

WEBINAR SERIES

# Introducing ScoutLogic, Our Advanced Background Check Solution

November 9, 2022



# Today's Presenter



## Chip Ramsey

Director of Sales  
ScoutLogic

Chip Ramsey has worked in the staffing and recruiting industry for 14 years. He is currently the director of sales at ScoutLogic, a unique background screening company that utilizes Big Data and Analytics to provide clients with quick turnaround times, better service delivery, and significant cost savings.

Chip has experience with business development, sales management, and account management for more than 20 years, working within the staffing industry and assisting HR professionals. He is an active member of the Human Resources Association of Central Ohio (HRACO) and has served as VP of Membership, President-Elect, President, and Past President on the Board of HRACO. Chip now serves as the VP of Membership for the Ohio Staffing & Search Association. He holds a BA in Journalism from Ohio State University and is one of “those” Buckeye Fans!

# Today's Agenda

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- Who We Are
- ScoutLogic Advantage
- The ScoutLogic Advantage for Small Businesses
- The “Scout” in the foundation of the model
- Industry Leading Turnaround Times

## Webinar Forum

*All participants are muted.*

*Please type questions in the side navigation panel and we will try to address most questions during today's session.*

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ScoutLogic®

# Partnership Overview



# Who We Are

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## **A full-service background check company.**

We believe the background check industry is a service business, not a credit bureau or technology company. Our approach to service has helped small and mid-sized businesses (SMBs) work more efficiently to onboard great talent.



**More time  
spent on  
background  
checks**

“ *Every minute a team member spends on a background check takes them away from a more valuable activity.*

“ *I spend at least an hour a day following up on why a background check isn't finished so my internal clients don't get upset.*

**Less time  
spent on  
finding great  
talent.**

“ *Why am I the one chasing down employment verifications, isn't that the background check company's job?*

“ *I want background checks to be like electricity... highly predictable, of high quality, and I don't want to get gouged.*

**Our Scout Service Model is incredibly responsive to your needs, regardless of business size, so you can focus on finding great talent.**



### **Dedicated Service Model**

You will be assigned a dedicated Scout who operates as an extension of your team. ScoutLogic has best-in-class customer satisfaction scores.



### **Faster Background Checks**

Our Scout service model enables us to return checks faster and with more accuracy. Most checks return in less than one day and our dispute rate is .02%.



### **Proactive Updates**

You do not have to chase the status of a background check and your Scout will proactively notify you of any issues so you can stay focused on finding great talent.

# The ScoutLogic Advantage for Small Businesses



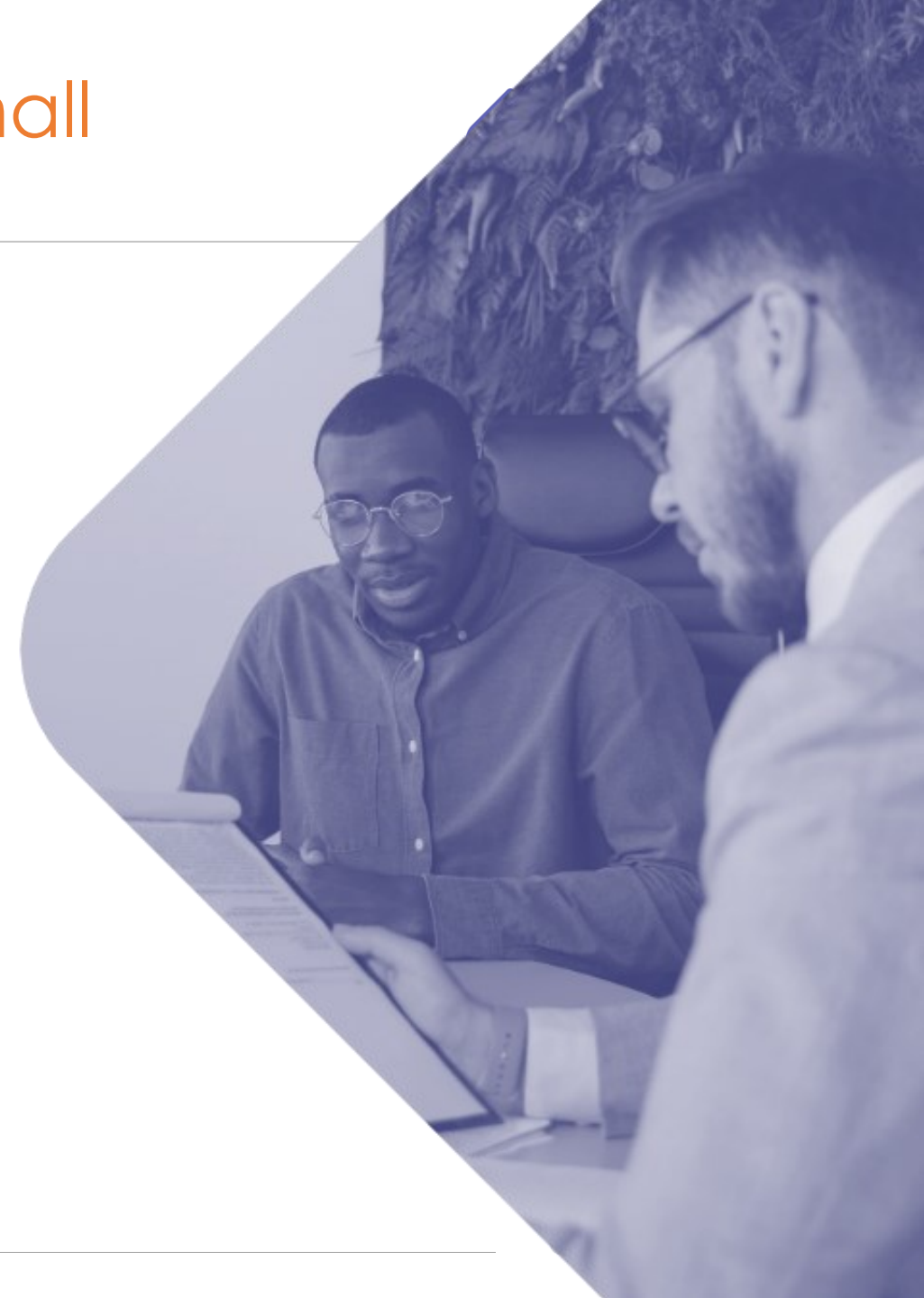
We become an extension of your onboarding team/talent acquisition department...think of us as extra headcount



