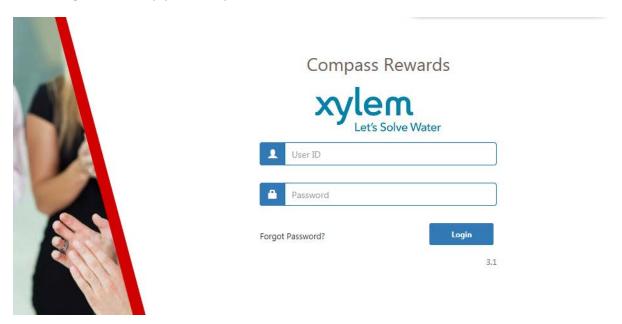
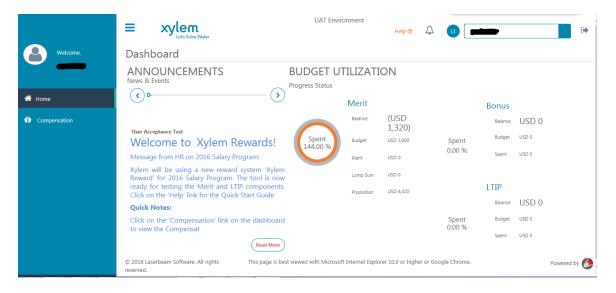
Laserbeam – Compensation Tool

1.1 LEVEL 1 MANAGER - TOOL LOGIN AND OVERVIEW:

 Log in to the Laserbeam tool: As a manager you will receive an email instructing you how to first log-in and set up your own password.

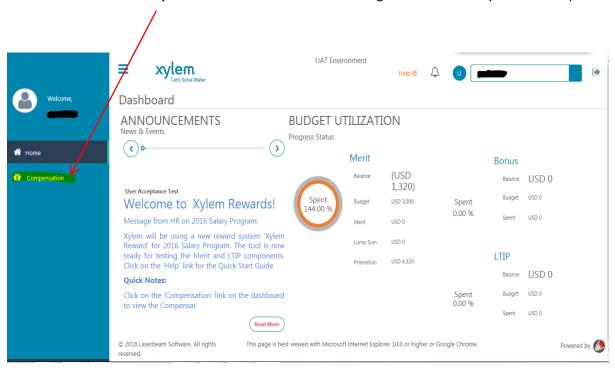


• When you log into Laserbeam, the manager home page will appear.



• The home page will show the total merit budget for all of your direct reports.

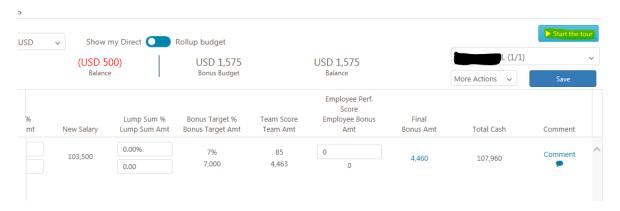
• Click on the "Compensation" link in the left-hand navigation bar to view your direct reports



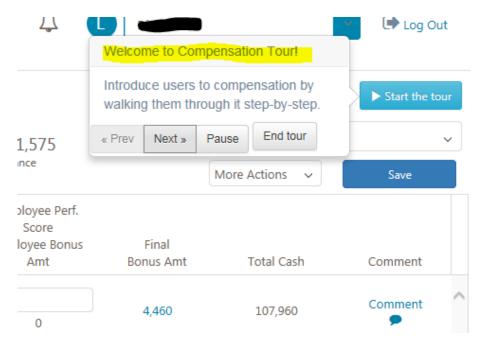
- The Compensation Screen will display your direct reports, their current salaries, and other relevant data.
- This is where managers can make Merit and/or Bonus recommendations.



• Before you start using the tool, click the "**Start the tour**" button at the top right for a quick walk through of the Laserbeam system.



• The tour will review the tool's functionality.

