

### **What will Avensure not provide to Physio First members as part of this relationship?**

What is not available as part of this free employment law and HR service, is the opportunity to review self-employed or employment contracts or received representation to an Industrial Tribunal, both of which form part of their paid service. That said, our executive do expect that the opportunity for members to consult an HR and employment law specialist, who will provide context and clarity to any HR or employment issue, to help to produce some quick and efficient solutions, that members will feel confident to deploy.

Where the Avensure paid service comes into its own, is in helping an employer to confidently marshal the entire employer infrastructure that many small employers really worry about and never quite find time to confidently sign off.

Like all Physio First strategic relationships and member benefits, we will monitor this service, but our executive feels confident that, based upon Physio First's experience as a customer of Avensure, that this free service will prove valuable as a first point of contact when a member faces an employment or HR problem.

### **What are the discounts and cashback on the Avensure employment and HR Consultancy?**

Avensure will offer Physio First members their HR Consultancy at a discounted rate of 15% for QACs and 7.5% for all other members, as well as a full rebate of the £350 commission due to Physio First as an introducer. This means that Avensure "will pay a straight forward £350 for each new client that [they] sign up via the Avensure Physio First Member scheme" which will be paid to Physio First and which, in turn, Physio First will pay to each member when received.

So that's **15% off** their HR Consultancy for QACs, 7.5% for all other members and **£350 cashback** for every member who signs up for their 36 or 60 month contract.

Summary details of prices with discounts and upon Physio First repayment of the commission are set out here:

| QAC RATES with 15% discount and repayment of commission  |              |                   |          |               |                        |                           |                                  |
|--|--------------|-------------------|----------|---------------|------------------------|---------------------------|----------------------------------|
|  | 5 Staff      | Amount per month* | Plus Vat | Total inc Vat | Contract Total exc VAT | Less commission repayment | Final total per contract exc VAT |
|  | 12 months at | £290              | £58      | £348          | £3,480.00              | £0.00                     | £3,480.00                        |
|  | 36 months at | £145              | £29      | £174          | £5,220.00              | £350.00                   | £4,870.00                        |
|  | 60 months at | £100              | £20      | £120          | £6,000.00              | £350.00                   | £5,650.00                        |
|  | 10 Staff     | Amount per month* | Plus Vat | Total inc Vat | Contract Total         | Less commission repayment | Final total per contract exc VAT |
|  | 12 months at | £330              | £66      | £396          | £3,960.00              | £0.00                     | £3,960.00                        |
|  | 36 months at | £210              | £42      | £252          | £7,560.00              | £350.00                   | £7,210.00                        |
|  | 60 months at | £165              | £33      | £198          | £9,900.00              | £350.00                   | £9,550.00                        |
|  | 15 Staff     | Amount per month* | Plus Vat | Total inc Vat | Contract Total         | Less commission repayment | Final total per contract exc VAT |
|  | 12 months at | £380              | £76      | £456          | £4,560.00              | £0.00                     | £4,560.00                        |
|  | 36 months at | £290              | £58      | £348          | £10,440.00             | £350.00                   | £10,090.00                       |
|  | 60 months at | £240              | £48      | £288          | £14,400.00             | £350.00                   | £14,050.00                       |
|  | 20 Staff     | Amount per month* | Plus Vat | Total inc Vat | Contract Total         | Less commission repayment | Final total per contract exc VAT |
|  | 12 months at | £751              | £150     | £901          | £9,012.00              | £0.00                     | £9,012.00                        |
|  | 36 months at | £620              | £124     | £744          | £22,320.00             | £350.00                   | £21,970.00                       |
|  | 60 months at | £540              | £108     | £648          | £32,400.00             | £350.00                   | £32,050.00                       |
| *The above will carry a discount for the 36 and 60 months options, unfortunately the 12 month option is the cost of set up for the service, and cannot be altered. |              |                   |          |               |                        |                           |                                  |

| Non QAC RATES with 7.5% discount and repayment of commission   |              |                   |          |               |                |                           |                                  |
|--|--------------|-------------------|----------|---------------|----------------|---------------------------|----------------------------------|
|  | 5 Staff      | Amount per month* | Plus Vat | Total inc Vat | Contract Total | Less commission repayment | Final total per contract exc VAT |
|  | 12 months at | £311.75           | £62.35   | £374.10       | £3,741.00      | £0.00                     | £3,741.00                        |
|  | 36 months at | £155.87           | £31.17   | £187.04       | £5,611.32      | £350.00                   | £5,261.32                        |
|  | 60 months at | £107.50           | £21.50   | £129.00       | £6,450.00      | £350.00                   | £6,100.00                        |
|  | 10 Staff     | Amount per month* | Plus Vat | Total inc Vat | Contract Total | Less commission repayment | Final total per contract exc VAT |
|  | 12 months at | £354.75           | £70.95   | £425.70       | £4,257.00      | £0.00                     | £4,257.00                        |
|  | 36 months at | £225.75           | £45.15   | £270.90       | £8,127.00      | £350.00                   | £7,777.00                        |
|  | 60 months at | £177.37           | £35.47   | £212.84       | £10,642.20     | £350.00                   | £10,292.20                       |
|  | 15 Staff     | Amount per month* | Plus Vat | Total inc Vat | Contract Total | Less commission repayment | Final total per contract exc VAT |
|  | 12 months at | £408.50           | £81.70   | £490.20       | £4,902.00      | £0.00                     | £4,902.00                        |
|  | 36 months at | £311.75           | £62.35   | £374.10       | £11,223.00     | £350.00                   | £10,873.00                       |
|  | 60 months at | £258.00           | £51.60   | £309.60       | £15,480.00     | £350.00                   | £15,130.00                       |
|  | 20 Staff     | Amount per month* | Plus Vat | Total inc Vat | Contract Total | Less commission repayment | Final total per contract exc VAT |
|  | 12 months at | £751.00           | £150.20  | £901.20       | £9,012.00      | £0.00                     | £9,012.00                        |
|  | 36 months at | £620.00           | £124.00  | £744.00       | £22,320.00     | £350.00                   | £21,970.00                       |
|  | 60 months at | £540.00           | £108.00  | £648.00       | £32,400.00     | £350.00                   | £32,050.00                       |
| *The above will carry a discount for the 36 and 60 months options, unfortunately the 12 month option is the cost of set up for the service, and cannot be altered. |              |                   |          |               |                |                           |                                  |



**For more information or to sign up for Avensure's HR Consultancy?**

Follow this **link** for more information or contact the Physio First office on 0160 468 4960 or email [minerva@physiofirst.org.uk](mailto:minerva@physiofirst.org.uk) to be put in touch with our Avensure contact to see how they can fulfil all your HR needs.