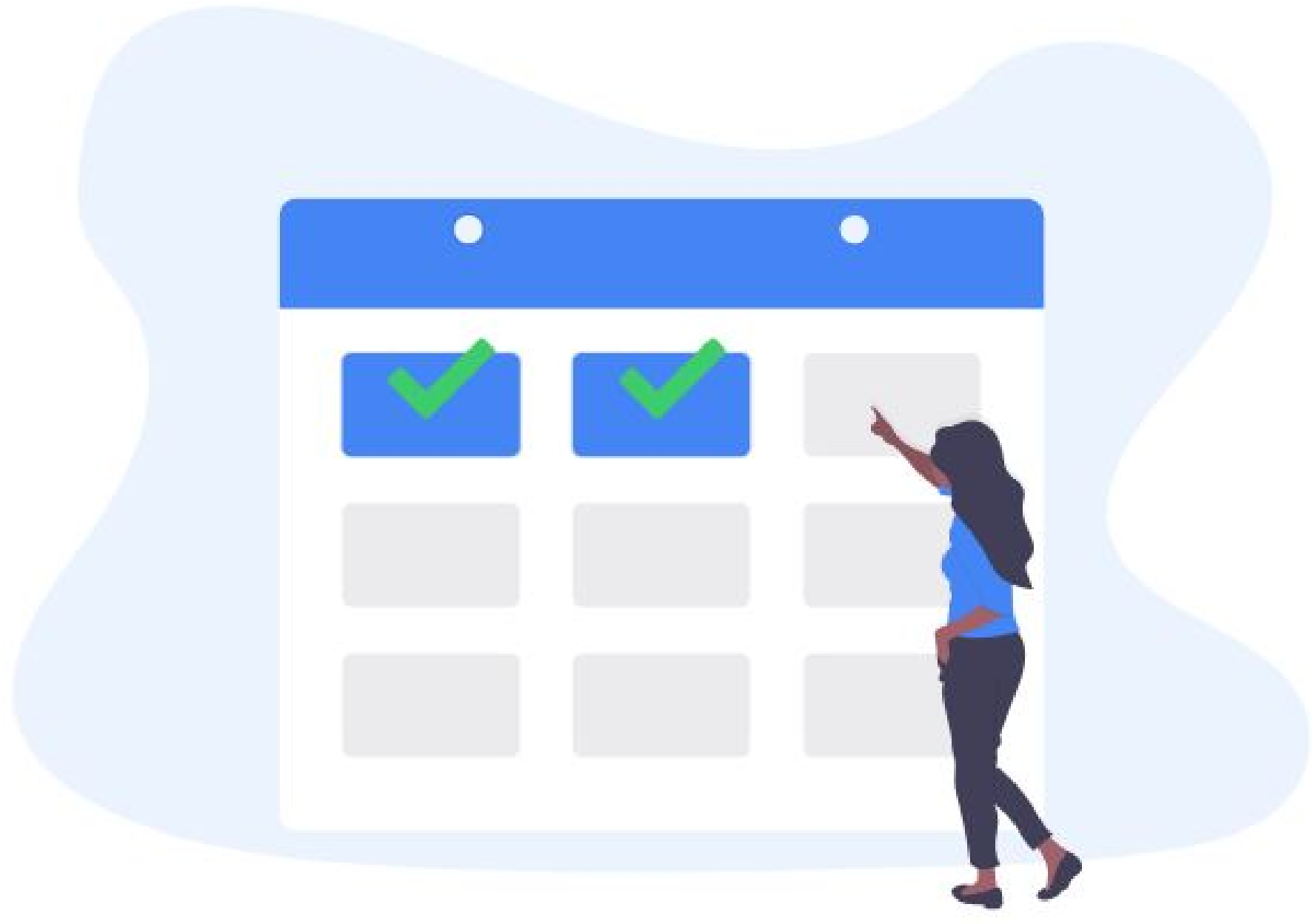


How can OutSail's free services help you buy HR software?

