



PayWell Moldova Salary & Benefits Survey 2020 edition

November 2020



Dear HR Professional,

We are pleased to announce the release of the 14th edition of our Salary & Benefits Survey - PayWell Moldova!

This document presents useful information about the survey: types of data analysed, content and structure of reports, as well as acquisition fees.

We look forward to helping you in developing competitive remuneration policies for your organisation.

PayWell Team



PayWell Moldova 2020

Sample overview

6

Industry sectors:

1. *Banking*
2. *FMCG & Industry*
3. *IT*
4. *Telecom*
5. *Pharma*
6. *Overall market*

37

Participant companies

18,609

Employees

944

Benchmark jobs

What is PayWell Salary & Benefits Survey?

PayWell report is a tool created to assist HR professionals and decision-makers to develop competitive HR policies that attract, motivate and retain talent & support the business strategy.

PayWell report provides specific information covering three areas:



1. Salary statistics by job and by grade

Office Manager

Sector	Overall	Job code	GEN-AD-F-
Job catalogue	Any	PwC Grade	9
Function	Any	Period	Monthly
Department	Any	Currency	MDL
		Adjustment	0.00 %



General report

All	#Comp/ #Emp	Average	10th percentile	25th percentile	Median	75th percentile	90th percentile
Base Pay	10 / 10	14,114	7,451	12,880	16,150	16,868	17,254
Guaranteed Pay	5 / 5	14,418	8,014	13,604	16,238	17,136	17,553
Variable Pay (Target)	6 / 6	11%	N/A	10%	10%	13%	N/A
Variable Pay (Paid Out)	8 / 8	1,900	N/A	1,593	1,715	2,331	N/A
		11%	8%	8%	9%	14%	17%
Total Pay	10 / 10	15,892	8,528	13,871	17,679	19,207	19,865
Total Reward	9 / 9	17,001	8,553	15,582	18,782	19,830	21,730

General report

	#Comp/ #Emp	25th percentile	Median	75th percentile
Benefits cost	9 / 9	492	985	1,850
Deferred bonus	0 / 0	N/A	N/A	N/A
Car acquisition price	1 / 1	N/A	N/A	N/A
		#comp./ #empl.	%comp.	%empl.
Variable pay eligibility	8 / 8	80%	80%	80%
Company car eligibility	1 / 1	10%	10%	10%

- ✓ Statistics reflecting market data on base pay and guaranteed pay, variable pay (target and paid out value), total pay and total rewards + benefits cost, company car acquisition price and eligibility for variable pay and company car.
- ✓ Customised analysis depending on geographical distribution (Chisinau / Other regions), number of employees and company revenue.

2. Customised peer report*

On top of the statistics provided according to the selected package, you can receive a customised report. This report supports more accurate analysis based on the sample of companies selected by you.

Add Custom Report

All fields are mandatory.

Name	Customised report for Client "X"
(local version)	
Companies	Company 1
	Company 2
	Company 3
	Company 4
	Company 5

[Delete](#) -

Companies available

[Add](#) +

[Add](#) [Cancel](#)

Customised reports *Illustrative*

Home About Paywell Data collection Reports My account

Year 2019 Hide Filters Reset Filters

Statistics for each individual position - based on selected criteria view and download salary & benefits data.

Sector Overall

Job catalogue Banking Telecom

Department IT

PwC Grade Pharmaceuticals FMCG & Industry Customized report

Period Monthly

Currency MDL

Adjustment (%) 0

[Apply Filters](#)

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Check out our People & Organisation official page Tel: +373 22 25 17 00 Email: md_paywell@pwc.com

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*Available only for companies who acquire PayWell full / sectorial report. Please see details regarding reports & fees on slide 10. A minimum of 5 companies must be selected to create a Peer customised report, due to confidentiality reasons. The report will be generated by PwC and we reserve the right to restrict access to a Peer customised report if data confidentiality is not ensured.

