

A Smarter Way for Corporations to Find and Hire Independent Consultants

Avoid Co-Employment Risk and Excessive Fees

PrōKo Consulting is a modern talent model that allows your company to work with independent consultants in a cost effective way that eliminates co-employment risk. This innovative agency model incorporates employment law, the requirements of corporate procurement and HR, as well as the needs of professional independent consultants.

Why PrōKo is a Huge Advantage for Corporate Clients

- ❖ To mitigate co-employment risk, almost all Fortune 1000 companies require independent consultants to bill through third parties.
 - Mark-ups typically range from 15-40%.
 - PrōKo's agency fee is only 10%, thus allowing our clients to afford higher caliber talent and/or to significantly reduce their costs.
 - A Fortune 500 company saved over \$150,000 in fees by hiring three consultants through PrōKo instead of their usual staffing agency.
- ❖ PrōKo carries over \$5 million in insurance coverage, including Workers' Compensation and Errors & Omissions.
- ❖ PrōKo uses rock-solid contracts and subcontracts.
 - The contracting process is critical to effectively mitigating risk.
- ❖ PrōKo believes in complete transparency for efficient negotiations, better risk mitigation and stronger relationships.

PrōKo: Neither a Staffing Agency nor a Traditional Consulting Firm

PrōKo is a modern talent model, similar to a talent agency that brings together corporations and consultants in a legal and cost-effective way.

Hire Exceptional Pre-Screened Consultants

Not everyone can be a PrōKo Consultant. We represent only experienced professionals. All PrōKo Consultants:

- ❖ Have at least 15 years of experience in their field.
- ❖ Have worked for large, "gold standard" consulting firms and/or Fortune 500 companies.
- ❖ Are experts who direct their own work while collaborating with the client team.
- ❖ Have consciously chosen consulting as their career. (They are not in-between jobs.)
- ❖ Have been thoroughly screened and vetted by PrōKo.



Top Talent – Reasonable Rates

How PrōKo Consulting Works

- ❖ Your company wants to hire an independent consultant.
 - If it is a consultant you have already identified and PrōKo already represents them, we will help negotiate the project budget, refine the Statement of Work, and handle the compliance and contracting process.
 - If PrōKo does not yet represent the consultant and you would like us to, the consultant simply contacts PrōKo for an interview. (They must have at least 15 years of experience.)
 - If you have not yet identified a consultant, PrōKo will help you find the right one.
- ❖ The primary contract is between your company and PrōKo Consulting. PrōKo then enters into a subcontract with the consultant.
 - This creates a one-step-removed transaction to mitigate the company's co-employment risk.
 - This also clarifies relationships and brings transparency to the contracting process.
- ❖ The consultant is paid on a 1099 basis resulting in advantages for both the client and the consultant.
- ❖ PrōKo provides the corporate structure and insurance coverage so the individual consultant doesn't have to.

"Before PrōKo, I declined projects because the rates were too low. Companies were used to working with boutique agencies that imposed a huge mark-up of 30% or more (and thus paid independent consultants less). The PrōKo fee is tiny by comparison. By adopting the PrōKo model, companies can access my talent and years of experience for a lower overall fee to them. With PrōKo, it's a win-win situation!"

— ROBERT LUCO,
INDEPENDENT CONSULTANT

Companies love PrōKo because they:

- › Have easy access to professional, pre-screened consultants.
- › Can hire top-tier talent at reasonable rates – without excessive mark-ups.
- › Effectively mitigate their co-employment risk.



Consultants love PrōKo because they:

- › Gain access to insurance coverage, corporate representation, and a collaborative referral network.
- › Are better paid due to significantly smaller mark-ups (compared to staffing firms and traditional consulting agencies).
- › Can take advantage of self-employed tax benefits and retirement plans.

Contact PrōKo today. Engage professional independent consultants the smart way!

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ProkoConsulting.com