



Zenefits Client Transition



In this Webinar...

- 01.** Overview of TriNet/GoCo
- 02.** The Client Experience
- 03.** Tools/Resource for One Digital Consultants
- 04.** Action Items

Overview of TriNet / GoCo Transition

Background of how we're working with TriNet,
and how it's impacting customers

What Clients Can Expect

What Will The Zenefits -> GoCo Transition Journey Look Like

Customer Journey Overview

Our goal is to design a buyer journey process that feels effortless for Trinet HRP clients, requiring minimal effort and research on their part. We will provide tailored resources, clear comparisons, and an intuitive buyer journey experience to empower clients to make confident decisions and get started. Everything will be designed to remove friction and ensure a smooth, stress-free transition.

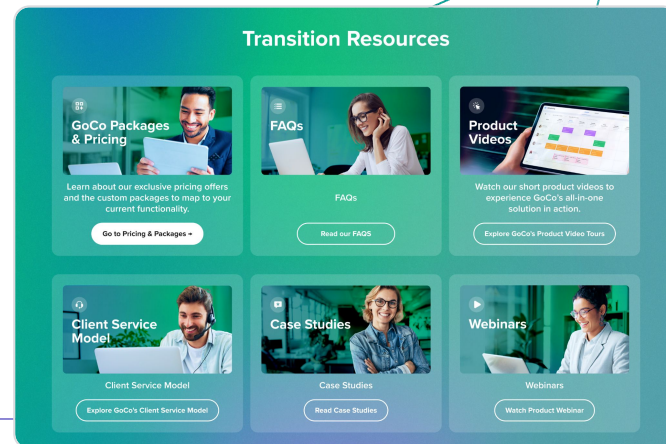
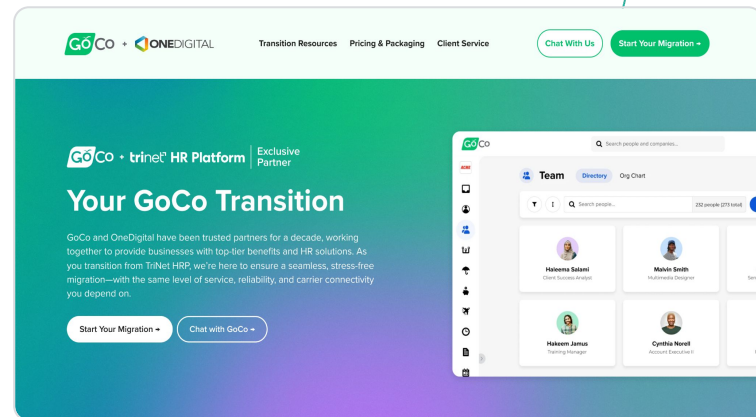
What is GoCo Offering & Committing To?

- A seamless transition from Trinet HRP to GoCo, ensuring a delightful easy experience and minimal disruption for clients.
- Flexible paths to both self discover or instant engage with GoCo for clients based on their readiness and level of engagement.
- Custom-fit packages aligned with Trinet HRPs' offerings to meet clients' needs that bring familiarity and remove decision paralysis
- Comprehensive resources and support throughout the migration process.

GoCo will Deliver A Transition Center

Addl. Features of the Portal:

- **Engagement Opportunities:**
 - Chatbot for real-time answers to migration questions
 - Schedule a call with Sales team for a custom demo
 - Start your transition process directly within the portal



Pricing & Perks for Migrating Zenefits Clients



Price Match Guarantee + Bonus Savings

Keep the same price you've been paying with TriNet HR Platform—and save an extra 10% when you sign up during our limited-time incentive period.



No Double Billing

Your TriNet HR Platform billing ends when GoCo billing begins. We collect a pre-payment deposit to secure your spot on the implementation priority list that is then applied to your first month of service.



No Implementation Fees

Enjoy a seamless onboarding experience without extra costs.



Dedicated Migration Specialists

Our TriNet HR Platform migration experts will support you every step of the way—from implementation to go-live and beyond, ensuring your success on the GoCo platform.

*subject to \$3,000 annual minimum

Exclusive Perks For Migrating One Digital Clients



One Digital Exclusive

Partner Sponsored Benefits Admin

By staying with One Digital and transitioning to GoCo, you get access to benefits administration at no extra cost.



One Digital Exclusive

1 Year of Free Access to Trinet

Only clients transitioning to GoCo from Trinet HRP will get access to a full year of view-only access to your entire Trinet platform.



