



## Price Comparison (AU)

## Price Per Hour Comparison

Software Developer Levels	UK Contract Jobs	Cloud Employee	Monthly Cost Savings
Junior Developer	57 AUD	23 AUD	5,712 AUD
Mid Level Developer	87 AUD	31 AUD	9,408 AUD
Senior Developer	117 AUD	39 AUD	13,104 AUD

Please note that prices are from\* and act as a general “guide” negotiated “per developer” on their unique programming language expertise, years of experience and individual salary requirements.











Find out our UK IT Pricing Guide and a collection of customers' experience with Cloud Employee.



## Payroll Comparison

Annual Cost				
Australia Permanent Developer Cost / Annum		Junior Developer	Mid level Developer	Senior Developer
	Salary / Annum	49,000 AUD	80,000 AUD	120,000 AUD
	Annual Paid Holidays (4 weeks)	3,769 AUD	6,154 AUD	9,231 AUD
	Annual Sick Leave (1 week)	942 AUD	1,538 AUD	2,308 AUD
	Superannuation (9.5%)	4,655 AUD	7,600 AUD	11,400 AUD
	Recruitment Cost (15% of basic salary+superannuation)	8,048 AUD	13,140 AUD	19,710 AUD
	Total Cost (Australia based developers)	66,415 AUD	108,432 AUD	162,648 AUD
Cloud Employee Cost / Annum	Salary / Annum (Only cost)	32,256 AUD	48,384 AUD	64,512 AUD
	Total Cost Saving / Annum	34,159 AUD	£25,861	98,136 AUD

# Offshore Contractor vs Cloud Employee

Offshore Contractor		Cloud Employee
 Work Environment	Offshore Freelancers will typically work from home in a non-professional environment. This atmosphere is often full of distractions and does not deliver the most productive output.	Cloud Employee offices are based in the IT hubs of both Manila and Cebu. Our offices are fully Western managed operations with HR, communal areas and a vibrant community of highly skilled people working next to each other.
 Time-keeping	It can be difficult to ensure that a Foreign Freelancer is working the hours they claim to be.	Cloud Employee offices have a biometric 'clock-in' system meaning that time keeping is tracked and monitored. We also offer tools we can install on PCs such as Harvest and Hubstaff to help track and monitor day-to-day activity.
 Dedicated employees	Many Freelancers take on work from multiple clients so you never really know how much time they are spending on your project.	Your Cloud Employee is a dedicated developer working exclusively for your company.
 Working hours	Freelancers are not always available to work for you which means constantly having to find and build trust with new developers.	Cloud Employee offices are open 24/7 and your dedicated developer will work the same office hours as you and be available all day via Skype video and messenger.
 Cultural differences	Cultural and language barriers.	Cloud Employee provides you with an on-site Western manager supervising your offshore operations at all times. Our managers are very experienced in managing Filipinos and will step in at any moment to help you manage a situation if needed.
 Tools	Insufficient and unreliable home Internet speed that can often be down.	Cloud Employee has multiple high-speed Fibre Optic Internet Providers.
 Resources	Electricity blackouts.	Both Cloud Employee offices benefit from backup power generators meaning you never have to worry about your developer being offline.
 Data Security	Data Security is always a concern with home-based Offshore freelancers. Freelancers are known to occasionally disappear without warning with no update with regards to where they are in the project or access to their work. They also often claim their computer has broken and they have lost files.	Cloud Employee Ltd is a UK company and is liable for any work carried out by its staff. Cloud Employee provide all staff with an external hard drive to back up work, and use brand new equipment with warranty.
 Pre-screening	Finding a Freelancer with the necessary skills and experience can be difficult, especially when looking in a foreign country. It is also difficult to tell if they really have the skill they claim to have.	Cloud Employee source, pre-screen and background check candidates for you. We can also arrange technical tests to be taken from our offices. Should you not be satisfied with your developer, Cloud Employee will replace and ensure a smooth handover for no extra cost.
 After-care	Handing over a project to a stranger and trusting them to complete a project for you is a big risk.	Cloud Employee makes it possible for you to manage your employee and their work day to day as if they are working in the office next to you.



