

AVIONTÉ CONNECT

Do You Have an Answer When Clients Ask About VMS?

How Staffing Agencies are Using Technology to
Win Clients, Build Loyalty & Drive Revenue

VMS



FRONT OFFICE

BACK OFFICE

MOBILE

AI &
AUTOMATION

VMS

INTEGRATIONS

ANALYTICS

Introductions

Welcome to **CONNECT**! Thank you for joining our session.



Angie Carmichael Beaty
Director of Channel Partnerships

SIMPLE



Casey Wagonfield
Channel Partner Manager

SIMPLE

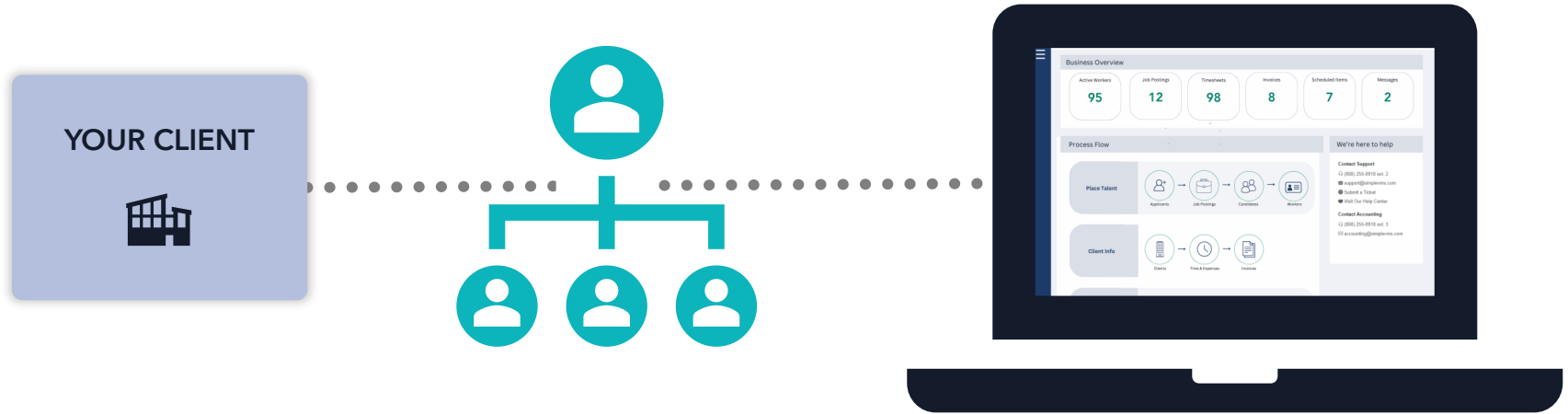
Are you in the right session?

VMS vs. MSP: What's the Difference?

Managing a Staffing Program is **Chaotic**







An **MSP** is the **Company** that **Manages**
the **Program**

A Little More About Us

SimpleVMS is a purpose-built vendor management system designed to enhance your client relationships, not stand in the way.

- ✓ Built by staffing industry veterans
- ✓ True partners, with no added cost
- ✓ Highest-rated VMS by NPS
- ✓ 95% Customer Retention
- ✗ Not those other guys

we don't do average
we do **AWESOME**

wish you were here!

*Have you used technology
this week?*

What Are Your Clients Really Dealing With?

These are all a VMS conversation in disguise.

Messy Job Requisitions

No Visibility

Costly Timekeeping

Multiple Agencies

Disconnected Reporting

Invoice Reconciliation

“I need a VMS.”

