

# 2020 Global Marketing Compensation Survey

### **Submission Webcast**

June 23, 2020

**Nicole Aronov** 

Senior Associate

# **Agenda**

- Webcast Objectives
- 2020 Survey Overview
  - Highlights, Countries & Benefits of Participation
  - Changes for 2020
  - Important Dates for 2020
- Survey Process
  - Data Collection
    - Participation Materials
    - Completing the Survey
    - Job Matching
  - Data Cleaning
  - Data Results
- Questions & Answers



# **Webcast Objectives**



# **Meeting Objectives**

Outline and provide a better understanding of the overall survey process.

Share information on how to complete and submit the questionnaire.

Highlight milestone dates & key changes for 2020.

Cover the data validation process to ensure quality data.

Knowledge sharing and Q&A.



# **Survey Overview**



# **Highlights**

8 Countries Covered for 2020

**5 Industry Sectors:** 

Advertising
Digital Marketing
Healthcare Communications
Media

**Public Relations** 

Global Marketing Survey

**41 Job Families** 

Executive
Account Management
Creative...
& more

Data covers: Base Pay, Allowances, STI and LTI



# **Benefits to Participation**

- Survey results are only available to participants.
- Market data for your industry with consistent jobs, participation, and data across 8 countries.
- Savings gained by purchasing multiple country data.
- Standard reports available in Excel and PDF.
- Ability to run your own custom cuts using Mercer WIN®.





# **Changes for 2020**

- Due to unprecedented industry challenges associated with COVID-19 the list of countries included has been reduced to 8: Australia, China, France, Germany, India, Singapore, UK, US.
- LTI Award Received (Actual) has been added for employees who were granted LTI awards in 2020. This data can be collected at the agency or holding company level in the questionnaire.
- Search and Social job families now have two new levels included in the survey: Top Executive and Executive.
- Data effective date has been changed from May 1, 2020 to April 1,
   2020 to help control for COVID-19 changes while still including merit increase processing.
- Pushed back 2020 timeline and lengthened data collection window.



### **Countries**

- The list of countries included is reduced to the following: Australia, China, France, Germany, India, Singapore, UK, US.
- Markets not included in the 2020 survey will be directed to other Mercer surveys such as TRS.
- Mercer will work with holding companies to assess countries to be re-established in the survey in 2021.

EMEA	AsiaPac	North America
France	Australia	United States
Germany	China	
United Kingdom	India	
	Singapore	



# **Important Dates**

Activity	April 2020	Jun	Jul	Aug	Sep	Oct	Nov	April 2021
Data effective date	1							
Questionnaire available		8						
Submission webcasts		23 & 25						
Submission deadline				7				
Data cleaning — Data Validation Workbooks								
GMS Results available							Late Nov	
Results Meeting								TBD*

\*Conference details pending.



# **Pricing for 2020**

### Global purchase by holding company; one price:

- All agencies are allowed to use the data, even if they didn't participate.
- 50 local data users (multiple countries for each user) and 10 global data users (all countries).

### Country purchase by agency; <u>priced by number of countries</u>:

- Access only to countries purchased. Only purchasing agency allowed to access the data.
- One user per country (multiple countries for each user) and two global users (only countries purchased).
- 2020 Pricing:

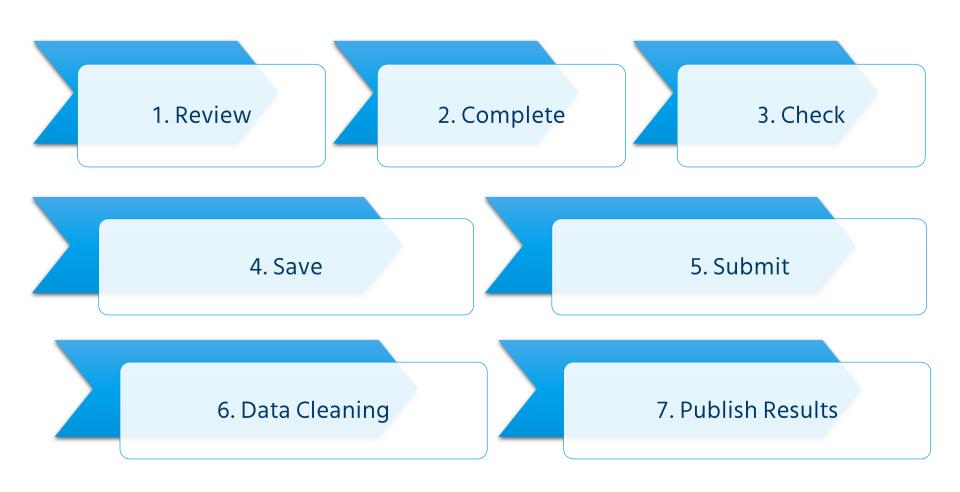
# Countries	Price Per Country (USD)			
1	\$2,500			
2 - 5	\$1,600			
6-8	\$1,400			