We communicate proactively and professionally...reducing time you need to spend thinking about background checks



We are rigorous about compliance & quality...reducing the time you need to spend monitoring the changing legal landscape





# The “Scout” in the foundation of the model



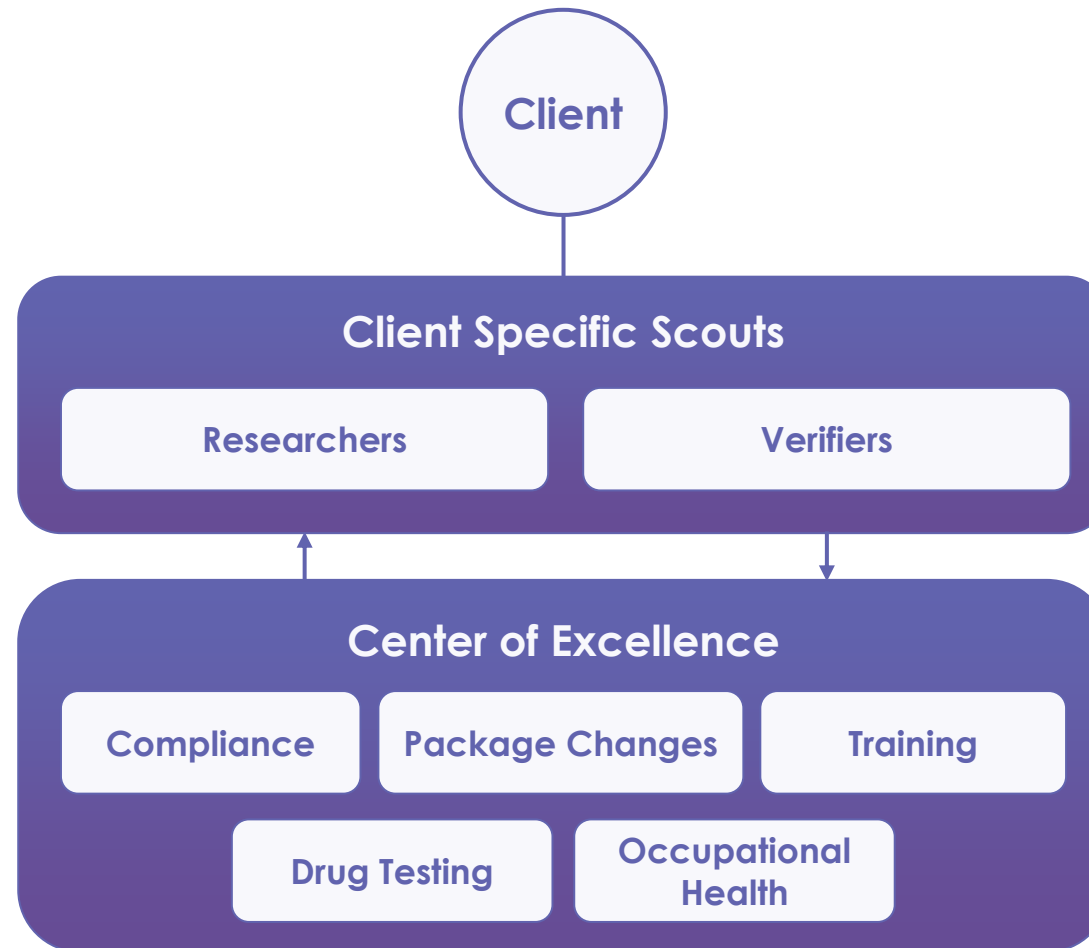
## Scout Model Advantage

- ✓ Assigned to your company, gets to know your people, your candidates, and your processes.
- ✓ More than an outstanding account manager, an experienced researcher.
- ✓ Backed by resources and productivity tools to complete checks quickly and be incredibly responsive.

## Tasks Off Your Plate

- ✓ Proactively communicates delays in reports; you don't have to follow up with us.
- ✓ Works directly with candidates to get additional documentation to complete verifications.
- ✓ Compliance alerts are summarized for you with implications and actionable suggestions.

# ScoutLogic Model Aligned to Clients, Not Components



# Customers Love ScoutLogic

## Obsessed With Service to YOUR Team

- > 400 Customers and 100% Referenceable
- NPS Score of 62 (July '22) - On Par with Apple
- PBSA Accredited

