

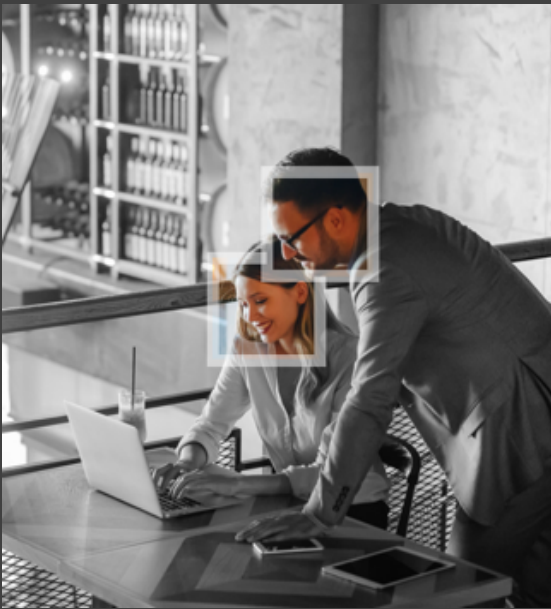


A n Introduction to..  
**Workspend Inc.**

Company Profile



Contingent Workforce? We manage the work, control your spend.



Workspend is a **flexible workforce MSP**, adopting a forward-thinking approach. Always committed to continuous improvement, we harness innovation and a white-glove service approach to achieve stand-out results for our customers.

A **diversity supplier** and international company, we know it takes more than technology alone to make a flexible workforce work.

Organizations around the world trust in Workspend to **drive value from their contingent workforce programs** and control spend— to bring access to quality talent, nurture an effective supplier base to make it available, and help establish a strategy to procure and manage it.

## The Difference.

The advantage we bring our clients comes from a radical re-think in how indirect talent sourcing needs to work, and the kind of partnership needed to engineer results.



### A Design Thinking Ethos

Advisory-led services that get to the heart of solving problems in a highly user-centric way



### On-prem/on-shore/off-shore

We deliver 24/7 operation, lead operating rewards and optimal value for money through leaner operational resourcing



### Relentless Improvement

Our team has a pioneering spirit which means we're always pushing for ways to improve our capability and client service performance.



### Proven, documented fast-track methodology

Our modularized methods for implementing new programs bring faster time-to-value



### Driving innovation

Our Strategic Center of Operational Excellence (SCOE) supports clients through every stage of their MSP program



### Unrivalled services-oriented VMS platform technology

We combine best-in-class Vendor Management Systems with third-party tooling, integration-ware and advanced dashboards/reports



## Our Solutions.

We're a diverse supplier and we help large-enterprise and fast-growth businesses to resource their flexible workforce in smarter ways. Today, there are many ways to get jobs done, and a variety of staffing partners with access to the best-fit talent you need. Our role is to drive value from your contingent workforce program and deliver optimal results.



### Taskforce PMO

We equip organizations with an advisory-led rapid-response team able to bring instant oversight to large-scale talent projects in response to exceptional circumstances



### Payroll Process Outsourcing

We offer payroll administration and processing services for both full-time and contingent labor categories



### Managed Service Provider

Our Managed Service Provider (MSP) drives value by offering a more economic, flexible, modular and built-to-fit approach



### Total Talent Management

Our approach is about managing and resourcing change to transform your talent acquisition capability by embracing a holistic approach to talent sourcing that begins in the boardroom.



### Recruitment Process

**Outsourcing** Should you be seeking an external partner to handle all or part of your recruitment related functions, use our RPO to transform your talent acquisition into an effective hiring and candidate experience



### Direct Sourcing

Managed Direct Sourcing (MDS) is a way of harvesting talent from your online presence by leveraging our technology, know-how and implementation skills to maximize results while minimizing overheads.



A 2019 Gartner survey shows global talent shortage is now the top emerging risk facing organizations

**“Sixty-three percent of respondents indicate that a talent shortage is a key concern for their organization.”**

Source: Gartner

“Being able to select from a network of open, dynamic, and functional technology providers allows Workspend to offer its customers market-leading solutions that optimize the channels available to engage talent and to innovate around the way they source talent.”



## Driving Value

Workspend has always achieved success in its market by achieving bigger economies and talent results than our larger rivals. We offer a uniquely tailored and modularized service underpinned by a flexible on-premise / on-shore / off-shore operational delivery model that delivers cashable economies for our customers.

You only need speak to some of our existing customers to get to know what we mean by 'value-driven.'

- Our **Direct Sourcing** solutions bring the perfect blend of in-house tooling and supportive services to minimize agency costs and maximize time-to-hire.
- Meanwhile, **transparency** through actionable insights and increased transparency across your talent sourcing and workforce management activities is assured by our off-the-shelf digital dashboards.

## Progressive

We help clients achieve their strategic business objectives by enabling them to gain access to global talent sources, developing data-rich insights into their global workforce, and by gaining control over their global labor spend.

- We're leading the charge to move away from costly, slow to implement SaaS platforms towards secure **adaptive private-cloud** VMS solutions that bring game-changing integration and customization opportunities while improving data governance and scalability.
- A '**configure not customize**' approach means you always get best-fit solutions faster with simpler onward support and adaptation
- Advanced plug-and-play integration allows us to **deliver faster returns** by connecting seamlessly with your IT systems, ID systems and third-party tools.

