

Name: _____

Phone: _____

The Disruptive Staffing Industry CEO

Jeannine Parise
Chief Experience Officer
VMS Accelerators
vmsaccel.com

Thursday, Oct. 29
2:30–3:30 p.m.





American Staffing Association

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Disruption



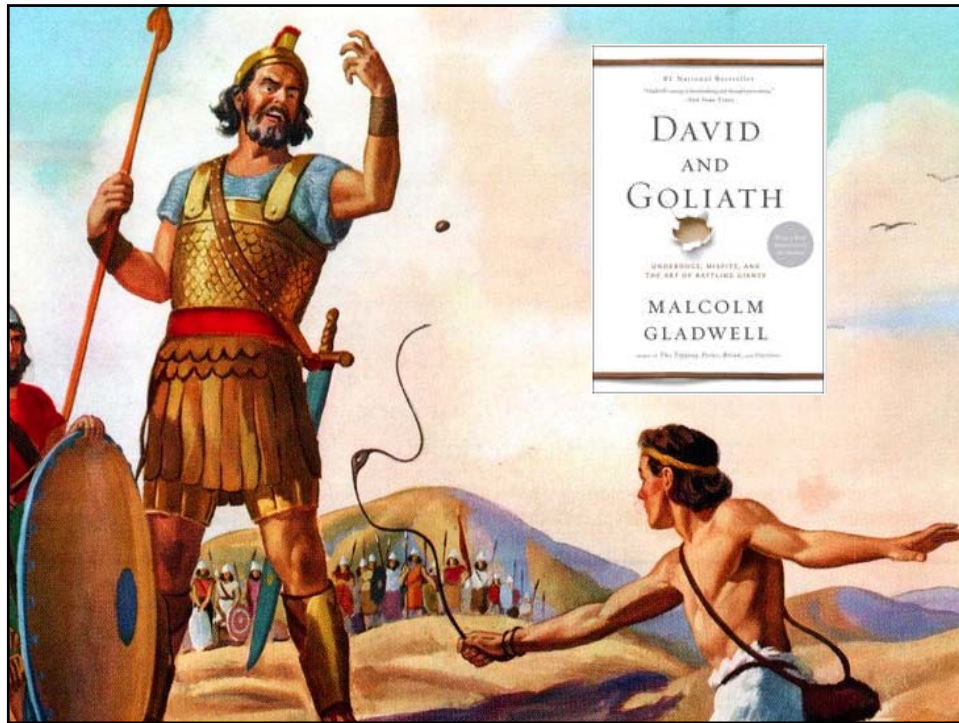
Disruption

- to cause (something) to be unable to continue in the normal way : to interrupt the normal progress or activity of (something)



Not That BIG!





**"I think there is a world market
for maybe five computers."**

Thomas Watson, President of IBM, 1943



They Thought BIG!



PINNACLE GROUP
WORKFORCE SOLUTIONS PROVIDER



Collabera
Value. Accelerated.

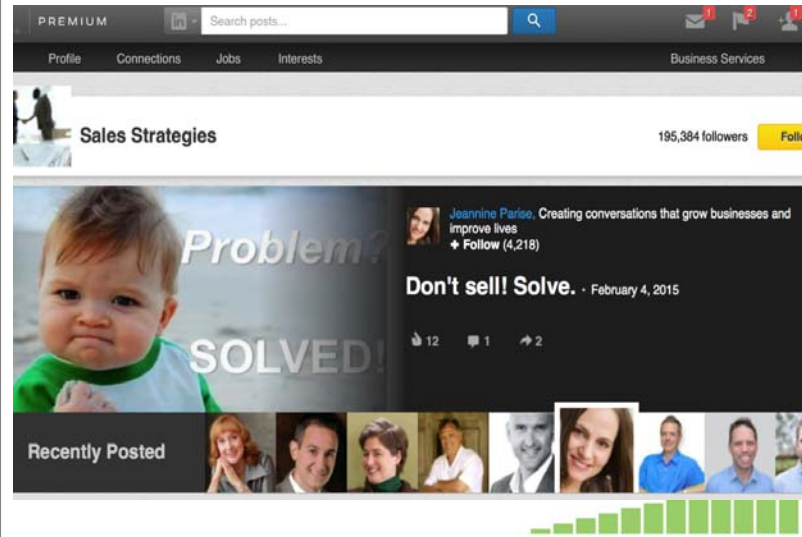


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5 FUNDAMENTALS OF INNOVATION
BUILD RELATIONSHIPS.... *differently*

A woman with dark hair in a ponytail, wearing a white short-sleeved shirt and a black headset with a microphone, is smiling while looking at a computer monitor. The monitor displays a software interface with a table of data. Her hands are on a keyboard. The background is a blurred office environment with other computer monitors.

Did you get on PULSE?





E.S.P.*

- EMPATHIZE with their situation
- SUPPORT them with their challenges and frustrations
- PRODUCE data, information and results that help them first!

**Taken from MAP Training*



Credibility Continuum*

Zero

Credibility

(I don't know you, I don't trust you, who are you?)

