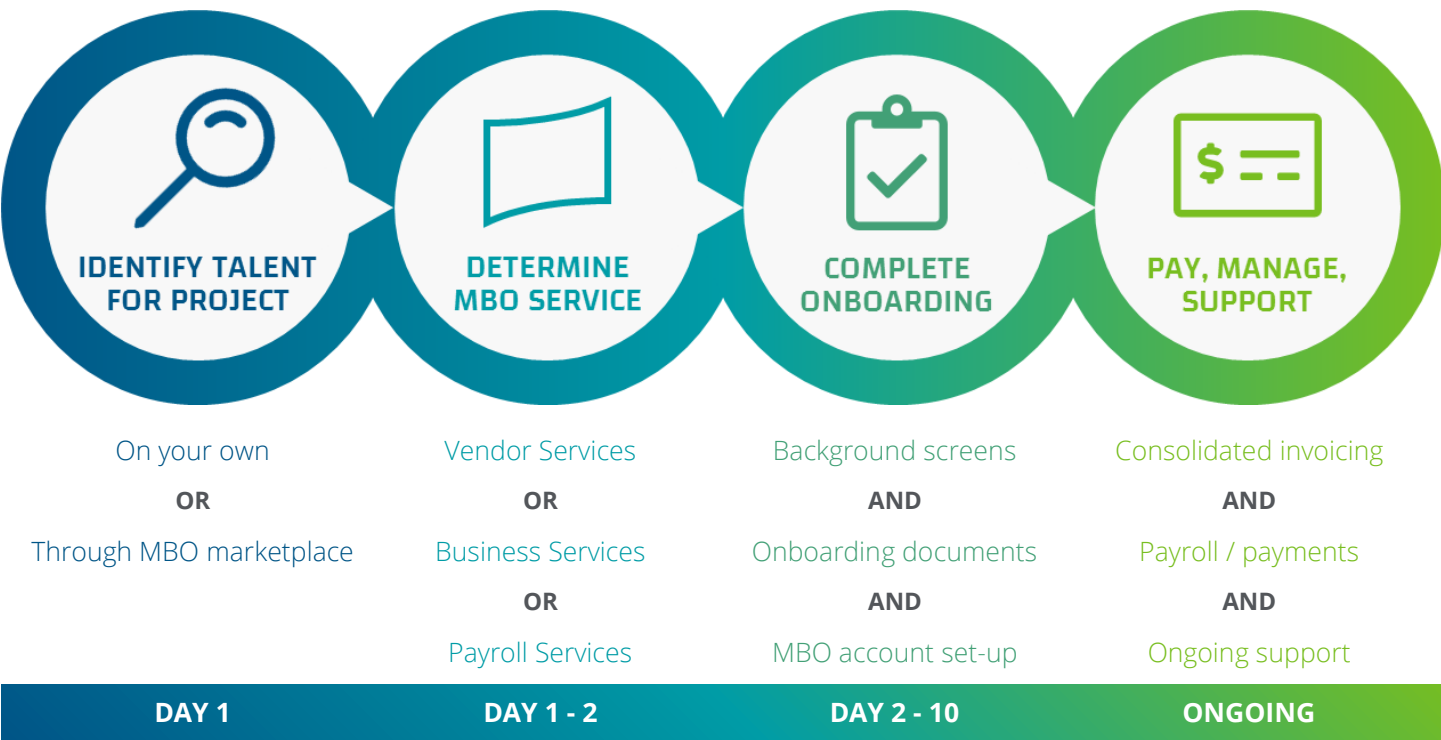


Engagement Lifecycle Process Summary

MBO Partners, through our comprehensive independent workforce solution supports Simon Kucher throughout an independent’s entire engagement lifecycle. This document explains the processes behind the four key areas of the MBO solution: finding the right independent talent, determining the best way for them to engage, helping them complete their onboarding requirements, and handling all ongoing financial administration and support.



* Timing expectations above are approximate and may vary due to the worker’s responsiveness to MBO’s onboarding instructions and the selected engagement service.

For example, workers who engage though Payroll Services often complete onboarding within one day of service determination, while the Business Services process may take up to 10 days due to business establishment requirements. Background screenings and other Simon Kucher-specific requirements also factor into overall onboarding timing.

The sections that follow provide step-by-step explanations of each area of the engagement cycle.



COMPLETED BY
**SIMON KUCHER
MANAGERS**

TALENT SOURCING AND REFERRAL

► **Note:** MBO provides our engagement services for independent professionals whom Simon Kucher managers identify internally and refer to us.

1. Source the right independent worker for your project directly (i.e., outside of the Simon Kucher staffing network/process). Examples of how to direct source workers include:
 - On your own, using independent workers you know and trust.
 - Using the MBO marketplace, through which clients create an easy-access community of proven independent talent.
 - Using MBO's Advisory Services, which provide a full-service independent workforce sourcing solution.
2. Complete the following Simon Kucher-specific pre-referral tasks:
 - Gain internal approval prior to referring a worker to enroll with MBO.
3. Refer the worker to MBO by completing this [Referral Form](#).