## Empowered

We encourage leadership and accountability at every level of our organization. It empowers our team to achieve above and beyond results, always be prepared to make suggestions and go the extra mile for our customers.

- You will notice the difference when you work with the Workspend team. We're passionate about **delivering value** for our customers. That means getting the balance right between spend and results.
- Our colleagues are all **experienced** industry professionals. We hire our talent from the industries we serve and equip our people to be better able to support your needs.

## Committed to Excellence

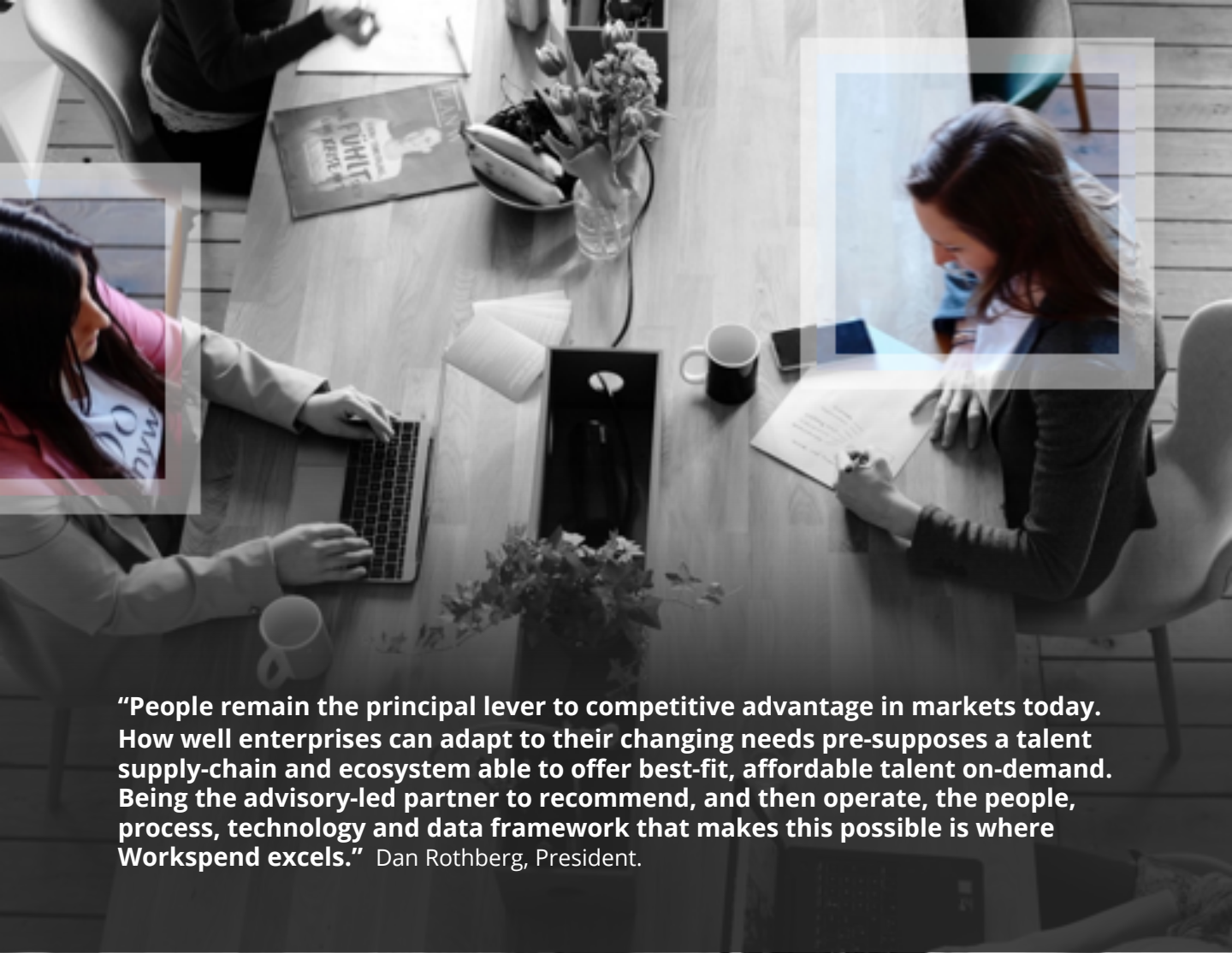
We're committed to excellence in everything we do, from first contact, through to our Quarterly Business Reviews that focus on value-for-money, economies, and smarter working.

## Continuously Improving

It's when things are going well that you need to challenge the norm. Settling for mediocrity can become a state of mind. That never happens on our watch. It takes a willingness to call into question whether the results we see today, are the best they can be tomorrow.

We offer three different formats of MSP:

- **FULL MSP** - Our comprehensive white-glove approach to maximizing talent sourcing potential while minimizing operational overheads and spend.
- **LITE MSP** - We work with you to design and implement a program that delivers the essentials at an affordable price.
- **SELF-MANAGED** - We research, design, deploy, train and hand-over a built-to-fit contingent workforce program. Then we continue to support you.






**“People remain the principal lever to competitive advantage in markets today. How well enterprises can adapt to their changing needs pre-supposes a talent supply-chain and ecosystem able to offer best-fit, affordable talent on-demand. Being the advisory-led partner to recommend, and then operate, the people, process, technology and data framework that makes this possible is where Workspend excels.” Dan Rothberg, President.**



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