



Global Payroll Vendor Analysis: Per Payslip Costs (PPC)

Journey through Global Payroll Vendor Analysis.....



Summary



**Vendors
Performance**



**Geographical
View**



Findings





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Vendor Name
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Amount - Base Month

248.59M

Amount - Current Month

323.58M

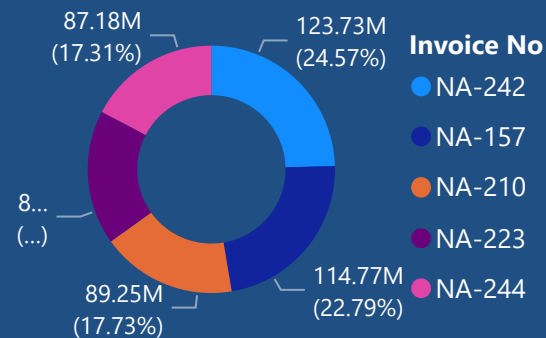
Payslips - Base Month

5.3M

Payslips - Current Month

7.97M

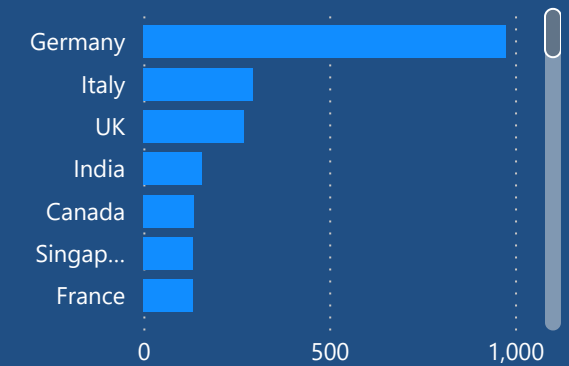
Total Amount(\$) by Invoice No



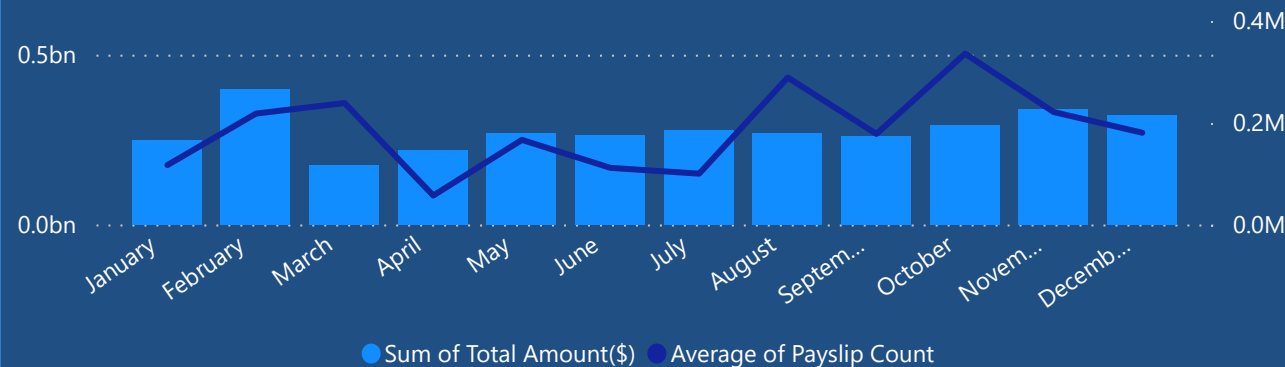
Rebate , Amount by Vendors & Country

Vendor Name	Sum of Rebate(\$)	Sum of Total Amount
ATL Corp	0.00	5,664,2
DFG Corp	0.00	1,599,3
ITL Inc.	0.00	24,159,9
SSN Intl	0.00	13,728,9
Vtl Inc.	0.00	4,615,7
XDP Total	-14,540,497.91	323,576,9

