

Question: Is paying a Cybertary more expensive than an employee?

Full Time Employee vs. Cybertary (A Cost Comparison)

Answer: No Way!

The real cost of an employee is about twice the annual salary or hourly pay. Since you only pay Cybertary for time-on-task, your employee's 8-hour day can be crunched into 3-4 hours with Cybertary! Cybertary does not charge you for idle time, washroom visits, personal phone calls, computer downtime, lunch hours, sick leave, vacation time, personal time off, etc. So a 40-hour work week can turn into a 15-20 hour week for Cybertary.

Save \$33,446 annually with Cybertary!

Here's an example adapted from the book *Consulting for Dummies*:

The Employee		The Cybertary	
Hourly Pay Rate	\$ 20.00	Hourly Pay Rate	\$ 50.00
Fringe Benefits @ 43%	+ \$ 8.69	Fringe Benefits	+ \$ -
Overhead Rate @ 31%	+ \$ 6.16	Overhead Rate	+ \$ -
Effective Pay Rate	\$ 34.85	Effective Pay Rate	\$ 50.00
Hours per Year	x 2,080	Hours per Year	x 780
Total Annual Labor Cost	\$72,446	Total Annual Labor Cost	\$ 39,000



THINK ABOUT IT:

For just 4 hours per week with Cybertary you gain 10% more time in front of your clients. If your time is worth \$100 per hour, you lose \$400 each week doing administrative and marketing tasks yourself.

Partnering with Cybertary can save you \$200 per week!

Plus, think about the extra time you will gain...

We invite you to compare the costs associated with hiring an employee by using the salary calculators located at <http://www.salary.com>. We also have a more detailed analysis that breaks down the percentages above.

Once you've discovered how cost-effective it is to partner with Cybertary, call us!

We are always ready to help.



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