One Digital Exclusive

Fulfillment Team Change Assist

By switching to GoCo, you and your clients will enjoy being helped by One Digital's fulfillment team, to ensure all benefits changes are communicated to the carriers, eliminating the need to do so manually for each hire, termination, and OE season.

Package Mirroring

	GO Co Essentials Package	trinet® HR Platform Essentials Package
HR Data & Reporting	✓	✓
Hiring & Onboarding Magic Flows	✓	✓
Magic Docs & eSignatures	✓	✓
Employee & Manager Self Service	✓	✓
Time Off Management	✓	✓
Time & Attendance	✓	✓
Org Chart & Directory	✓	✓
Company Announcements	✓	✗
Configurable User Permissions	✓	✓
Reporting & Analytics	✓	✓
Payroll Sync Dashboard	✓	✗
Mobile App	✓	✓
Delivered Integrations	✓	✓
Additional Add Ons available <small>(i.e. Payroll, Benefits)</small>	✓	✓

	GO Co Growth Package	trinet® PEO Growth Package	trinet® PEO Zen Package
HR Data & Reporting	✓	✓	✓
Hiring & Onboarding Magic Flows	✓	✓	✓
Magic Docs & eSignatures	✓	✓	✓
Employee & Manager Self Service	✓	✓	✓
Time Off Management	✓	✓	✓
Time & Attendance	✓	✓	✓
Org Chart & Directory	✓	✓	✓
Company Announcements	✓	✗	✓
Configurable User Permissions	✓	✓	✓
Reporting & Analytics	✓	✓	✓
Payroll Sync Dashboard	✓	✗	✗
Mobile App	✓	✓	✓
Delivered Integrations	✓	✓	✓
Recruiting	✓	✗	✗
Message Broadcast	✓	✗	✗
Performance Management	✓	✓	✓
Goal Tracking	✓	✓	✓
Employee Timeline	✓	✗	✗
1 on 1s	✓	✓	✓
Props & Praise	✓	✓	✓
eNPS & Team Surveys	✓	✗	✓
HR Compliance Toolkit	✓	✗	✗
Live Compliance Advisors	✓	✗	✗
Learn LMS + delivered core courses	✓	✗	✗
AI Knowledge Base	✓	✗	✗
Magic Flows	✓	✗	✗
Expense Management	✓	✗	✗
Compensation Management	✓	✓	✓
Additional Add Ons available <small>(i.e. Payroll, Benefits)</small>	✓	✓	✓

Client Journey Overview



Amy Smith

Senior Manager
Trinet HRP Transition Client Success

Join the Implementation Priority List

- We'll schedule your transition based on your preferred go-live date and the details provided from your sign-up.

3

What makes this easy?

Free Implementation:

No setup costs.

No Double Billing:

Zenefits billing stops when GoCo billing starts.

Smooth Switch:

No interruptions, no hassle.

- Once aligned, we'll schedule your kickoff call to get started.

Begin Implementation

Your implementation journey will be fast and smooth—GoCo handles all the heavy lifting. Our team will securely transfer your data and configure the platform to meet your needs.