The day you refer the worker to MBO is considered **Day 1** of the engagement process summarized in the sections that follow.



COMPLETED BY
MBO

MBO ENGAGEMENT SERVICE DETERMINATION

► **Note:** Because no two independent workers are alike, MBO offers three services—**Vendor Services**, **Business Services**, and **Payroll Services**—to ensure an engagement experience ideally suited to each worker's unique characteristics.

1. MBO directs the worker to complete our proprietary online Engagement Questionnaire.
Timing: Day 1
2. MBO reviews the questionnaire responses and, if necessary, conducts a personal consultation with the worker to fill in gaps or clarify ambiguities.
Timing: Typically Day 1 or 2 (subject to the worker's responsiveness)
3. Based on the above, MBO determines the engagement service that best fits the worker's experience, preferences, business structure, and vendor qualification status.
Timing: Typically Day 1 or 2 (subject to the worker's responsiveness)



COMPLETED BY
**THE TALENT
YOU REFER**

ONBOARDING

► **Note:** MBO monitors each referral's progress in completing the onboarding steps and provides regular reminders to avoid delays.

1. MBO provides the worker a detailed list of onboarding steps that include Simon Kucher-specific tasks (immediately below). Candidates for Business Services or Vendor Services also complete qualification or business-related tasks (further below). In most cases, workers can complete both sets of tasks concurrently.
Timing: Immediately upon service determination
2. The worker undergoes a Simon Kucher-required background check.
Timing: Typically launched on Day 2 or 3 with results four to five days later
3. The worker completes appropriate Simon Kucher-required onboarding documents.
Timing: Typically Day 2 or 3
4. The worker completes a Federal I-9 form (W-2 engagements only).
Timing: Typically Day 2 or 3
5. The worker creates an account in the MBO system and signs the appropriate agreement with MBO.
Timing: Typically Day 2 or 3

Business-related tasks: Vendor Services

1. MBO instructs vendor candidates to send us business documentation (Articles of Incorporation, Form W-9, proof of other clients, marketing examples, etc.).
Timing: Typically begins on Day 2 and often takes two to four days; can occur concurrently with remaining onboarding steps
2. MBO evaluates the worker's business for vendor qualification, including business documentation review, insurance confirmation, and ensuring adherence to qualification criteria. Non-qualified workers engage through Business Services or Payroll Services.
Timing: Within one business day of receiving the business documentation

Business-related tasks: Business Services

1. If the worker already has a company, MBO requests and reviews supporting documentation (Articles of Incorporation, Form W-9, proof of other clients, marketing examples, etc.). Non-qualified workers engage through Payroll Services.
Timing: Typically begins on Day 2 or 3 and often takes two to four days; can occur concurrently with remaining onboarding steps
2. If the worker does not have a company, MBO assists with establishing a new compliant business. This may include filing the business with state agencies, securing a Federal EIN number, and more.
Timing: Typically begins on Day 2 or 3 and often takes four to seven days; can happen concurrently with remaining onboarding steps



COMPLETED BY
MBO

ONGOING PAYMENTS, MANAGEMENT, AND SUPPORT

1. MBO confirms completion of all onboarding activities and notifies you that the MBO onboarding process is complete. (Note: Simon Kucher may require the completion of additional non-MBO-related tasks before the project may begin.)
Timing: Within one business day of completion of the steps above
2. MBO provides the worker with detailed instructions for submitting hours, milestones, deliverables, and/or expenses.
Timing: Concurrent with step 1 above
3. MBO sends Simon Kucher an invoice that consolidates approved labor and expense submissions for everyone engaged through MBO.
Timing: Each Wednesday
4. As they work, MBO provides all Simon Kucher independent workers their labor payments and reimburses Simon Kucher-billable expenses.
Timing: Payment timing varies by engagement service. See the grid below.
5. For workers engaged through Vendor Services or Business Services, MBO monitors each business's adherence to appropriate eligibility requirements.
Timing: Ongoing throughout the entire engagement
6. MBO's experienced support professionals are standing by to answer workers' questions, resolve issues, notify workers of program changes or upcoming events, and provide guidance related to getting the most from their independent practices.
Timing: Ongoing throughout the entire engagement

PAYMENT TIMING EXPECTATION

Vendor Services or Business Services	After invoicing (step 3 above), Simon Kucher pays MBO based on Net 15 terms. We then pay workers in the next weekly payroll cycle. As such, workers in these services receive their payments 3 weeks after a given work week. See the Simon Kucher Payment Calendar for details.
Payroll Services	MBO pays workers engaged through Payroll Services on Fridays, two weeks after a given work week (or sooner if required by state law).