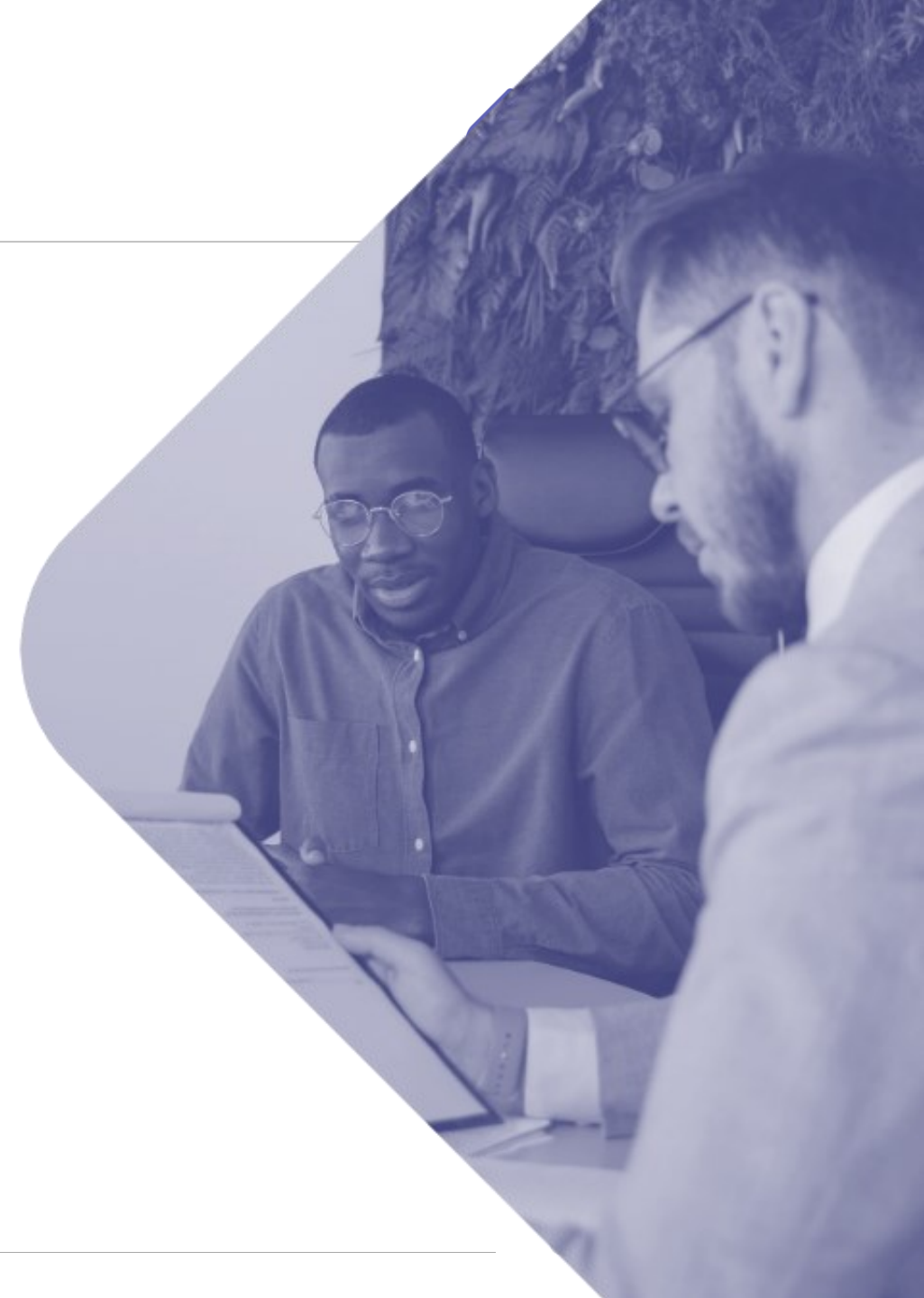


## Our “Scout” Culture Drives Great Client Outcomes

- <3% Voluntary Employee Attrition
- Culture & Engagement Score: 94% (23% above average)
- Robust Benefits: Health Insurance, 401K, Stock Options

## Financially Independent, Growing, and Profitable

- No Outside Investors
- Consistent Growth >100%
- Profitable



# Industry Leading Turnaround Times



ScoutLogic performs 100K+ background searches per month, providing our clients with industry-leading turnaround times and service.

TAT by Component Type	ScoutLogic Target	2021 AVG	Apr 22	May 22	June 22	July 22	Aug 22	Sep 22
		Turnaround Time (days)						
National Criminal	0.25	0.26	0.21	0.25	0.43	0.46	0.45	0.45
County Criminal	1.50	1.48	1.48	1.47	1.63	1.27	1.26	1.23
Federal Criminal	0.50	0.50	0.59	0.73	0.69	0.69	0.74	0.52
County Civil	1.50	1.63	0.78	0.79	1.50	1.14	0.87	1.53
Federal Civil	1.00	1.36	0.23	0.54	0.35	0.21	0.45	0.64
Statewide	1.00	1.08	1.28	1.12	1.20	0.96	1.08	0.93
Employment Verification	2.00	1.65	1.29	1.36	1.47	1.50	1.32	1.88
Education Verification	2.00	1.89	1.72	1.74	2.04	1.96	1.69	1.95
Healthcare Compliance (I-MED Search)	0.25	0.28	0.22	0.21	0.23	0.38	0.32	0.41