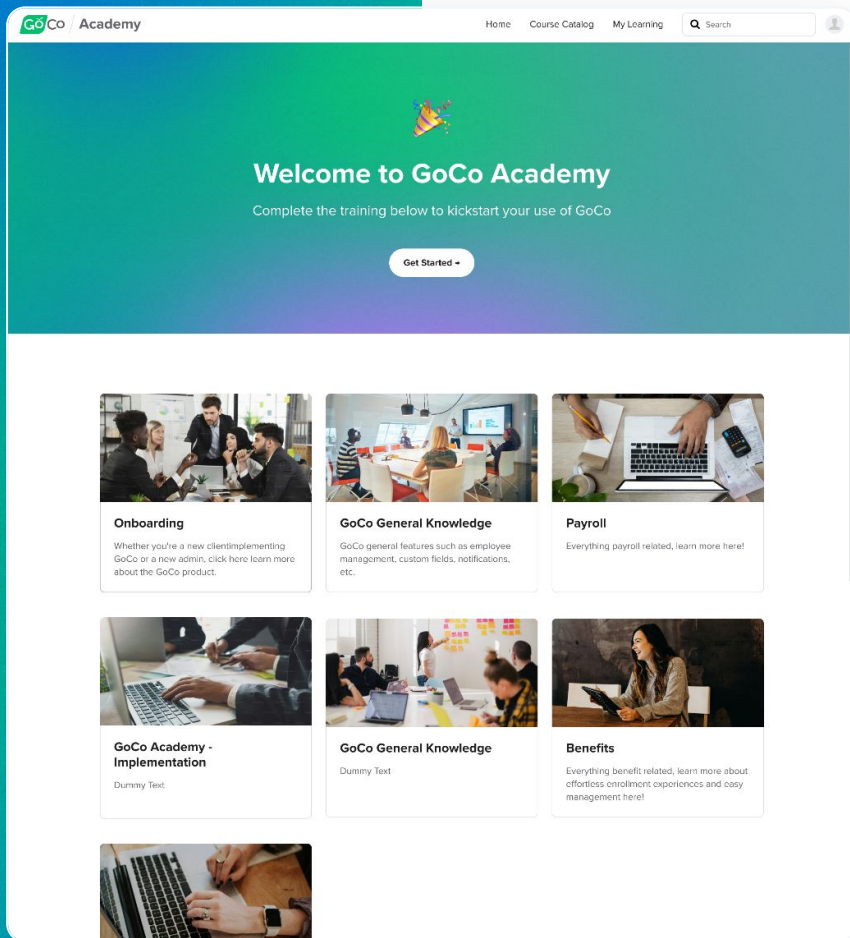
4

[Learn More About our Implementation →](#)

5

Go Live!

- Hooray! It's time to launch the GoCo platform for your organization. With our comprehensive guides and change management support, rolling it out to your team has never been easier.
- And the support doesn't stop there—our award-winning team is here for you every step of the way, providing ongoing assistance to ensure your continued success. GoCo has your back!



Client Success

GoCo Client Implementation

We will guide Clients through our onboarding experience that is proactive, user friendly and provides transparency along the way. Once Clients sign up with GoCo they receive a Welcome Kit, access to GuideCX (Project Management), GoCo Academy (LMS) and the GoCo platform itself to be guided step by step.

Key Features of the Customer Implementation Experience:

- **Welcome Kit:**
 - Onboarding Overview (what to expect)
 - How to contact and work with GoCo
 - Invitation to GuideCX, GoCo Academy and GoCo.io
 - FAQs
- **GuideCX and GoCo Academy Access:**
 - Automated templates based on services purchased
 - Client specific project plan with customer assigned tasks
 - Scheduling of GoCo team kickoff and quality reviews
 - Package specific curriculum tracks completion and comprehension metrics
- **GoCo.io Access:**
 - Access to their own specific GoCo experience throughout
 - Enablement will guide them through practices sessions
 - GoCo Knowledge Base of help articles
 - Transition specific App Cues and CTAs

What Clients Can Expect *Summarized*

- A Transition Center
- Package Mirroring
- Exclusive Pricing & Perks for TriNet HR Platform Users
- Exclusive Perks For One Digital Clients
- GoCo Academy



Tools/Resources for OD Consultants

One Digital/Trinet HRP Referral Page



GoCo Referral Form:

OneDigital Clients Using TriNet HRP (Formerly Zenefits)

OneDigital representatives can use this form to submit information about your clients currently using TriNet Zenefits. Our team will promptly follow up with you and your client to ensure a smooth and coordinated client transition to GoCo.

 Tell us about yourself

Your First Name*

Your Last Name

Your Email

 Tell us about your client

First Name*

Last Name*

Email Address Associated with Zenefits Account*

Company Name*

Phone Number*

Notes

Submit Referral+





Your Guide to Supporting Trinet HRP Clients with GoCo

Given the news that TriNet is sunsetting clients off the Zenefits platform, GoCo is here to help make the transition as seamless as possible. As a trusted partner of OneDigital, we're committed to ensuring you can refer your customers with complete confidence. We've streamlined the migration process, offering tailored solutions and exclusive perks to make it easy for both you and your clients. We look forward to continuing to support your clients' HR needs and being the partner you can rely on.

1. GoCo as TriNet's Exclusive Preferred Migration Partner

- **Preferred Migration Partner:**

GoCo has been selected as TriNet Zenefits' exclusive preferred partner to support clients transitioning from Zenefits as the platform sunsets. As the only vendor TriNet is working with directly, GoCo is uniquely positioned to deliver a smoother, more efficient migration experience. Our close collaboration with TriNet allows us to:

- Implement advanced automation to streamline data transfers.
- Leverage efficiencies that reduce complexity and ensure a seamless transition.
- Coordinate directly on communications to keep your clients informed and supported every step of the way.

