



WHY MSPs & STAFFING AGENCIES NEED AN EASIER VMS SOLUTION FOR CLIENTS

How MSPs and staffing agencies can benefit from an easier VMS solution for their clients.





WHAT'S INSIDE

Introduction

What is a vendor management system?..... page 3

Why MSPs and staffing agencies need a VMS system..... page 4

How to choose a preferred VMS partner - focus on simplicity!..... page 5

How much does a vendor management system cost?..... page 7

Conexis VMS has built a unique solution..... page 8

How long does Conexis VMS implementation take?..... page 9

Contact Conexis VMS

INTRODUCTION

Today, outsourcing is increasingly used by companies to achieve their business objectives.

This is particularly true when it comes to attaining workforce goals. A large number of businesses now make use of staffing agencies, the contingent workforce, as well as externally-sourced workers to scale up their workforce and access top-quality talent under short notice and for short periods.

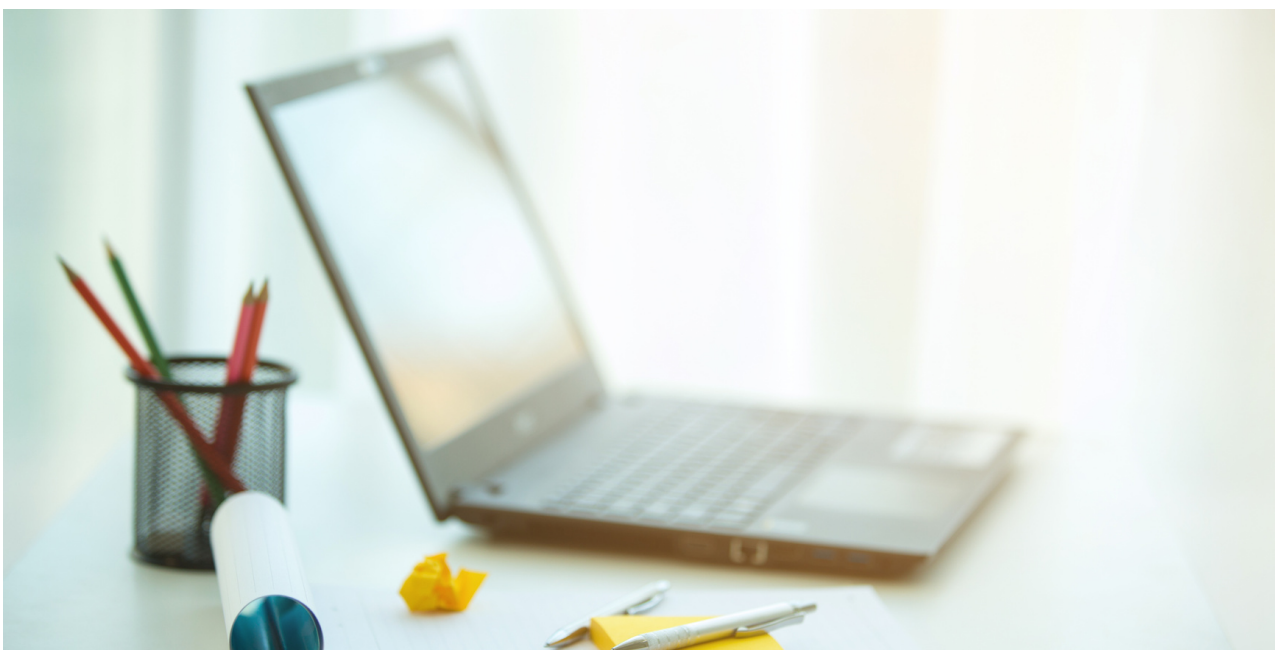
Staffing agencies help organizations access talent, cut costs, improve their workforce quality, increase service quality and, ultimately, boost profits.

Yet managing staffing agencies isn't easy, and most companies turn to the help of a managed services provider (MSP) to access the above benefits and gain back visibility and control of their externally-sourced workforce.

For MSPs and staffing agencies with MSP programs, to effectively do their job of managing an organization's externally-sourced workforce program, it's absolutely essential that they have the right vendor management system technology partner.

