yempo
your employees offshore

WORKING WITH YEMPO

Contents

Struggling to attract and retain quality affordable local talent?

"We wanted to find local staff but couldn't. Yempo gives us the senior IT expertise that other outsourcers cannot provide."

Ron Rosenbaum
Managing Director
The IT Agency

Need to free up time for management and senior staff?

"Michelle Fiegehen, the CEO, understands the Philippines labour market and employment legislation. This means we know we're compliant and cost-effective."

Kirsten Forrester
CEO
Accounting for Good

Want your offshore staff to sit with a culturally aligned business?

"Yempo provides a seamless, supportive, end-to-end process. Michelle is incredibly accessible and problems get solved fast."

David Dennis
Managing Director
FiveP

About Yempo

Yempo is the specialist provider of outsourced, Philippines-based Accountancy, Finance and Information Technology professionals to clients in Australia, the US, Canada, the UK and New Zealand.

Our Vision

Our vision is to deliver excellence to our clients by leveraging our cross-cultural communication and integration knowledge. We provide robust, cost-effective staffing solutions by focusing on employee empowerment, development, and respect.

Our Founders

Michelle Fiegehen

The buck stops with Michelle, our super-experienced Australian senior director (IT and Finance) who resides in the Philippines. Every Yempo client has access to and spends time with Michelle.

Seemingly impossible? No. Michelle has built an expert team of local managers who work alongside her. Their combination of Western experience and local knowledge creates fantastic outcomes for our clients.

"Michelle knows everyone by name, and her staff warmly greet her. Yempo treats people well, so there is a 'fit' with our business" - David Dennis, Managing Director, FiveP

Ian Parkin

Ian is an IT professional. An addict to tech, he has chased his tech kicks all around the globe, working in the UK, USA, and across Asia. Ian's home now? Australia.

Ian's a proper 'Dr. Who' and has led teams located across multiple time zones and cultures, as well as delivered solutions through offshore service centres. Our MSP clients value Ian's tech expertise and focus on providing uninterrupted services.

WHY PEOPLE CHOOSE US

High Caliber Staff

Big Costs Savings

Amazing Culture

Modern Technology

Happy Employees

Flexible Options

Our Case Studies

accounting for good

Finance & Accountancy Outsourcing Case Study
Philippines-based accountancy team for an Australian accountancy consultancy.

Accounting for Good provides accountancy services for not-for-profits.

Outcomes Accounting for Good reports from engaging Yempo:

- Cost-effective.
- Access to high-quality candidates. Australian talent is in very short supply.
- Very genuine leadership with structured processes.
- Compliance advice. Michelle understands the Philippines' labour market & legislation.

"Yempo is a good employer from the perspective of local, Philippines, staff."
Kirsten Forrester, CEO, Accounting for Good

Compliance Data Lab
Making Compliance Closer

IT & Development Outsourcing Case Study
Philippines-based offshore IT team for a Japanese/Australian data business.

Compliance Data Lab provides advanced compliance management solutions.

Outcomes Compliance Data Lab reports from engaging Yempo:

- Better skills than we can hire locally.
- The first offshoring company that we've found where delivery exceeds what we expected.
- Excellent English and shared time zones make working with our Philippines-based team very easy.
- Excellent technology. Yempo makes getting the right tech easy.

"Interviewing, contracting, hitting dates, invoicing...it's been so easy...we thought there must be a catch!"
Warwick Matthews & Chris Gilligan, Compliance Data Lab

Our Case Studies

SDJA Audit Specialists

Accountancy & Finance Outsourcing Case Study
Accountancy resources for an Australian auditor.

SDJA Audit Specialists serves the not-for-profit and private sectors.

Outcomes SDJA Audit Specialists reports from engaging Yempo:

- Peace of mind. A one-stop shop from job spec to ad, interview, employment, admin, tech, payroll.
- Yempo provides a necessary response to the shortage of quality Australian labour.
- Yempo's fully integrated model means they are an extension of our local team. Our clients don't know the difference.
- Yempo looks after their team members, and staff are happy to come to work.

"Don't change anything as both service and quality are great. I'd recommend Yempo to anyone.''
Simon Joyce, Director, SDJA Audit Specialists

respiri

IT & Development Outsourcing Case Study
Philippines-based IT resources for a medical technology company.

Respiri is a MedTech provider that enables wheeze detection.

Outcomes Respiri reports from engaging Yempo:

- It's like working with a local partner even down to paying in our local currency.
- It really is your team in the Philippines as opposed to an outsource arrangement.
- Michelle, Yempo's CEO, sets the professional and values driven tone; she's always accessible.
- A seamless, supportive, end-to-end process.

"Yempo really does give you your own quality employees. You select and work with them whilst Michelle and team manage everything else – HR, contracts, IT, recruitment."
Peter Hildebrandt, Respiri

Our Solutions

Why Businesses with Talent Gaps Choose Yempo?

- Premium employer able to attract and retain top IT and Finance talent.
- No upfront costs. Pay nothing until you approve a hire on your account.
- No long-term commitments. Release a staff member on 2 days notice.
- Pay in your currency, tax-free, into a bank account in your country.
- Excellent staff benefits driving our <15% attrition rate.
- Office-based or home-based resources – you choose.
- Comprehensive recruitment to meet your needs.
- You make final staffing decisions.
- No long-term contracts.
- Fixed monthly admin fee plus pass-through salary costs.
- Fixed monthly costs are billed in your currency.
- High-quality, secure, and air-conditioned premises.
- Furniture, IT and communications infrastructure are all included.
- Highly accessible local management.
- Annual company summer outing, Christmas function, monthly achievement celebrations, and social and welfare activities.
- Salary, taxation, and compliance with all local employee laws.

Sample Costs

At Yempo, we pass through the staff salary with no markup and then charge a fixed monthly fee in your currency. Staff are 100% dedicated to your work but all oversight and management is done by us.

Sample staffing costs are below, and are all-inclusive of our fee, provision of all accommodation, furnishings, infrastructure, and technology. No added extras.

	Annual Salary (AUD)	Annual Yempo Cost (AUD)	Annual Savings (AUD)
Accounts Payable	66,120	28,044	38,076
Accounts Receivable	64,980	28,248	36,732
General Accountant	74,400	31,140	43,260
Finance Manager	132,180	44,580	87,600

	Annual Salary (AUD)	Annual Yempo Cost (AUD)	Annual Savings (AUD)
Technical Support Analyst	79,200	29,628	49,572
Infrastructure Engineer	110,520	34,260	76,260
Software Developer	106,800	31,572	75,228
Software Tester	88,800	32,532	56,268
Solutions Architect	158,100	50,784	107,316

OTHER SAVINGS

Office space

IT equipment

Furniture

Network

Management

HOW MUCH CAN YOU SAVE?

All our clients are saving a minimum of 50% on salary costs alone.

Steps to Outsourcing

STEP 1 > **STEP 2** > **STEP 3** > **STEP 4**

Meet with Yempo, review the contract, sign the MSA, and provide the job specifications.	Yempo runs the job ads, screens the applicants, and provides you with a shortlist of the most qualified.	You review the candidates, Yempo arranges the interviews, and you interview the applicants.	You select a suitable candidate, Yempo candidate accepts the start date and prepares for onboarding.

REQUIRED BY YOU

Review the contract

Interview your selections

Evaluate screened candidates

Select your favorite

Train your new employees

Learn more about our success stories.

READ CASE STUDIES

www.yempo-solutions.com