

Driving Business Results with Workforce Analytics



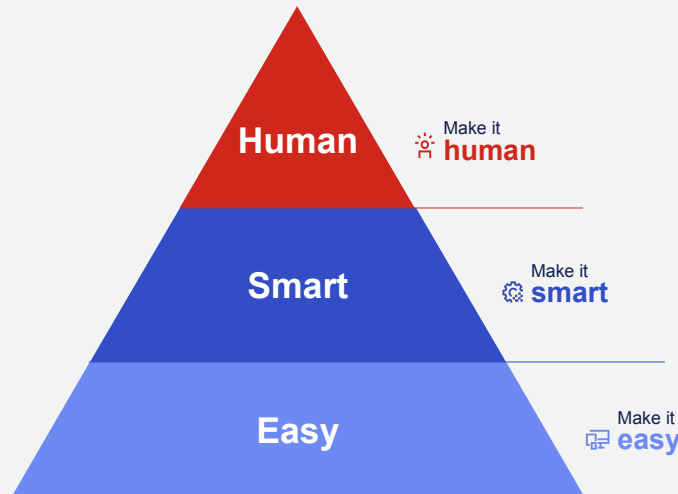
Agenda



Laura Jansen, MS-HRD, SHRM-CP
Vice President of Sales

- ADP AI Position
- Differentiating with Data
- ADP Resources for the Accounting Community

Easy | Smart |
Human



EASY

About 70% of HR leaders agree there's an increasing demand from business leaders for data to make talent-related decisions

~ Gartner



EASY

Trustworthy **transactions** are critical to making AI effective

No one has more HR **transactions** than **ADP**

1M+

customers using
our products

42M+

workers paid
globally

46M+

call and chat
interactions

140M

candidate resumes

Eas = **Transaction**
y **s**

SMART



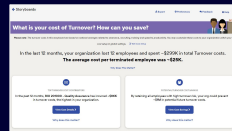
SMART

Leverage ADP's **data expertise** to proactively surface insights that are **relevant and specific** to each unique client

Find and attract top talent



Maximize employee retention



Improve DE&I



Optimize labor costs



Smart = Predictive Insights

HUMAN



HUMAN


42M+
employee records


50K+
analytics clients



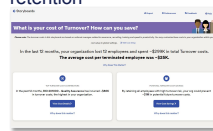
ADP clients actively **leveraging data** and **achieving outcomes** have realized **impressive results**

Find and attract top talent



50%
of ADP metrics users **reduced their time to hire by 27 days** on average¹

Maximize employee retention



60%
of turnover cost metric users **decreased their voluntary turnover costs, on average by 20%+** with ADP³

Improve DE&I



45%+
of ADP pay equity data users **improved pay gaps**²

Optimize labor costs



55%+
of ADP metrics users **reduced their overtime costs, on average by 30%+**⁴

1. Data compiled from clients using time-to-fill metrics that have seen a reduction in average time-to-fill from July-September 2022 to July-September 2023. Results may vary. 2. Data compiled from active Pay Equity storyboard users that have seen a decrease in pay gaps across gender or race from September 2022-September 2023. Results may vary. 3. Data compiled from active Turnover Cost storyboard users that have seen a decrease in turnover costs from July-Sept 2022 to July-Sept 2023. Results may vary. 4. Data compiled from clients using overtime metrics that have seen a reduction in overtime costs from July-Sept 2022 to July-Sept 2023. Results may vary.

ADP Leads the Market

**DIFFERENTIATE
WITH
DATA &
RESULTS**

