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Beyond Temps, Using Technology to Manage SOW and Outsourcing Engagements

Presented by:

Scott Bedell, *Director of Services Procurement*
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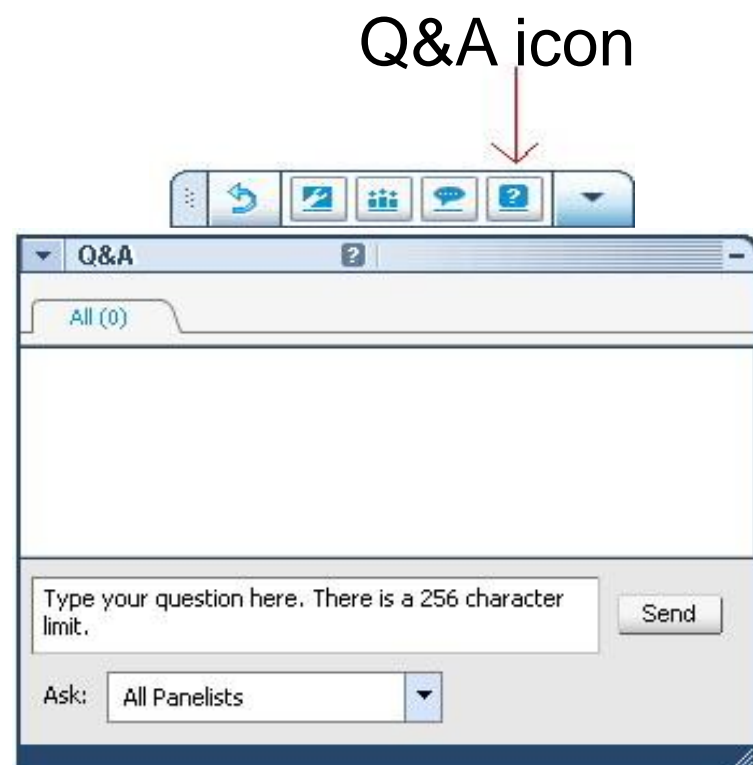
Anirudh Sundareshwar, *Head of Procurement*
BNP Paribas, India Solutions

20 July, 2016
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- Our staffing firm membership is composed of many of the largest regional, U.S. and global staffing firms in addition to representatives from all parts of the contingent workforce industry.
- Our CWS Council membership represents over \$100 billion in annual contingent workforce spend.
- We are a trusted advisor providing objective research within the contingent workforce ecosystem.

Founded in 1989

- Acquired by Crain Communications (\$200M media conglomerate) in 2008, headquarters in Mountain View, California and London, England
- Comprehensive and vast industry and advisory service experience among executive, advisory and research team



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Our Speakers Today...