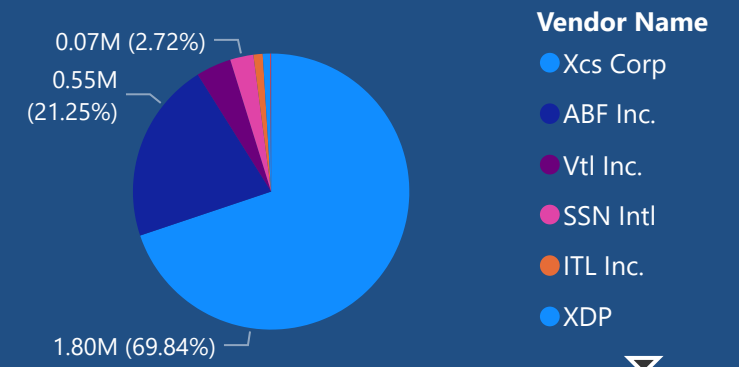
Invoices by Country



Total Amount(\$) and Average of Payslips by Month



Per Payslip Cost(PPC) by Vendors





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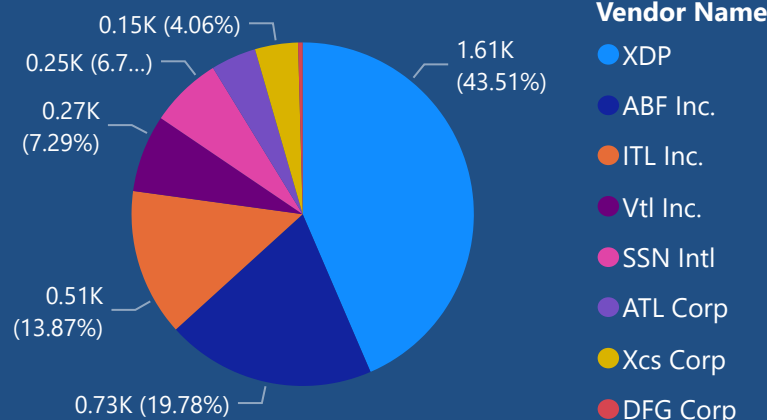
Country
All

ABF Inc.
18
Count of Country
731,999,689.09
Sum of Total Amount(\$)
2553.39
Average of Per Payslip Co...

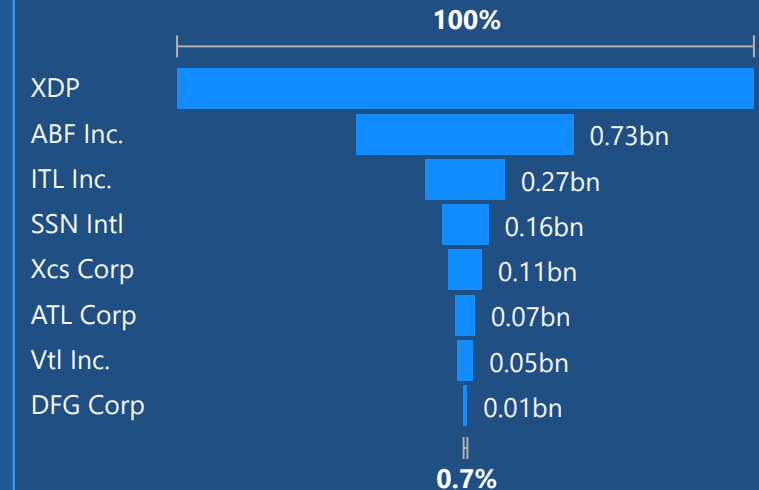
XDP
7
Count of Country
1,945,734,318.02
Sum of Total Amount(\$)
259.72
Average of Per Payslip Co...

SSN Intl
5
Count of Country
156,431,057.44
Sum of Total Amount(\$)
1326.64
Average of Per Payslip Co...

