HOW YOU CAN SAVE
$25,800-$65,800
per employee by Hiring Virtual Employees in India &

5

WAYS
VEs ENABLE YOU TO
HACK YOUR BUSINESS

VIRTUALEMPLOYEE

• 1st Online Employee Supermarket •

ABOUT THE AUTHOR

SHAUNVIR MAHIL

MANAGING DIRECTOR

ONE OF **THE FOUNDING MEMBERS**
OF **VIRTUALEMPLOYEE.COM**

My name is Shaunvir Mahil. I was born in the UK and raised in both, the UK and USA. In 2007, I graduated in Law, and only a few months after co-founded VirtualEmployee.com with my Dad.
(who himself worked as a senior software developer in London and Chicago).

Our business, VirtualEmployee.com, is the world's first and only online employee supermarket, where you can hire full-time, dedicated employees in any profession.

Since that time to date, we have helped well in excess of **1500 companies from 27 countries** to offshore in more than **50 different professional domains** – from, literally, everything and anything you can think of, be it software development and copywriting, to investment banking and law.

Once we even placed a medical doctor for a German pharmaceutical company!

So, naturally, over the years, we have accumulated a lot of valuable experience and expertise in remote staffing for Small to Medium Enterprises and also have an advanced understanding of the outsourcing landscape as a whole.

And, so, out of all that experience was born this book.

"With VEs, it's a turnkey situation. They provide everything. I don't have to worry about a desk or a computer, or if his computer goes down, I don't have to buy him a new one. They provide it all, which is great. I pay one price; that's it."

Spencer Freeman
CEO of Freeman and Son Fire

Restoration in California, USA,

CONTENTS

BUT FIRST A QUICK INTRODUCTION
JUST WHAT IS A VIRTUAL EMPLOYEE?

- A Virtual Employee, just like a local employee, is a dedicated employee that works exclusively for you.

- However, a VE works for you remotely, rather than physically from your local office. And, so, a VE can be based anywhere!

- A VE is not, however, a freelancer and does not work from home.

- Rather, a VE works from a remote staffing service provider's full-fledged, supervised office (with on-site managers and all support departments like IT, HR and accounts, etc.)

- You can hire a Virtual Employee in absolutely any domain, from software development to animation and data entry to digital marketing!

By not having their employees physically within their own office premises, these CEOs were able to were able to hack their businesses in the following 5 ways:

1

HACK
BY-PASS
RECRUITMENT

HACK 1: BY-PASS RECRUITMENT

Because a remote staffing service provider will already have ready-to-hire employees, by hiring remotely businesses are able to completely by-pass their recruitment process, often being able to interview pre-screened, qualified candidates within days.

And with studies (see image below) showing that recruitment costs can come to as much as $3300 per hire, companies are not only able to save time by hiring remotely, but also significantly reduce their costs.

Forbes / Leadership

Corporate Recruiting Explodes: A New Breed of Service Providers

Josh Bersin
CONTRIBUTOR

*I analyze corporate HR, talent management and leadership.*

FULL BIO >

Opinions expressed by Forbes Contributors are their own.

As the economy and job market heats up, so has the market for corporate recruiting… and recruiting services and consultants.

Our latest data shows that businesses around the world spend over $3,300 per hire on recruiting and this budget has increased by almost 6% in the last year. This means that US corporations spend nearly $72 billion each year on a variety of recruiting services, staff, and products – and the worldwide number is likely three times bigger.

	LOCAL EMPLOYEE	VIRTUAL EMPLOYEE
Post on Job Boards	Yes	No
Screen Resumes	Yes	No
Screen Candidates	Yes	No
Conduct Background Checks	Yes	No
Recruitment Time	Weeks / Months	Days / Weeks
Total Cost	$3300	Zero
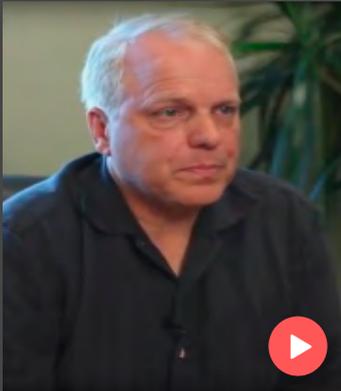
"When we are hiring an employee in the States, the process seems to be very long and very arduous. We sometimes take up to 6 months, specially for programmers. With Virtual Employee, we are typically given 6 to 7 resumes that we can review within just a few days. The process of hiring virtual employees from human resource view point is much faster and so much lower in cost."