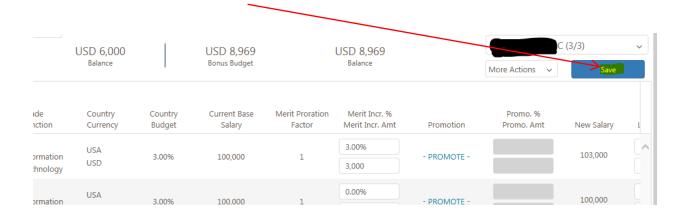


1.2 TO INITIATE A MERIT INCREASE:

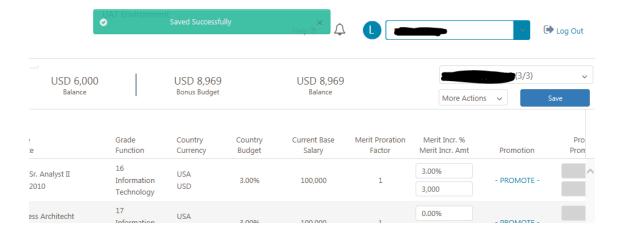
• Enter a Merit % or a Merit Increase Amount.



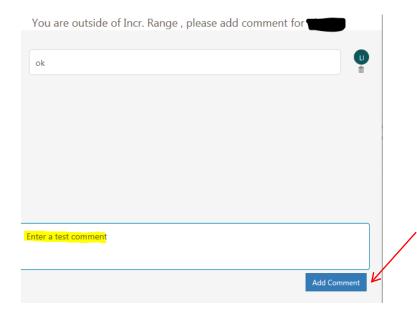
• Click the "Save" button.



A "Saved Successfully" message will appear at the top of the screen. If this is the only
recommendation to be made for this employee, then move to your next direct report by
clicking on the next recommendation area.



 NOTE: If the merit increase proposed is beyond +/- 3% when compared to the individuals' merit budget, you will be prompted to enter an explanatory comment. Enter the comment and click "Add Comment."



After the comment is saved, the font color of the merit increase will change to red to indicate an
increase above/below the recommended guideline. The increase can still be submitted to the
Next Level Manager.



• Once a Merit Recommendation is saved, you will see a decrease to the Merit Balance.

For example, if your Merit Budget is \$9,000 and a manager recommends a \$3,000 increase for an employee, the balance should reflect the decrease and show the remaining amount, \$6,000.



1.3 TO INITIATE A MERIT INCREASE FOR EMPLOYEES WITH A MERIT PRORATION:

- If an employee was hired within the year and is only eligible for a prorated merit increase, a symbol that looks like this: will display next to the Merit Proration Factor field. This indicates the percentage of the merit increase the employee is entitled.
- For example, the employee below was hired in June. Thus he/she is eligible for 7/12 months, or 58% of a full-year merit increase. This factor is used to calculate the total merit increase allowed.

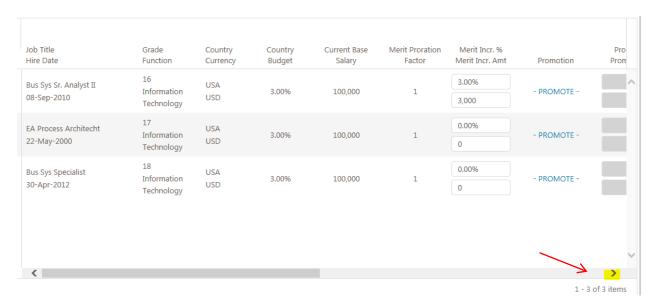
Merit Proration Factor	Merit Incr. % Merit Incr. Amt	Promotion	Promo. % Promo. Amt	New Salary	Lump Sum % Lump Sum Amt	B Bc
	0	•				
1	0.00%	- PROMOTE -		100,000	1,500.00	
0.58	4.00%	TOP HR	6.00%	108,320		

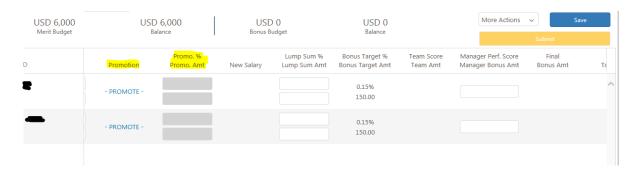
Note: If you see a merit proration factor of "0" and/or a merit budget of 0%, the employee is ineligible for a merit increase.

