

# FORMICIDAE

Innovative Outsourcing

“ Do what you do best;  
Outsource the rest! ”



## ABOUT US

# FORMICIDAE your dependable business partner

Our philosophy is based on the ants' perseverance, grit, can-do-never-quit attitude, and the belief that no goal is too big that it cannot be accomplished.

Named after the tiny, committed hard workers, FORMICIDAE provides an augmented workforce, ready to carry the load of outsourced services.

**FORMICIDAE** is an end-to-end, outsourced business services provider that supports entrepreneurs and companies to grow.

Formicidae has professional teams in the United States and the Philippines with varied skill sets, talents, and expertise, highly motivated to perform outsourced tasks critical to clients' success.

Formicidae nurtures a passion for business growth and finds fulfillment in seeing companies achieve their goals through our support. By partnering with us, your company accelerates profitability through the reduction of cost and increased revenue.

**“Do what you do best; Outsource the rest”**

“ Our mission is to empower businesses by helping them grow through increased revenue, lowered operational expenses, and fast staff augmentation. ”



## Virtual/Remote Staff

### “Do what you do best, outsource the rest”

Our trained, experienced, and dependable offshore Filipino Virtual Assistants support self-employed professionals or entrepreneurs do the non-revenue generating tasks so they can be more productive by focusing on result-producing activities.



### VIRTUAL/REMOTE STAFF SERVICES

- Customer Services
- Help Desk
- Technical Support
- General Virtual Assistant
- Social Media Management
- Healthcare Virtual Staff
- Lead Generation
- Solicitation
- Virtual Business Processing
- Date entry
- Bookkeeping
- Email management
- Scheduling
- Administrative task
- Clerical work
- Website Maintenance

# Two types of Offerings (inclusive of employee benefits)

## A. TEAM SOLUTIONS

- 10-30 hrs a week
- Formicidae team of seasoned VAs work on the tasks
- Account Executive is assigned as a liaison between the client and Formicidae Virtual Assistant Team
- Formicidae provides HR services and employee benefits/bonus
- Rates: \$14-18 /hr

## B. DEDICATED FULL TIME VIRTUAL ASSISTANT

- Bachelor's Degree Holder
- Trained and experienced VA
- Full Time – 5 days a week, 8 hours a day
- VA reports to clients daily to work on assigned tasks
- Formicidae provides HR services and supervision
- Formicidae provides employee benefits or bonuses
- Rates: Homebased - \$12-14/hr
- Rates: Onsite/Office - \$15-\$18/hr



# Ancillary Services

- Marketing Services
  - Digital Marketing
  - Organic SEO and Pay Per Click
  - Social Media Management
  - Branding
  - Logo Design
  - Power Point
  - Landing Page Development
  - Graphic Design for Digital and Print
  - Video Production and Editing
  - Blogging and Copywriting
- Outsourced Accounting & Bookkeeping
- Outsourced Technology/IT
- Outsourced Call Center
- Outsourced Legal Services
- Merchants Services



# Why U.S. Companies Outsource to the Philippines?

Expectedly, the former American commonwealth in Southeast Asia has become a top BPO destination for U.S.-based companies. Both countries share a common past. At one point, the Philippines stood out as a mirror image of American culture for nearly fifty years.

The Philippine educational system is modeled after the U.S. and considered as the most “Westernized” country in the Asian region. The country has a high literacy rate of 96.8% and 88% of its population or 90 million Filipinos speak English.

The Philippines is famous not only for its exotic tourist destinations but also for its dependable, world-class human capital spread across multiple industries.



**Reduced operation cost as much as 70%**  
to standard U.S. pay rate across different levels



**Strong and sustained government support**  
Economic laws and policies are set in place and established a robust BPO business environment



**Cultural compatibility**  
Filipinos are innate hard workers who go the extra mile, friendly with amiable personality, committed and highly motivated with a deep sense of purpose



**Excellent communicators in English**  
The Philippines is the third largest English-speaking country in the world. Filipinos have a neutral accent with a command of the English language both in speaking and writing



**Abundance and availability of top-notch talent**  
The country abounds with dynamic, technology-savvy, well-educated and ambitious talents who want to make it big in the real world. They have experts in various fields and excels in what they do

## THE PHILIPPINES

# Outsourcing Capital of the World

“ *The Philippine government recognized the importance of developing its BPO sector as early as 2002, when Mar Roxas, then-secretary of trade and industry, lobbied Congress to amend Republic Act 7916 in order to allow office buildings to be registered as an “ecozone”, providing BPO investors an exemption from paying national and local taxes in favor of a 5% gross income tax.* ”



## The Philippine BPO

**1.44 million**

Number of Filipinos employed in the BPO Sector

**\$38.9 billion**

Expected revenue by the end of 2022

**\$30 billion**

Estimated annual contribution to the Philippine economy

**77%**

of the total BPO clients in the Philippines are U.S.-based companies

**15%**

of the total GLOBAL BPO MARKET is outsourced to the Philippines

**700+**

Number of BPO companies in the Philippines

Source: \*The Philippine Star \*Manila Times \*Colliers \*USource.Me \*Outsourceaccelerator \*Sourcefit



# U.S. Companies Offshoring to the Philippines



# Why Ours is the Best Approach?



## We respect and value customers' time and needs

Our efficiency makes transactions faster and quickens the delivery of goods, resulting in a higher satisfaction rate.



## We make management more productive

Decreased manual work, more time for higher tasks and effective accomplishment of work.



## We provide multiple services and assistance

Our company is a one-stop shop for nearly all the services and support needed by our clients to succeed.



## We secure data, information, and adhere to confidentiality

Trust that your data, information, knowledge products, and intellectual properties are safe and secure.

“ Depending on your business needs and current situation, working with Formicidae Team would help become more effective and efficient **to reach your goals.** ”

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Thank You!

