

# **Unlocking Success: A Transformative Contingent Workforce Strategy**

Sponsored by:



April 18, 2024

# Logistics

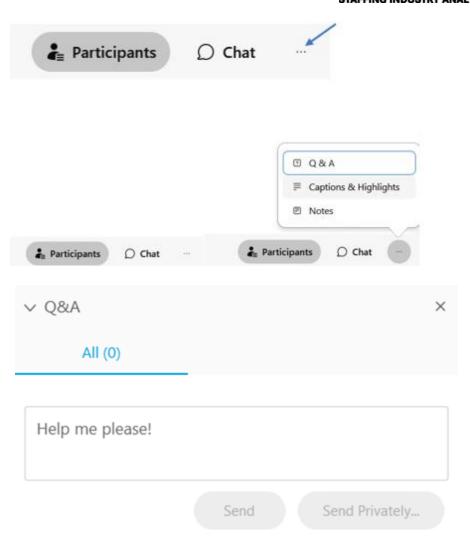
# SIA.

#### Questions

- Questions may be submitted at any time.
- Click on the 3 dots on the lower right to open the Q&A window.
- Type your question into the small dialog box and click the Send Button.

#### **Audio**

- Listen on your computer through your speakers after you log into the event.
- Want to change your audio? Click Audio options, click Switch audio, and then choose the option that you want to use.
- Need assistance? Please send us a message in the Q&A section or email memberservices@staffingindustry.com.



### **Staffing Industry Analysts Product Overview**



	Products & Services for Suppliers	Products & Services for Buyers
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Editorial	Staffing Industry Review CWS GLOBAL DAILY NEWS CONTINGENT WORKFORCE STRATEGIES	
Certification & Training	Certified Contingent Workforce Professional  STAFFING INDUSTRY ANALYSTS  CCWP Statement of Work Expert	



### **CWS Council (partial list)**





























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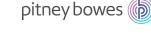




































































































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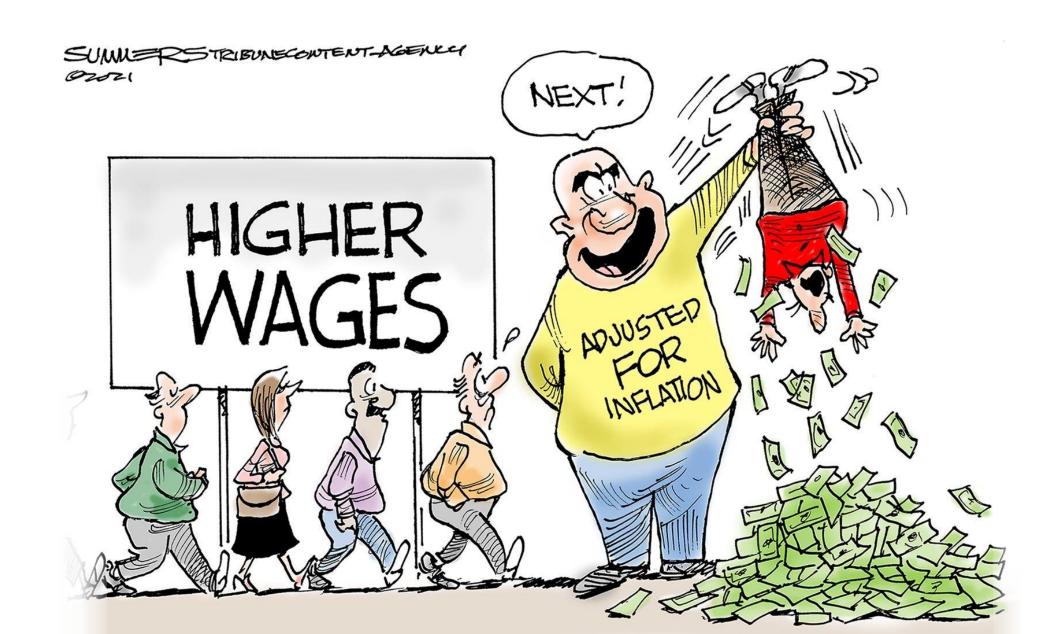












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# Responding to Talent Shortage



Buyer Actions to Address Talent Shortages (% of Companies)

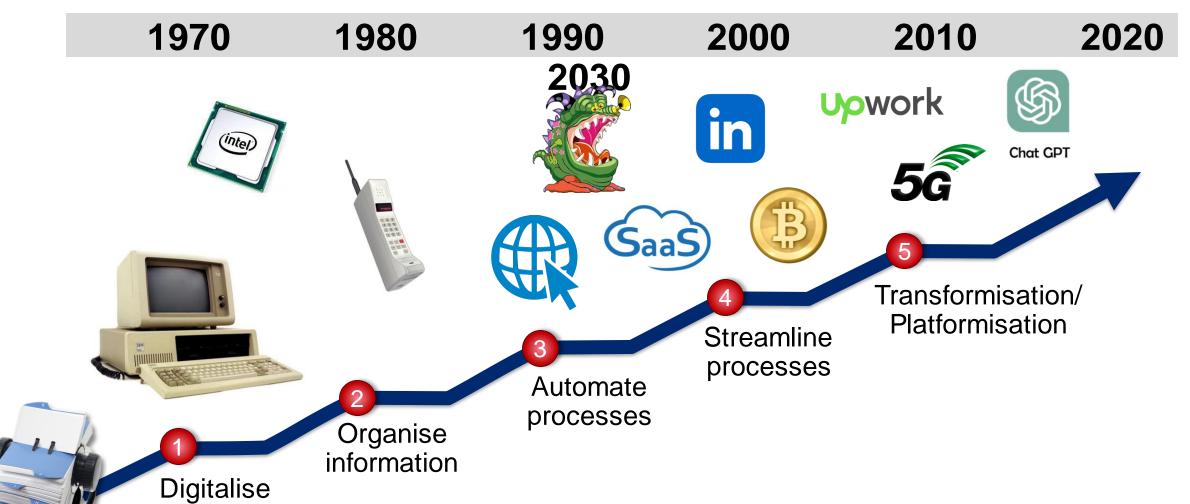
Extended assignment limits 24% Raised margins/markups 28% Changed vendors 48% Allowed more remote CW's 57% Raised pay rates 69%