1.4 TO INITIATE A PROMOTION INCREASE:

A Promotion Increase can be entered WITH or WITHOUT a Merit Increase.

• If a manager wants to make a promotion recommendation for an employee, move the horizontal scroll bar at the bottom of the screen to the right until the promotion information is displayed. A promotion is considered either when transferring an employee to a new role with greater responsibility, or increased responsibilities within the current role.

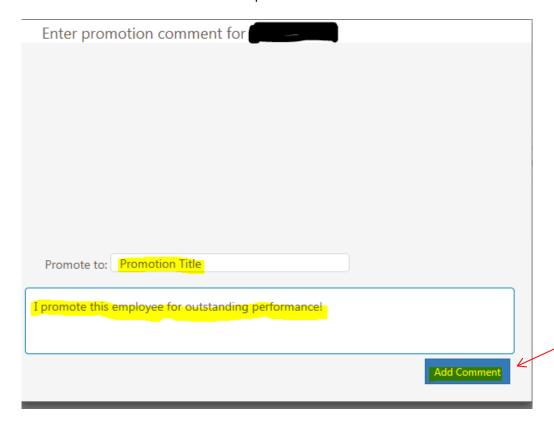




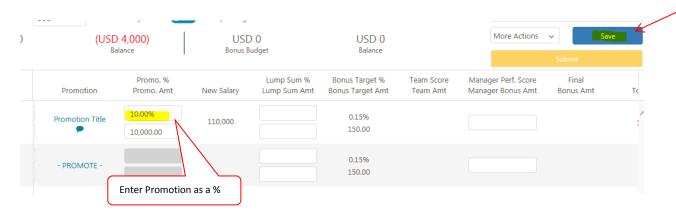
• Click on the "Promote" button to initiate the promotion action (or: proposal).



- A comment box will appear requiring the manager to document the new business title and a comment regarding the promotion.
 - PROMOTE TO: Enter the new Business Title
 - Text Box: Enter a reason for the promotion.

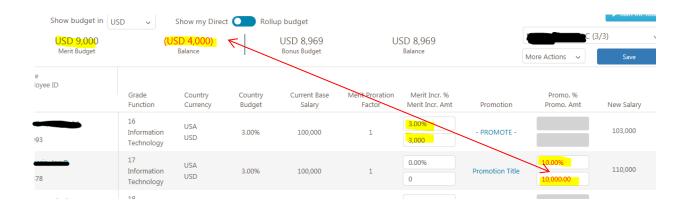


- Click "Add Comment" to save the information.
- Once the comment is saved, the promotion increase box will open and allow you to enter the percentage increase.
- Enter the increase and click "Save."



NOTE: The promotion increase will turn red if the percentage is more than 3% above the country budget guideline. This is to flag the increase for review; however, it does not indicate an error.

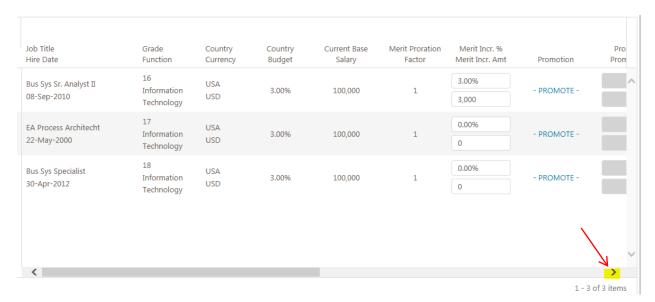
• The promotion increase will be subtracted from your merit budget and be reflected in the balance total.