Scott Bedell, *Director of Services Procurement*
Beeline



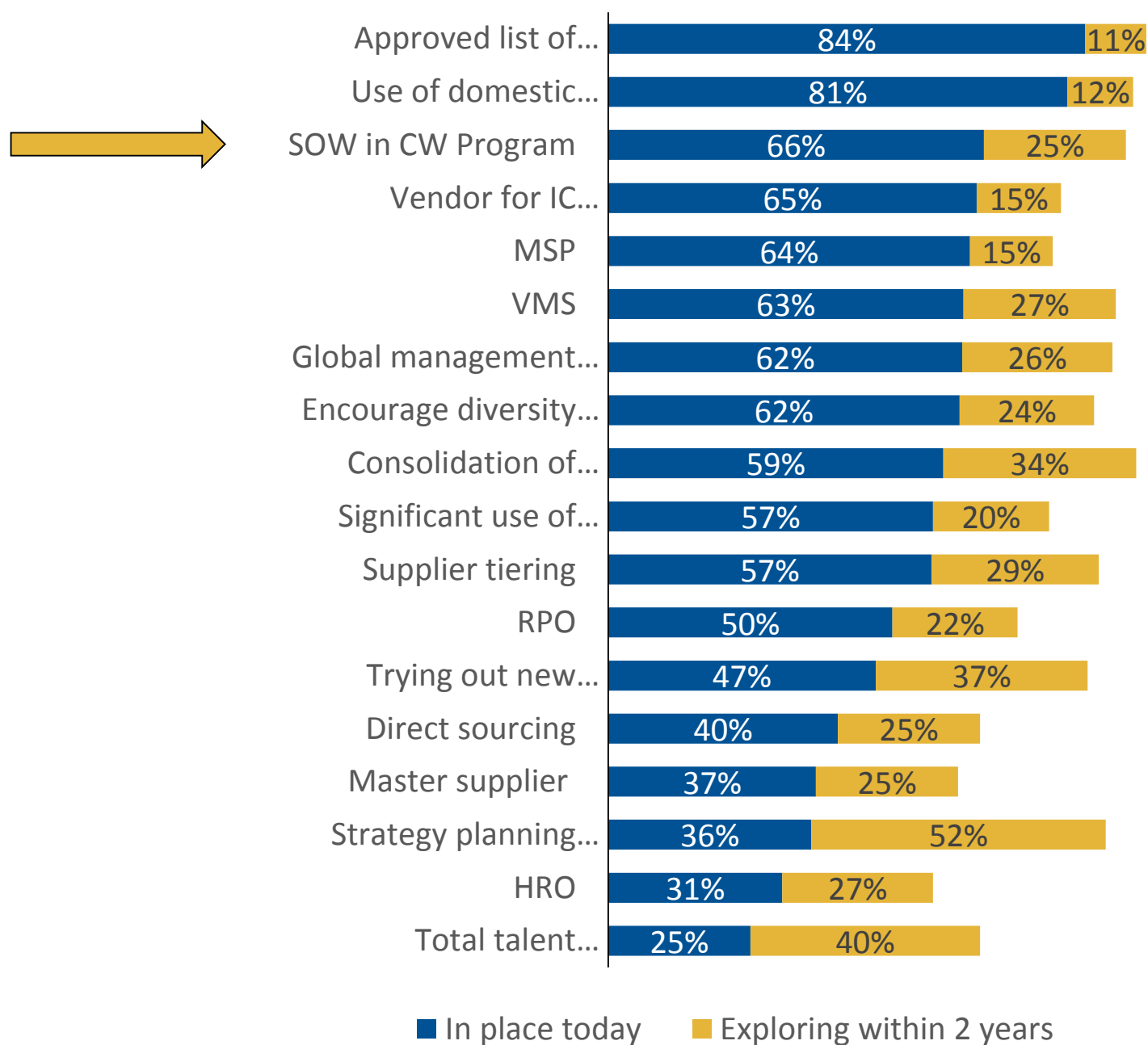
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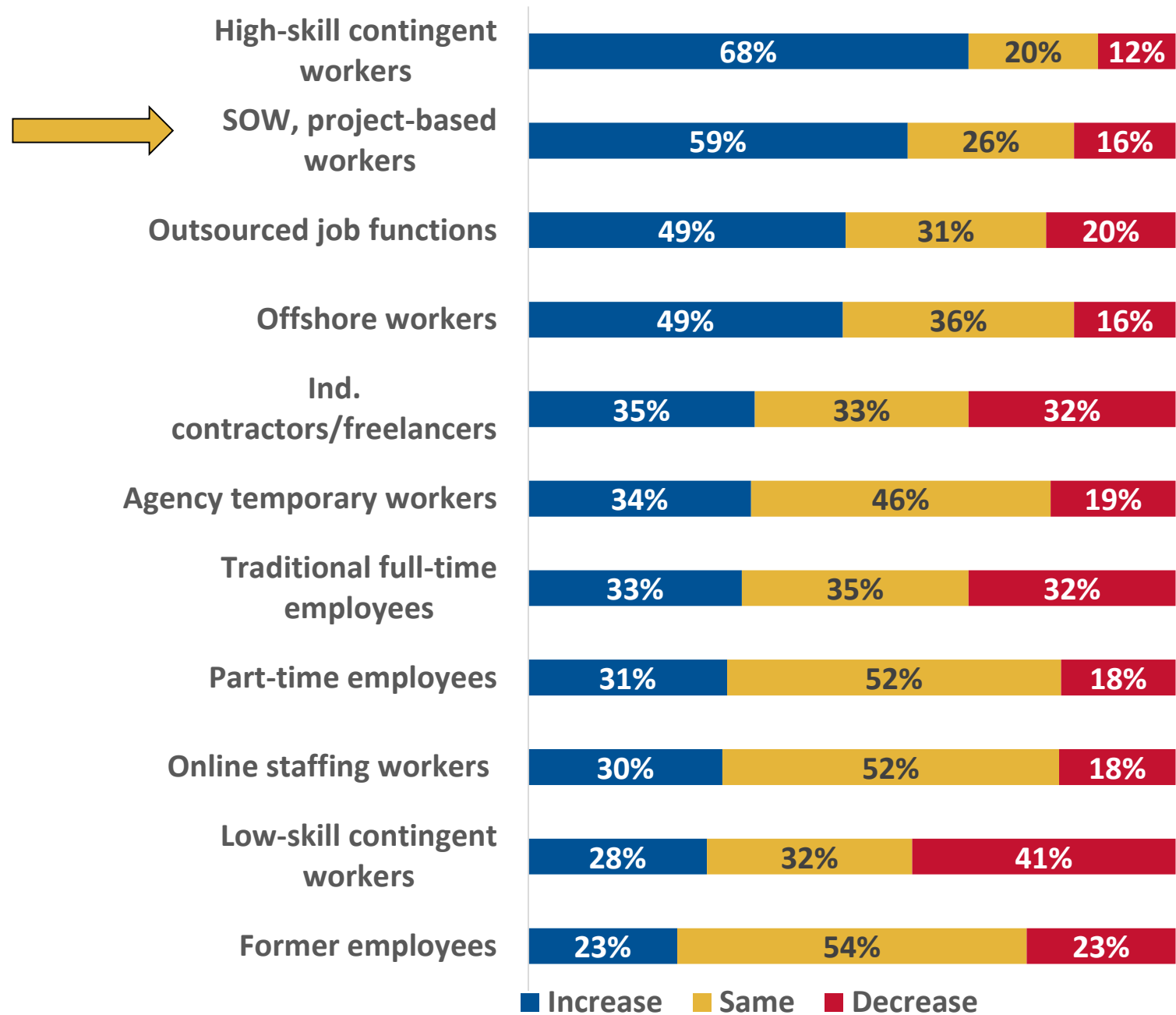
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Current and projected use of supplier management strategies