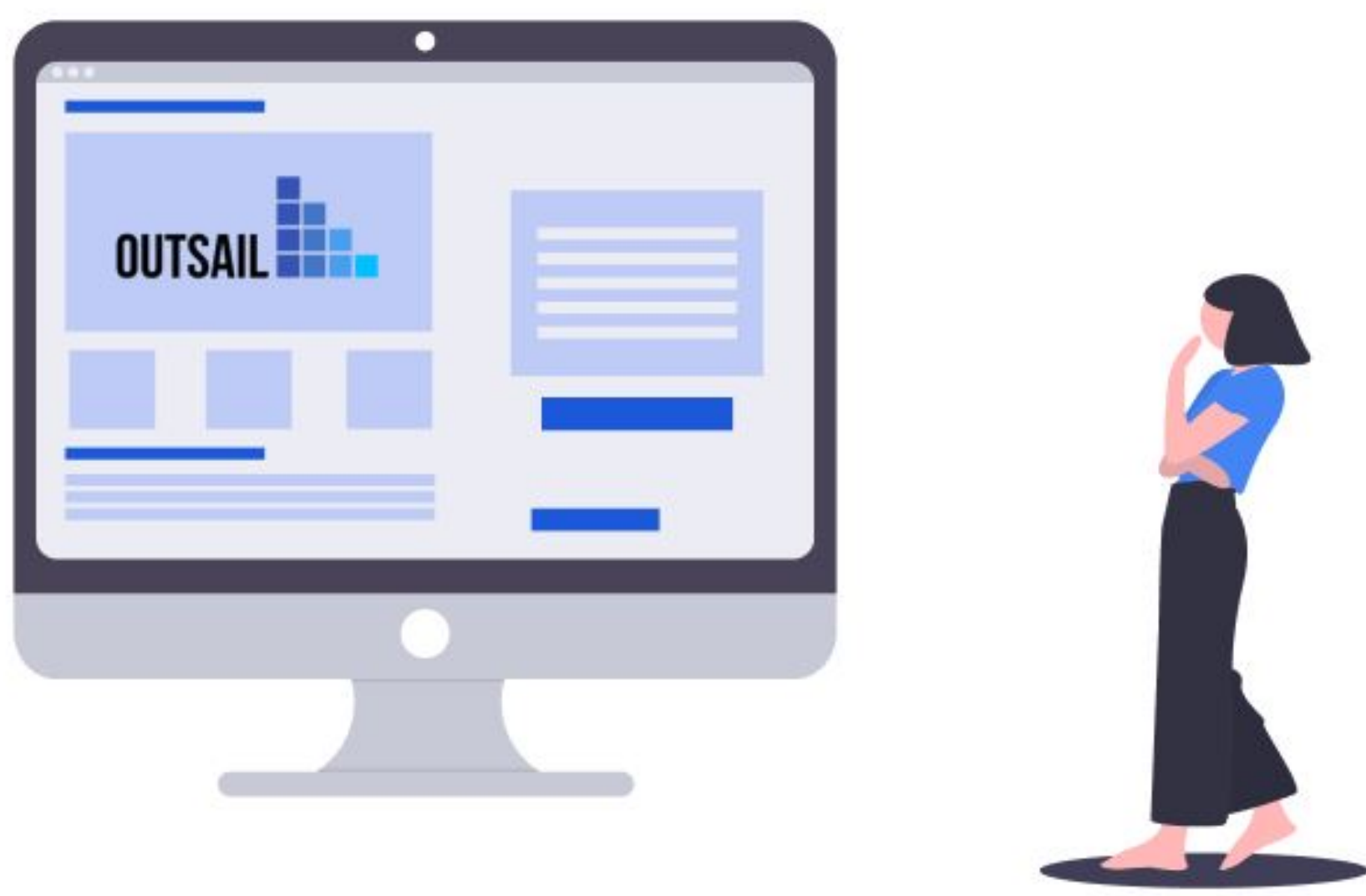
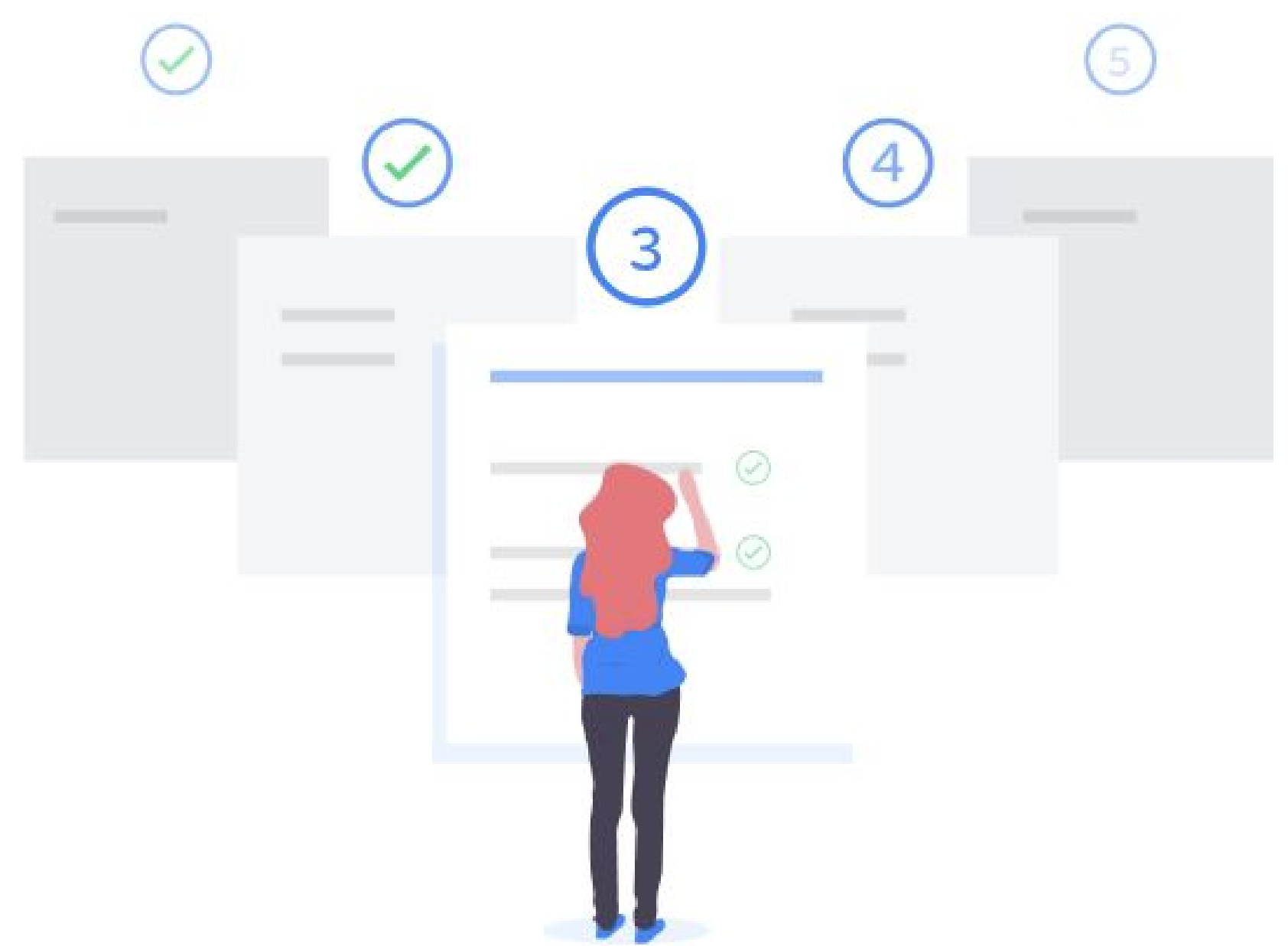


1. Alignment

Chat with an OutSail advisor and use our proprietary tools to help hone in on your **system requirements** and **buying priorities**

2. Shortlisting

Within days, receive a detailed shortlist of curated vendors to review, complete with **pricing**, **pros/cons** and **user reviews**



3. Evaluations

Select your finalists, and your OutSail advisor will **make introductions**, help with **demo scheduling** and provide a **timeline** to keep you moving forward

4. Selection

OutSail will provide a **detailed scorecard** to standardize the selection process and can help you find **implementation consultants** (if necessary)



How is OutSail free for HR teams?

If you decide to buy from a vendor that OutSail recommends, that vendor owes us a small fee for making the introduction. Here's what you need to know:

- **No hidden fees.** Vendors do not pass this cost along to you. Instead, it comes from their sales & marketing budget.
- **No preferred vendors.** Only 2 vendors out of 120 haven't agreed to this fee. And we still recommend those two if they're a good fit for a client.
- **Satisfaction guarantee.** If you're unhappy with a purchase that we recommended, we will give our introduction bonus to you to help with your next purchase.