



INTERLIANCE
Consulting, Inc.

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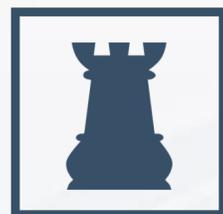
Entertainment Industry
Capabilities Presentation



INTERLIANCE | WHO WE ARE

We bring over 30 years of business planning and optimization experience to solving the most complex Entertainment Industry challenges

From content producers to BPO service providers, we provide innovative solutions across the production lifecycle to tackle the challenges of today's quickly evolving entertainment industry



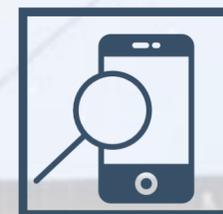
PLANNING AND STRATEGY



EXECUTIVE SUPPORT



OPERATING EFFICIENCY



TECHNOLOGY STRATEGY



PAYROLL AND EMPLOYEE MANAGEMENT



HEALTH CARE (ACA) ADVISORY

Technology Innovation SYSTEM

□ BUSINESS PLANNING AND STRATEGY

Getting your company to the next level takes a solid foundation and a forward-thinking strategy. We can help you establish a clear vision for your organization with measurable goals and executable action plans.

□ TECHNOLOGY STRATEGY

The technology powering the entertainment industry is changing faster than ever before. We provide real-world practical technology solutions including product vision development, digitization roadmaps, legacy system transition plans, and complete product lifecycle management.

□ PROCESS ANALYSIS, DESIGN, AND OPTIMIZATION

We guide you through an insightful assessment that identifies and systematically mitigates waste, risk, and service challenges – and, of course, we'll help you implement the solutions.

□ HEALTH CARE (ACA) ADVISORY

Our industry-leading experts can help you simplify your ACA obligations by streamlining your W-2 reporting, employee deductions, benefit plans, and NOE processes so that you can focus on what you care about – not reporting to the government.

□ PAYROLL AND EMPLOYEE MANAGEMENT

We are entertainment industry payroll specialists. Whether you're fulfilling in-house, outsourcing or analyzing your options, our team of entertainment industry payroll experts can help optimize and reduce cost from this mission critical function.

Do you manage a diverse employee base with loan outs, backlot staff, project based employees, and other complex scenarios?

We create employee management strategies that take the complexity out of entertainment HR.

**We solve these challenges and
many more...**

**We have worked on the most complex problems from
production challenges, to tax incentives, to emerging
technology integration. If you have a unique challenge,
contact us to find the right solution!**

CASE STUDY

Background:

A privately held entertainment BPO service provider that, with Interliance support, has strategically transformed its organization and realized a \$550M value growth in 3 years.

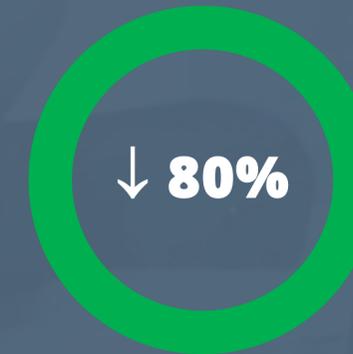
Challenges:

- Company lagged behind competitors in technology offerings as well as service delivery speed & quality
- Union & guild contributions were unreconciled
- Significant legal compliance risks with ACA and garnishments
- Ad-hoc growth strategy, lacking in consumer segmentation and go-forward plan

RESULTS



Processing Capacity



Error and Rework Rates



Service Delivery Speed



Unit Process Cost



EBITDA



Exit Value

OUR SOLUTIONS

Working with the CEO and other company leaders, we helped transform the organization and address complex industry challenges across four key areas



TECHNOLOGY

- Developed new product vision and roadmap, including:
 - Mobile Optimization
 - Digital Onboarding
 - Electronic Timecards
- Digitized and added intelligence to payroll calculation, including:
 - Hours to Gross Engine
 - Automated PH&W Deduction
 - Payroll System Development Project Management



PROCESS

- Identified opportunities and optimized key functions, including:
 - Payroll & Residuals
 - Finance
 - Labor Relations
 - Procurement
 - Supply Chain
 - Sales & Marketing
 - Human Resources



COMPLIANCE

- Performed company-wide risk assessment and established compliance management processes
- Reconciled Union contributions, established a go-forward contribution and audit process
- Developed an industry leading ACA compliance program
- Automated garnishment and employee verification to ensure compliance



INNOVATION

- Transformed sales efforts from tactical to strategic account planning
- Instilled a company-wide Culture of Excellence
- Designed & implemented metrics programs across the organization
- Developed market disruption strategies
- Overhauled the staffing, training, and succession planning programs
- Created new production worker offerings

THANK YOU



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