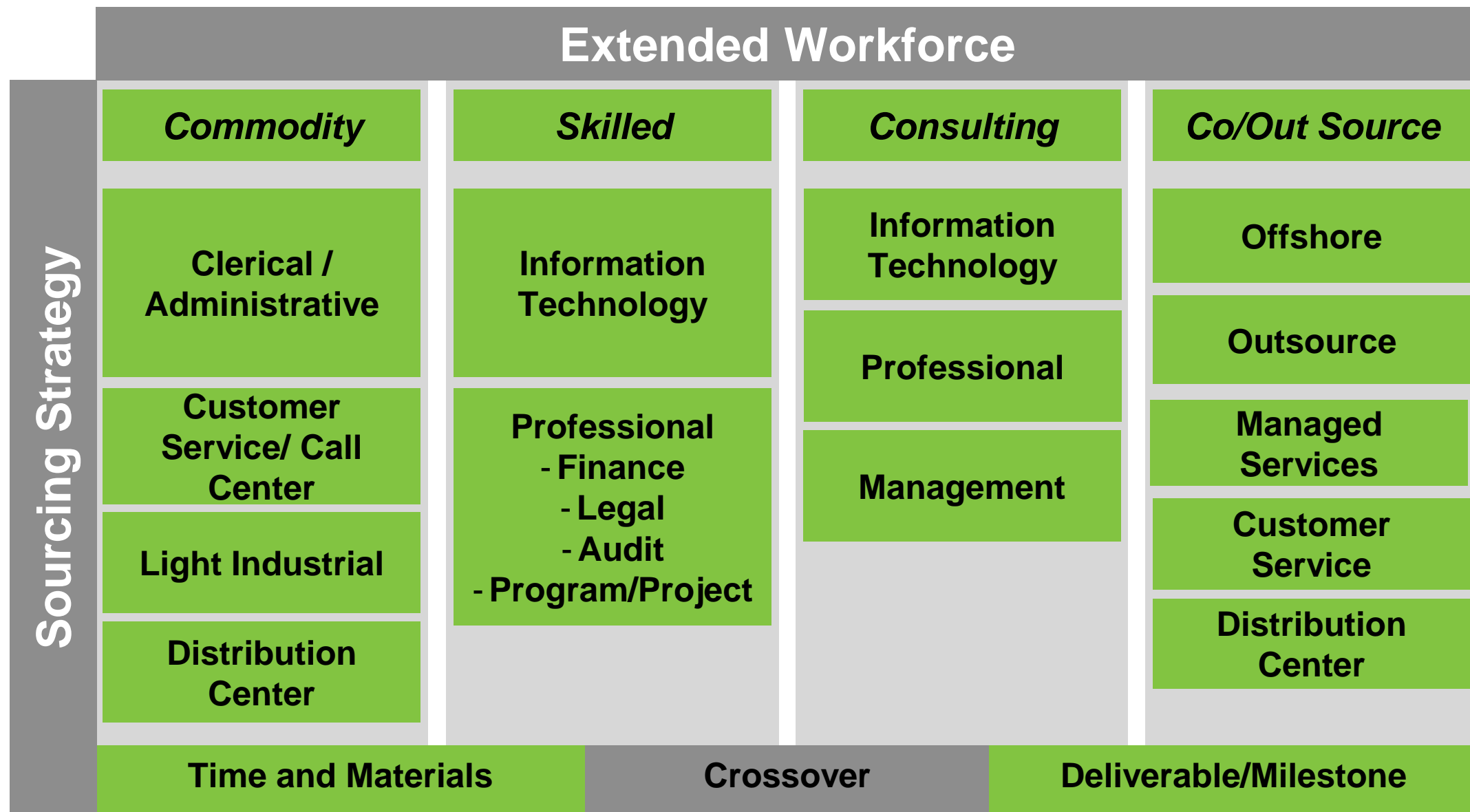
Buyer's plans for various types of workers



