

## Common Challenges

Low Priority  
HR Area

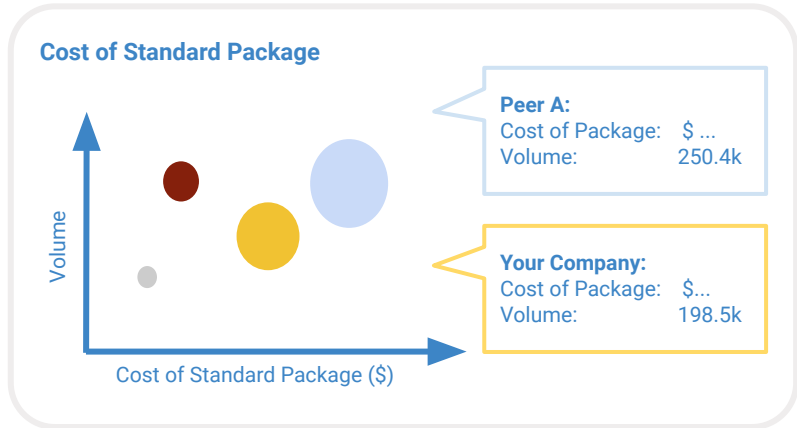
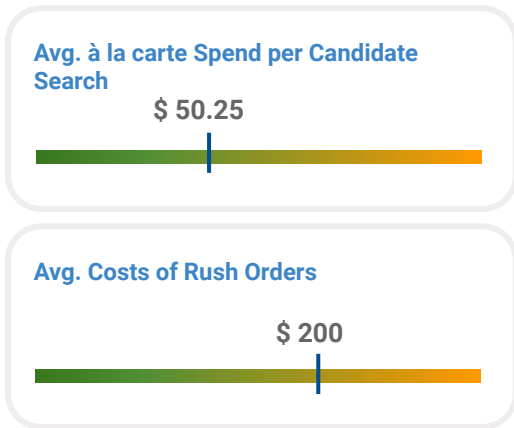
Volume  
Uncertainty

Vendor Driven  
Packages\*

State and Federal  
Regulatory  
Requirements

Uncontrolled  
Ad-on Fees

## Cost Transparency Supported by Industry Benchmark Analysis



## Pricing Factors

- Report Detail
- Geographical Scope
- Turnaround Time
- Quantity Purchased
- Drug Test Screening
- Social Media Screening

## Results of CCM Solutions

Improved Level of  
Services

Pricing Fits Your  
Candidate Risk Profile

Flexibility Around  
Contract Arrangement

Cost Savings Typically  
Between **20-35%\***

**Let us help you unlock your savings potential!**

\*subscribers often buy more inclusive profile packages, but end up using only a portion of the criteria

Background checks are complicated, highly regulated, and come with big consequences. Have you recently evaluated the subscription makeup and pricing as background checks expanded for digital consumption? What kind of out-of-contract costs are you averaging?

## Differentiators

- **Extensive expertise** across multiple industries and deep proficiency in screening services, packaged services and cost recovery. We evaluate across **all locations** and **all national vendors**, opening long term contracts and help to stay compliant with the FCRA and EEOC.
- We understand the **unique search characteristics** that drive up prices. Often they are industry specific and can be addressed. We work with our clients to minimize such costs and share evolving industry acceptable standards.
- Assist in creating a **modern screening program**, leveraging industry expertise and technical integrations that fit your profile.
- Relying on our **longstanding relationship** with your vendor that gives us an advantage in negotiations, we deliver cost savings without jeopardizing outcomes or material changes to the process.

## Tailored services to your specific requirements

### Assessment

Assessment of client's current processes, contract, packages structure and vendor relationship.

### Benchmarking

Measure the current structure and pricing for key service rates against the market and explore different tiered packages based on search needs.

### Negotiations

Negotiation with incumbent supplier or conduct RFP with the direction from client's stakeholders to ensure that reasonable business assumptions are being put into place.

### Contract Review

Ensure favorable pricing and terms for all items and recommendations for packages that can be revised to reduce costs.

### Implementation

Outline implementation plan with client and vendor to ensure operational efficiencies are met.

### Audit

Periodic audit of your vendor spend for price compliance to client's current contract. Identify pricing errors.

**We deliver 25-30% actual savings**

We are Industry Leaders in expense reduction, spend management and procurement optimization, and trusted by clients for more than 20 years