



CASE STUDY

HOW AN MSP IMPROVED FILL RATIOS, CLIENT ACQUISITIONS, PROFITABILITY & MORE, ACHIEVING OUTSTANDING RESULTS WITH CONEXIS VMS

Conexis VMS is the very first vendor management system built to help both small, medium and enterprise organizations automate and improve their non-employee management process.



Conexis



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INTRODUCTION

Roughly 25-30 percent of the US workforce today works on a contingent basis, with more than 80 percent of large corporations planning on “substantially increasing” their use of the flexible workforce in the coming years.

That means more companies than ever before have some form of non-employee workforce management program.

Yet managing the contingent workforce is complex.

Contingent workforce management programs involve thousands of data points, tens, hundreds or even thousands of non-employee workers and a wide range of vendors that must all be managed properly.

Unfortunately, most businesses are failing to manage their program effectively, resulting in a significant lack of visibility and control over program performance and spend.

That’s why many organizations are outsourcing the entire management of their contingent workers to highly-experienced and specialized companies, known as managed services providers (MSPs).

MSPs take on the entire responsibility of managing a company’s non-employee workforce, using innovative technologies and industry expertise to improve program visibility, speed up hiring times, improve workforce quality and reduce spend.

To achieve these results on behalf of their clients, it’s crucial they have the right vendor management system (VMS) in place to underpin their entire contingent workforce program.

Here’s the story of how one large managed services provider, managing over \$1bn in spend on behalf of its clients (we’ll refer to as The North American MSP), leveraged the Conexis VMS software platform to achieve: improved compliance scores, better fill ratios, additional client acquisitions, higher profitability and more.



THE CHALLENGE

The North American MSP has years of successfully managing contingent workforce programs for enterprise organizations, yet the vendor management systems they had been using weren't suitable for companies with smaller non-employee workforces.

That's because previously there has been a huge gap in the market.

Traditionally, VMS developers have only built solutions for large enterprises with huge contingent workforce spend.

As a result, The North American MSP had difficulty finding a vendor management system to bring to their clients with smaller contingent workforce management spend.

With no solution on the market, The North American MSP relied primarily on emails, paper invoices from suppliers and their clients' own back offices to manage their staffing agency processes effectively.

The lack of an appropriate vendor management system in place resulted in poor compliance scores for the MSP, leaving them in desperate need for a solution that would automate these processes for their clients with smaller contingent workforce budgets.



THE SOLUTION

To solve this challenge, and help The North American MSP transform its compliance scores and consolidate contingent workforce management programs on behalf of its clients, Conexis VMS put the entire MSP business on its innovative vendor management system.

Conexis VMS is the very first vendor management system built to help both small, medium and enterprise organizations automate and improve their non-employee management process.

Designed specifically to be the ideal solution for any business, the cloud and web-based Conexis VMS vendor management software has been built with no minimum spend requirements, ensuring it is the ideal solution to help companies manage their non-employee workforce no matter how small or large their spend is.

Conexis VMS has given The North American MSP organizations all the tools and functionalities they need to manage the entire non-employee workforce and staffing agency management process for their clients.

These features include everything from automation, vendor consolidation and a centralized process, to simplicity of use, visibility into vendor performance and complete scalability for company growth.

There are no minimum spend requirements for the Conexis VMS solution. The North American MSP simply pays a percentage of spend processed - making it the perfect vendor management software solution for any company's contingent workforce management program, no matter how small or large their spend is.

It's not just this reason why The North American MSP chose to partner with Conexis as it's VMS software solution. The decision was also based on ease of implementation and speed, with the platform designed specifically without the bells and whistles of more popular VMS solutions that most organizations simply don't require.