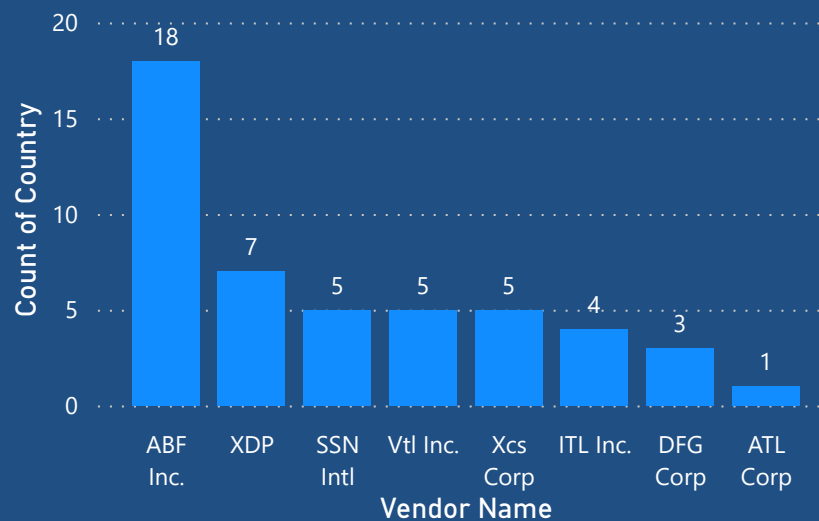
Invoices by Vendors



Amount(\$ by Vendors



Country caters by Vendors



Vendor Name	Sum of Payslip Count	Sum of Per Pays Cost(PPC)
ABF Inc.	3882388	548978
ATL Corp	3899556	395
DFG Corp	69058	2802
ITL Inc.	3166359	28125
SSN Intl	906340	70311
Vtl Inc.	471870	106789
Xcs Corp	537651	1804451
XDP	86984526	21816
Total	99917748	2583669



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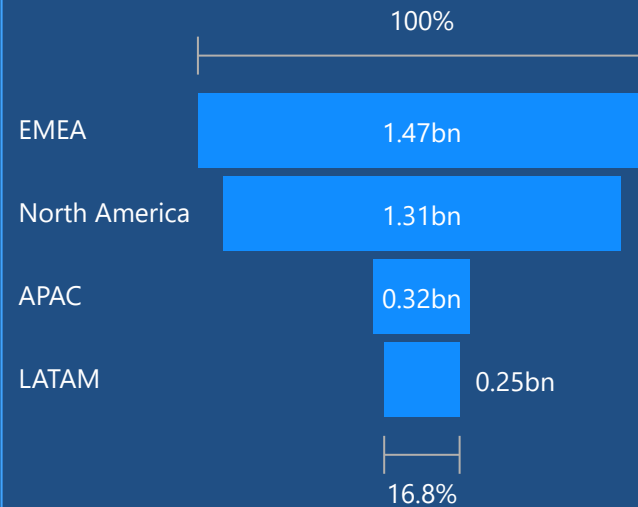
Vendor Name