# **Digitisation Spectrum**

information

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# Legal Issues to Watch For and Prepare For in 2024 and Beyond



- Increase in types of paid leave and flexible working
- Protection for non-traditional workers e.g., those working through digital platforms
- Tightening restrictions on temporary work
- Al and privacy regulation





### Today's speakers:





Will Fraser,
 HR Manager Talent
 Development, Norfolk
 County Council



Nikki Parry,Director of Client Services,Magnit



#### Moderator:

Peter Reagan, Sr. Director, CWS Council, SIA

# **Norfolk County Council**

- A large UK local authority the main local authority for Norfolk, providing services to over 900,000 people and businesses.
- A political organisation, with 84 elected members who set strategic direction.
- Approximately 8,500 employees, plus schools staff.
- Deliver a broad range of services, including education, health and social care, transportation, conservation and planning, community services (libraries, museums etc), trading standards, fire and rescue service.
- Also have core enablement functions in house, including finance, digital services / IMT, HR, communications, insight and analytics, strategy design and delivery.
- Large, complex environment, with significant challenges around funding and demand for services.
- Norfolk itself is geographically diverse.



#### Work has Evolved... Most Businesses Haven't





#### **Increasing Size & Complexity**

 Almost 50% of today's workforce is contingent; a number that continues to grow



#### Limited Historical Investment

 Close to 70% of business leaders want to address key gaps for greater coverage of the total workforce



#### Lack of Control & Visibility

Nearly 60%
 of organisations leave the
 non-employee workforce
 unaccounted for



#### View From the Boardroom



"For 77% of business leaders, the ability to hire and retain talent is most critical to achieving growth."

"52% of CHROs identified a shortage of critical talent as the #1 trend impacting organizations."

"Over **80**% of executives say they are **increasingly leveraging** contingent, seasonal, intermittent, or consultant employees."



**Gartner** 





### Poll 1

What is the biggest challenge you face surrounding your contingent workforce strategy?





# Panel Discussion









Question

2

# **TECHNOLOGY**

What is the role of technology in optimising and enhancing your extended workforce?











#### What does success look like





- Access to Talent
- A varied supply chain



- Compliance Assurance
- Market intelligence



Partnerships



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#### **TOP RESEARCH OF 2024**



- Direct Sourcing Platform Landscape
- VMS Global Landscape 2023
- Independent Contractor and Employer of Record Compliance: Global Legal Overview
- Global Licensing Laws: Temporary Work Agencies and Employers of Record
- Global Pay Transparency Laws

- MSP Global Landscape 2023
- RPO Global Landscape 2023
- EOR and ICEC Landscape 2023
- Pricing SOW Engagements
- Building a Supplier Performance Scorecard Guide
- SOW for Projects or Services

Not an SIA member?

Contact the SIA Council team: <a href="mailto:enterpriseservices@staffingindustry.com">enterpriseservices@staffingindustry.com</a>



# **Enhance Your Expertise with SIA's CCWP Certification**



CCWP Contingent Workforce Program Management

Expand your knowledge and expertise around designing,
 implementing and managing a successful contingent workforce strategy with SIA's CCWP certification

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- Copies of the slides and a link to the audio recording will be distributed to all attendees within 48 hours following the webinar.
- A replay of this webinar will be available for our CWS Council and Premium Corporate members at: <a href="https://www.staffingindustry.com/webinars-buyer">www.staffingindustry.com/webinars-buyer</a>

## **About Staffing Industry Analysts (SIA)**



Founded in 1989, SIA is the global advisor on staffing and workforce solutions. Our proprietary research covers all categories of employed and non-employed work including temporary staffing, independent contracting and other types of contingent labor. SIA's independent and objective analysis provides insights into the services and suppliers operating in the workforce solutions ecosystem including staffing firms, managed service providers, recruitment process outsourcers, payrolling/compliance firms and talent acquisition technology specialists such as vendor management systems, online staffing platforms, crowdsourcing and online work services. We also provide training and accreditation with our unique Certified Contingent Workforce Professional (CCWP) program.

Known for our award-winning content, data, support tools, publications, executive conferences and events, we help both suppliers and buyers of workforce solutions make better-informed decisions that improve business results and minimize risk. As a division of the international business media company, Crain Communications Inc., SIA is headquartered in Mountain View, California, with offices in London, England.

For more information: www.staffingindustry.com

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