

CASE STUDY

PEO - KTG

Date: May 2021



The Client

KTG was established 15 years ago by husband and wife, Godwin and Reena Anthony, to meet the need for quality care services in the Lancashire area. Based in Preston, they founded KTG with a vision, based on personal experience and traditional family values, to provide exceptional carers to service clients in both private and residential homes. Recently, KTG has started to supply teachers through their Education division and are in the process of opening branches in Wigan, Blackpool, Blackburn, and Lancaster.



The Challenge

KTG's founder had worked with different payroll agencies for 20 years but had never found the perfect provider. He wanted to be sure that KTG's candidates could go out and do their jobs in the care sector safe in the knowledge that they were being looked after and that any payroll or employment issues would be swiftly dealt with. KTG knew that this would help to create a real sense of loyalty amongst the people that worked for them.

A year ago, frustrated with regular payroll problems that never seemed to get resolved quickly and following a recommendation from a new colleague, KTG decided to try working with People Group and using the PEO Joint Employment service rather than an umbrella company for the first time. PEO appealed as it offered more transparency and benefits for agency workers.

The Result

Not only has working with People PEO meant an end to the payroll issues that were taking up a huge amount of time and having a negative impact on the company's brand and google ratings, it has also saved KTG a considerable amount of money. In terms of efficiencies, KTG believe it is saving them at least 10 hours a week and whereas they previously had two full time employees occupied with just dealing with payroll now it requires only part of one person's role, freeing up valuable time to focus on growing the business.

Happy candidates results in greater loyalty to a business and KTG is encouraging more agency workers to take up the My Wallet benefits which include being able to access Learning and Development and Health and Wellbeing services. As a family run business in the healthcare sector it's key to KTG that people move on from the agency feeling positive about the time they spent with them. This not only leads to positive word of mouth referrals to colleagues but also means people return to KTG on multiple occasions in between other roles.

What the Client Said

"People Group has been a godsend. It's critical to our business that our candidates are well looked after and have certainty about their pay and the support they receive. The PEO product just makes life so much easier and takes away the hassle factors that were causing headaches for us. We feel we can trust People Group completely and that peace of mind is so valuable."

Godwin Anthony, KTG



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People PEO – the Benefits of a Joint Employment Service

- Outsourcing payroll where contracts state that the agency must be the employer (never before allowed)
- VAT savings between joint employers of 99%
- Cash flow savings and actual savings if using ID facilities
- Compliance savings - portability of workers and speed to get them to work
- Cost of insurance savings - we can reduce your insurance costs

About People Group

For the past 15 years People Group has been supporting recruitment agencies, businesses and contractors with the very best services. In that time, we've harnessed technology and used our expertise to rethink and reinvent compliance and payroll for the better. We've optimised the underpinning processes, so that they're as efficient as possible and deliver tangible time and money savings for our customers.

