?

Flexzo a leader and innovator in HR solutions since 2018 and that diversified into strategy consulting and analytics:

- ♣ Grew to be the largest HR service provider in India
- ♣ Revenues touched INR 35 million in 2022
- ♣ CAGR of 20% in 5 years
- ♣ Worked with over 75 organizations
- ♣ Placed 3000+ candidates in 5 states





A success story spanning

FLEXZO

- A deep dive into our analytics-driven methodology in hiring
- Geographic Presence
- With 2 offices in 5 states in India, we are closest to the clients and the candidates. This helps us recruit the best talent from the local talent pool. Further, our extensive geographic presence provides a local-level connect with the employees at client sites. Thus, our clients experience greater engagement and retention of the employees.
- We will keep investing on this strategy to service our Staffing clients effectively.



**2018****Flexzo**

Flexzo HR services firm with skilled and passionate professional team focusing on agility & on faster ROI for our customers.

Our aim is to focus on adding value to our client's business by providing them better services which enhance their work efficiency and business growth.

2019**New milestone - Maharashtra, Andhra & Telangana**

2450 people, 3 branches, 30 clients, 685 placements

2024**Flexzi Jobs - App launch**

- Flexzi Jobs is a Job search portal for any Job seekers in 3 C's for the Candidates / Consultants / Companies launched by Flexzo.
- Flexzi Jobs gives an opportunity to access an ocean of candidates database for the Recruiters / Consultants / Companies to outfit your appropriate positions.
- Recruiters / Consultants / Companies are permitted for free job posting on the portal.
- Unlocking India's potential through Flexzi Jobs.

<https://play.google.com/store/apps/details?id=com.flexzi.flexzi>



Areas of Business Impact



Staffing



Perm



Pooling





Why Franchise? benefits and features of the program

Benefits and features of the program with FLEXZO

The brand legacy of Flexzo, a company which has pioneered in HR services industry over a period of 7 years with a annual growth of 20% over 7 years.

- Overcoming Geographical boundaries and enabling business development, delivery anywhere in India and abroad.
- Receive ongoing support and guidance backed by our subject-matter experts in the areas of Business Development, Delivery, Compliance, Statutory, Payroll, Commercials and Legal.
- Overcoming limitations - where industry know how and functional knowledge is a challenge.
- Access to Purchases at economical rates - LinkedIn, Naukri, Shine, Monster etc
- Leverage on the latest Technology Tools.





- Minimising overhead business cost by partnering with us on effort base model.
- Marketing support and access to our Knowledge base.
- Flexibility to start the business with minimal investment, with repayment options from the revenue earned.
- Nominal documentation



Required Manpower (Indicative)

- One Centre Manager with experience in Sales and Account Management
- One Business Development Executive with 12+ months of B2B Service Sales Experience
- Two Recruitment Consultants with 12+ months of Recruitment Experience
One Staffing Consultant with 12+ Months of Payroll and Account Management Experience.
- This can be in line with Staffing business growth locally.
- One Office Assistant





Franchise Fee & Profit Sharing

Support provided:

- Marketing, training, and payment collection are all taken care of, so you can focus on your core business of recruiting.
- No infrastructure required: You don't need to invest in any expensive equipment or office space.
- Profit sharing: You get to keep a generous 75% of the profits.
- Quick ROI: You can expect to see a return on your investment within 8-9 months.
- Flexible time commitment: You only need to work 6 hours per day.
- Wide range of clients: Have clients across a wide range of industries, so you have the opportunity to work with a variety of companies.

Investment details for taking up a Franchise.

- Franchisee Fees - Rs. 1,00,000/- (One Time Investment & Life Time - Non-Refundable) - (18%GST) + Job Portals (on Actuals)
- Job Portals - Job portal cost is an annual Cost. Calculated on Financial Year Basis. Shine is an optional portal.



Revenue Sharing

Revenue is shared based on who has put the efforts to accomplish the task

Recruitment Business

(Search, Selection, RPO)



Brand fees



Business Development



Account Management



Delivery

Staffing Business



Brand fees



Business Development



Account Management



Depute Management



HR Operations

Revenue Stream (Indicative)

We expect and have achieved from the markets a Per Person Productivity of INR 25,000 per month in Selection business.

