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Solutions to Scale

How integrated platforms compare to traditional point solutions for contract workforce management

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Traditional Practices

In the contract workforce management industry, enterprise programs are often made up of multiple point solutions that work in conjunction with one another.

Vendor management systems (VMS) are designed to interface with multiple vendors that handle employment, international hires, staffing, and freelancer management, among other necessities.

For decades this has been the standard practice for managing a contract workforce program, but it doesn't work great for everyone.

Margins and Scaling

Multiple point solutions means multiple business entities are involved that must somehow meet appropriate margins. The lack of integration does two things.

1. Generates entry costs that feel disproportionately high for companies with small and midsize programs (those that fall below the $50m mark)

2. Creates difficulty maintaining equivalent service levels for programs with moderate spend, resulting in a massive underserved market for small and midsize programs

Midsize programs
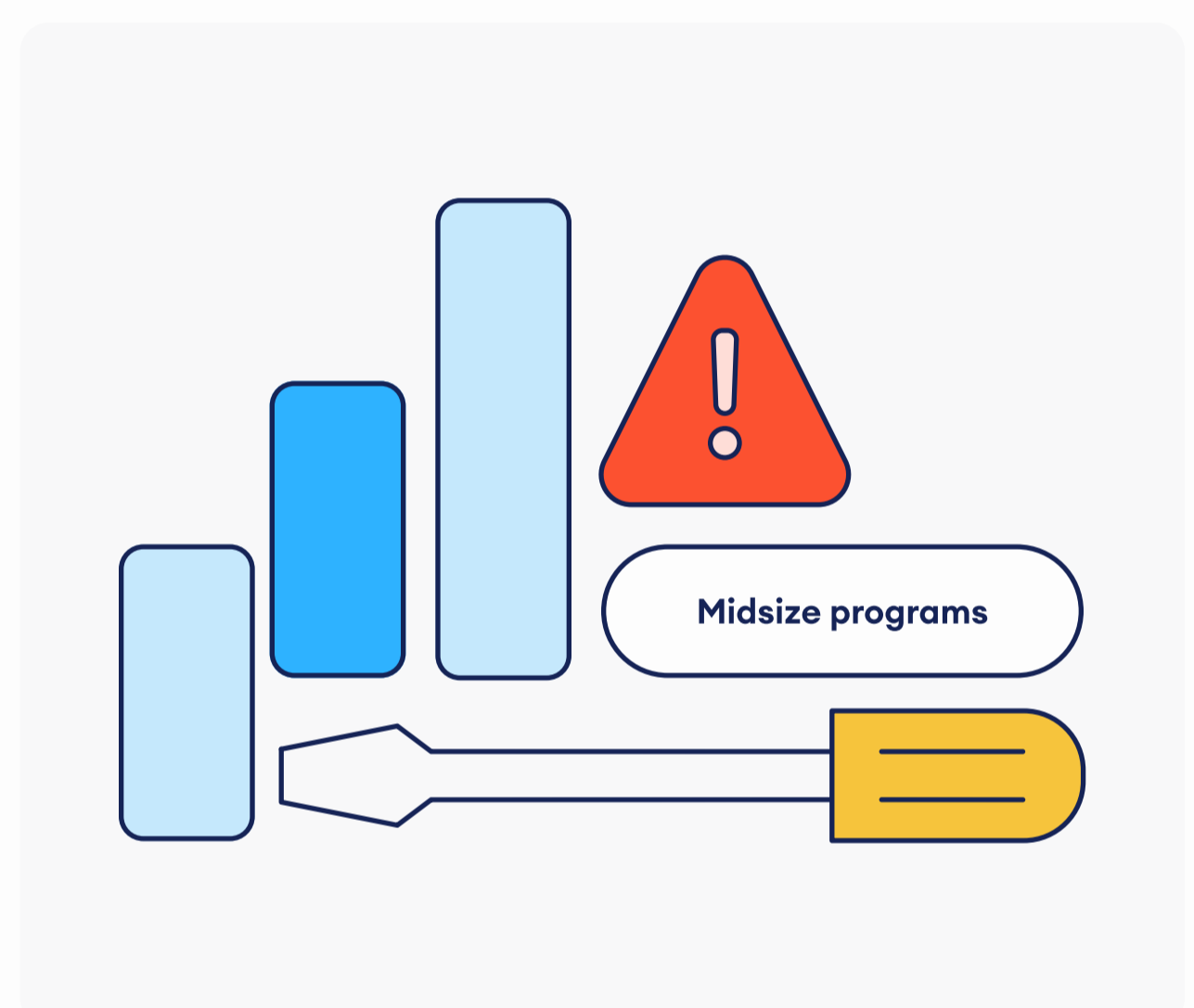
Vertical Integration

When the employer of record is also the system of record, powerful software can be developed to automate processes and **offer comprehensive tools that handle sourcing, recruiting, on-boarding, and workforce management.** Recent advancements in technology, even when compared to just half a decade ago, have made this level of integration possible.

