

Beyond.com & The Network Update

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Last fall, Beyond.com became the U.S. partner for The Network. The Network is an alliance of 49 job boards representing 120 countries around the world. As the U.S. member representative Beyond.com works with all agencies and clients headquartered in the U.S. to consolidate their global recruitment spend.

The Network is comprised of leading job boards from countries all of the world and as an agency representative you are most likely already familiar with The Network's largest partners:



How Your Clients Can Benefit from Beyond.com's Relationship with The Network

- 1. Lower overall costs.** The Network enables your clients to consolidate their contracts on a country by country level into one global contract. This in turn provides a lower overall total cost, as pricing is based upon global quantities.
- 2. Elimination of VAT taxes.** If you have clients who are purchasing their international contracts on a local level, they are paying VAT taxes. (For example, if a client's London office is directly purchasing TotalJobs in London, they are subject to VAT taxes.) When this same contract is purchased though a Network contract via Beyond.com, they are exempt from all VAT taxes.
- 3. Consolidated posting processes.** If your client is posting jobs manually, or if they are using an ATS or agency job posting technology product, The Network has a streamlined posting process to meet their needs. The Network is integrated within most major job posting distribution systems.

How Agencies Can Benefit from Beyond.com's Relationship with The Network

- 1. Agency Commissions.** Agencies receive a 15% commission on all Network contracts when purchased through Beyond.com. If you have purchased international job board contracts for your clients, you know that some job boards or some countries do not offer an agency commission, however The Network's consolidation program allows you to get your agency commissions on every global contract!



2. **Pricing in One Currency.** Pricing is always submitted to you in U.S. Dollars. No more trying to figure out what the exchange rate is of the Euro, the Russian Ruble, or the Hungarian Forint. Beyond.com takes care of all of this for you, and always submits pricing to you in one currency for all job boards. (If you have ever put together a large scale recruitment plan for a global client, you know what a headache gathering and converting currencies can be!) Plus your finance department no longer has to worry about the time and expense of currency conversion fees and sending money wires overseas.
3. **Payment upon invoice.** Several overseas job boards, especially in the ASIA Pac region, require payment upfront from agencies before they will activate a client's account. Since you will be working through Beyond.com, you are eligible to be invoiced for all Network purchases, and will not be required to pay upfront for services.
4. **One contact person.** Located in the U.S., to work with on any of the 49 job boards from all over the world. (No more late night phone calls to Singapore!)
5. **One Contract, one Project Plan.** When working with The Network, you do not have to keep up with project plans, spreadsheets, or files of information and language translations from each job board. Beyond takes care of all of that for you, and provides one concise document which includes pricing (in USD), consolidated package details, and individual job board details (as needed), so you have all of the information you need at your fingertips, in one place!
6. **We understand your role.** Our Global Account Manager has worked as an agency rep for over ten years – dealing only with international clients. We understand your time commitments, workloads, and frustrations, and will work with you to make the process as seamless as possible.

Learn more about how you can go international with Beyond.com!

Contact Angie Clowers, Global Account Manager at 423-202-7955 or AngieC@Beyond.com.