How do you procure complex services now?

- A. Centrally using an automated Services Procurement solution
- B. Centrally using manual or semi-automated procurement processes
- C. At the Business Unit or Departmental level using manual or other processes
- D. We are transitioning from a de-centralized to a centralized model
- E. We have no process for procuring services

VMS Technology – Labour Landscape



VMS Technology – Product Matrix

		Extended Workforce			
		Commodity	Skilled	Consulting	Co/Out Source
Sourcing Strategy	Clerical / Contingent Staffing Solution	Information Technology - Procure to Pay - T&M / Contingent Staffing		Information Technology Services Procurement - Bid, SOW, Manage, Pay - Milestone, Fixed, T&M	Offshore
	Customer Service/ Call Center	Professional	Professional	Professional	Outsource Managed Services
	Light Industrial	Light Industrial	Resource Tracking	Management	Customer Service
	Distribution Center	Distribution Center	Professional/Consulting Services	Management	Distribution Center
		Time and Materials	Crossover	Deliverable/Milestone	

Key Business Drivers & Challenges

The Drivers:

- High Spend- Big Opportunities!
- Visibility
- Compliance and Risk
- KYE and KYS

The Hurdles:

- Fragmented Spend “Ownership”
- Perceived Bureaucracy- reduced flexibility & increased time to market
- Supplier Resistance
- Disruption of Relationships

