# AVIONTÉ

# CONNECT

# Introductions

**Jason Oswald**

President/CEO SimpleVMS

**Joe Hiber**

Director of Product

**Chris Miller**

Sr. Manager of Client
Experience

# The Agenda

# The Vision

HOW DID WE GET HERE AND WHERE ARE WE GOING?

# A Simple Solution for Employers + Agencies

## How did we get here?

- Over the past 15 years we worked to deliver a platform with the employer and agency in mind.

- We've added a lot of features based on user feedback and recommendations.

## Making the Avionté Connection

- We recognized that the platform was creating extra work for the agency, so we sought a way to make the user experience seamless.

- Last year we merged with Avionté to create a truly frictionless environment for our Avionté users.

## Where are we going?

- Log in to BOLD to view everything and automatically submit jobs to 24/7 through the platform.

- Talent can choose assignments and be quickly placed in SimpleVMS.

- Simplify the recruiter's job by eliminating extra work.

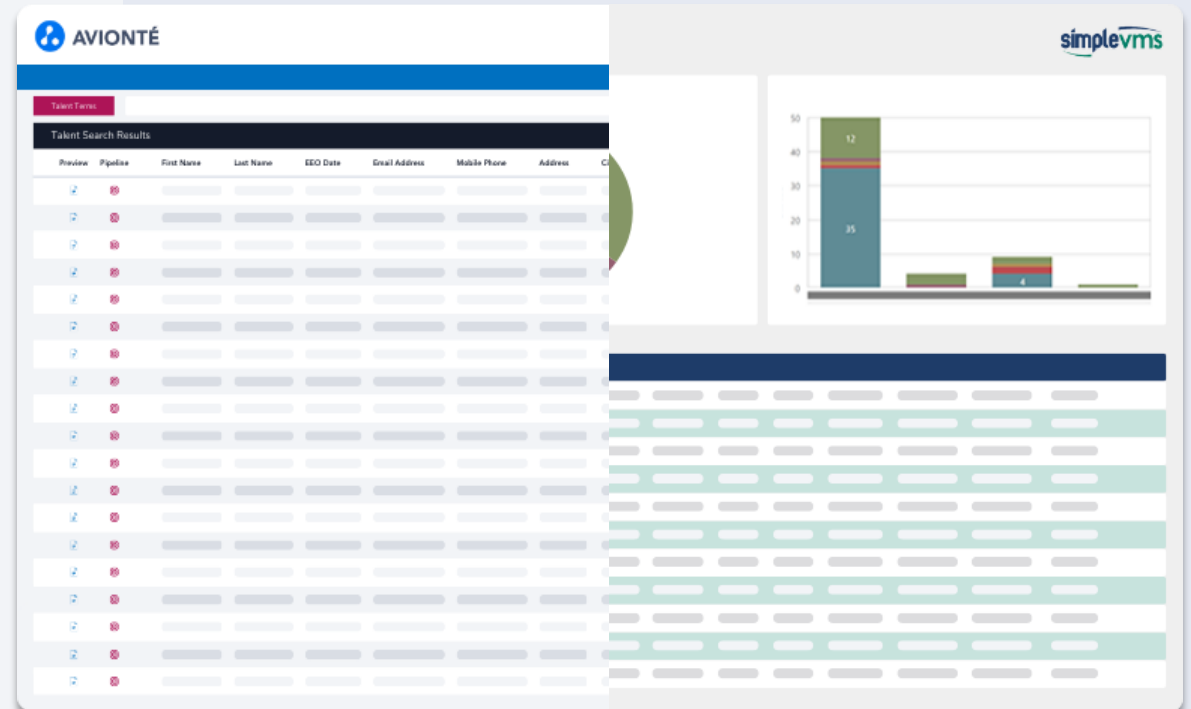- Everything connects seamlessly - recruit, curate, and engage.

# Save Time + Save Money

This integration is part of our ongoing commitment to streamline and optimize your workflows, ensuring seamless operations.

- Increase share of wallet
- Reduce time to fill
- Increase the quality of the candidate
- Reduce turnover and increase show-up rates

# The Integration

HOW DOES IT WORK

# Workflow

**Job Created**
The employer creates a job posting in SimpleVMS

**Talent Expresses Interest**
Automation creates and distributes the job to the app for talent

**Recruiter Submits**
Candidates are reviewed by the recruiter and submitted to the Employer

**Employer Approves & Hires**
Placements flow back into AviontéBOLD

# Why is this powerful?

**1**   Using automation to create the job saves time on manual job creation.

**2**   Self-selection improves show-up rates, this is easily achieved by dynamically distributing jobs to the app.

**3**   Recruiters can easily see interested candidates with no involvement.

**4**   Time to submit is decreased, which is exceptionally valuable for direct send jobs.

**5**   Reduced time to fill with quality candidates which can increase market share.

# The Early Success

WHAT ARE WE SEEING

# Avionté + SimpleVMS Early Results

## AGENCY PROFILE

**Industry Vertical:** Clerical & Light Industrial

**Size:** Mid Market

**User Count:** 150

**PEPM:** 3200

**100%**
Job requisitions filled by the agency

**91%**
Reduction in time-to-submit

**80%**
Reduction in time-to-fill

*Have you noticed significant time savings with the integration?*

*"It has greatly reduced the time it takes for us to input and start associates with the integration. I believe that before the integration the time to add/start an associate was anywhere between 5-10 minutes. **Although it may not seem like much, being able to cut this time down helped us fill the reqs we had with the client in an efficient and timely manner**."*

Darrell (Bam) Bowman
The Job Center

*Do you find that the integration makes a positive impact on the way you interact with your SimpleVMS clients?*

"I believe it strengthens the partnership, due to the efficiency at which the integration operates. Being able to have an associate placed and ready to go within 1-2 minutes definitely alleviates some of the pain points of inputting them into the VMS system manually."

Darrell (Bam) Bowman
The Job Center

# Roadmap

WHAT CAN YOU EXPECT

**Phase**

**01**

**Up Next**

- Multi BOLD employer worksite mapping
- Control over integration creating placements in BOLD
- Bold Job templating

**Phase**

**02**

**Coming Soon**

- Single sign-on
- Time/expense/invoice standard import

**Phase**

**03**

**Future State**

- Flexible scheduling
- Talent Pooling
- Billing

# Turning on the Integration

WHAT SHOULD YOU KNOW?

# How does the integration benefit you?

| If Your Agency Supports a SimpleVMS Client |
| :---: |

| If Your Agency Doesn't Support a SimpleVMS Client |
| :---: |

- You can turn on the integration now!

- The system mapping is easy, and it costs you nothing.

- Get in touch with our team to schedule your set-up call.

- It's not currently active because your client must be a SimpleVMS user.

- Act as a strategic partner for your clients and offer SimpleVMS through our Channel Partner program. When they implement it, you'll enjoy the benefits of the integration.

# Join Our Next Session | Wed 11:30 AM - 12:15 PM CDT
# Leveraging Your Tech: Agency Success Through Partnership with SimpleVMS

Learn more about how you can sell SimpleVMS as a Channel Partner and enjoy even more benefits.

**Jay Bauer**
Director of Business Development
SimpleVMS

**Ashley Young**
Senior Sales Executive
SimpleVMS

**Will Skowyra**
Director, Strategic Solutions
Express

# Questions & Answers

# Thank You

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**THANK YOU FOR YOUR FEEDBACK**