



# A Modularized Approach to Managed Services

An introduction to our modular  
approach to managed services



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



## What do we mean by a modularized approach?

Workspend's modularized approach to managed services allows clients to choose which solution offering(s) they want from a Managed Service Provider's (MSP) solution suite, and does not necessitate the client to employ or pay for the full suite of MSP services being offered.

A modularized approach creates a solution that enables clients to leverage the program options that they both need and that they want. By being able to choose their specific solution offering(s), clients are able to match up their MSP's service mix with what works in their corporate culture; it really provides a better fit, more scalable and more flexible solution.

## Benefits



### **Cultural Fit**

Enables clients to align MSP services to what fits into their work environment



### **Spend Affordability**

Delivering services for a client's specific needs, as opposed to an entire suite, saves the client money on their MSP services



### **Flexibility**

Highly flexible service offering(s) to support different labor categories across different departments (HR, procurement) at a moment's notice



### **MSP Adoptability**

Flexible "pilot approach" allows clients to start slower, smaller, with an initial MSP effort and then advance their overall solution as value is established



Most MSP programs provide the "Standard MSP Solution Suite" of services found in the below illustration and clients are required to accept the entire solution suite as a result. Workspend's modularized approach, on the other hand, illustrated on the next page in the "Modularized Solution Suite," allows clients to choose only service offerings that they want. Think of it like an a la carte MSP solution.

= In Use

## MODURALIZED APPROACH | COMPARISON

### Modularized Solution Suite

Risk Management

Implementation

Technology

Reporting/Analytics

Supplier Management

Onward Value Creation

Talent Sourcing

Governance/ Compliance

Program Operations

Consolidated Invoicing

In this example, the client has chosen to utilize only five service offerings from Workspend:

- 1) risk management
- 2) Implementation
- 3) Technology
- 4) supplier management,
- 5) ongoing value creation

### Standard MSP Solution Suite

Risk Management

Implementation

Technology

Reporting/Analytics

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Governance/ Compliance

Program Operations

Consolidated Invoicing

**The client is only charged for the specific service offerings they select. Conversely, a client employing a traditional MSP offering would be charged for all ten of the solution offerings.**

## MODURALIZED APPROACH | CLOSER LOOK

### Modularized Solution Suite

Risk Management

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### Implementation Module Blowout

Program Management

Project Scope Development

Implementation Plan Creation

Project Management Services for Implementation

Supplier & User Training

Employment Branding Strategy Creation

Rate Strategy

The above illustration shows how a Modularized Solution Suite allows clients to take an even deeper, more customized, look at how they want to employ an MSP.

In the example above, clients are looking for support in three sub-modules within the implementation module:

- 1) Implementation plan creation
- 2) Project management services for implementation
- 3) Rate strategy

Workspend provides organizations a flexible solution to augment or compliment their contingent workforce program and service procurement need: ideal for buyers looking for consulting and solution design without the obligation of implementing a full MSP solution.

Workspend's delivery model flexibility can help you achieve significant gains from your contingent workforce.



Organizations around the world trust in Workspend to **drive value from their contingent workforce programs** – to make a flexible workforce work, to save money and hire smarter.

Our programs are tailorable and embrace leading edge methods and technologies. Workspend currently manages programs for some of the best brands in the world across sectors like Life Sciences, Pharma, Financial Services, Energy/Utilities, Healthcare, Insurance, Retail, Aerospace, and Technology.

We drive **external workforce innovation** and create ongoing value through actionable data and an exceptional service experience. With **26 offices across the United States and beyond**, Workspend is a global leader in providing innovative total talent supply chain solutions by:

- Aligning talent strategy to business objectives
- Providing access to global talent sources
- Delivering rich data and talent insights
- Leveraging a full technology ecosystem
- White glove service



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