- **Exclusive Perks for TriNet Zenefits Clients:**

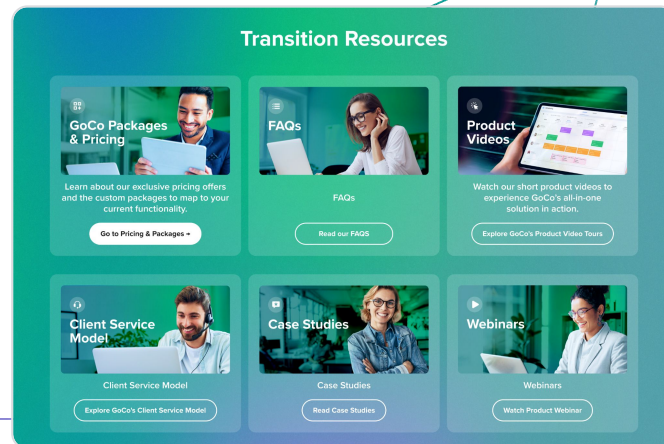
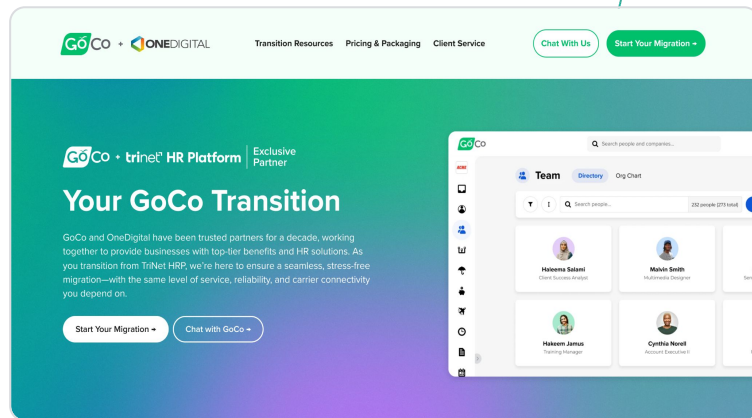
One Digital Fundamental Sheet Resource



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Why GoCo vs. Other Recommended Vendor

When clients are left to find their own HR solutions, they face uncertainty, time-consuming research, and potential disruptions. By recommending GoCo, One Digital ensures a smooth transition, protects brand integrity, and provides clients with a trusted, seamless path forward.

Benefits for One Digital

- **Avoid Client Disruptions:** Prevent clients from facing migration deadlines without guidance, reducing frustration and confusion.
- **Maintain Efficiency:** A single recommended solution minimizes client inquiries that disrupt your workflow.
- **Protect Your Brand:** Show proactive support to reduce potential backlash or churn.
- **Safeguard Your BORs:** Unlike insurance-backed HRIS competitors, GoCo ensures HR/payroll transitions don't create retention risks.
- **Seamless Transitions:** GoCo and OneDigital handle benefits migration—no extra manual work for you.

Benefits for Clients

- **Stable & Clear Transition:** A trusted option that keeps HR processes running smoothly.
- **Exclusive Discounts & Perks:** Price match +10% off, no double billing, free TriNet access for 1 year, free implementation, and more...
- **Proven & Trusted HRIS:** Top-rated on G2 with functionality that closely matches Zenefits.
- **Tailored Pricing:** Custom packages and price-matching to fit existing budgets.
- **Seamless Migration:** Automated processes and dedicated support for a smooth transition.
- **Ongoing Expert Support:** Continued assistance to help clients get the most from GoCo.

Action Items

Action Items After This Webinar

1

Look out for follow up email

And SAVE THE LINKS to Referral Form, Transition Portal, and Resource Sheet for future use.

2

Work with your Trinet HRP clients

To begin proactively introducing GoCo to them to avoid the rush.

*Note: Trinet clients will be asked to upgrade or move to GoCo upon Trinet renewal date, not benefits renewal date.

3

Direct all questions about the overall transition to Jon Harper

And direct questions for individual clients' transitions to the assigned AE upon beginning the transition.

jon.harper@goco.io

Appendix

Links to Reference

- Referral Form(Trinet clients specifically) - [Goco Referral Form-Trinet Customers](#)
- OD/GoCo Transition Center - [GoCo/Trinet Transition Center](#)
- PDF Guide To Transition to GoCo - [PDF Transition Guide](#)
- Customer Facing PDF - [Customer Facing PDF](#)

Thank You!