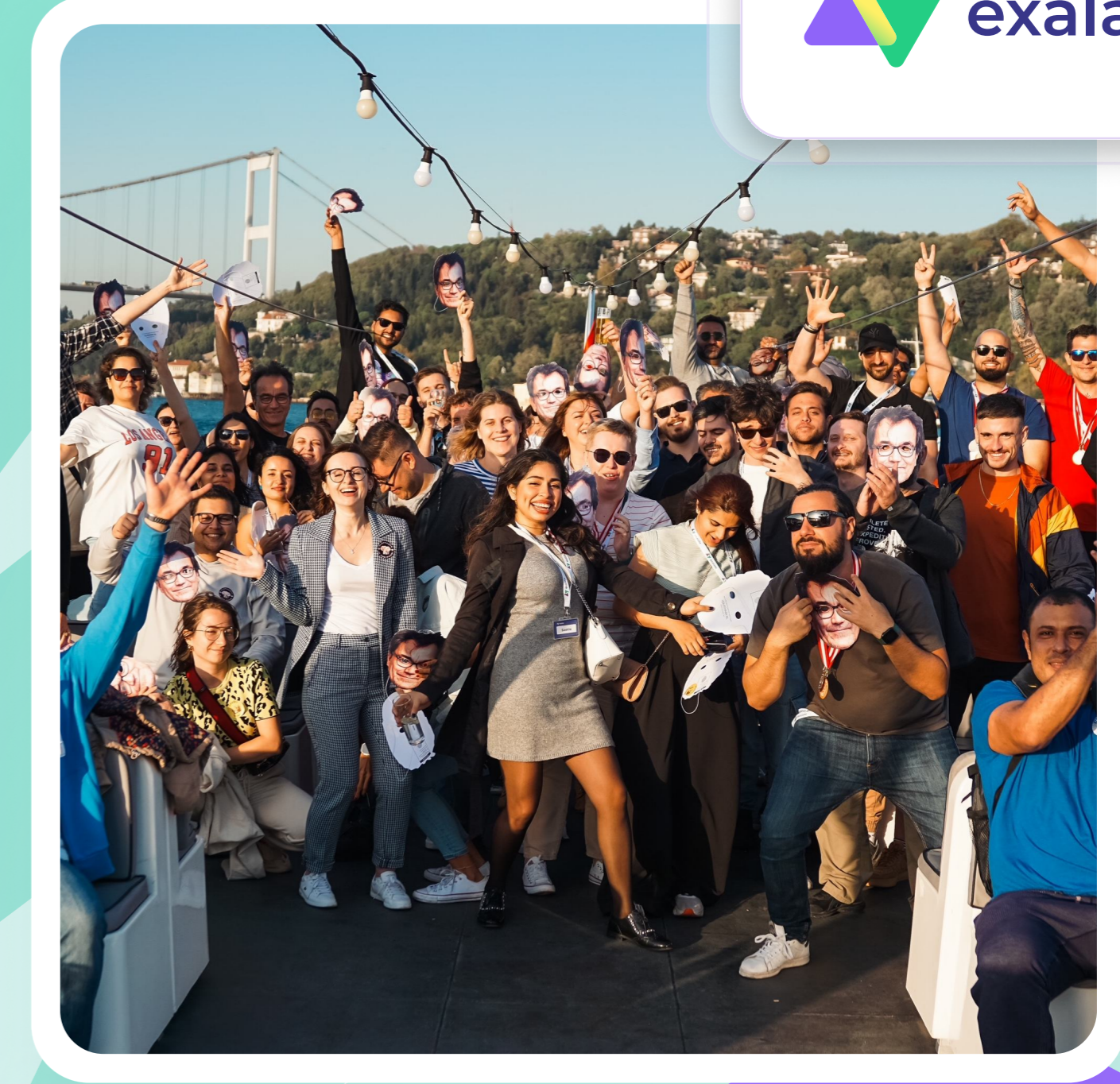


# How Exalate Cut EOR Costs By 20% And Got Global Hiring Support With Playroll



Images: Supplied

20%

EOR Cost Savings

6

Countries

8

Employees

**Industry**

Software Development

**Headquarters**

Antwerp, Belgium

**Company Size**

51-200

**Use Case**

Hire In New Markets, Security & Compliance, Consolidate HR Operations

**Hiring Through Playroll In**

Canada, Germany, Spain, United Arab Emirates, England, Italy

THE COMPANY

## Meet Exalate

Exalate provides a powerful integration solution designed to enable seamless collaboration across teams and company boundaries, with a diverse team operating in six countries and customers in over 50.

THE PROBLEM

## Inflexible EOR Providers That Couldn't Deliver

Exalate prioritizes global remote work to attract top talent across multiple countries and scale their diverse team. They required an experienced EOR provider who could take over employer responsibilities on their behalf in new markets. However, they were disappointed after trialing the services of two of the biggest EOR providers in the market. These providers struggled to onboard employees in all the countries Exalate operated in.

THE SOLUTION

## Finding An EOR Partner That Truly Cares

Exalate began evaluating alternative EOR providers who could:

- ✓ Be flexible, with tailored support
- ✓ Have fast response times
- ✓ Deliver on promises made when it comes to global employment solutions

The team heard about Playroll, an EOR provider that could offer a more cost-effective solution with a track record of excellent customer service.

THE RESULT

## Dedicated Support To Hire Globally, With 20% Savings

Playroll has successfully delivered on their promises – going the extra mile to accommodate the Exalate team. Six employees migrated successfully from alternative EOR providers, and they also added two new employees to their team.

With Playroll's proactive approach, the team saved 20% on EOR costs by reducing exchange rate fees and streamlining employee payments in local currencies.



“With Playroll, we’re not just getting lower costs but a true service-oriented mindset. They don’t just tick boxes; they anticipate our needs and respond in record time. You don’t know what you’re missing until you meet Playroll.”

Sherene Binni, Senior Office Manager & HR People Partner, Exalate