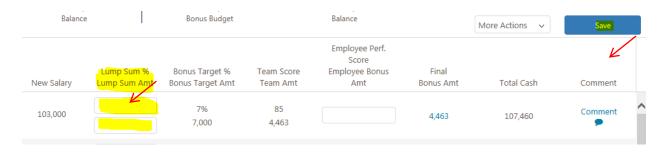
1.5 TO INITIATE A LUMP SUM INCREASE:

A Lump Sum Increase can be entered WITH or WITHOUT a Merit Increase. (Lump Sums may be considered where an employee is already compensated very high relative to other peers and/or market. In these cases a lump sum merit in lieu of a salary increase may be appropriate).

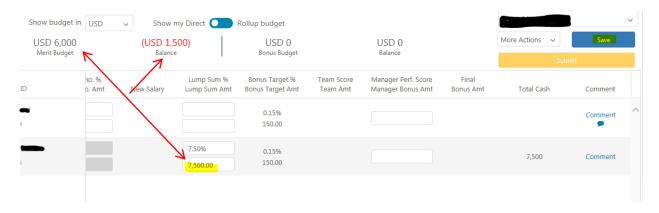
• If a manager wants to make a lump sum increase recommendation for an employee, move the horizontal scroll bar at the bottom of the screen to the right until the lump sum percentage information is displayed.



• Enter a percentage in the "Lump Sum %" field and click "Save."



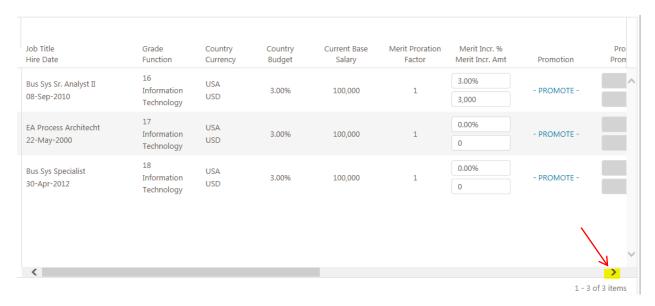
• The Lump Sum Merit increase will be subtracted from your merit budget and be reflected in the balance total.



1.6 TO INITIATE A BONUS PROPOSAL:

A Bonus can be entered WITH or WITHOUT a merit increase.

• If a manager wants to make a bonus recommendation for an employee, move the horizontal scroll bar at the bottom of the screen to the right until the bonus information is displayed.





• Enter an Employee Performance Score. This score represents either the individual objective (IO) score for Bonus plans requiring an IO, or a Discretionary Score for Mid-Management Incentive Plans (MMIP's) where bonus funding is based wholly on Team Scores.

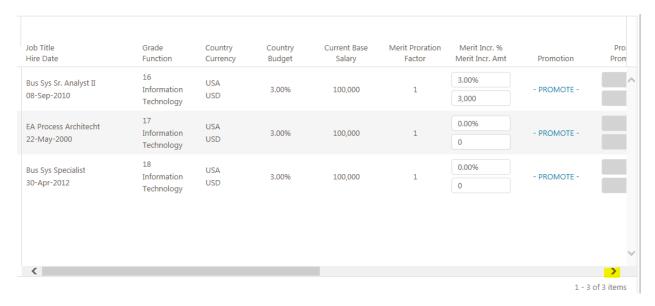


- The final bonus amount will be rounded to the nearest \$10.00. This amount will be subtracted from the budget accordingly.
 - **Note the bonus budget is determined based on the plan the employee is eligible for. For plans which require an Individual Objective portion, only the IO budget will be shown, as no management adjustment is made for the Team portion of the bonus. For those employees where the Team Amount represents 100% of the bonus funding, with management discretion scores for individual employees, the budget represents the total amount of the bonus funded.
- If an employee is not bonus-eligible for manager proposals in the Laserbeam system, there will be red asterisks within the bonus fields as listed below.

