

AVIONTÉ
CONNECT

Leveraging Your Tech

THE STORY OF PARTNERSHIPS WITH SIMPLEVMS

Meet the Team



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When you hear staffing technology, it can illicit a lot of different emotions:





What is SimpleVMS?

Fully customizable platform designed to simplify your contingent workforce and not stand in the way of your relationships.

Channel Partnership:

- ✓ Be a strategic partner and support additional business.
- ✓ Gain process efficiencies, reduce overall cost, and faster fill rates.
- ✓ Receive cost savings on VMS fees.
- ✓ **Enhance your relationship with employers.**

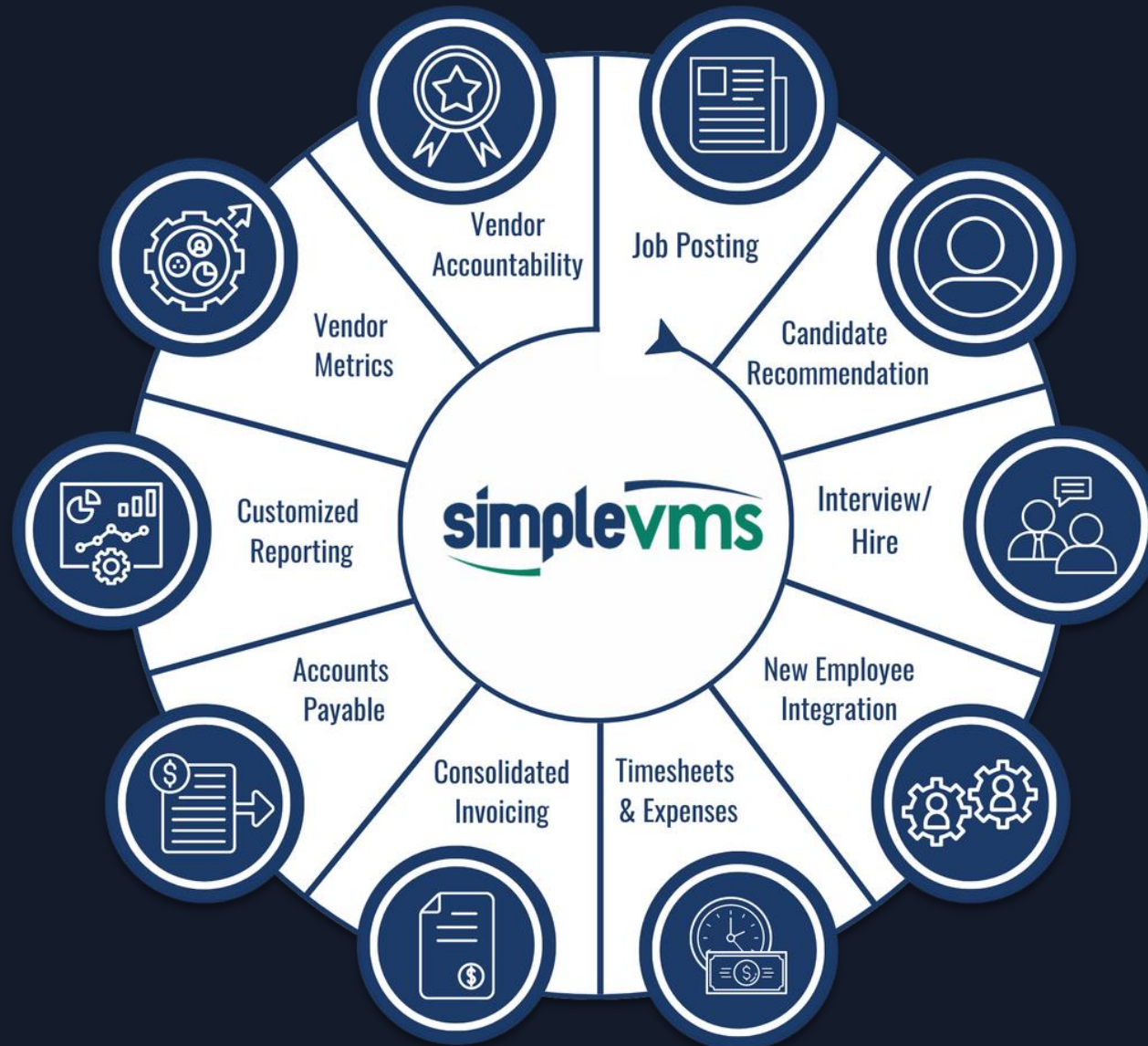
You also have the opportunity to receive a mailbox rebate for connecting SimpleVMS



A Strategic Agency Asset

SimpleVMS offers your clients a tool to manage their staffing program that is easy to use & implement.