In this ebook, we take a look at why MSPs and staffing agencies running MSP programs need a simplified and easy-to-use preferred VMS partner if they are to enhance ROI for their clients.

Here's everything you need to know about choosing a preferred VMS partner.





WHAT IS A VENDOR MANAGEMENT SYSTEM?

As an MSP or staffing agency that is already offering MSP services, you're already working with VMS partners to provide your clients with a way to manage their staffing agencies.

If you are a staffing agency looking to provide MSP services for the first time, then it's likely you've never used or partnered with a VMS provider before.

If you fall into the first category, please bear with us here and move on to the meat and bones of this ebook in the next section. If you fall into the second category, we're going to go over a quick overview of what a vendor management system actually is to help get you started!

Ok, let's kick things off.

A vendor management system is a web or cloud-based application that acts as a mechanism for businesses

to manage and procure contingent workers (temps), as well as gain oversight of their entire contingent workforce program.

By using a VMS, organizations are able to automate all of the processes involved in contingent workforce management, from engaging staffing agencies, sourcing non-employee workers, onboarding those workers, sending invoices, time entry and approval, as well as gaining access to the reporting functionalities that give businesses insight into the entire contingent workforce program.

The consolidation of this information into one centralized location means companies can use a VMS to standardize contingent workforce hiring processes and gain complete visibility and control of their contingent workforce practices across the entire organization.

WHY MSPS AND STAFFING AGENCIES NEED A VMS SYSTEM

Managed services provider programs and vendor management systems... Well, the two simply go hand in hand.

Yet search anything on Google and you see countless articles that pit the two together. 'MSP Vs. VMS', 'What's the difference between MSP and VMS' and 'MSP vs VMS: Which is better for managing a contingent workforce?'

These are just a few examples of the content that comes up when you search these terms. There's surprisingly no content about how these two solutions work seamlessly together to dramatically improve a company's contingent workforce program.

In reality, MSPs simply cannot offer their services without also recommending a VMS solution to their clients. Without a VMS, an MSP simply would not be able to run the client's externally-sourced workforce program, and the client themselves would have absolutely no visibility or control over their contingent workforce - with no insight into the ROI that the MSP is providing them.

VMS technology underpins the entire solution. In fact, it's unheard of that an MSP would be running a program without a vendor management system in place.



HOW TO CHOOSE A PREFERRED VMS PARTNER - FOCUS ON TECH & SIMPLICITY!

There are many VMS software tools out there, so how does your MSP know which to recommend to clients as a preferred VMS solution? Keep in mind that most of the VMS platforms out there today were built back in the late 1990's, and are complex and slow, causing significant user frustration and adoption issues.

With today's technology, VMS users no longer need to deal with the complexities, high prices and frustration that come when you work with older VMS providers.

Building a strategic partnership with a technology partner that focuses on a cost-effective, simplified and easier-to-use vendor management system can help MSPs and staffing agencies dramatically prevent internal complexities and improve the experience and service they provide their clients. Not to mention retain profits that would go to the traditional VMS providers.



Reduce headaches and frustration for your MSP

VMS solutions from the top providers are complex. There's no denying it. There's more functionalities than most clients will ever need, implementation takes a significant period of time, can be expensive and support from the provider is almost non-existent.

That changes when your preferred VMS provider uses the latest technology and approaches. The VMS is significantly easier to use, support is just a phone call or email away and implementation can be as fast as weeks, not many months in the case of most VMS providers.

Provide your clients with a more cost-effective solution

MSP providers no longer need to spend a chunk of their markups on a VMS solution. Instead, they should be looking for a cost-effective program that brings their business and clients true ROI.

You don't get that with the larger older VMS providers. Those software programs are built on dated technology and designed specifically for large enterprises with unique requirements. These unique requirements have stacked on top of each other causing user experience issues which is frustrating and impacts adoption.

A VMS shouldn't break the bank either. For a truly cost-effective solution, check out our next section where we dive into how much a VMS costs.