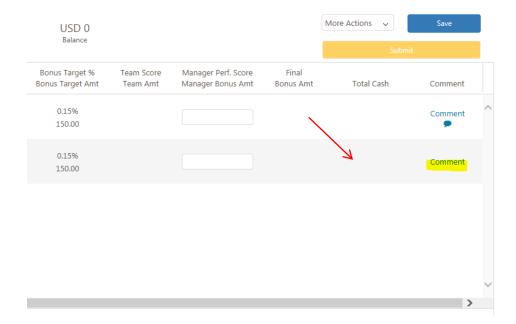


1.7 GENERAL COMMENTS

• If a manager wants to enter a comment for an employee, scroll the horizontal bar to the end until you see the Comment Section.



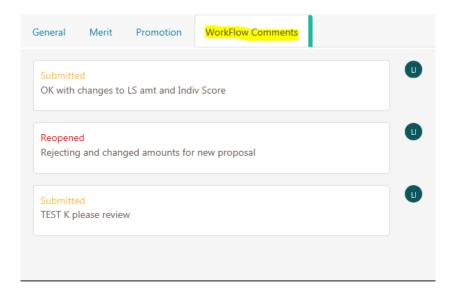
Click on "Comment."



- A pop up box will appear. Click on the relevant header section for your comment's topic:
 - o **General**
 - o Merit
 - o Promotion
 - o Workflow Comments
 - Enter your comment in the text box and click "Add Comment."



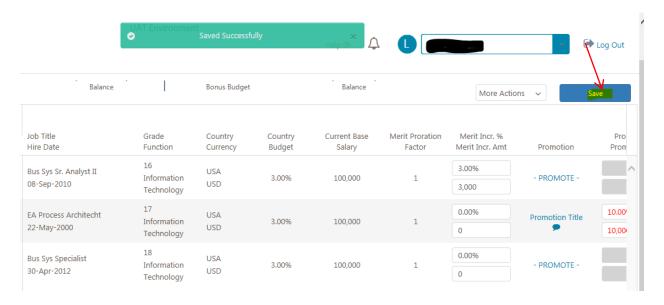
Workflow Comments – This section captures the back and forth comments between a manager and next-level manager for an employee's recommendations.



1.8 SUBMIT RECCOMMENDATIONS FOR APPROVAL:

When you finish making all of the compensation recommendations for your employees, you will need to submit the proposals to the next-level manager for final review and approval.

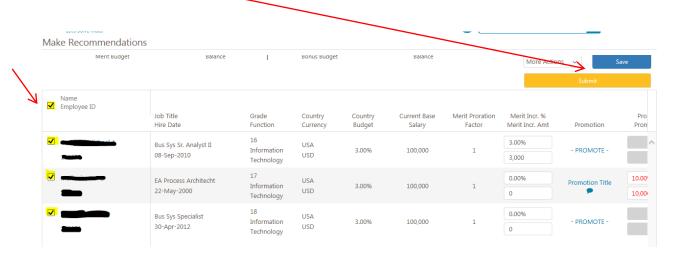
• To submit the proposals, make sure you have saved all of your changes by clicking the "Save" button. A "Saved Successfully" message will appear after the data is saved.



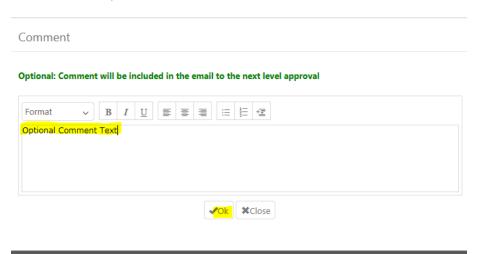
• Select either the check box in front of the employee's name to submit, or select the top box next to "Name Employee ID" to select all direct reports ready for submission.