3. Compensation & Benefits policies report

Compensation policies:

- Salary review policies
- Pay for time worked & not worked
- Fixed and variable bonuses
- Employment relations

Benefits policies:

- Details related to eligibility, cost / value for: protection benefits (pension, insurance, medical services), social benefits (transportation, vouchers), perks (company car, mobile phone), wellbeing benefits (sport, kindergarden).

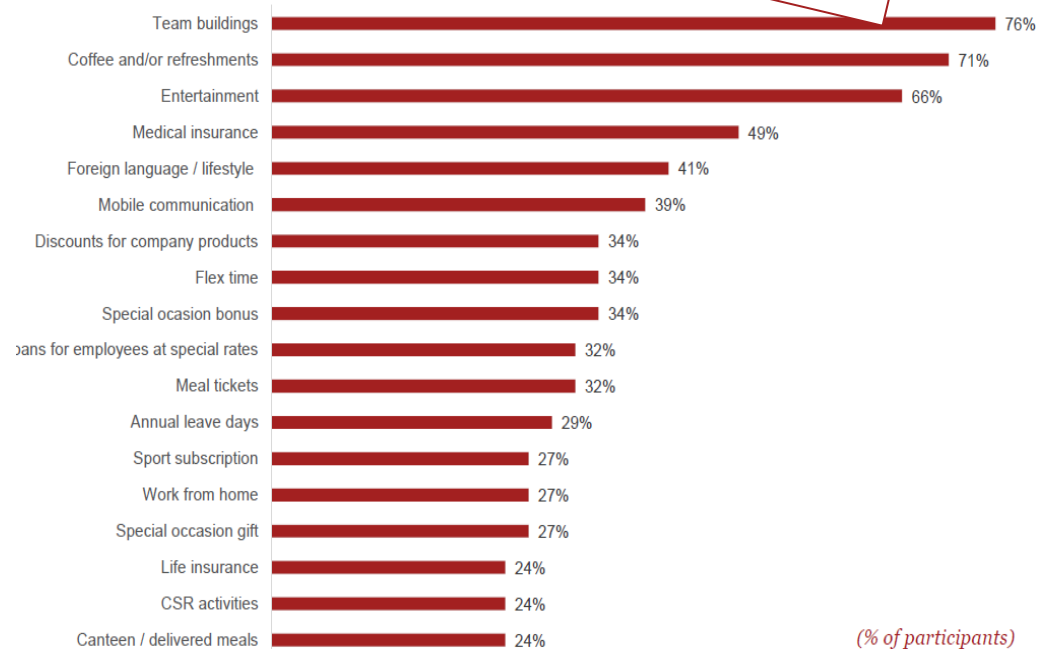
Companies which offer salary increases
(% of participants)

Illustrative

Sector	Yes	No
Banking	100%	0%
FMCG & Industry	100%	0%
IT	93%	7%
Pharma	100%	0%
Telecom	100%	0%
Overall Market	98%	2%

Benefits offered to all staff
(Overall Market)

Illustrative



(% of participants)

4. Workforce metrics report

The report presents the main metrics describing human capital effectiveness related to financial impact and productivity, engagement and HR function of the companies participating in the 2020 edition of PayWell Moldova Salary Benefits Survey.

