



QUALIFIED STAFFING

WE GO TO WORK FOR YOU.®



C A S E S T U D I E S

The Challenge

A leading manufacturer was using over 30 staffing suppliers to support its US contingent labor needs. Each location was responsible for vetting, selecting, and managing multiple local suppliers. This decentralized approach led to a lack of consistency in pricing, service capabilities, invoicing, and other deliverables. Our relationship with this client started as one of the 30+ local providers, but we quickly recognized there was a better way to support their needs.

The Solution

In order to streamline and standardize their contingent labor spend, we proposed and implemented a Managed Staffing Program. This program allowed us to service 90% of their needs directly through our existing footprint and also take on the burden of vetting and managing sub-vendors for locations outside of our service areas. This solution consisted of a dedicated account manager, standardized pricing, contract terms, reporting, and a commitment to continuous improvement through metrics and supplier audits.

Results / ROI

This solution was implemented in 2004 and continues to this day. The benefits delivered through this Managed Staffing Program include:

- Significant cost savings through a combination of volume pricing and increased efficiencies.
- Local hiring managers were able to focus on other core functions and spend less time managing multiple vendors.
- Single point of contact for all staffing needs, reporting, and invoicing.
- A staffing partner committed to continuous improvement who will explore all options to help solve unique challenges.