



**WEBINARS**  
CONTINGENT WORKFORCE  
STRATEGIES COUNCIL



# Key Strategies in CW Programme Performance Management

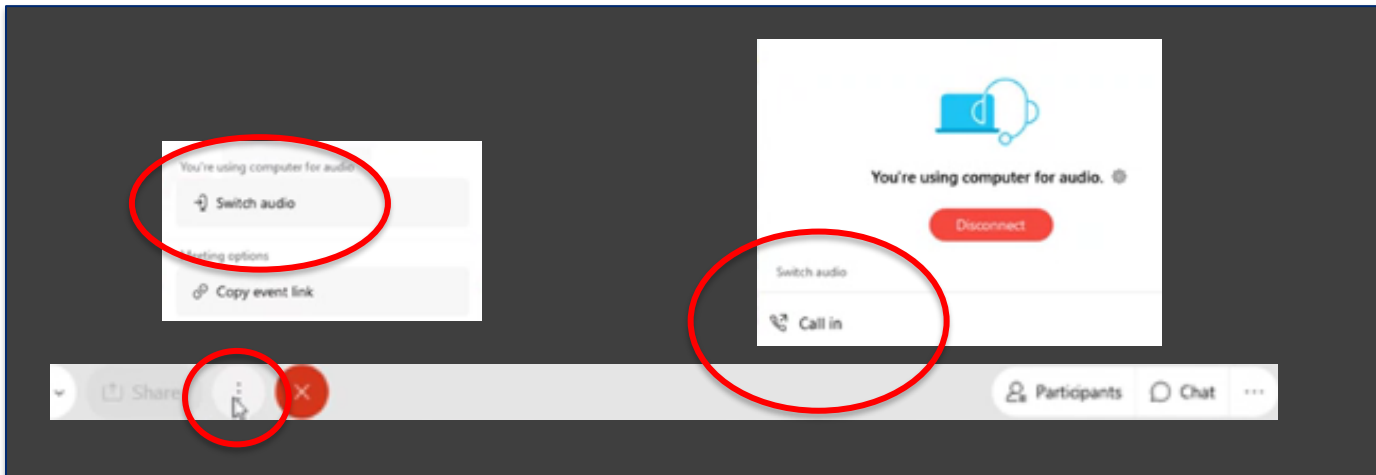
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7 April 2022

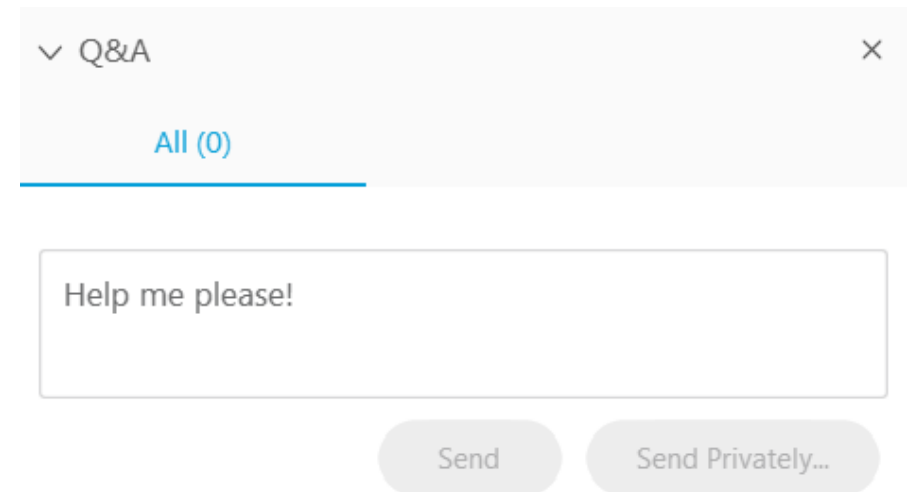
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Q&A ×

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# CWS Council (partial list)