Bob Hess, CEO of the Barcode Factory (Paragon Print Systems Inc.) in Pennsylvania, USA, who hired VE software developers and data entry executives

Hack 1 = Save $3500 + Save Recruitment Time

Are you losing time and money recruiting staff, which could otherwise be utilized working with your staff and making more sales?

2

HACK
BY-PASS
OFFICE SETUP

HACK 2A: BY-PASS OFFICE SETUP

With Virtual Employees working remotely, CEOs are now able to grow their team but without having to physically set up or expand their office and facilities.

	LOCAL EMPLOYEE	VIRTUAL EMPLOYEE
Hardware/Infrastructure Cost	$1000+	Zero
Seat Setup	Yes	No
Need office space?	Yes	No

"We just don't have space for another person in the office. Being able to hire virtual employees allows us to expand our team without having to expand our facilities. Its one less cup of coffee that somebody is drinking in the morning but the team is still there."

Dr Reebye, an Oral and Maxilliofacial surgeon at the Triangle Implant Centre in Durham, North Carolina, who hired a VE animator, researcher and back office executive

Hack 2a = Save Setup Cost + Time

HACK 2B: BY-PASS MANAGEMENT & MAINTENANCE

In addition to office setup and expansion, there is also the issue of office and employee management, which is now all taken care of entirely by the remote staffing service provider. By hiring remotely, CEOs have more time to invest in actually working with their staff and focusing on their revenue generating projects, rather than getting side-tracked with day-to day employee and infrastructure management.
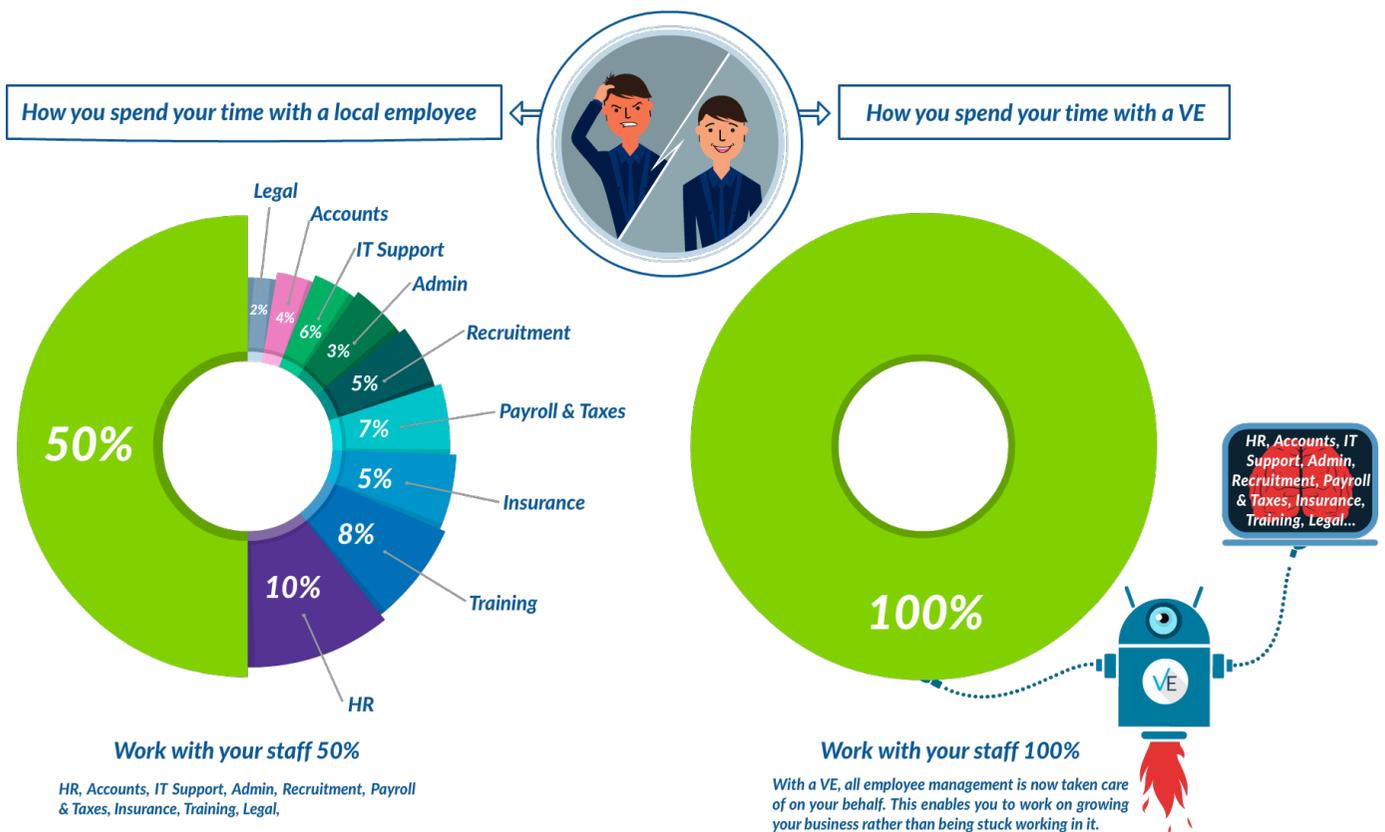
How you spend your time with a local employee