# Client Reviews

See what our clients have to say about working and growing their business with Cloud Employee.

*Put something around our cleanlink case study*

"On my first day here, when I came to the office it immediately struck me what a happy office it is, everybody seems very content but also very busy. Equipment's really good and the welfare, the facilities for the staff are excellent.

That gives me peace of mind that I know my guys are happy here."

James Stringer, MD, Clean Link



"Neil has greatly helped us to progress two major PHP-based projects - one involving a web-based app and an API and the other involving a web-based app. He diligently completes requested work, and makes suggestions on how to solve specific code-related problems. As well as having a solid PHP skillset, he is capable with frontend changes and JavaScript as needed. We wouldn't hesitate to recommend him."



Matt Skeggs  
EMSL

"Vanessa is excellent and has been performing really good. She has been more proactive which makes an additional contribution to our projects. Vanessa is also reliable when it comes to deadline which makes her a really valuable part of our team."



Timothy Dew  
QUANTIFIRE

"It was such a pleasure having Roi and Dennis here in Sweden. It was a great idea inviting them here as we got to know them a lot better. They're doing so well and they're very easy to communicate with, never had any problems with them."



Martin Augustsson  
QLOGIC AB

"We've loved working Cloud Employee. They have a great set up and we know they are looking after our valuable team members. The price is right, the quality of staff is excellent and the customer care is second to none. We certainly recommend you give them a try!"



**Matt Skeggs**  
EMSL

"I'm very pleased with Emerlito. I understand that the tasks given is quite difficult as he is not used to the environment, but he is persistent to learn and it's working well for Abacus. He is also contributing quite an idea to achieve the completion of the projects given to him."



**Matt Rogerson**  
ABACUS DIRECT LIMITED

"Arielle is doing great he seems very capable. We haven't given him full access of the system as we wanted to make sure he has the ability first. Today, me and Chris will give him more control. Arielle has grasps everything very quickly, he's able to read and understand their coding structure as well as able to come up with feedback and suggestions. We also appreciate the fact that he sends an end of day report to us. So far no concerns at all."



**Chris Bee**  
HUBEUROPE

"As a WordPress consultancy with a remote team in several countries, we've worked with a few offshore staffing agencies in the past - we like the model not only because we have an account manager to talk to if anything goes wrong, but also because the developers we hire get support and a community we can't provide as a remote employer."

CloudEmployee provides a level of professionalism, communication and support we haven't found elsewhere. We've been completely happy with the recruitment team, our account manager, and most importantly our developer. Looking forward to a long partnership."



**Trevor Sather**  
SQUARE EYE

"Leo is doing good so far. He is progressing nicely and continuously doing a good job on the tasks provided to him and taking in good feedback from his Project Manager. He also provides good feedback on the tasks given to him. We invited Leo here for our company Christmas Party so he will feel like he is part of our team which is our goal since we really value him as a great addition to our team."



**Paul Harris**  
FIREFLY STUDIOS

"Patrick is getting on really well. We gave him a project to work on for our parent company and already and Busted 6 tickets already in the space of a week considering that the project is a bit tricky as it's a new system were building. He asks questions which I really admire about him and understands all of the requirements and tasks."



**Ben Hastings**  
AGILETEK

"I was actually searching for a good company in the Philippines to outsource to because there's more like a Western culture here and English is the second language, and communication was very important for us. We came across Cloud Employee and we're very happy with the service they provide, especially with the developers. Now that we've been visiting here as well, we feel that we're in very comfortable hands."



**Mike van Egmond**  
EGM MEDIA

"I really enjoy working with Red and Chichi, they have that Filipino work ethic and always give their best. They accept a feedback positively even if sometimes there a few criticisms. Both of them are really open minded and they like getting feedback."



**Jullie Quijano**  
WORKERBEE.TV

"Jayson is very strong in Xamarin, he is the main person to go to for this specific tech. He follows a lot of the trends of XAMARIN applications which shows that he has a good initiative and being proactive. His attitude and time keeping has been really excellent too. We really appreciate the fact that he comes in very early to match our working hours here in Canada. He works really hard and do often work beyond his working hours. He is very easy to communicate with."