# **Survey Process**



# **Survey Process Overview**





# **Data Collection**



# **Participation Materials**

- Participation materials are located on the Global Marketing Survey webpage; <u>www.imercer.com/gms</u>.
  - 2020 Questionnaire.
  - 2020 Participation webcast materials.
  - Webcast registration links.
  - How to get support and your questions answered.
  - Link to upload your completed survey questionnaire.
- Agency contacts have received email notifications to download these materials from the webpage.
- To assist with job matching, Mercer will send the 2019 matches to each holding company showing each agency's matches, by country, from last year.
- If you are having trouble accessing the survey materials or want to see the 2019 matches for your agency/country, please email globalmarketing@mercer.com.



### **Questionnaire Review**

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Questionnaire Tabs:

Introduction

1 - Company Data

2 – Incumbents

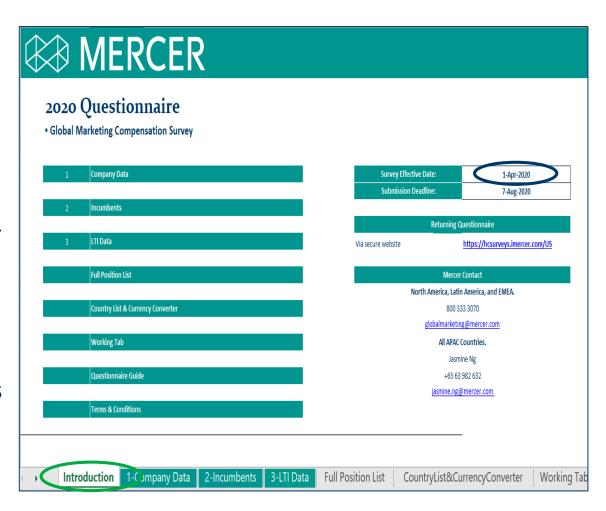
Country List & Currency Converter

Working Tab

Guide

Job tabs

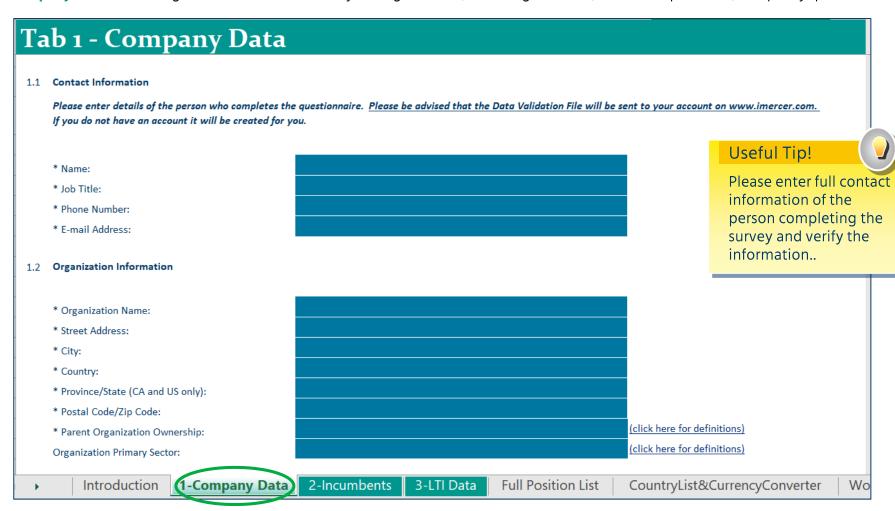
**Terms & Conditions** 



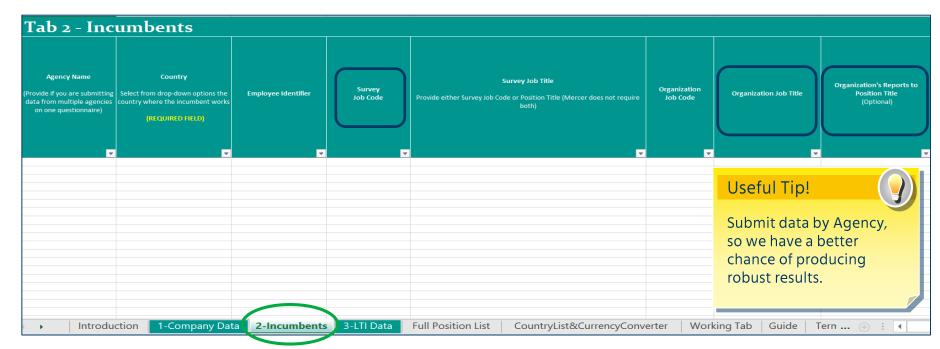