- Implementation in 4-6 weeks.
- Support and customizations at no additional cost.
- Reduce administrative costs.
- Gain insight into performance.



**Clients & Agencies
choose SimpleVMS
for a reason.**



4.9 out of 5 Stars

on Capterra & GetApp

+45

Employer Customer NPS

+50

Staffing Agency NPS*

**Industry average is -28*

What Clients Are Saying

Selling a system is easy when you love it, and both clients and vendors do.

HEAR DIRECTLY FROM OUR USERS:

“Game changer for managing temp labor”

“SimpleVMS: Best & Easiest Vendor Management System!”

“Increases efficiency of our management processes”

**reviews from Capterra*



The Staffing Landscape

Market Conditions

- 80% of large employers considered using a VMS.
- Days to fill increased in every industry.
- Referrals are a top source for finding new clients & candidates.
- Fast growing agencies are almost twice as likely to use a VMS.
- And, fast growing agencies filled 19% more of their job orders.

Agency Challenges

- Slow job order volume
- High turnover
- Slow demand from current clients
- Diminishing supply of candidates
- Slow reaction time from candidates and clients
- Poor visibility
- Dated recruiting techniques



What Clients Want



- Integrated Time & Attendance



- Automated Data Transfer Between Existing Systems



- Real-time Dashboards & Reporting



- Schedule Automated Reports, Reminders, & Alerts



- Consolidated Invoicing & Expenses



- Centralized Job Order Management



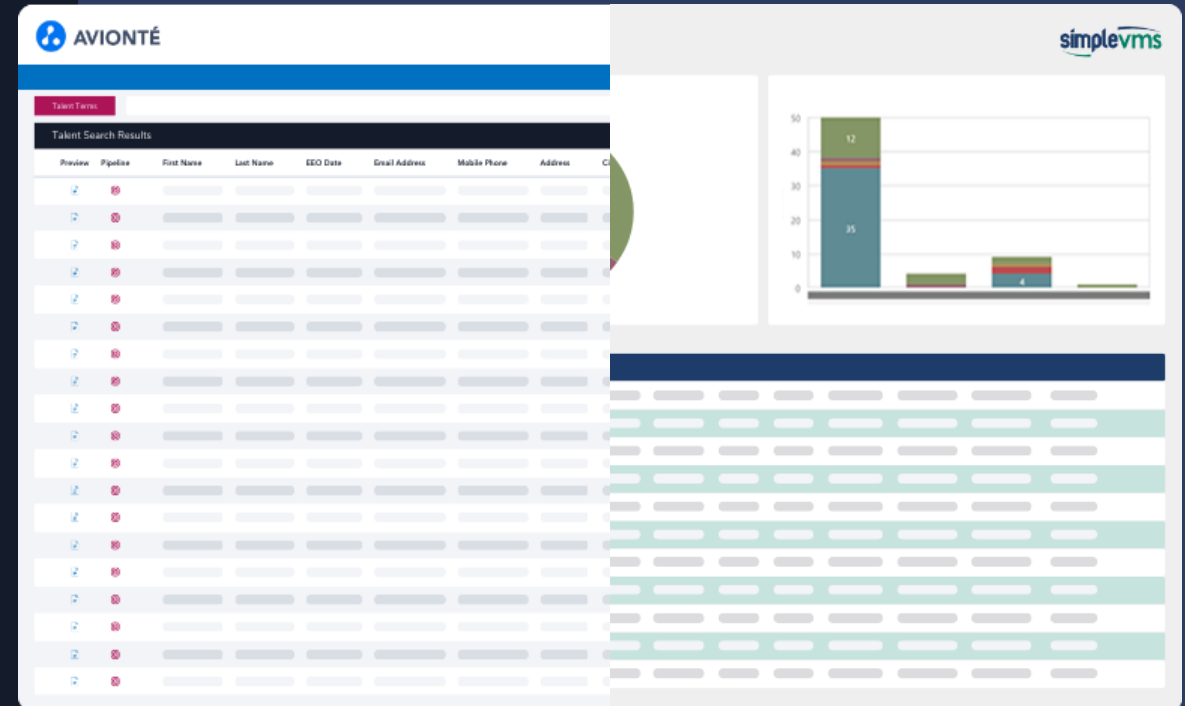
Frictionless Staffing with a VMS Partner Delivered