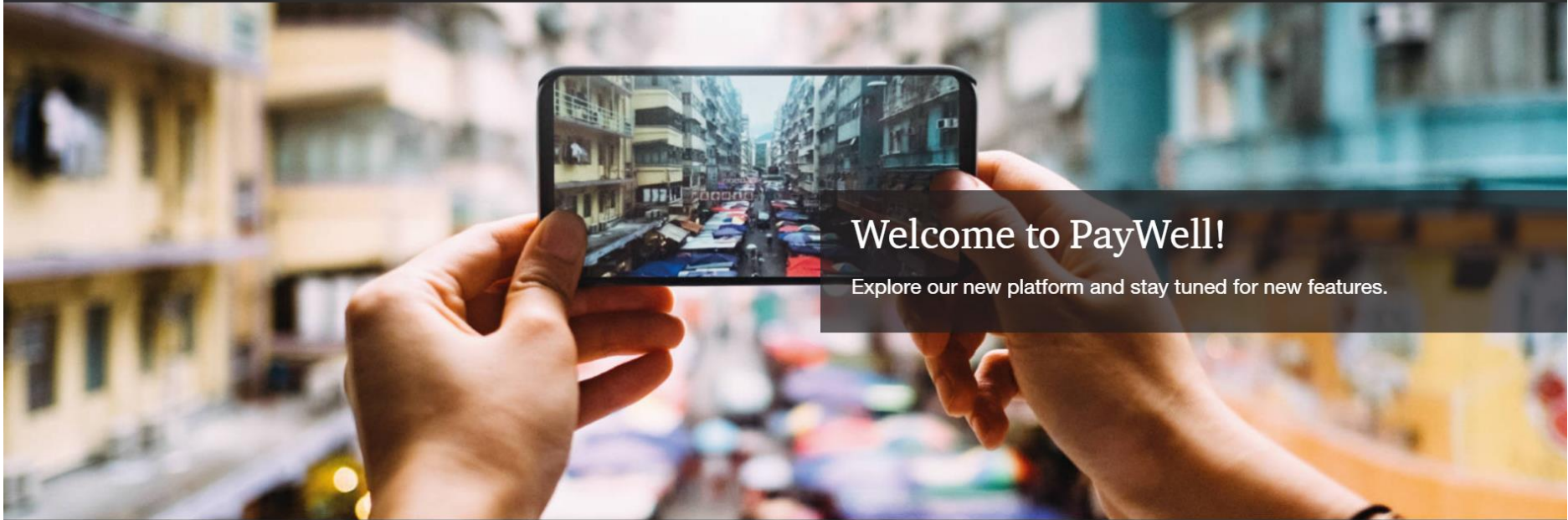
Metric	Metric computation
Revenue / FTE	Revenue / Average FTE
Cost / FTE	Cost / Average FTE
Profit / FTE	Profit / Average FTE
Remuneration / Revenue	(Compensation costs + Benefits costs) / Revenue
Remuneration / Total Costs	(Compensation costs + Benefits costs) / Costs
Compensation / Revenue	Compensation costs / Revenue
Compensation / Total Costs	Compensation costs / Costs
Average remuneration	(Compensation costs + Benefits costs) / Average FTE
Average compensation	Compensation costs / Average FTE
Average benefits	Benefits costs / Average FTE
Benefits / Compensation	Benefits costs / Compensation costs
HC ROI	(Revenue - Nonwage costs) / (FTEs x Average Remuneration)
Termination rate	Total terminations / Average FTE
Involuntary termination rate	Total involuntary terminations / Average FTE
Resignation rate	Total resignations / Average FTE
FTEs / HR Dept FTE	Average FTE / HR number of FTE
External recruitment rate	Total external recruits / total headcount
Absence rate	All absence days / FTE Workdays
Absence cost / FTE	Absence rate x Compensation costs x 2 / Average FTI

Illustrative

PayWell report is available through PwC Survey Platform*



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**access to PwC Survey Platform is provided to participants and companies that acquire the report, through allocation of a user name and a password.*

Acquisition packages

Full package	Sector package
<ul style="list-style-type: none"> • Salary statistics by position and by grade for all analysed sectors • Salary statistics by position and by grade for <i>two customised samples</i>, from all participants* • Compensation and benefits analysis report • Workforce metrics report 	<ul style="list-style-type: none"> • Salary statistics by position and by grade for one sector, of your choice • Salary statistics by position and by grade for <i>one customised sample</i>, from participants in the selected sector* • Compensation and benefits analysis report • Workforce metrics report
<p>EUR 2,600**</p>	<p>EUR 1,600** – for the sector of your choice EUR 400** – for any additional sector (<i>optional</i>)</p>

* Only if there are at least 5 participants for one sector

** Fees are net of VAT.

Let's talk!

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