# **Tab 1: Company Data**

**Company Data** – Collects general information about your organization, including revenues, full-time equivalents, and policy questions.







### **Mercer Position Code**

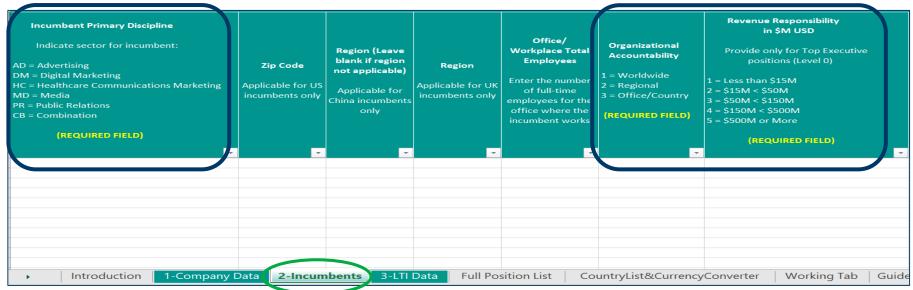
# • Match an incumbent to only one position code.

- Position descriptions and codes can be found in the jobs list.
- Identify country for each incumbent.

### **Org Job Title**

- Enter your
   Organization
   Job Title.
- Org Reports To Title
- Enter the position title the incumbent reports into Job Title.

Data elements are collected for <u>each</u> incumbent.

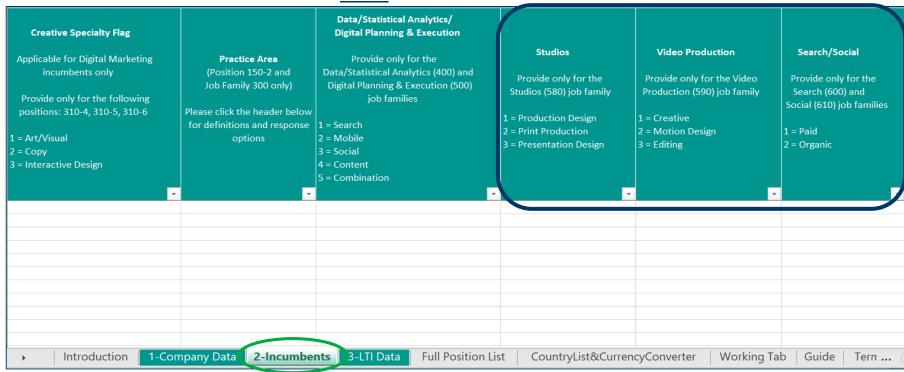


### Incumbent Primary Discipline/Organizational Accountability/Revenue Responsibility

- This information is key for geographical analysis.
- Organizational Accountability will auto populate for the top seven executives with organizational accountability reflected in title.
- Some of the options have been combined for Revenue Responsibility. This field is required for all Top Executives (Level 0).



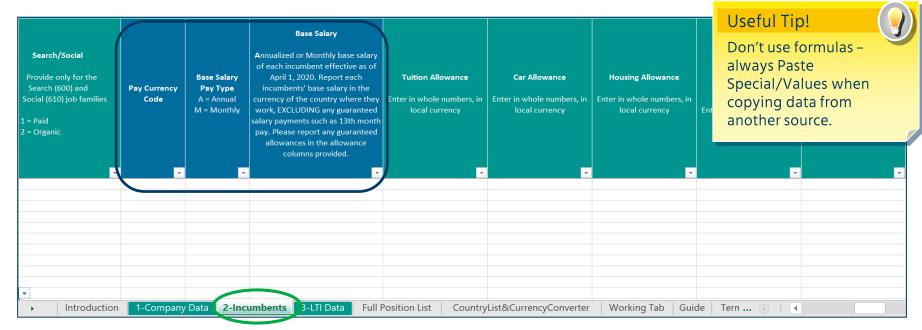
Data elements are collected for <u>each</u> incumbent.



