



Global Employer of Record Services

Remote

Report Abstract

August 2023

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10 pages

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Who is this Vendor Assessment for?

NelsonHall's Global EOR profile on Remote is a comprehensive assessment of Remote's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of EOR services and identifying vendor suitability for Global EOR RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the Global EOR sector.

Key Findings & Highlights

This NelsonHall vendor assessment analyzes Remote's EOR offerings and capabilities.

Remote is a technology-enabled global employer of record, payroll, benefits, and compliance services provider. The company was founded in 2019 by Job van der Voort and Marcelo Lebre to simplify how companies employ global talent. Remote is a fully distributed company with no physical headquarters. The company's legal location of incorporation is in San Francisco, California.

Remote offers a global employment platform that comprises the following products and services:

- Employer of record
- Contractor management
- Global payroll
- Global HR
- Remote API
- Remote relocation
- Consulting services.

In addition to its HR product suite, Remote maintains a humanitarian focus. The company's top business value is kindness. As such, Remote operates a series of partner programs to provide business expansion and talent acquisition consulting to targeted businesses and groups, including the following:

- Remote for Good is an initiative to help companies focused on social impact (i.e., charities, foundations)
- Remote for Refugees is a free service for employers hiring refugee talent
- Remote Partner Marketplace enables organizations to learn about partner apps, solutions, and integrations.

The company offers tailored solutions for industry segments based on business size:

- Remote for Startups provides legal and compliant global employment services at discounted rates for startup organizations
- Remote for Small Business empowers businesses with 1–200 employees to run international payroll, file taxes, and maintain compliance
- Remote for Enterprise handles international HR, cross-border hiring, mobility, payroll, taxes, benefits, and compliance.

Since its inception, Remote has raised total equity funding of ~\$496m over four equity funding rounds. Following its most recent funding round in April 2022, the company valuation is ~\$3bn. 24 investors fund Remote.

Remote has established legal entities in the past three years and commenced EOR services in ~75 countries. The company delivers its direct EOR services using internal staff within its established and 100% owned local entities. In June 2023, Remote announced its partnership with payroll provider, Gusto and the launch of the Gusto Global powered by Remote platform. The Gusto platform will use Remote’s infrastructure, allowing clients to rapidly and compliantly pay employees globally. Gusto Global is beta testing in Canada, with additional country launches planned for H2 2023.

Scope of the Report

The report provides a comprehensive and objective analysis of Remote’s EOR offerings, capabilities, and market and financial strengths, including:

- Identification of the company’s strategy, emphasis, and new developments
- Analysis of the company’s strengths, challenges, and outlook
- Revenue estimates
- Analysis of the profile of the company’s customer base, including the company’s targeting strategy and examples of current contracts
- Analysis of the company’s offerings and key service components
- Analysis of the company’s delivery organization, including the location of delivery centers.

Global EOR Vendor Assessments are also available for:

Atlas

CXC Global

G-P

Magnit

Multiplier

Neeyamo

Remofirst

Remote

Safeguard Global

Velocity Global

About The Author

Jeanine is a Principal Research Analyst at NelsonHall and an HR Technology & Services practice member. She has global responsibility for key HR areas, including employer of record (EOR) and learning platforms.

Jeanine is a highly experienced HR practitioner with 28 years of experience in HR across industry sectors, including aerospace, automotive, energy, government, pharmaceuticals, telecommunications, learning, and business consultancy.

Jeanine possesses significant experience in leading and managing business transformation/integration, competitive and industry benchmarking, HR and learning technology, strategic change leadership, managed service provider engagements, organizational and process redesign, and M&A initiatives.

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About NelsonHall

NelsonHall is the leading global analyst firm dedicated to helping organizations understand the “art of the possible” in digital operations transformation. With analysts in the U.S., U.K., Continental Europe, and Asia, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. For vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall conducts rigorous, primary research and is widely respected for the quality, depth, and insight of its analysis.

We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at guy.saunders@nelson-hall.com

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