**Michael Despault**  
PINNGUAQ

"Mavic and Hubert are doing really well. They have a good partnership. Mavic has a strong work ethic and has good communication. Hubert is performing great. I'm happy that he works well with Mavic. I have no issues with both of them so far and no improvements that I can suggest."



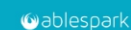
**Sean Masters**  
SOCIAL PRISE

"Having looked around, Cloud Employee stood out as having a different attitude and we both wanted the same thing: to develop and retain a great team. Cloud Employee engage with our staff on a regular basis and the management ensures that any staff concerns are addressed promptly. Using Cloud Employee has largely removed our developer recruitment problems and save us a significant amount of time and money in the process. We'll continue to use them - having technical resource available that doesn't cost the earth enables us to take on projects that we might otherwise think twice about. The relationship works because our interests are aligned and they're able to deal with us openly and honestly."



**Neil Acworth**  
IT GOVERNANCE

"A lot has changed over the years. Now there's an Aftercare it made it a lot easier for me monitoring my developer. Since aftercare came onboard I feel like I'm being taking care of very well, somebody goes all the way to take care of me and it's a nice feeling. Aftercare is doing a fantastic job and actually the first customer service person that made me feel valued."



**Michael Carico**  
ABLESPARK



"Reycliel has really been a good addition. I have no complaints on her as she is very communicative and efficient in what she does from the start. The end of day report was something that I really appreciated as CE's initiative since it gave me a bigger picture of the progress of the project."



**Marius Bezuidenhout**  
WEBSMART MEDIA

"Very happy with the experience so far. From the initial contact, to the recruitment process, and now the ongoing aftercare, the whole team have been immensely helpful and accommodating. I cannot praise them enough."



**Lewis Bird**  
SOTA MEDIA LTD.

"For what it's worth, I love watching you guys grow and watching our team grow with Cloud Employee, you should feel proud of what you've accomplished. Thanks for being our partner."



**Sean Masters**  
SOCIALPRISE

"I have been with CE for quite sometime and I am happy with both of my developers. Both are very good in communicating with us and meeting project deadlines. Also happy with the current improvement of the process wherein there is an After-care we can reach out and depends to look after our developers as well."



**Stephen Rooke**  
RADE DIGITAL

"Neil is doing very well. He has been very reliable from the onset of his services with us and has been consistently meeting expectations and deadlines. He has completed the 3rd release of the software with minimal corrections. After-care has been also a great addition as we have someone who supports us especially in making Neil happy for him to be productive."

**Enable Smart**

**Nick Walker**  
ENABLE SMART

"Partnering with Cloud Employee helped provide us with talented and hard-working developers who quickly became a core part of our wider team in the UK. Our end clients have complex and changing requirements, so the agility of our Cloud Employee developers has always helped us keep up to speed. Communication and problem-solving is excellent, and the support from the wider Cloud Employee management is first class."



**Pete Ansell**  
KICKTAG

"Emmanuel has developed as a frontend developer in our React frontend application. His skills are mainly within styling and markup, he is way better there when he started with us and his code skills have evolved a lot during his time with us. Emmanuel is a very polite and a bit quiet man but asks important questions that we really appreciate."



**Andreas Palson**  
BETTERWEALTH

"Aleks has been a great addition to our team and always treats him as part of the core team. He is always productive and goes above and beyond the expectations set."

**Motorpilot Ltd**

**Simon Lewis**  
MOTORPILOT

"We have successfully released a major version of our main software product during a critical period for us. We have done this with a qualified improvement in the extent and depth of testing, whilst being subjected to an abnormally high workload with the UK and Cloud Employee team working in tandem each day."



**James Stringer**  
CLEANLINK SOFTWARE LTD

"Bryan has been given a complex task but he seems really doing well on it and making good time on it and on spot for the deadline."

**everon™**

**Jaime Marshalls**  
EVERON



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