

Media
Q and A's for
People Corporation

1. Most company's merge to reduce costs of duplicated services. Will the newly formed company be reducing costs?

We will streamline some operations, but there will be no job losses for either company. If anything we plan on growing.

2. Where will the headquarters be located?

The headquarters will be here in Winnipeg.

3. Why not have HQ in Toronto?

I live here and it's a logical geographic location to build a national company. Toronto and Montreal will remain pivotal cornerstones in our operations but we are committed to Manitoba and staying here.

4. Will there be job losses in either Winnipeg, Toronto or any other of the office locations?

No there will be no job losses anywhere. If anything, we are committed to growth.

5. Will jobs from other offices be moving to HQ in Winnipeg?

We are expecting growth in both Winnipeg and Toronto.

6. Who will run the newly formed company?

I (Laurie) will serve as President and CEO.

7. What role will Bruce Bell, CEO Health Source Plus play in newly formed company? What about John McFerran?

Bruce will continue to lead Health Source Plus as CEO and will be integrally involved in the growth and Executive leadership of the entire organization. He will remain in Toronto where he'll continue to also oversee operations in Montreal and St. Catherines. Similarly, John will continue to lead People First and likewise will be integral to the growth and Executive leadership of the entire organization.

8. What are the benefits for both companies in this merger?

In addition to expanding the market base for both companies the merger also allows us to offer our clients in Winnipeg more services. We can now provide our clients with a full range of human resources services that will help them Recruit, Reward and Retain the best staff.

9. Who initiated the idea of a merger?

People First had long been looking to expand its HR service offering and do so nationally. We looked for partners to do just that. We wanted to partner with a firm that was aligned with our vision and strategy and had the right leadership in place – and Health Source Plus was that company.

10. What company benefits the most in deal?

Both company's benefit equally. Our combined bench strength is much greater.

11. Are there any cost implications for either company in restructuring?

Not expecting any major expenditures for restructuring, other than costs in creating new services.

12. Plans to expand company further, maybe out west?

For now our focus is on building People Corporation. Once that is in place we will consider other options.

13. Health Source Plus offers different services than People First and vice-versa, will all the current product lines be offered by the new company?

People Corporation will focus on expanding its offering in Manitoba to offer a full range of HR service that will help our clients to Recruit, Reward and Retain their staff. By providing an integrated and cost effective suite of human resource services under one roof, we can help our clients deliver on their business strategy.

14. Does that mean you will now be offering services (like benefit packages) some of your current clients also offer? In a sense won't you now be competing with some of your clients?

The addition of benefits to People First is really unique in Canada, and we expect that we will form strategic alliances with those clients, something Health Source Plus already does today.

