

CUSTOMER STORY

How TecEx Used Payroll To Double In Size And Hire Remotely

TEC^{EX}

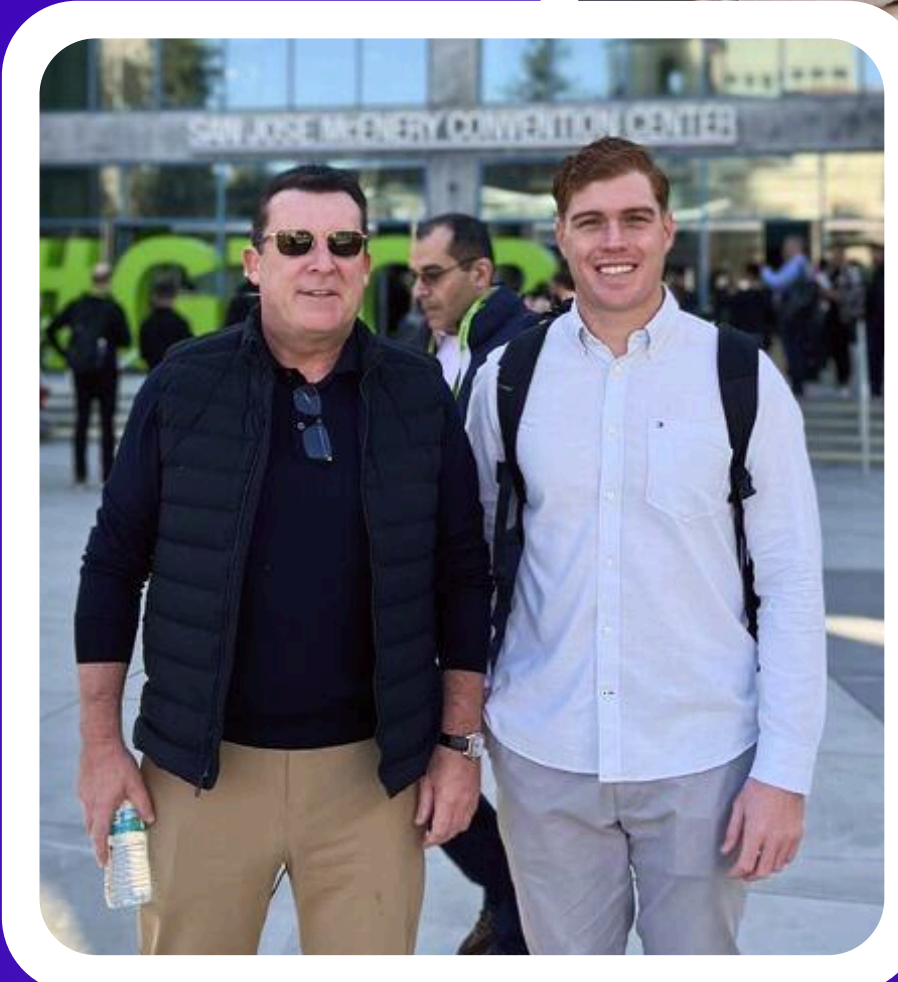


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Industry

Software Development
& IT Services

Headquarters

Johannesburg, South
Africa

Company Size

Mid-Market (100-1000)

Use Case

Global Expansion,
Security & Compliance

Payroll Products
Used

Employer of Record

THE COMPANY

Meet TecEx

TecEx provides importer of record and compliance services for companies dealing with IT equipment, enabling affordable cross-border DDP and DDU bespoke solutions for businesses while mitigating their legal and financial risks.

THE PROBLEM

Facing Financial And Legal Barriers To Global Expansion

TecEx faced a significant challenge when hiring international talent. They wanted access to a global talent pool — but hiring remotely in territories where TecEx was not established previously was not an option given legislative roadblocks, high costs and time-consuming efforts required to incorporate new entities.

THE SOLUTION

Simplifying Global Hiring With Payroll

TecEx were focused on expanding their global footprint. They needed a solution that would:

- ✓ Save them the trouble of creating hiring entities in every country they had employees.
- ✓ Translate their employee benefits into equitable benefits in other countries.
- ✓ Make it easy to comprehend the local employment regulations.
- ✓ Furnish a simple one-stop platform to manage every element of global employment.



Kyle Tristan Telfer, CEO, TecEx

The Payroll platform is intuitive and well designed, allowing us to seamlessly hire new employees in international jurisdictions where we are not established. Playroll's customer success team is highly responsive and knowledgeable. This level of service and support has been critical to realizing our global expansion goals.

THE RESULT

Managing A Larger Global Workforce With Ease

Playroll supplied the requisite hiring entities in their employee's countries. This removed a significant hiring obstacle, saving TecEx months of work and tens of thousands of dollars. With Playroll's help, TecEx has onboarded teammates in India and Israel – and ultimately doubled their international workforce. To top it off, they were able to scale their company without diminishing the employee experience for their remote teammates.