



*We have been happy with our decision to implement the INFINITI HR PEO. We have a partner who helps us with payroll, benefits, HR, and 401(k) for our management company and all our hotels. We have great service and look forward to a long partnership.”*

*- Sandeep Thakrar  
- President, Neema Hospitality*

## CHALLENGE

Choice Hotels® International, Inc. is a hospitality franchisor and one of the largest hotel chains in the world, owning several hotel brands ranging from upscale to economy. In 2018, Choice Hotels® was looking for an integrated solutions to solve its main challenges:

- 1) Choice Hotels® needed the most cost effective solution to allocate labor costs so they can focus on RevPAR. They were looking for grandfathered discounted pricing across the cohort.
- 2) The company was in search of a reputable PEO to use as an intermediary. The franchisor cannot directly or indirectly guide the employer/employee relationship of franchisees.
- 3) Choice Hotels® needed to attract and retain top talent.

## SOLUTION

INFINITI HR entered a National Alliance Partnership with Choice Hotels in 2018.

- Full suite of HR services via the PEO model.
  - RPO: dedicated recruiters, no additional fees, on demand HR director.

## WHY INFINITI HR

- Reputation in franchise management.
- Most cost efficient PEO for hospitality management.
- Attract and retain top talent.

## IMPACT

20%

Stabilized the aggregate cost of labor with approximate savings of 20%.



Helped hospitality management companies prevent laying off valued staff.

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Enabled multi unit owners and hospitality management companies to expand faster without increasing overhead in the back of the house.