

In order to be able to create a decision-making proposal that is as realistic as possible, we need the following data, with the **GREEN** fields as mandatory fields.

Country	# Subsidiaries	Wage Sum €	Allocation of EE	# Employees

- Number of Subsidiaries      This has an impact on the market presence of the subsidiary >> the smaller, the worse premium >> the higher the savings potential
- Wage Sum €                      Many of our clients pay significantly more than the average wage >> wages have a direct impact on the amount of the benefits of EB-plans >> higher premiums
- Allocation of EE                The promised benefits also depend on the allocation of the employees. Please base your answers on the quotation „blue collar-workers“ in relation to the whole company:  
0-60% → much admin | 60-80% → normal | 80%-100% → much production

MIBAV will consult only plan related to "Permanent Employees", because mostly only in this group of employees are covered by EB-plans funded only or also by the client.  
**The client will make sure to mention only "Permanent Employees" in the table above and not to enumerate other kinds of Employees, like "Short Term Employees", "Temporary Employees" or Seasonal Employees".**

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