

Chapter 3

Best Practices

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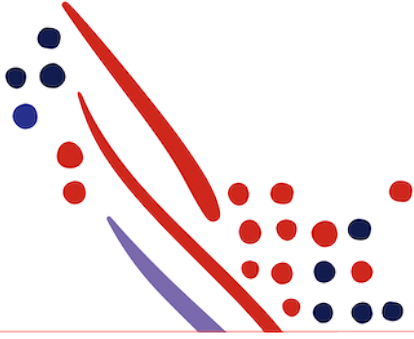
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Best Practices

1. Free trials – 30 days free trials for all the editions or for the starter edition. (****Please reference document attached in chapter 1 for how to setup a free trial**)
2. Free edition and free trial cannot be combined.
3. Fixed price per month is easy to understand.
4. Per Employee Per Month(PEPM) model is widely used and one of the successful model.
5. ADP recommends you to avoid blocking the change subscriptions with contract terms.