

# How Marquis Finance Retained Talent & Cut Costs by 40%



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**<1 Day**

To Onboard

**40%**

Savings on Benefits Management

**10 Mins**

Admin/Employee Per Month

## Industry

Professional Services

## Headquarters

Gauteng, South Africa

## Company Size

Mid-Market (100-1000)

## Use Case

Global Expansion; HR Compliance & Security

## Payroll Products Used

Employer of Record

### THE COMPANY

## Meet Marquis Finance

Marquis Finance was founded by industry experts dedicated to making a positive impact in the vehicle finance sector. With a tech-driven, low-cost operating model, they are striving to deliver a seamless, digital-first experience that benefits both dealers and customers.

### THE PROBLEM

## Struggling To Compliantly Retain Global Talent

Marquis Finance outsourced certain aspects of IT development to an agency in India. As their business grew, they brought most operations in-house to South Africa, but wanted to retain their overseas team members. As the agency they used failed to meet compliance standards, and setting up their own entity would be too costly, they required a better way to manage global employment.

### THE SOLUTION

## A Simplified EOR Solution

Marquis Finance started exploring EOR services. They required:

- ✓ A cost-effective solution for a scaling team
- ✓ Expert legal and compliance guidance
- ✓ Guaranteed compliance with local employment laws

They heard of Playroll as an affordable EOR partner with a track record of excellent customer service, and made the switch.



Shona Selley, Chief Experience Officer, Marquis Finance

**Playroll was the most cost-effective solution we found — others were pricier and overcomplicated. What I love about Playroll is how simple it makes everything.**

### THE RESULT

## Zero Churn And 40% Cost Savings

With Playroll, Marquis Finance smoothly onboarded their Indian team – retaining every member and saving 40% on benefits administration. Playroll's inclusive pricing eliminated the hidden add-ons they faced with their previous provider. Marquis was able to share these savings with the employees, ensuring a competitive offer to retain key talent. What's more, they now spend an average of 10 minutes on employee payroll. The results speak for themselves: guaranteed compliance, lower costs, and a team that can thrive anywhere in the world.