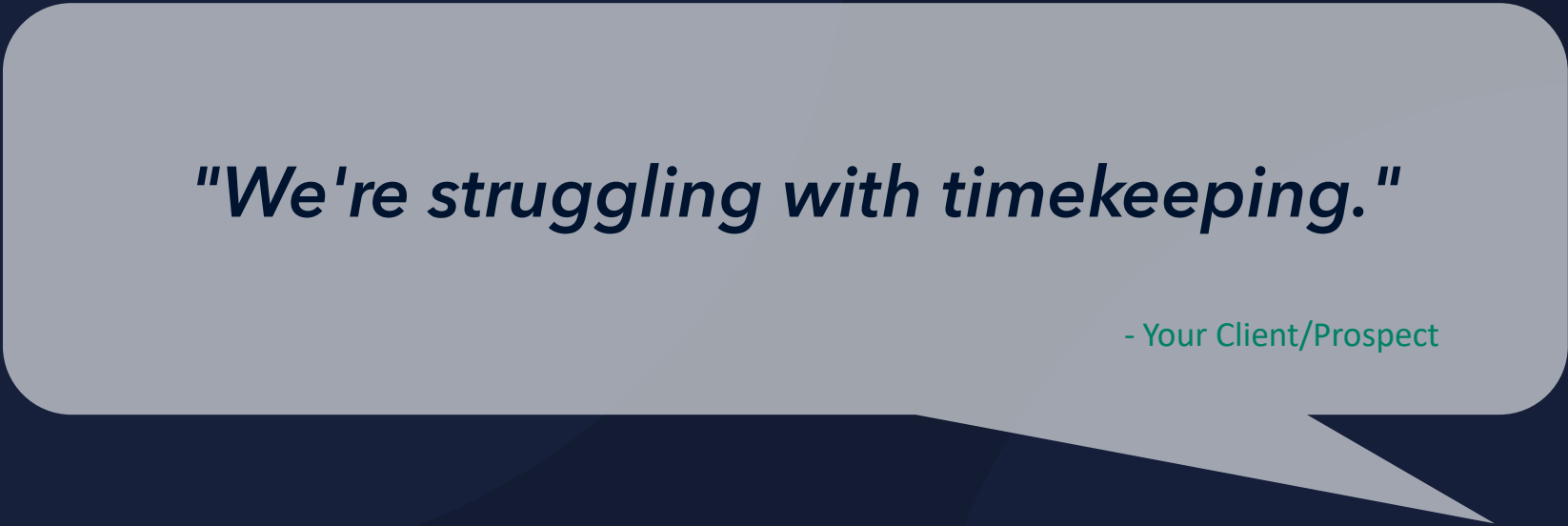


*"We've got 40+ temps across multiple sites,
we need to keep track of them."*

- Your Client/Prospect

"Job Requisitions are all over the place"

- Your Client/Prospect



"We're struggling with timekeeping."

- Your Client/Prospect

"I'm concerned about compliance and having everything ready for an audit."

- Your Client/Prospect

"My accounting team is spending too much time reconciling invoices."

- Your Client/Prospect

"What technology do you recommend?"

- Your Client/Prospect

How do you stand out?

The agencies winning today aren't just filling jobs. They're solving problems.



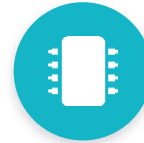
Be a Thought Leader

Educate them, don't pitch them.



Be Consultative

Solve the problem behind the req.



Bring Technology

The partner in their back pocket.

The Math Is on Your Side



\$200B+

RUNNING THROUGH
US STAFFING



50%

PROJECTED INCREASE IN
VMS USAGE BY 2028



78%+

FIRST GENERATION
VMS USERS



56%

SIMPLE CLIENTS
INTRODUCED BY
VENDORS

The Inevitable Truth

Most staffing users with 40+ temps across multiple vendors or sites will end up using a VMS.

The question isn't IF. It's WHO brings it to them.

YOU introduce it
and become the strategic partner

OR

A COMPETITOR does
and you get VMS'd

Be the One Who **Brings the Solution**

When YOU introduce a VMS, everything changes.



Strategic Partner *From vendor to trusted advisor.*



Better Visibility *Stronger conversations with your clients.*



Protected Relationship *Make your offering stickier.*

Two Ways to Work With Simple

Channel Partner Program

Most common

- You introduce Simple to clients, and they manage SimpleVMS.
- Have more strategic conversations
- Benefit from our full sales and marketing support
- Joint prospect with our team

Managed Service Provider

Simple is NOT an MSP

- You act as the MSP.
- Simple co-brands as your technology.
- Discounted VMS/MSP fee.

The Revenue Share Program

1

You Introduce

Present Simple to your client.

2

Client Adopts

All agencies run on Simple.

3

You Earn 10%

Of every agency's fees.

4

Ongoing Benefit

Even if you stop staffing for the company.

You earn on placements you never even touched.

The Mindset Shift



"I would rather be the thought leader who brings a VMS to the client than the one who gets VMS'd."

— Casey Wagonfield, Simple

A VMS isn't for every client. But where it fits, the agency that brings it wins.

Will that agency be you, or your competitor?

Questions & Answers

Let's Talk

Let Simple help you answer the VMS question.

simple

simplevms.com/partner

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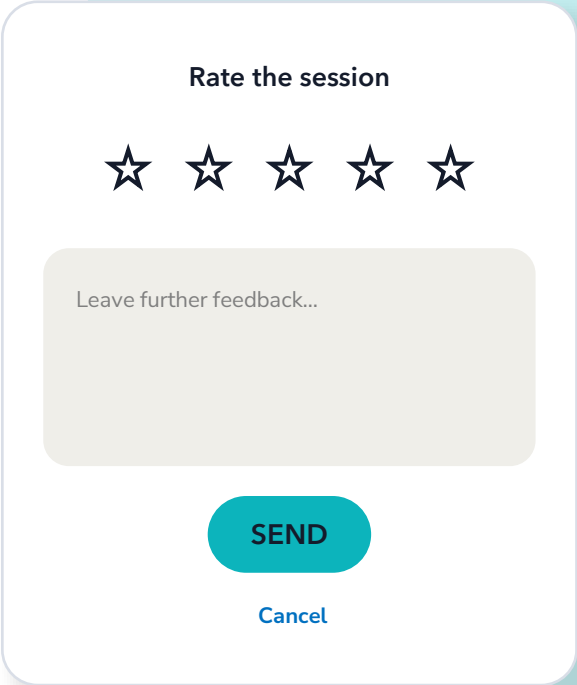
1. Learn more about the Channel Partner Program
2. Request co-branded sales & marketing materials
3. Schedule a demo for your client

Thank you!

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