Last but not least, look for a simplified VMS in terms of functionalities

Vendor management systems typically come with a range of bells and whistles that your MSP or clients simply may not need.

These functionalities just make using the VMS more complex and time-consuming.

A preferred VMS for your smaller-volume clients should feature scaled-back functionalities that make the entire program easier and more effective to manage. The core functionalities you need to service your clients with smaller contingent workforce volumes include:

- Multi-tenancy to manage multiple clients
- Simple and effective API integrations
- Ability to submit multiple candidates at once vs one at a time
- The ability to screen supplier candidates before sending to buyers
- Multi-currency for clients in different countries
- Multiple languages for global usage
- MSP fee management and tax module to manage your fees & taxes
- Consolidated invoicing and vendor payment management
- Time feed integrations
- Direct sourcing capabilities to boost internal recruiting





HOW MUCH DOES A VENDOR MANAGEMENT SYSTEM COST?

Many organizations have typically been unable to implement a vendor management system that works for them. That's because the solutions out there were always too big, complex, and ultimately expensive.

Most VMS providers charge for their software by taking a certain percentage of contingent workforce spend, and extremely high cost and lengthy implementations.

This means that vendor management systems have long been out of reach for most companies that have budget pressures.

To make this even more difficult, most VMS systems have been specifically designed for the requirements of enterprise organizations with unique business requirements. This makes using these systems incredibly complex, time-consuming and not beneficial at all for most companies.

Conexis VMS has changed that. Not only have we designed a simplified and easier to use solution, we've also updated the traditional VMS pricing model.

We're the very first VMS designed specifically with no minimum spend requirements, creating a pricing strategy that's suited for any size company - no matter how small or large their external workforce budget is.

Through Conexis VMS software as a service (SaaS) pricing model, companies can expect to pay as low as \$499 a month.



CONEXIS VMS HAS BUILT A UNIQUE SOLUTION

Managed services providers who manage the non-employee workforce for their clients have typically found their options limited, when it comes to working with a vendor management system that fulfills their requirements.

VMS solutions have traditionally been designed for organizations with huge contingent spends, making them complicated and ineffective to use for companies with smaller budgets.

Thankfully, through the creation of Conexis VMS, there is now a vendor management system that has been specifically designed to meet the needs of most companies where all the bells and whistles are not needed.

Conexis VMS will improve your MSP program due to its simplicity, ease-of-use, speed to implement into your client's contingent workforce management programs (which can be done in as little as two weeks), and cost-effective pricing program.

By spending less time and money implementing a VMS solution (which gets the same results as more expensive technologies) into your client's non-employee workforce program, MSPs will be able to increase their profits and deliver optimized ROI to their clients.

HOW LONG DOES CONEXIS VMS IMPLEMENTATION TAKE?

Traditionally, a VMS implementation is complex and time-consuming. That's because the large VMS providers have built huge complicated systems designed specifically for enterprise organizations, and the functionalities their complex contingent workforce programs require.

For most of your clients, however, that's simply not necessary. Recommending to install a complex system into their organization that not only costs a huge amount of money but also takes a significant amount of time to implement, will only reflect poorly on your MSP program.

Instead, your preferred VMS for these clients should have seamless, easy and fast implementation times.

Conexis VMS has been built on the latest tech stack and is specifically designed for easy implementation and use. We do all of the onboarding and setup for you, meaning your organization can be set up with our easy-to-use VMS solution in as little as two weeks.

Does it sound like we would be the ideal system for your clients?

Contact us today to learn more about our innovative and groundbreaking vendor management system.





CONTACT

Conexis VMS is the world's easiest VMS built on the latest technology with the user experience in mind. The cloud-based software has been specifically developed to provide users with an easy yet comprehensive experience, thereby helping companies manage their non-employee workforce better.

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.conexisvmssoftware.com.

To see Conexis VMS in action, [book a 30-min demo](#) with us today so we can show you how quick and easy Conexis is to use.

CONEXIS VMS
350 S NW Highway, Suite 300
Park Ridge, IL 60068

Phone: +1 (312) 776-2006



Conexis