How you spend your time with a VE

Legal
Accounts
IT Support
Admin
Recruitment
2% 4% 6% 3%
5%
Payroll & Taxes
7%
5%
Insurance
50%
8%
10%
Training
HR

100%

HR, Accounts, IT Support, Admin, Recruitment, Payroll & Taxes, Insurance, Training, Legal...

Work with your staff 50%

HR, Accounts, IT Support, Admin, Recruitment, Payroll & Taxes, Insurance, Training, Legal,

Work with your staff 100%

With a VE, all employee management is now taken care of on your behalf. This enables you to work on growing your business rather than being stuck working in it.

"With VEs, it's a turnkey situation. They provide everything. I don't have to worry about a desk or a computer, or if his computer goes down, I don't have to buy him a new one. They provide it all, which is great. I pay one price; that's it."

Spencer Freeman, CEO of Freeman and Son Fire Restoration in California, USA, who hired a VE IT support executive

Hack 2b = Save Management Time & Support Team Costs

Good CEOs save time BUT Great CEOs reduce decision fatigue!

Want to learn more?

Click here
download the free eBook

Click here to download the free eBook
3 Ways CEOs are Avoiding Making Irrational Decisions by Hiring Virtual Employees

3

HACK
BY-PASS
GOVERNMENT
RED TAPE

HACK 3: BY-PASS GOVERNMENT RED TAPE

All small business owners will know only too well the "government burden" that comes with hiring employees. There are reams of paperwork, regulations, insurance and taxes to deal with. Not to mention that we live in a litigious society, and so the fear of being sued for 'x, y or z' reasons can be stressful!

By hiring VEs, however, all the legal responsibilities and liabilities for those employees are now taken care of by the remote staffing service provider. And so, VEs now enable CEOs to hire dedicated staff, but with zero liability.

Email: sales@virtualemployee.com

	LOCAL EMPLOYEE	VIRTUAL EMPLOYEE
Worry about being sued?	Yes	No
Strict Labor Laws?	Yes	N/A
Workers' Compensation?	Yes	No
Disability Compensation?	Yes	No
Unemployment Compensation?	Yes	No
Insurance?	Yes	No
Tax?	Yes	No
Health & Safety Liability?	Yes	No
Government red tape?	Yes	No

"There's just so much regulation in the States when we hire somebody. I mean there's not just unemployment, there's disability, there's, gosh, just so much regulations that we have to deal with as employers; that was attractive to me to work with a service like VirtualEmployee where I didn't have to worry about it.

That's an attractive feature for me to have one less person to worry about the "government" burden. With a service I don't have those issues; it's a lot of peace of mind for me.