Performance Metrics	ScoutLogic Target	2021 AVG	Apr 22	May 22	June 22	July 22	Aug 22	Sep 22
Unable to verify rate (%)	<5.0%	4.30%	1.90%	2.00%	2.20%	2.40%	2.60%	2.6%
Amended reports (%)	<.05%	0.02%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%

# Clients are fully referenceable



## STAFFING



## CONSUMER



## MANUFACTURING



## NON-PROFIT



(Sample from >300 clients)



# Case Study: Insight Global Health



*I could write a novel on how much I appreciate the partnership between IGH and ScoutLogic. From our first introduction call, ScoutLogic was a breath of fresh air. The ScoutLogic team has been nothing but professional, insightful, and supportive. Nick, Bill, Gena, and Paula work tirelessly to ensure my team and our consultants are set up for success. The Scouts are responsive and provide a level of education to me and the team that is unparalleled. This partnership is one for which I am incredibly grateful.*

**Abigail Holtzhouser, IGH Compliance Onboarding Lead**



Questions / Comments / Discussion?

# For additional info:

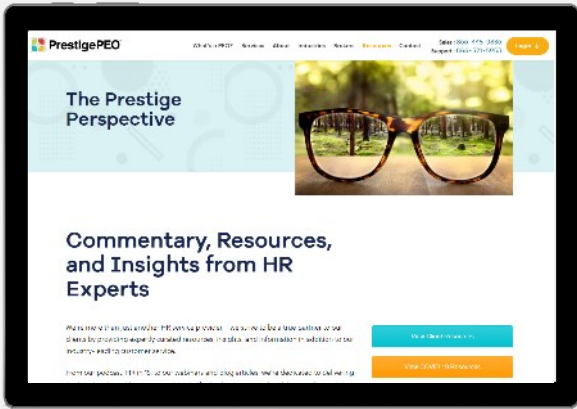
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You started your business because you had a great idea. We started our business to handle the rest.