### Specialty Flags: Studios, Video Production, Search & Social

- Please note specialty flags that exist for a number of job families.
- For incumbents in the newly added Studio, Video Production, Search and Social job families, report what specialty area applies to their roles.





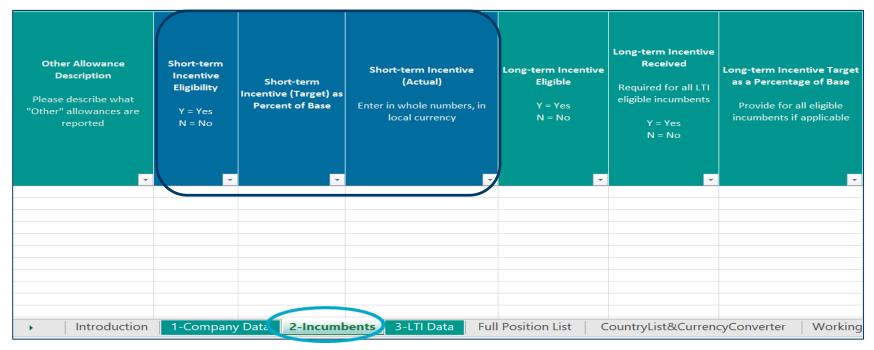
### **Pay Currency Code**

- Report each incumbent's Base Salary in the currency of the country where the incumbent works
- Country List & Currency Converter tab contains a reference of each currency code.

### **Base Salary**

- Indicate if the Base Salary is in Annual or Monthly figures.
- Do not submit average data.
- Provide one row of data for each incumbent in a position.
- Do not include part-time employee data.

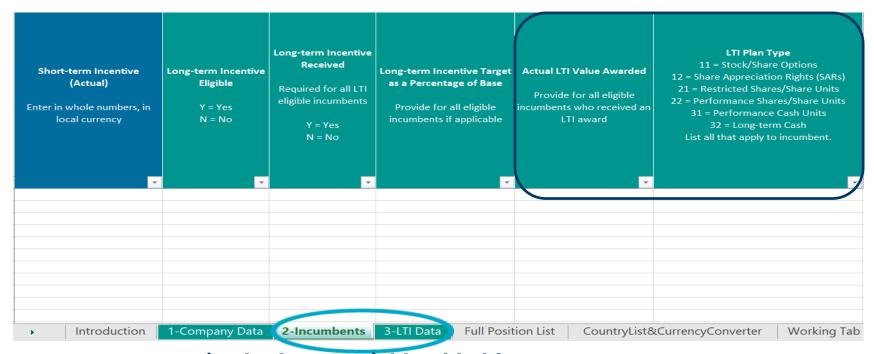




### **Short-term Incentive (STI)**

- Enter Target as a percent of base salary.
  - If the amount is 5%, please enter 5 and not 0.05.
- Enter the amount of annual incentive earned in dollars for the most recently completed performance period.
- Exclude non-performance based incentives such as holiday, sign-on, and retention bonuses as well as mandatory deferred compensation payments.





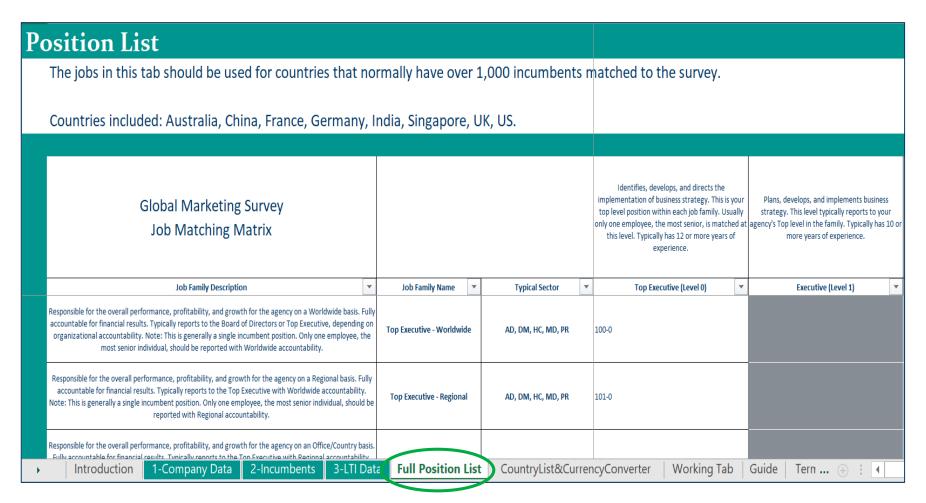
### Long-term Incentive (LTI) - New Fields added for 2020

