



How AE in a Box helps the Employer

We got involved in the auto enrolment market about 18 months ago with medium sized employers. We were in a position where we were helping them on a consultative basis. So we were sitting down and really digging deep into their business to really work out what they needed in terms of Auto Enrolment support. We did, that got loads of experience and knowledge in the auto enrolment market, and now we're in the situation where we've considered how to help smaller employers.

Naturally smaller employers budgets tend to be smaller and the needs of a smaller employer are slightly simpler than a medium sized employer. So how do you actually help these employers, if they need help at all?

The answer is yes, they do need help and with certain tasks. Namely:

- 1) Setting a project up to make sure auto enrolment works**
- 2) Support for the employer, so they can understand exactly what their responsibilities are and facility to Speak to an Expert and make sure they're in a position to get ready for Auto Enrolment.**
- 3) Additionally they might need to speak directly to the regulator. What we've discovered though, is most companies aren't comfortable speaking directly to the regulator, so it's really useful for them to have someone they trust to do that for them.**
- 4) Employers have shared they definitely want to avoid having a knock on the door from an employee asking for advice. They recognise they're not pension experts and they don't want to be accused of coercing an employee to opt out. A lot of employers are looking for support with communicating the message they need to their employees.**
- 5) The other thing is a lot of employers recognise auto**



enrolment isn't a one stop deal. Once you comply, you need to comply at every payroll date. And even though the regulation is fixed up to 2017, if you look anywhere in the world where something similar to auto enrolment has been, after that it changes, and it changes quite quickly. Smaller employers are scared of not being able to keep up with the pace of change from the regulator.

- 6) So how do they find a really efficient way to keep up with these changes, and how do they find a way that is affordable for the employer and manageable for any professionals who work with them?**

We believe we've found the answer in AE in a Box. AE in a Box delivers a project management that's built per employer based on what they tell us. Additionally it delivers support for the employer based through Ask the Experts and an Ask the Regulator service. It delivers employee videos that protect the employer by giving them the information they need without leaving the employer open to being accused of guiding and persuading employees in the wrong direction. And it offers an update service, so as the regulation changes, the employer is kept fully up to date with what they need to do and what tasks they'll need to do to continue to comply.

It's an employer's own tailor made consultant in a box.:

- ✓ **Pension guidance**
- ✓ **Project Management**
- ✓ **Certification calculator**
- ✓ **Auto Enrolment tasks timeline / diary**
- ✓ **'Ask the regulator'**
- ✓ **Employer support**
- ✓ **And more**

Reservation fee £79 (exc VAT) then monthly £29 exc VAT

Payments starts 9 months before Staging Date