THE OUTCOME

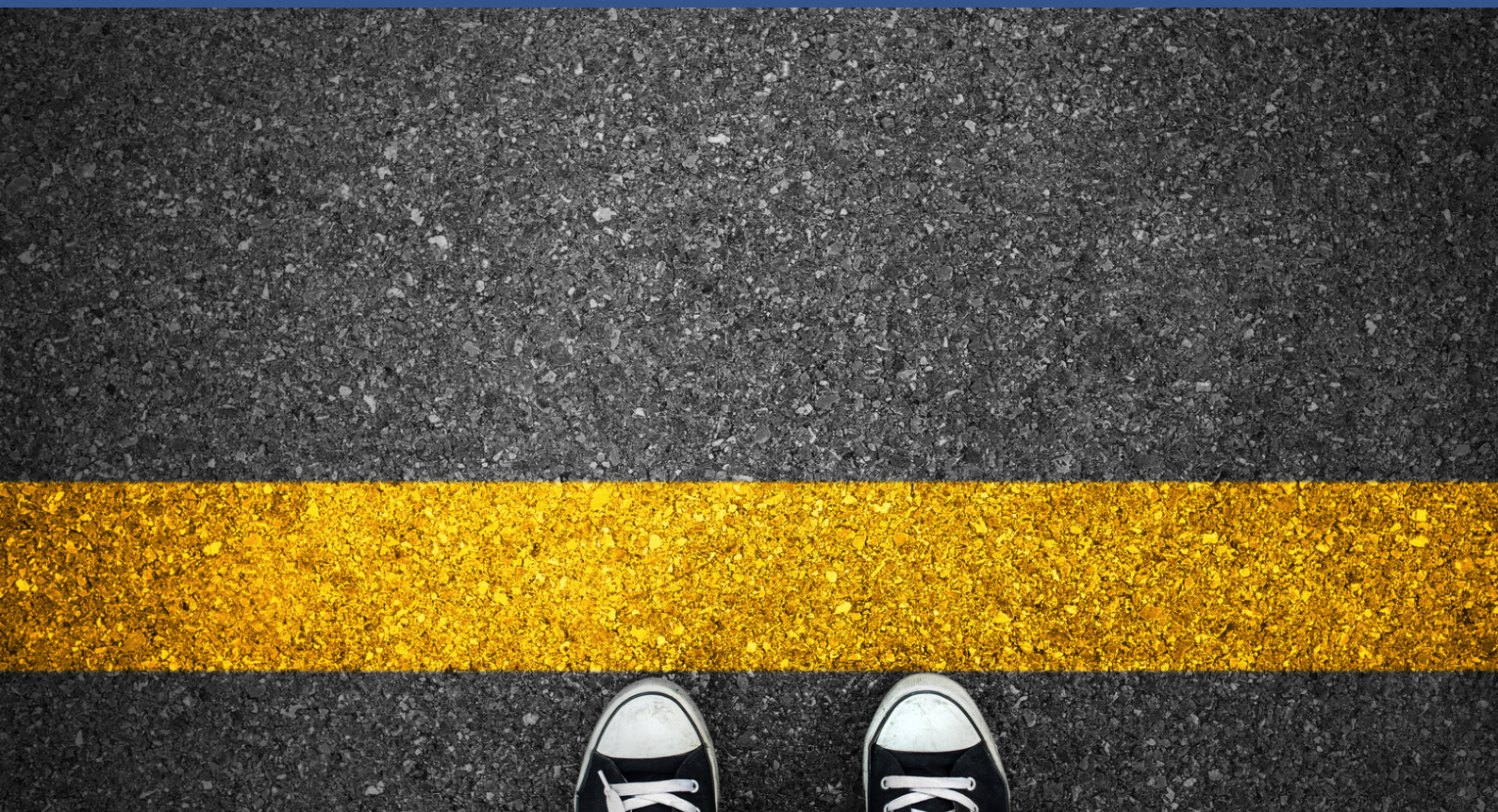
The overall focus of the Conexis VMS was to provide a seamless solution for how The North American MSP managed contingent workforce programs on behalf of its clients with smaller non-employee workforce budgets.

Using Conexis VMS to underpin that process, The North American MSP was able to realize a wide range of benefits, including:

- Improved compliance scores
- Improved fill ratios
- New client acquisitions
- Helping to contribute to an average 12.5% annual direct cost savings
- More efficient internal processes
- Improved staffing agency performance
- Greater profitability
- As well as a host of improved critical success factors across their entire portfolio of clients.

In addition to these benefits, The North American MSP's clients have also realized a number of soft and hard savings thanks to the automated and consolidated processes as a result of using Conexis VMS.

The use of the innovative VMS software solution has resulted in improved visibility and superior processes for the MSP's clients. That's why Conexis VMS is now The North American MSP's VMS of choice for all new clients. The North American MSP is now looking at geographically expanding its use of Conexis VMS, looking to deliver these huge range of benefits to clients beyond North America.



SCHEDULE A DEMO

Want to learn how your MSP can realize the same results as above? Don't just read about it, see it in action!

Discovering how the Conexis VMS vendor management system can help your MSP seamlessly manage contingent workforce management programs on behalf of your clients, no matter how small or large their non-employee workforce budget is, is something you can see for yourself.

Reach out to us today. We would be happy to show you how the Conexis VMS would benefit your MSP with a free software demo.

Demo



CONTACT

Conexis VMS is the very first vendor management system built to help small and medium-sized enterprises automate and improve their non-employee management process. The cloud-based software has been specifically developed with no minimum spend requirements, thereby helping companies manage their non-employee workforce no matter the size.

As an independently-owned VMS provider, Conexis VMS gives organizations around the world all the tools and knowledge they need to manage a successful contingent workforce management program.

To learn more, visit Conexis VMS at: (www.conexis.io).

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