With integrated platforms, clients work with one vendor rather than multiple, which opens up possibilities in flexibility and scaling not found with traditional enterprise systems.

Sourcing

Recruiting

On-boarding

Workforce management

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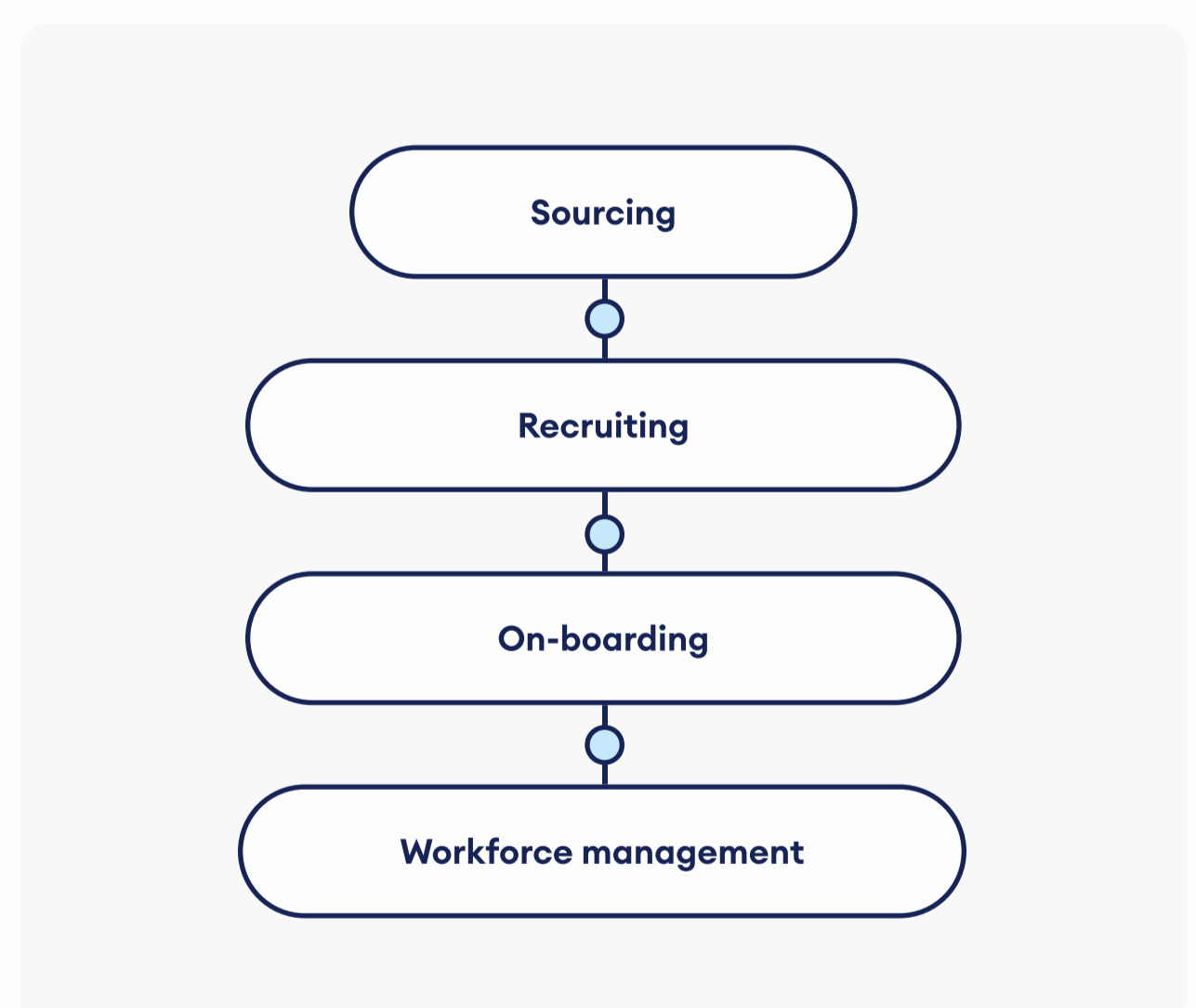
Everything you need to manage your own contract workforce

Global Employer of Record, On-Demand Sourcing, Vendor Management, and Freelancer Management, in the same self-serve UI.

Employer of Record

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Vendor Management

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