- Enter Target as a percent of base salary.
  - If the amount is 5%, please enter 5 and not 0.05.
- Leave blank if incumbent is not eligible for LTI.
- Be sure to report LTI Target Data for eligible incumbents.
- Actual LTI Value Awarded and LTI Plan Type added for 2020.
- LTI information can also be added to the LTI Data tab.



### **Full Position List**

Please refer to the Full Position List tab to find all the jobs included in the survey.



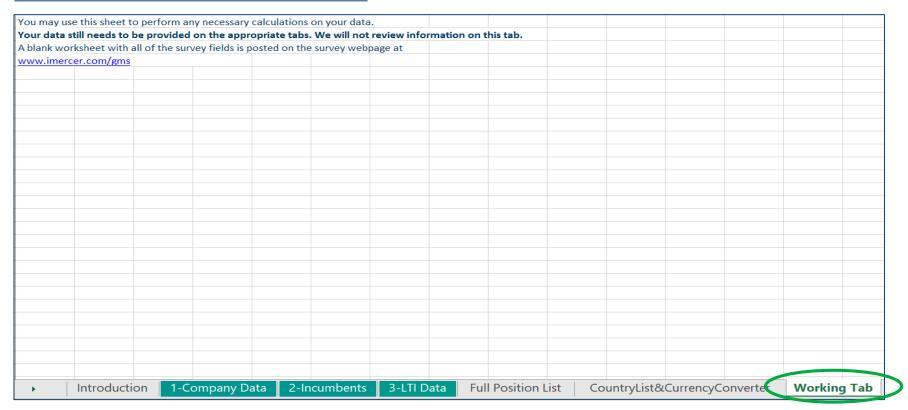


# **Working Tab**

Also included in the questionnaire is a blank worksheet for your convenience while preparing your submission. Use this sheet to ease the process of entering your data into the data collection tool.

Please be sure to provide your final data on the appropriate tabs.

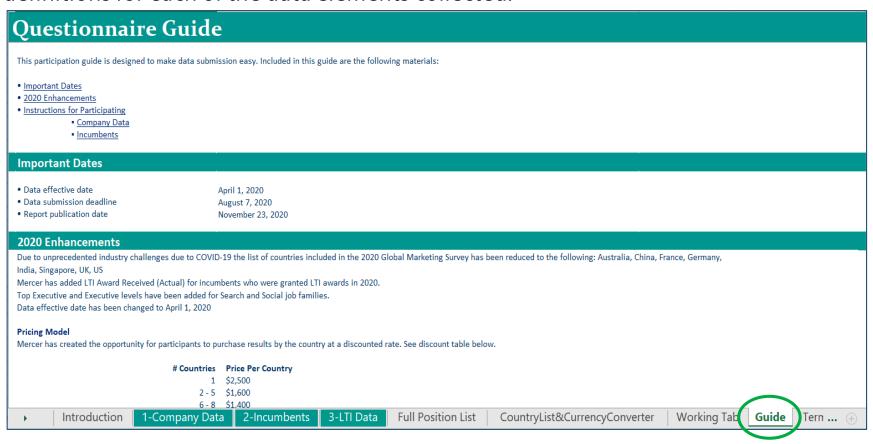
### We will not review information on this tab





### Guide

**Guide** – Provides detailed information on completing the questionnaire and includes definitions for each of the data elements collected.





