



Next Generation Personnel Security Case Management

Business Case Calculator



Workflows / SLAs



Personnel Management



RPA/API Integration with
Internal/External Systems



Role-Based Dashboards



Reporting & Metrics



Facility Management



Document Control



Contract & Subcontract
Management



Badge Management



Asset Management



Self-Reporting and
Supervisor Assessment



Applicant Portal &
PreScreens



Excel-based Import/Export



(International)
Incoming Visit Request



(International)
Outgoing Visit Request



JPAS/DISS Data Management



DD254 Management



Incident Management



Foreign Travel /
Contacts Management



Visit and Visitor
Management



Conferences & Training
Management



Technology Control
Management



Secure Space Management



Systems & Network
Management

Instant Velocity with a Fresh Approach

www.freshhaystack.com



Every year during budget forecasting exercises, Security Executives go through the process of assessing last year's performance through the lens of last year's output from existing resources: people, processes and systems; some of which may or may not be accessible.

The below calculations and formulas were derived using Security Industry averages and assumptions gathered from our clients over the course of 12 months.

This form will generate estimated efficiency and Return on Investment (ROI) as a result of using Fresh Haystack. The calculations used are modeled after actual production case studies of your peers. When entering information such as rates and cycle-times, please be as accurate as possible, but lean on the conservative if you are not sure of an input. Industry averages are suggested in some areas.

YOUR CURRENT NUMBERS

Total # of Employees in the Company	<input type="text"/>	Onboarding Cycle Time in Days Candidate Application completion to Entry on Duty (EOD)	<input type="text"/>
Average Billable Hourly Rate, Est. <small>All suitability, public trust, collateral and sci security contracts</small>	<input type="text"/>	Average number of Days: Pre-Screen To complete one entire pre-screen process	<input type="text"/>
Average Internal Hourly Rate <small>Blended for HR/Recruiting/PMs/Security</small>	<input type="text"/>	Average number of Days: OVR To complete all processes related to one OVR	<input type="text"/>
Attrition Rate <small>Enter the number that best represents your company's Attrition Rate as a percent of your Total Employee Count</small>	<input type="text"/>	Total number of Cleared Employees <small>Enter the number that best represents your company's Cleared Employees as a percent of your existing workforce</small>	<input type="text"/>

DERIVED ESTIMATES

Number of Annual New Hires <small>Based on 70% of attrition as a conservative est.</small>	<input type="text"/>	Pre-Screens performed per year <small>Based on 5x Attrition Rate</small>	<input type="text"/>
Security Cases processed per year <small>200% of total # of Cleared employees per year</small>	<input type="text"/>	OVRs performed per year <small>Based on 40% of Company Size</small>	<input type="text"/>

PRE-SCREEN - CURRENT

Current Cost per Pre-Screen <small>Avg. Internal Rate * Avg Days to complete one Pre-Screen</small>	<input type="text"/>
Total spent in one year on Pre-Screens <small>Cost per Pre-Screen * # of Annual Pre-Screens</small>	<input type="text"/>

OVR - CURRENT

Current Cost per OVR <small>Avg. Internal Rate * Avg Days to complete one OVR</small>	<input type="text"/>
Total spent in one year on OVRs <small>Cost per OVR * # of Annual OVRs</small>	<input type="text"/>

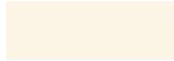
On the following page, we will use your numbers and their derived estimates to demonstrate the results of using Fresh Haystack.



PRE-SCREEN WITH FRESH HAYSTACK

Avg # Days to complete one Pre-Screen

Case Study: From 3 days to 3 hrs with Fresh Haystack



Avg cost for one Pre-Screen

*Avg. Internal Rate * Time Spent*



Avg yearly cost for all Pre-Screens

*# of Annual Pre-Screens * FH Cost*



OVR WITH FRESH HAYSTACK

Avg # Days to complete one OVR

Case Study: From 2 days to 30 min. for completed OVR



Avg cost for one OVR

*Avg. Internal Rate * Time Spent*



Avg yearly cost for all OVRs

*# of Annual OVRs * FH Cost*



PRE-SCREEN - NET GAINS

Net Gain - Monetary



Net Gain - Time (man-days)



OVR - NET GAINS

Net Gain - Monetary



Net Gain - Time (man-days)



ONBOARDING

Billable Opportunity Gains

Based on your Average Hourly Rate, # of Annual Hires, and Fresh Haystack reducing your Current Cycle Time by 2/3



TOTAL ROI

Sum of Pre-Screen, OVR, and Onboarding Net Gains



The above are just a few of the many out-of-the-box processes automated by Fresh Haystack. To come up with these estimate formulas, we'd gathered 12 months of measured data relating to one of the most common, but complex processes that every Government Contractor has to execute. This process involves constant communication, handoffs and coordination between the Candidate, HR, Recruiting, Security, Contracts, and the Program Manager.

Schedule a meeting with us