All

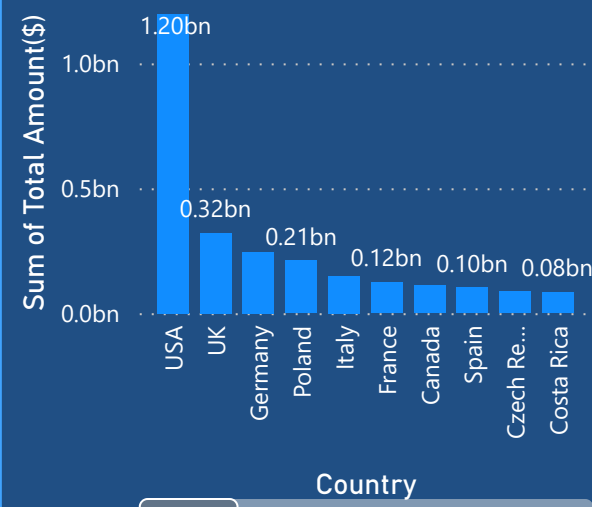
Country

All

Total Amount(\$) by Region



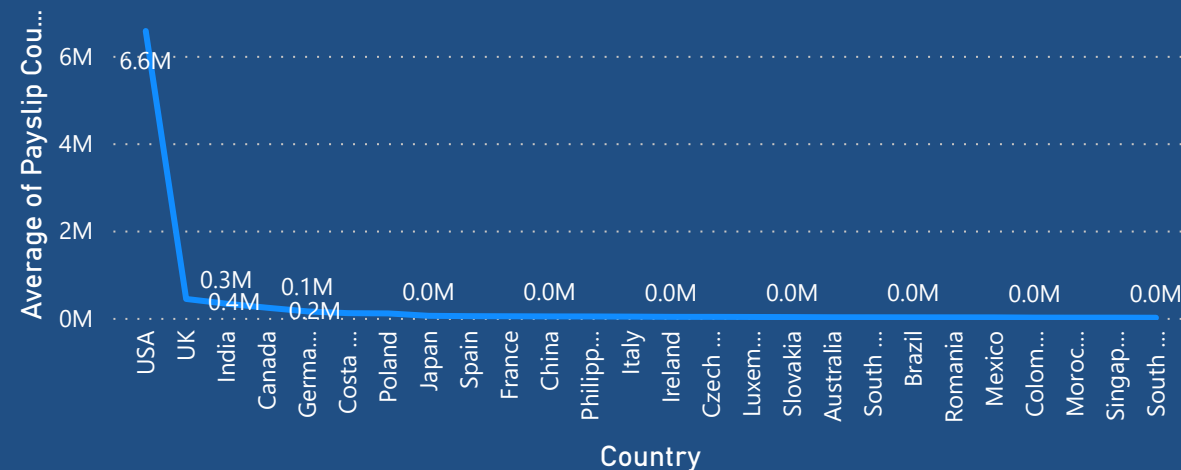
Total Amount(\$) by Country



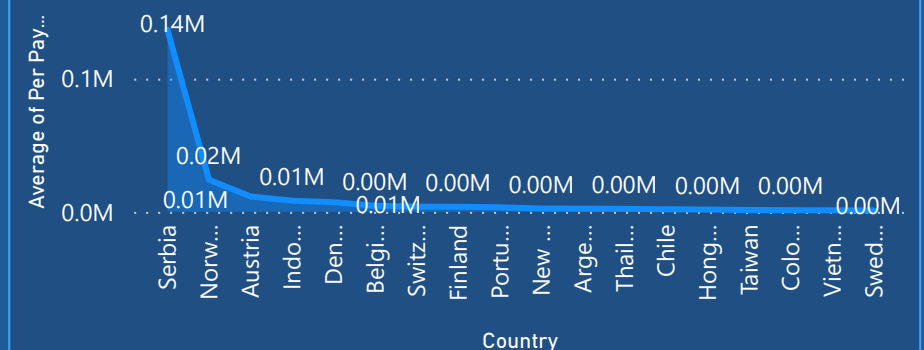
Total Amount(\$) by Country and Region



Average of Payslips For Country by Latest Month



Average of Per Payslip Cost(PPC) by Country





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Findings -

- ✓ February month has the highest Total Amount(\$) at 400,298,983M which was 126.72% higher than March.
- ✓ XDP accounted for 43.51% of the Total number of Invoices and highest Total Amount with 0 % Rebate.
- ✓ Total % Of Top two Vendors which are Xcs Corp and ABF Inc is 91.09%
- ✓ ABF Inc. catering the highest Count of Country at 18 and on second position XDP i.e 7 then SSN Intl i.e 5.
- ✓ USA had the highest Average of Payslip Count at 6,568,913.83. USA accounted for 35.78% of the Sum of Total Amount(\$).
- ✓ Serbia had the lowest Average of Payslip Count at 8.45, which was significantly lower.
- ✓ EMEA had the highest total Sum of Total Amount(\$) at 1.472M and lowest is LATAM
- ✓ North America had highest total amount than other regions.
- ✓ The highest scope for PPC negotiation lies for Xcs Corp & ABF Inc.
- ✓ DFG Corp, it has a presence in Morocco, Greece, and Russia, but there's no amount or payslip information available for Greece and Russia.

Recommendations -

- ✓ *Vendor Management:* Strengthen relationships with vendors who are contributing highest in Total Amount and explore opportunities for negotiation to optimize pricing and maximize profitability.
- ✓ *Country Focus:* ABF Inc. caters to the highest Count of Country at 18, followed by XDP with 7 and SSN Intl with 5. Identify the reasons for ABF Inc.'s extensive reach and analyze the potential for expansion in other countries
- ✓ *Regional Analysis:* EMEA had the highest total Total Amount(\$), followed by North America. Focus on understanding the factors driving success in these regions and consider allocating additional resources or implementing targeted strategies to maximize growth and revenue.
- ✓ *PPC Negotiation:* Xcs Corp and ABF Inc present the highest scope for PPC (Pay-Per-Click) negotiation. Review the current PPC agreements with these vendors, analyze the market rates, and negotiate for better terms to improve profitability.