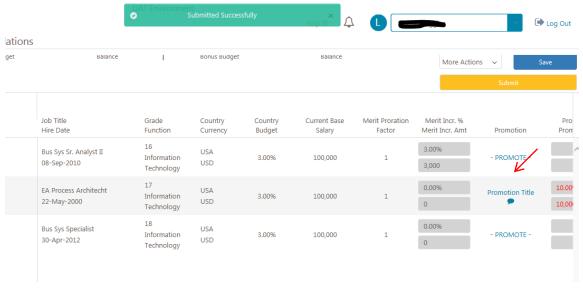
- After you check the boxes, a "Submit" button will appear.
- Click "Submit."



• A Pop Up box will appear allowing you to enter optional comments regarding the submissions. Enter any comments desired and click "OK."



- Once you click "OK," a "Submitted Successfully" message will appear at the top of the screen.
- Once submitted to your Next Level Manager, you will be locked from making further changes to that employee's record.



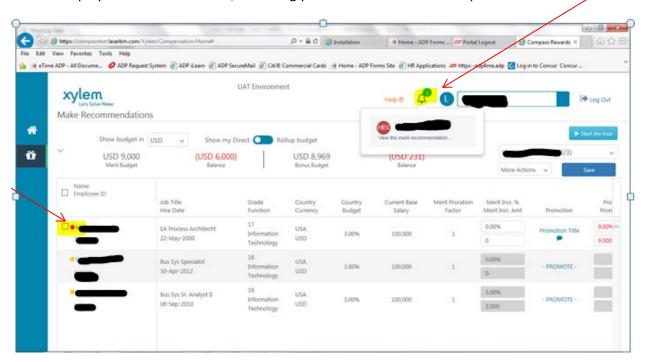
 When the proposal is successfully submitted to the Next-Level Manager, a YELLOW circle will appear next to the employee's name.



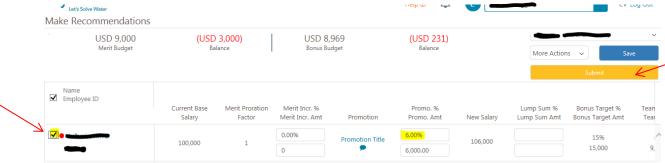
- The proposals are now submitted to the Next-Level Manager.
- If the Next-Level Manager approves the proposal for the employee, there is no further action required.

1.9 REVISE/REVIEW REJECTED PROPOSAL:

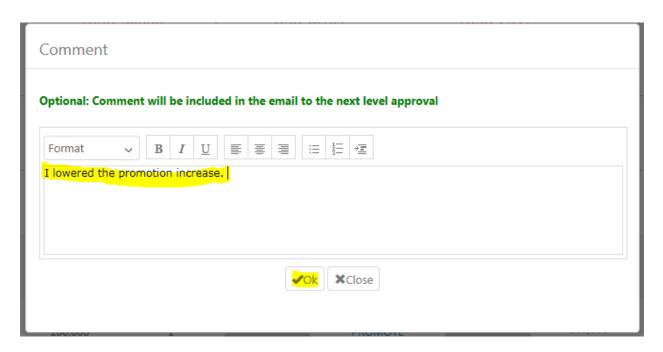
- If the Next-Level Manager disagrees with a proposal, they have two options: they can change the proposal directly on the employee's record and attach comments, or they can reject the proposal and advise you to update the system.
- If the Next-Level Manager rejects the proposal, you will receive a notification to view a merit recommendation. Click on the bell at the top of the screen to see their comment.
- When you review the information for the rejected employee proposal, the circle next to the employee name will turn red, indicating you must take an action to update.



- The boxes on the employee's record for Merit, Promotion, Lump Sum and or Bonus will become unlocked to allow you to update the proposal based on the Next-Level Manager comment.
- Update the proposal for the employee and then check the box next to the employee's name to resubmit the proposal to the Next-Level Manager. Select "Submit."



After the proposal is submitted, enter a comment explaining the changes and click "OK."



- A "Submitted Successfully" message will appear and the proposal will be sent back to the Next-Level Manager for approval.
- The circle next to the employee will turn yellow.