I didn't get into business to do red tape and answer questions about healthcare, pay unemployment, workers comp. Not my favorite stuff to do. I didn't get into business to work for the government."

Hack 3 = Zero Liability = Less Stress

4

HACK
## BY-PASS
LONG TERM
CONTRACTS

HACK 4: BY-PASS LONG TERM CONTRACTS

The ability to hire within days, but then also to scale down equally rapidly, if need be (even for highly skilled and senior staff), not only significantly reduces risk, it also enables CEOs to always align capacity with actual demand and so maximize their returns.

	LOCAL EMPLOYEE	VIRTUAL EMPLOYEE
On-boarding/Recruiting	Weeks/Months	Days/Weeks
Employee Notice Periods	6 months	15 days to 1 month
Office Lease	6 months	Zero
Utilities	6 months	Zero
Capital Investments	Long term – fixed	Zero
Scaling Up/Down	Months	Days/Weeks

Traditional Business

On Demand Business

Email: sales@virtualemployee.com
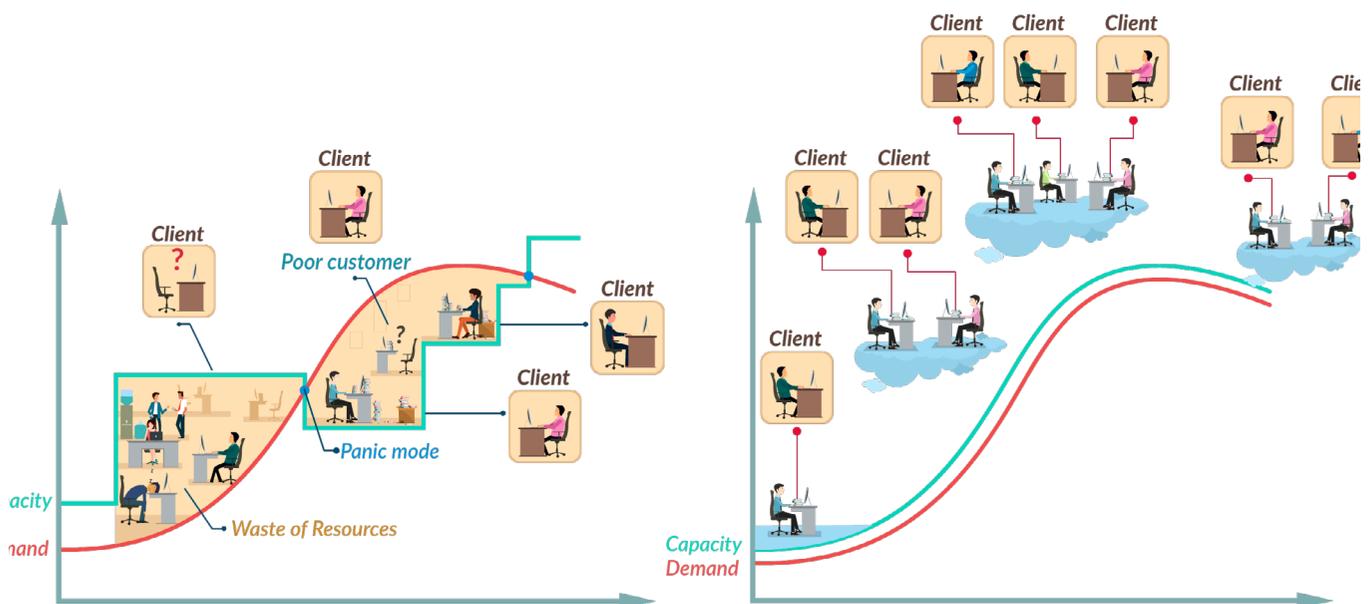
"After having hired 3 developers fulltime for quite a long time it got to the stage where we scaled that down to 2 and then scaled it back down to 1. And that process was again a lot more frictionless by doing it through Virtual Employee rather than the processes that we would have gone through if we were doing it locally."