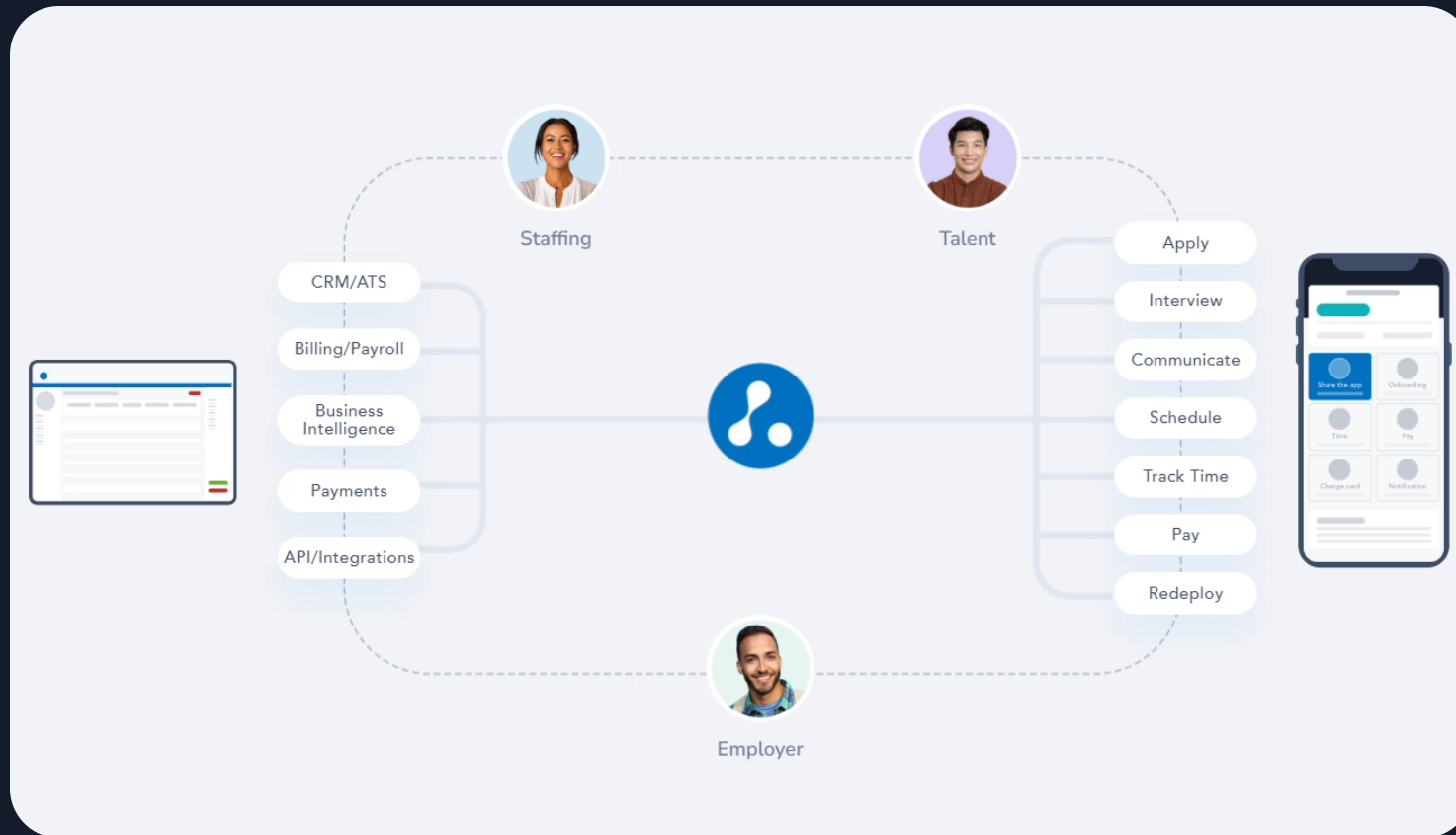
Avionté + SimpleVMS Platform Staffing

Employers, Agencies, and
Talent - all in one place.

- 100% job requisitions filled by the agency
- 91% reduction in time-to-submit
- 80% reduction in time-to-fill



Express Early Adoption



- Early adopter of the SimpleVMS + Avionté integration.
- Amplified by existing partnership with SimpleVMS.
 - Consolidate systems
 - Reduce manual error
 - Simplify timekeeping





