

# TRANSFORM YOUR STAFFING SUPPLIER NETWORK TO FILL **MORE** REQUISITIONS



It's a candidate-driven market and leading staffing firms rely on a robust supplier network to deliver top quality talent to their clients.

**Did you know?** Most staffing companies generate as much as 20 to 30% of overall revenue via secondary suppliers.

**But there's a prevailing problem.** Many of those same companies have no overarching strategy to manage and reward suppliers to ensure consistent delivery.

**So why does that matter?** Suppliers are losing interest due to a lack of transparency and no real time feedback on their candidate submittals.

**That's where iLabor comes in.** We've got a proven path to optimizing your supplier network for greater productivity and profitability. Our supplier-funded model, offers a cost-positive solution to generate even more revenue.

**"iLabor allows us to truly partner with our best vendors, leveraging relationships across the entire nation and expanding our ability to grow."**

- Justin Thomason  
Director of Recruiting  
Matrix

SPEND LESS TIME ON SUPPLIER MANAGEMENT AND MORE TIME ON REVENUE-GENERATING ACTIVITIES.	
<i>Is your secondary staffing supply chain working for you?</i>	<i>Here's how iLabor360 is delivering value for top staffing firms.</i>
 <p>Increase margins, coverage and fill rates</p>	Although revenue was on the decline for this \$950M professional services firm, <b>revenue generated from its secondary supplier program rose 10% in the same period.</b>
 <p>Reduce time to submit candidates</p>	iLabor helped this \$180M IT staffing firm <b>save one of their biggest accounts</b> , moving from the bottom of 14 Tier 1 vendors to 3rd in just six months through faster submittals via their <b>streamlined supplier network.</b>
 <p>Eliminate time spent on vendor management</p>	At one national staffing firm, <b>field recruiters were each wasting many hours a week</b> managing individual staffing supplier relationships. They were also increasing the company's exposure to risk before <b>implementing iLabor360 for a centralized view and process.</b>
 <p>Provide access, real-time feedback and visibility into number of submittals to suppliers</p>	A mid-sized supplier with 85+ consultants at a national staffing firm, gets the <b>access, real-time feedback and visibility into submittals</b> , ensuring their commitment to the firm and <b>increasing the firm's margins alongside rate compliance.</b>
 <p>Build an engaged and motivated supplier community</p>	After iLabor360, this \$1B professional staffing firm <b>significantly streamlined their vendor partner</b> count, providing the best suppliers <b>access to all requisitions</b> - resulting in <b>dedicated recruitment efforts</b> and <b>increased fills.</b>

## ABOUT ILABOR

iLabor is a technology solution that streamlines the candidate supply chain and process for growing staffing firms and critical suppliers in their ecosystem.