# **Job Matching Reminders**

### **Matching Your Jobs**

- Use your resources to understand your jobs
  - Line managers, peers, and Mercer
- Each incumbent should be matched to only one position
- Match on job content
  - Not job title
  - Not the incumbent in the job

### A Good Match

- All duties described may <u>not</u> be performed
  - Good match represents at least 80% of benchmark position
- If major responsibilities in job description are not a part of your position (or vice-versa), another match may be more appropriate

### **Hybrid Jobs**

- Some jobs are too unique to match (e.g. incumbent spends 50% in marketing, 50% in IT)
- Contains 60% or more job content, otherwise exclude



### **Questionnaire Review**



Do the salaries provided look reasonable?



Did you provide your contact information and your organization's contact information?



Did you match to the specified job families for each country?



Did you report Worldwide, Regional, or Office/Country responsibility?



Did you provide incumbent identifiers?



Did you submit data in the requested format (e.g., annual, monthly, correct currency, etc.)?



Did you explain any special circumstances in the feedback section on the company data tab?



# **Questionnaire Review**



**Best Practice** – Review your submission with a fresh eye before submitting.



**SAVE, SAVE** a copy for your records!!



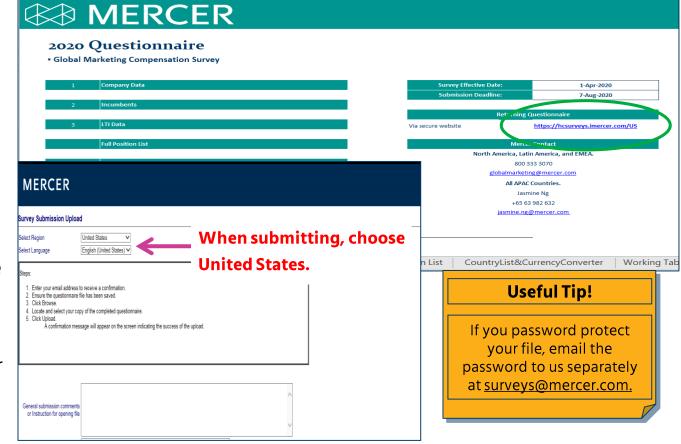
# **Questionnaire Upload**

**Upload your completed questionnaire** to Mercer via a secure internet connection; refer to the Introduction tab of your questionnaire for access to

this link.

 Upon receipt of your submissions, you will receive an email notification within 24 hours confirming receipt of your submission.

 If you have any questions regarding the survey or your data, contact us or Customer Service at surveys@mercer.com or 800 333 3070.

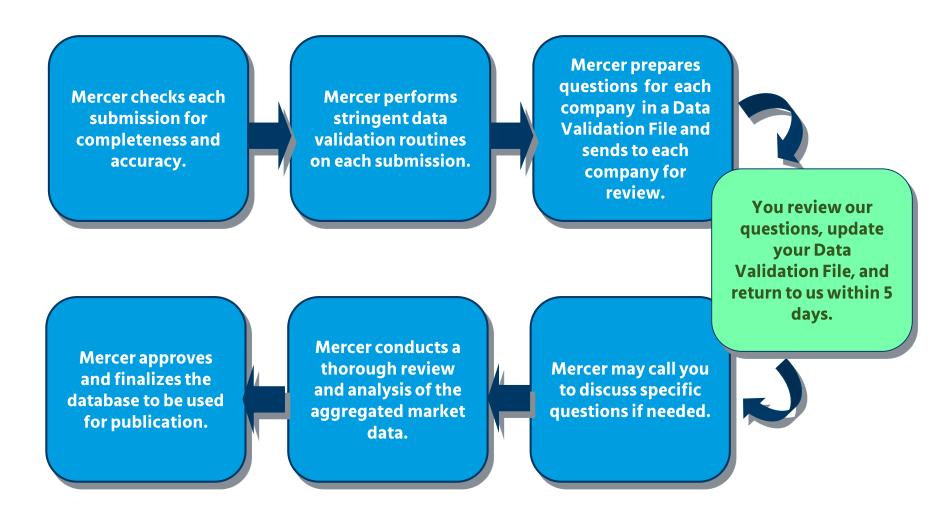




# **Data Cleaning**



### **Validation Process**





### **Validation File Location**

# Go to imercer.com

Login to your account.

# Go to "My Data Validation"

 Scroll down the screen until you reach this section which holds all your review files.









### Email from Mercer

### Go to "My Account" page

 If not already there use the "Go to My Account" quick link on the right hand panel.

### **Download files**

 Download the GMS data validation file.



# **File Troubleshooting**

### Why can't I download my Data Validation File?

I can log in to my account on imercer.com, but the file is not there.