## Today's speakers:

- **Laurence Kirk**, Vice President, EMEA & APAC, PRO Unlimited



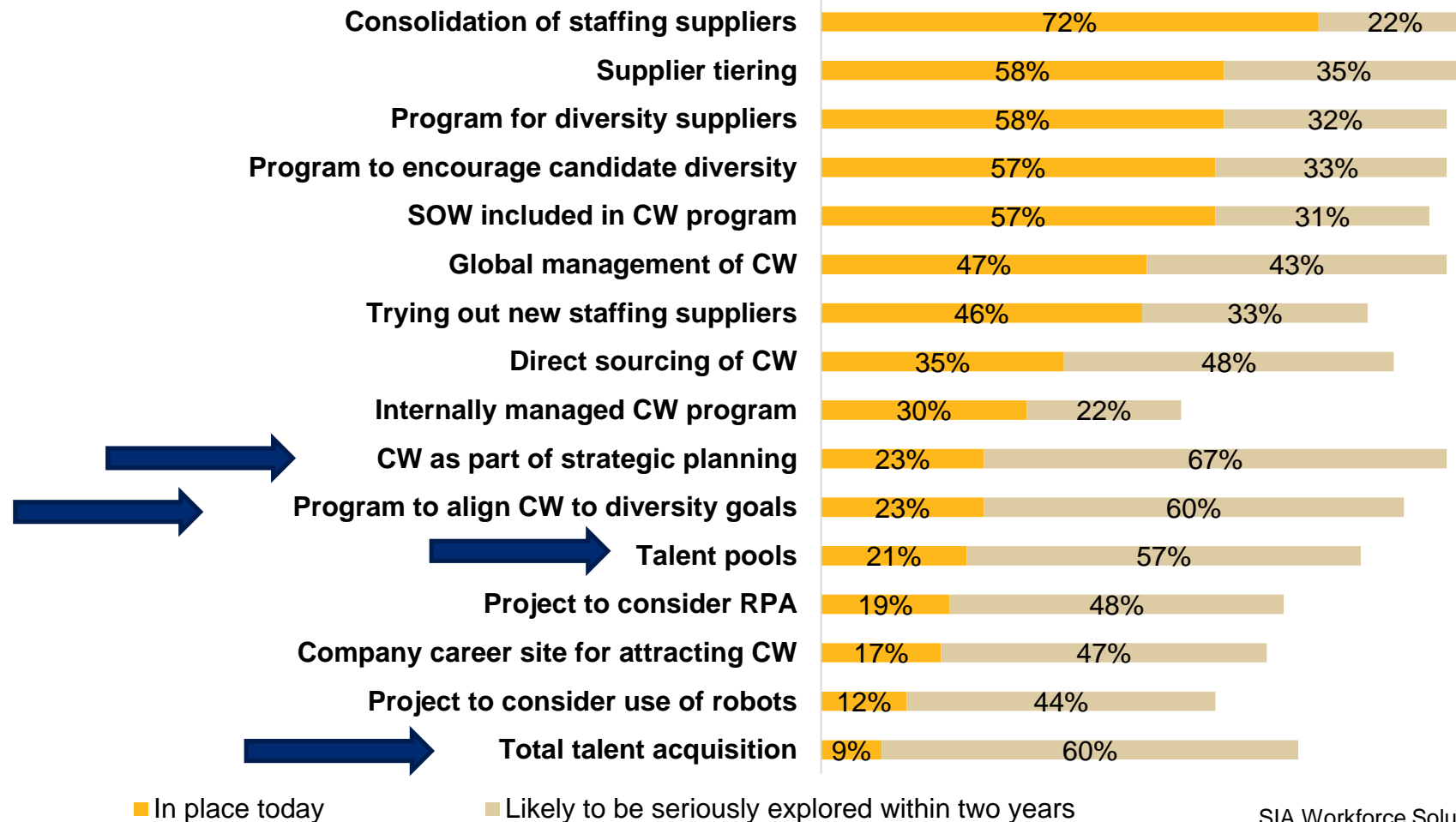
- **Carole Bellone**, Global Category Manager, People & Culture, Philip Morris International



- **Dawn McCartney**, CCWP, VP, Contingent Workforce Strategies Council, SIA

# CW Programme Strategies

*Use of workforce strategies, 2021*



SIA Workforce Solution Buyer Survey – EMEA 2021





Cost savings used to be the biggest issue in CW programmes but what are you seeing as your biggest challenges at the moment? (Choose as many as apply)

A

Attracting  
Talent

B

Labour  
Shortage

C

Supply Chain  
Issues

D

Cost  
Savings

E

Data

F

Internal  
Mobility

G

Compliance

H

Performance  
Management



# What is the skill set for which your organisation spends the most amount of money on contingent workers?



	Response %
Information technology (IT) occupations	57%
Industrial, logistics, and/or other blue-collar occupations	22%
Engineering occupations	9%
Clinical/scientific occupations	4%
Marketing/creative occupations	2%
Office/clerical occupations	1%
Legal occupations	1%
Finance/accounting occupations	1%

SIA Workforce Solutions Buyer Survey EMEA 2021



Data and insights can clearly help to make more informed decisions on hiring. In what way are you using data today? (Choose all that apply)

A

We only use a Vendor Management System (VMS)

B

We have multiple tools and data feeds from different sources but are unable to link them together

C

We are unaware of what data insights we could be accessing at this stage

D

We would like to improve our use of data





- How are you preparing to maximise and support the people and talent availability caused by movement from Eastern Europe?
- What adjustments and investments are you making in your talent strategy to accommodate the unknown challenges of 2023/24 and 2025?
- What resources are we using today to make business-critical decisions?

# QUESTION & ANSWER

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# SIA MEMBER RESOURCES

- **International Talent Mobility**
- **Workforce Solutions Buyer Survey: 2021 Europe Results**
- **Workforce Solutions Buyer Survey: 2021 UK Results**
- **Workforce Solutions Buyer Survey: 2021 Americas Results**
- **Lexicon of Global Workforce-Related Terms (complimentary)**

Not an SIA member?

Contact the SIA Council team: **[enterpriseservices@staffingindustry.com](mailto:enterpriseservices@staffingindustry.com)**



**CWS SUMMIT  
EUROPE**

**10-11 MAY 2022**

**Royal Lancaster Hotel | London, UK**

**🐦 #CWSSummit**

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**Register at [www.cwssummitwe.eu](http://www.cwssummitwe.eu)**





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NORTH AMERICA**

**SEPTEMBER 19-20, 2022**

**The Omni | Dallas, TX**

**🐦 @CWSSummit #CWSSummit**

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**COLLABORATION  
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**SEPTEMBER 20-22, 2022**

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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](http://www.staffingindustry.com)

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