- The base Selection team (2 + 2) to touch a 1.5-2 Lacs of monthly GP within the first quarter.
- High Value mandates and Large Volume mandates to be given equal focus for Profitability and Cash Flow.
- Mid Value Mandates to earn an average revenue of INR 5,000- 10000 per closure.
- High Value Selection Mandates to win a Average Revenue of INR 25,000 and above
- Executive Search Mandates to be won in 1/3rd model and win us overall GP of INR 2,00,000 per assignment
- Large RPO deals to fetch above INR 4,00,000 per assignment



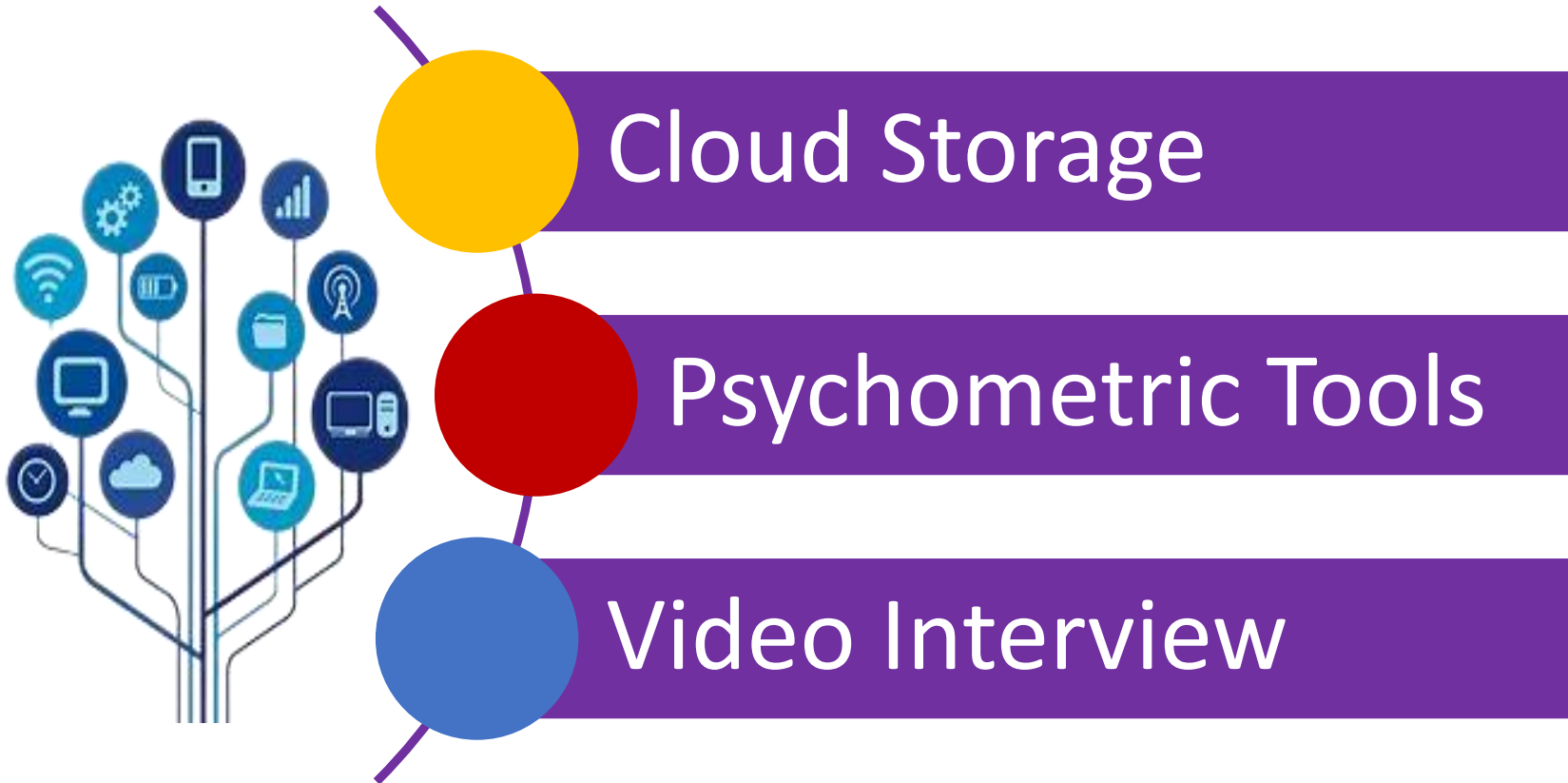
- We anticipate Per Person Productivity of INR 1,25,000 per month for Permanent business
- The base Perm team to reach a monthly GP of INR 1,25,000- 2,00,000 within 4 months
- Tech and General Staffing to be given priority dependent on Market forces – General Staffing to fetch a monthly GP of INR 100 - 500 per Depute on our rolls other than the variable one-time Recruitment Fee.
- Technical Contracting in T&M Model to fetch a monthly GP of INR 1000 - 5000 per Depute on our rolls. Use Rate Card Model for IT firms : can fetch us more than 5000/- per month per Depute deployed.
- SLA driven Managed Services Program to win us high margins and a minimal of INR 50,000/- overall GP per assignment per month





Technology used in FLEXZO

FLEXZO





Technology used in FLEXZO

FLEXZO

KPI / TPA / Targets / Actual / Pipeline / Manager review

PMS

SW

Customized SW for Recruitment and Sales

Finance and Accounting system

TALLY





THE BEST OF US



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