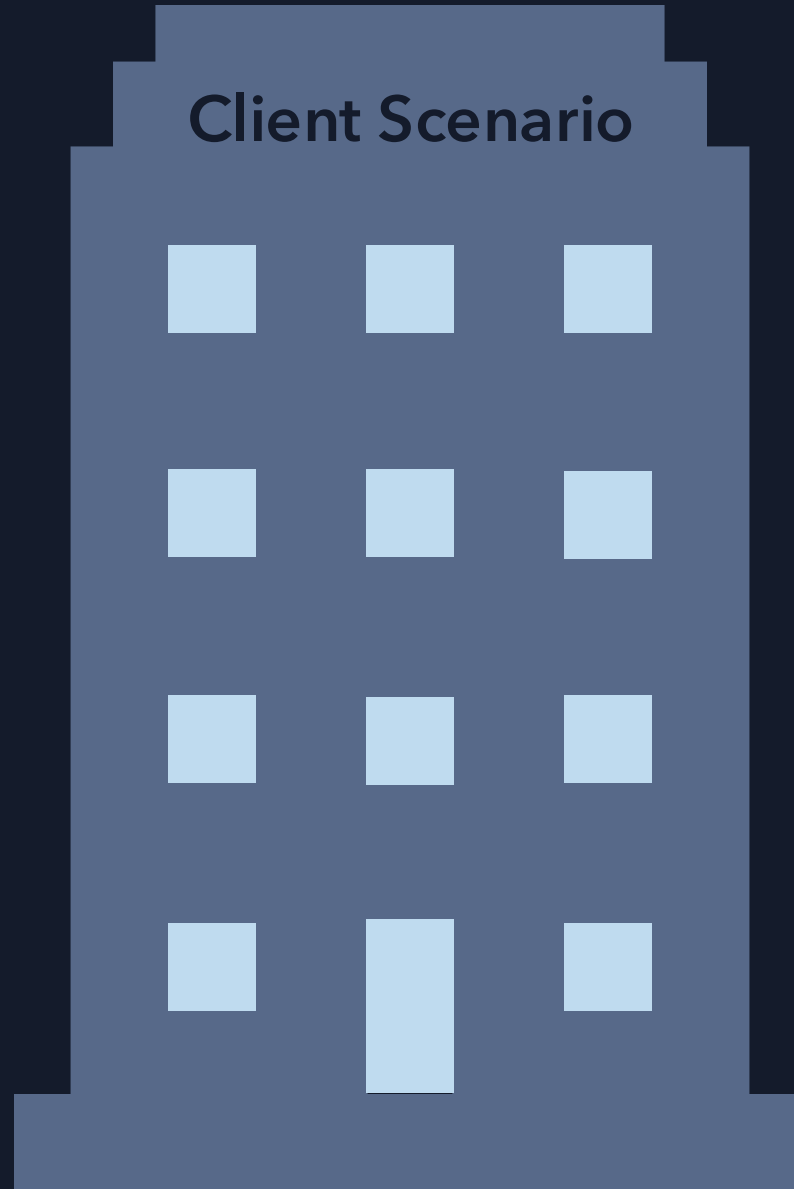
Express Employment Professionals

We put people first.

- 860 locally owned offices
- Internationally renowned
- The resources clients want in a big company with the personalization they want from a small agency.

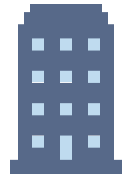


Express + SimpleVMS Success



Express + SimpleVMS Success

Client Scenario



- Multiple locations, light-industrial
- Non-exclusive vendor environment
- Average headcount of 150
- Billing up to \$130k weekly
- Needed centralized job posting, timekeeping, and invoicing

Client Solution



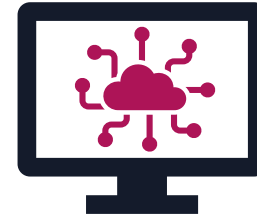
- Express leveraged existing partnerships to recommend SimpleVMS as the solution.
- Centralized and streamlined all their problem areas at no cost.
- Express office earns an additional channel partner commission monthly.

The Big Difference - MSP & VMS



MSP

- Manages client staffing programs.
- Owns vendor relationships.



VMS

- Software used by an MSP.
- Client manages vendor relationships and their staffing program.

An MSP may not always be the right fit. Best practice is to give your client options!



It Pays to Be a SimpleVMS Channel Partner



Your Agency: *Discounted VMS Fee + Commission*

SimpleVMS pays you a commission based on total program spend.



MSP: *Discounted VMS Fee + Program Split*

SimpleVMS splits the fees paid by other vendors in the program.



Program Support: *No-Cost*

SimpleVMS provides training, support, implementation, customizations, timekeeping, reporting, and more, at no cost to you or your clients.

Recap

SimpleVMS

- Fully integrated and customizable Vendor Management Solution
- Partner with SimpleVMS to differentiate your agency amongst your competitors.
- Doesn't stand in the way of your relationships.

Differentiation

- Readily available integrations plus a robust integrated platform with Avionté.
- Dynamic dashboards and real-time reporting allow for wider visibility into your workforce.

Leveraging Tech

- Companies are actively seeking technology to scale and centralize their contingent workforce.
- Technology drives differentiation. Differentiation drives business.



As the great
philosopher,
Charlie Sheen
once said:



For:
Your Client
Your Agency
Your Talent

“WINNING!”

Questions & Answers

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THANK YOU FOR YOUR FEEDBACK