The (bumpy) Road...The Destination

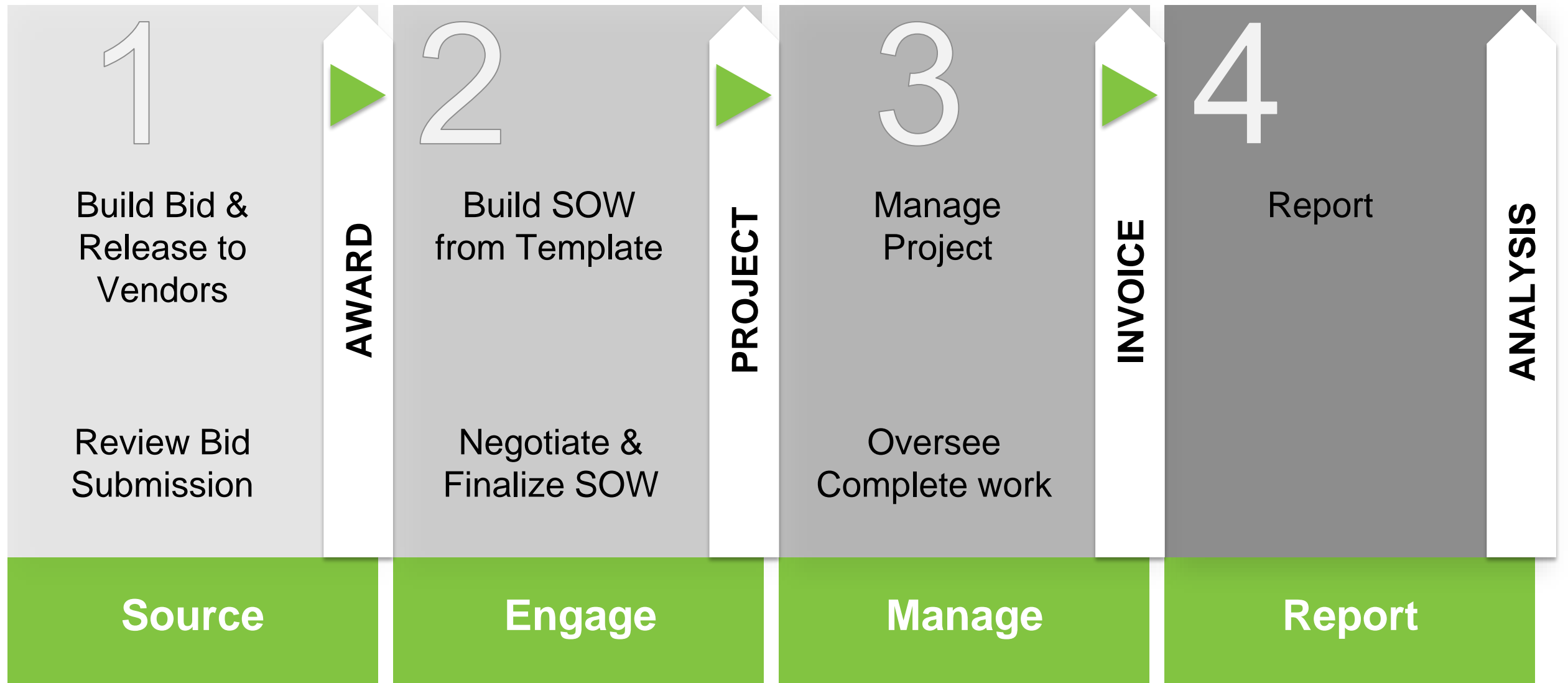
The Journey:

- How are we adding value? What's the ROI?
- Mandate vs. Best Practice
- Adapting Technology for regional nuances

Where we ended up:

- Sourcing & Procurement as a consultant
- Making market intelligence available to management
- Cost efficiencies with automation (Integration opportunities)
- VMS driven efficiencies that addressed time to market and visibility
- Supplier penetrability

Services Engagement Lifecycle



Where would the technology bring the most value to your organization?

- A. Sourcing
- B. Engaging
- C. Managing
- D. Reporting

Time for your questions...



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