Malcolm Paice, COO of Keystone Employment Group in London, UK, who hired 3 .NET software developers

Hack 4 = Immense Scalability + Higher ROI

Want to learn how running an immensely scalable business will enable you to drive your company's innovation?
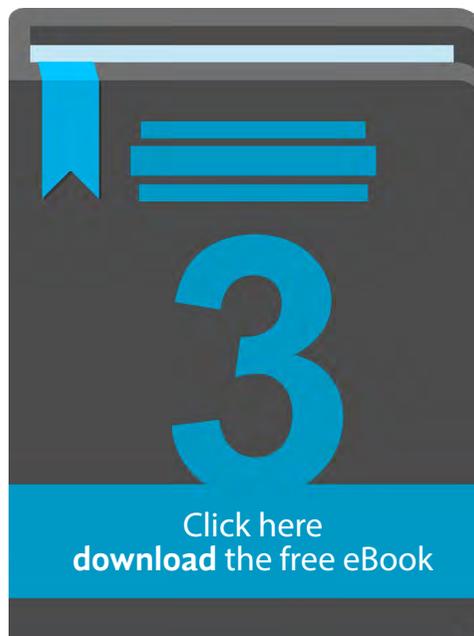
**Click here
download** the free eBook

Click here to download the free eBook
3 Ways CEOs are Avoiding Making Irrational Decisions by Hiring Virtual Employees

5

HACK
BY-PASS
CAPITAL
INVESTMENTS
& OVERHEADS

HACK 5: BY-PASS CAPITAL INVESTMENTS &OVERHEADS

Lastly, the 5th major hack CEOs are able to leverage by hiring VEs is that they are able to invest more of their finances into those areas that grow their business, like product differentiation, rather than non-revenue generating departments like HR or accounts.

COST PER EMPLOYEE	LOCAL EMPLOYEE	VIRTUAL EMPLOYEE
Start up Cost	$500	Zero
Recruitment Cost	$3500	Zero
Capital Investments	$1000	Zero
Office Rental	$150 /Month	Zero
Overheads & Utilities	$150 /Month	Zero
Salaries of Support Staff, (HR, IT, Accounts etc...)	$250 /Month	Zero
Insurance, Training, Legal, Admin, Taxes	$100 /Month	Zero

Total Cost Saving Per Year = $12,800

"You get that department without having the cost of the department. I think that it's key to understand that when you have a solution like VirtualEmployee that can deliver what you need at such a high cost-savings, you really can't go wrong."

Joel Contreras, CEO of Cesco Linguistic Services

Hack 5 = Higher Profits

Watch the below video to see the above-mentioned CEOs speak first hand about the 5 growth hacks they deployed by hiring Virtual Employees:

Email: sales@virtualemployee.com

AND FINALLY...
HOW YOU CAN SAVE $25,800-$65,800 PER EMPLOYEE WITH VIRTUAL EMPLOYEES IN INDIA:

COST PER EMPLOYEE	LOCAL EMPLOYEE	VIRTUAL EMPLOYEE
Salary of Skilled Professionals	$25,000 -$80,000 / year	Low
Total Cost	$36,200 -$91,200	$12,000 - $24,000/Year

Total Savings = $25,800 - $65,800 per year per employee

Does this cost saving just sound too good to be true?

Then You Must Watch The 1-Minute Video on the next page

☞ "We would have had to pay 7 to 8 times more in the US," Ray Peck, CEO of VxpPharma

☞ "We saved £40,000 per developer," Malcolm Paice, COO, Keystone Employment Group, UK

☞ "We had a 70% cost saving," Bob Hess, CEO Paragon Print Systems

Top CEO's reveal how much they saved with VEs

We live in an era of Unprecedented Entrepreneurial Disruption

But now you too can disrupt your business model in 5 key ways by hiring Virtual Employees:

5

Click here
download the free eBook

☞ Access a much larger pool of talent

☞ Leverage multiple skills without hiring a team of employees

☞ Pause and Play projects with the same team

☞ Work from anywhere – Get location independence

☞ Expand your team without expanding your office

Click here to download the free eBook
The 5 ways you can disrupt your business by hiring Virtual Employees

HOW YOU CAN SAVE
$25,800-$65,800 PER EMPLOYEE BY
HIRING VIRTUAL EMPLOYEES IN INDIA

Thank You!

5

WAYS
VE'S ENABLE YOU TO
HACK YOUR BUSINESS