

## CASE STUDY:

# Sourcing and Negotiation of Contingent Labor VMS

### Situation:

Contingent labor was the company's second largest spend category, growing at ~25% per year. The category was completely unmanaged with over 100 suppliers in use.

### Objectives:

- Implement structured management to provide spend control and visibility.
- Identify and contract contingent labor MSP

### Results:

- **Completed RFP process in 10 weeks, from initial criteria setting to contracting new partner, saving 140+ client hours\***

### Implementation of MSP enabled:

- Reduced labor suppliers from >100 to 1 vendor managed solution (VMS)
- Reduced cost of current contingent labor pool by 50%
- Technology allowed spend control and full visibility
- 95% contractor retention rate, improved efficiency and performance
- Increased compliance with state labor laws

## Why Matchbook?

### Feedback and Outcomes

*"As a software company, we rely heavily on contingent labor in order to execute against our customer demands. This category was very important to us from an operational perspective. With Matchbook, we were able to put in place the process, suppliers and technology that enabled us to move faster and meet our customer demands."*

### Outcomes of Matchbook support

- Allowed organization objectivity in sourcing the right solution at the right time
- Ensured compliant, trackable vendor selection process
- Savings realized from VMS implementation more than covered cost of Matchbook services