- The imercer.com account was likely established under a different user.
  - Mercer will automatically post the Data Validation File to the imercer.com account for the contact email address given on the "Contact" tab of your submission.
  - If the email address or contact on the submission file is incorrect, please let us know which imercer.com account or contact email address should have access to the Data Validation File.

### Why can't I open my Data Validation File?

I have downloaded the Data Validation File but I can't open the Excel file.

- There may be a problem with the file format or security settings at your organization. Try the following troubleshooting procedure to access the file:
  - Select the box to the left of the file name.
  - Click "Download as zip" and save to your computer.
  - Open the Excel file from the folder after clicking "unzip".



# **Data Review & Approval**

### **Mercer's Responsibilities**

- Provide each client with their organization's Data Validation File.
- Apply updates as noted in returned file.

### **Participant's Responsibilities**

- Review Data Validation File.
- Respond with updated information or clarifying notes in the comments section.
- Data Validation File is due 5 business days after it is uploaded to iMercer Account. If file is not returned by the deadline Mercer Action will be taken.



### Verification

The Data Validation File is provided in a similar layout to your questionnaire with the addition of one tab: Audit Summary.

You may need to take action on one or all of the identified tabs, depending on the issue.

Red - Issue is critical - processing cannot continue without solution to this problem.

Yellow - Issue is important - survey results can be detrimentally affected if issue is not solved. Severity Levels Green - Issue is moderate - survey results will not be significantly affected. **Audit Summary** Overall Instructions Mercer Default Action Severity (Use to notify Mercer how to address a # of Rows Data Type Audit Message **Audit Clarifications** (If not corrected, Mercer will take the following broader issue and you are not providing Level Flagged actions) corrections for individual rows.) (Client Use Only) Company - XYZ Incumbents This incumbent appears to have Incumbents This record appears to be a duplicate of another. Mercer will exclude all matches that duplicate records in your submission. appear to be duplicates for this Please verify which match should be incumbent. Red retained. If these records are not duplicates for the same incumbent please advise. Company Data Organization Organization has not placed an order for the An order was not placed on your initial Mercer will not place an order for survey results. data submission. Do you wish to your organization. purchase the survey results? If yes, Yellow please provide your order details on the Your organization provided data for multiple Did you provide data for multiple If not provided, Mercer will update Organization agencies within this submission and agencies' agencies within this submission? If ves, agencies' names on Organization names are not provided. please provide the agencies' names. tab based on Agency Name column Yellow Please note they should be consistent on Incumbents tab. If cannot be with the names reported in Agency Name updated Mercer will leave agencies' column on 3-Incumbents tab. <u>nam</u>es blank. Working Tab / ( ◀ Audit Summary ntroduction 1-Company Data 2-Order CountryList&CurrencyConverter 3-Incumbents



**Useful Tip!** 

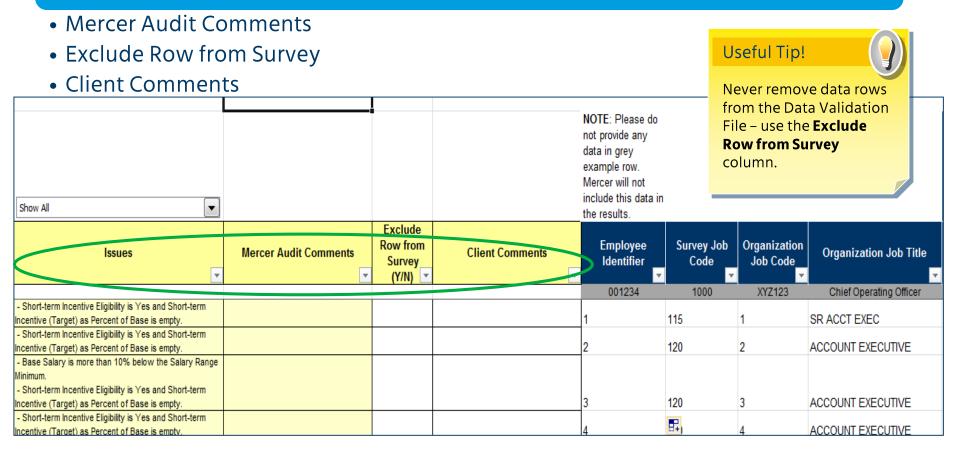
Impacted tabs are

easy identification.

