

# Key Industries

Extensis has helped hundreds of businesses by developing streamlined HR and benefit solutions packages that are right for them. Whether companies are starting out or have been in business for years, we have the industry-specific expertise to help them with their HR needs.



## Business Services

When companies are focused on their business, it's hard for them to find time for HR duties. We understand their success depends on efficient operations and effective marketing. They compete by offering highly specialized services and superior customer service. Imagine consolidating all their HR and benefit functions with an HR solutions partner that operates like they do.



## Consumer Products

Consumer products companies are looking to maximize profits and market share in an interconnected, competitive environment. Their challenges include meeting the changing demands of customers, maneuvering through a consolidating market, and executing strategies to grow profitably. They need an experienced HR partner to manage their HR administration and benefits.



## Fashion Designers

Responding to trends and consumer demands is likely always front of mind. However, a keen fashion sense is not enough for these businesses to thrive. Managing a growing fashion and design business also requires understanding how to produce their goods and bring them to market, uniting a diverse group of employees across a number of worksites. These demands can often get in the way of realizing a company's vision, but the right partner can make it easier.



## Financial Services

The financial world is demanding. The markets move at increasing speed, regulatory change is commonplace, and competition from firms large and small is always present. Managers of small and growing financial services companies need more time to focus on the markets and their clients. Delegating some of the administrative burden of HR to Extensis can help them free up more time and set them up for success.



## Financial Technology

With financial organizations under increasing pressure to deliver value and make sense of growing mounds of data, getting a clear vision of the path forward can be difficult. As technology advances by leaps and bounds, your clients are focused on how to harness it and have it make sense to all of us. With all this, they don't need the distractions of managing their HR responsibilities.



## Healthcare

Medical professionals across the country face ever-increasing complexity. Changes in the regulatory environment, workplace safety rules and the rollout of the Affordable Care Act can make managing a medical practice difficult and expensive. Navigating every aspect of the healthcare landscape requires attention and focused expertise. The employment experts at Extensis can help to simplify HR and give companies more time to focus on their patients.



## Life Sciences

Cost management, innovative partnerships, customer engagement and a changing regulatory environment are all part of the shifting landscape facing life sciences companies. Collaboration is a key theme — collaboration within the health care ecosystem, with patients or internally. It's time these businesses collaborated with an experienced HR partner.



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We promise to simplify HR<sup>®</sup>



## Marketing

These companies spend their day making clients look good and helping them grow their business. Client requests take first priority, so business development, workflow management and the everyday tasks of running a business often take a backseat. But they can gain time back for these tasks by outsourcing their HR administration. The team at Extensis can help free you up to focus on managing their business while we take care of managing their HR.



## Media

Media and publishing continues to be transformed by technology. Old business models no longer work. New channels of distribution are being created. And pressure to maximize the audience, while keeping costs down, is ever-present. But have media companies also evolved how they manage HR and benefits? It's time to think of a new way to manage HR, with a PEO solution from Extensis.



## Non-Profit

Unlike most companies, a non-profit serves their constituents in the pursuit of a higher goal. However, there are still the challenges of a small business. Staff are required to wear multiple hats, budgets are tight and every expense is reviewed with a high level of scrutiny. These businesses can maximize the efficiency of their HR and benefits spend by partnering with Extensis.



## Professional Services

Clients sometimes need specialized expertise; there are just some things they can't do alone. These businesses understand the power of hiring an expert to handle highly specialized tasks. The right partner can help them stay lean and maximize the time they have to focus on their clients and the work at hand. The experts at Extensis can serve as a dedicated team of benefits and HR consultants who can help businesses do what they do best.



## Real Estate

The real estate industry is increasingly influenced by rapid technological advancements and significant demographic shifts, which include growing urbanization, longevity of Baby Boomers and differentiated lifestyle patterns of Millennials. And then, there's the macroeconomic and regulatory developments that continue to impact profitability. It's time these companies partnered with an HR solutions expert.



## Schools

Educators are singularly focused on delivering the best educational experience for their students. The focus is on the students, even in the face of tight budgets and ever increasing demands on teachers' time. Freeing up staff time and administrative dollars can mean more time that staff can spend with students helping them excel. Let the team at Extensis help with HR management with our team of benefits and HR experts.



## Specialty Retailers

Digital platforms are changing the fundamental workings of many businesses. Just look at how mobile devices have empowered consumers and changed their habits for listening to music and watching television. There's a revolution happening in retail, too. Digital devices are setting new customer expectations and changing marketing strategies. Clearly, it's also time for these companies to take their HR to the next level.



## Specialty Wholesalers

Like many industries, the wholesale distribution industry is focused on cross-selling and up-selling to drive value. There are lots of opportunities and lots of challenges. All require dedicated and focused effort. Having an experienced HR partner to manage all their HR duties and challenges — while they manage the business — is a prudent business decision.



## Technology

Technological change is transforming our world, and these companies are at the center of it. They are challenging the status quo and evolving how we can use technology. All while managing a growing business. They need a partner who can ease HR administrative burdens and grow with them as their needs change. Partnering with Extensis can help them access best-in-class benefits without adding headcount.