

# MARGIN-ONLY PAYMENT

Should our clients have projects where agency labour is not accepted, Margin Only will allow projects to continue, staying within contractual requirements.

**The offering is labelled "Margin Only". With this model, our client only pays a modest margin to Optima and engages with the contractor directly.**

Having been trialled over the past 12 months, our clients are finding that Margin Only provides them with greater operational control on their sites, allowing them to integrate new contractors into their own processes and paying Optima's margin separately. Optima are still responsible for carrying out all of the recruitment industry checks and requirements; suitability, Settled Status and Modern Slavery check. Optima will continue to hold its responsibility to the contractor's rights and welfare.

Margin Only allows clients who do not have a credit facility with us to engage with our contractors and have the margin invoiced separately. Our clients will then be able to pay the contractors within the DRC guidelines.

	Pay & Charge Model	Margin Only Model	Difference
Hours completed on site	40	40	N/A
Charge Rate	£18.50	£3.00	£15.50
Total charge per contractor	£740.00	£120.00	£620.00
Total charge rate based on 8 contractors per week	£5,920.00	£960.00	£4,960.00
Invoice Total (including VAT)	£7,104.00	£1,152.00	£5,952.00

**Our Margin Only model is just one example of how Optima Site Solutions is innovating and always striving to give contractors the best opportunities, whilst affording our clients a broader range of options.**

*"The Margin Only model allowed us to use Optima for a full range of recruitment needs during a difficult period where we couldn't get a credit limit with anyone. It also allowed us to grow our own teams of direct contractors which led to better continuity on sites."*

CONTRACTS MANAGER  
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