highlighted in orange for

# **Validation File Layout**

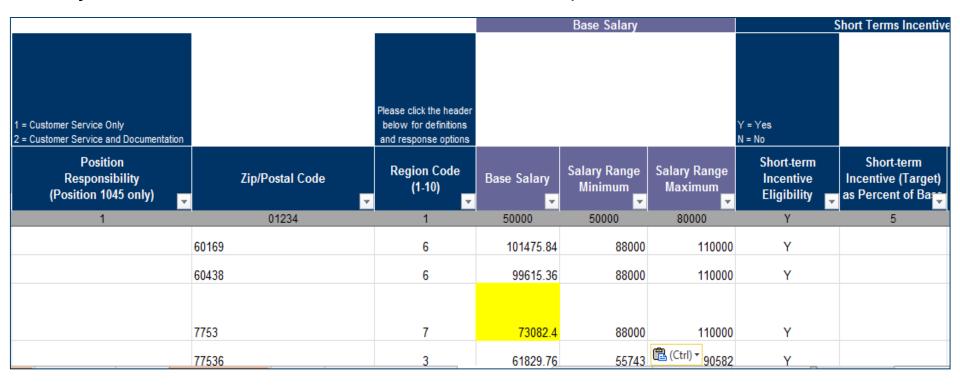
Each tab containing issues is in the same format as the questionnaire with four additional columns:





### **Validation File Action**

Cells requiring action are color coded according to the impact to your submission. Make corrections to highlighted cells only – changes to data we have not identified may result in more issues and a need for additional queries.





### **Validation File Action**

Input information in "Overall Instructions" column of "Audit Summary" tab.

Use this method if your response to an audit is universal (i.e., your response to an audit is the same in all cases the system has flagged).

Filter the "Issues" column in "Incumbents" by the audit message noted in the "Audit Summary" and provide responses in the "Client Comments" column.

Use this method if your response to an audit varies from incumbent to incumbent.



# **Data Results**



# **Data Integrity**

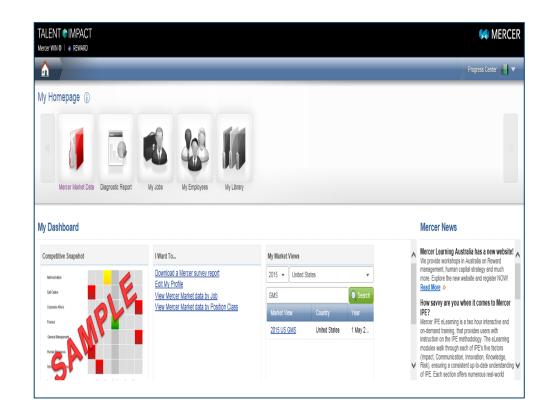
All data is confidential and reported aggregately to protect participant confidentiality

Statistic	# Organizations	# Observations	# Holding Companies
Average or Mean	3	3	2
10 <sup>th</sup> Percentile	5	10	2
25 <sup>th</sup> Percentile	5	5	2
50 <sup>th</sup> Percentile or Median	4	4	2
75 <sup>th</sup> Percentile	5	5	2
90 <sup>th</sup> Percentile	5	10	2



### **Access to Results**

- Participants access survey results via Mercer WIN<sup>®</sup>.
- Mercer publishes the survey results and all associated report files.
- Search and summarize Mercer Market Data.
- Access multiple Mercer surveys and refinements in one view.
- Combine jobs, age data, and exclude My Data.
- Print and export results as you desire.





### **Access to Results**

### **Visit the Mercer WIN Homepage**

http://www.imercer.com/content/Mercer\_WIN\_homepage.aspx for:

- Training demos/webcasts
- Quick reference guides
- FAQs
- System requirements
- Questions:
  - globalmarketing@mercer.com
  - Customer Service
     Representative 800 333
     3070 or
     surveys@mercer.com





### **Contact Information**

# **Nicole Aronov**

- nicole.aronov@mercer.com+1 502 938 8307

## **Bill Strobl**

- bill.strobl@mercer.com+1 502 724 9995



### **CUSTOMER SERVICE**

For help with accessing the survey results, product questions, and more:

- +1 800 333 3070 or +1 502 560 8290
- surveys@mercer.com For survey specific questions, email globalmarketing@mercer.com



# **Questions and Answers**





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