100% Credibility

(I trust you 100%, I'll do whatever you say)

Every relationship in your life can be plotted along this line graph – you are either moving TOWARDS credibility – or moving AWAY from credibility. You get to decide what direction to move!

**Taken from MAP Training*

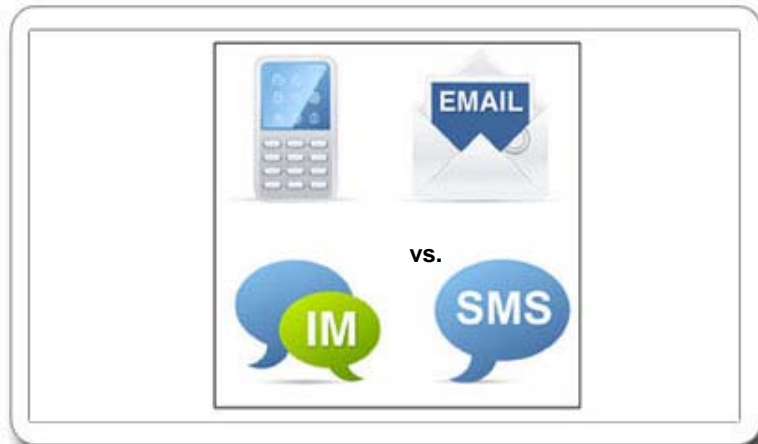


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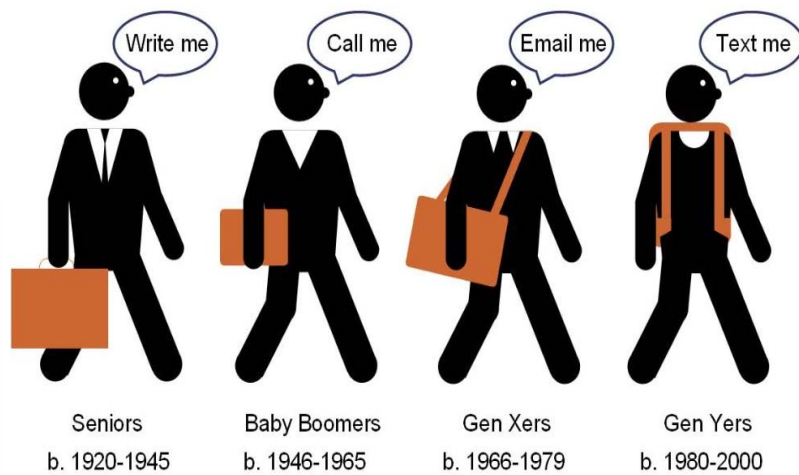
5 FUNDAMENTALS OF INNOVATION

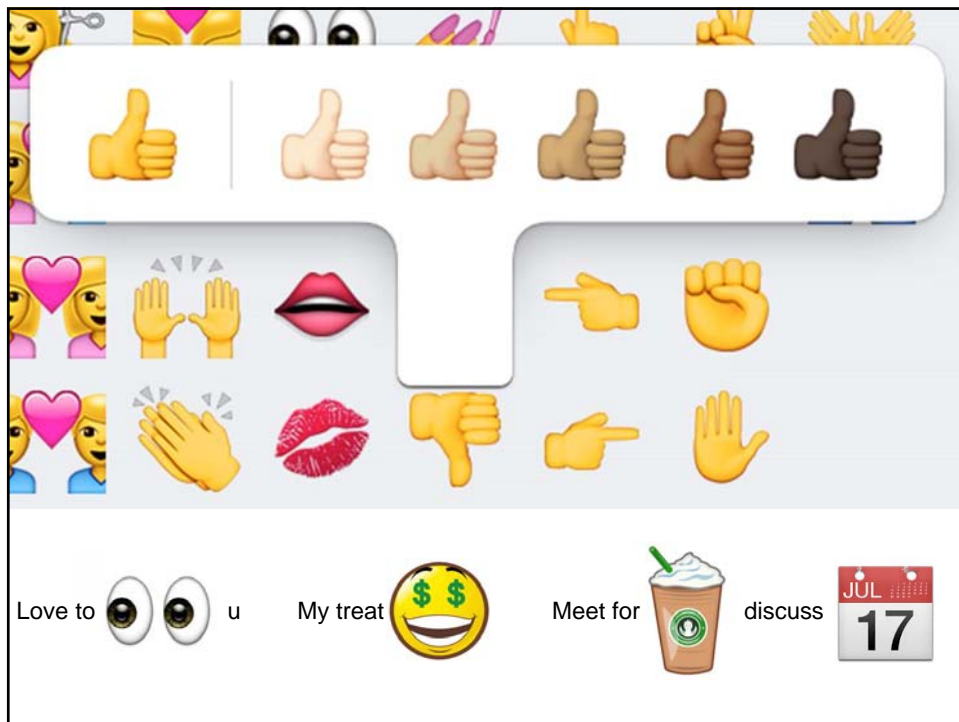
COMMUNICATE.... *virtually*

Virtual Communication



Four generation workforce provides challenges

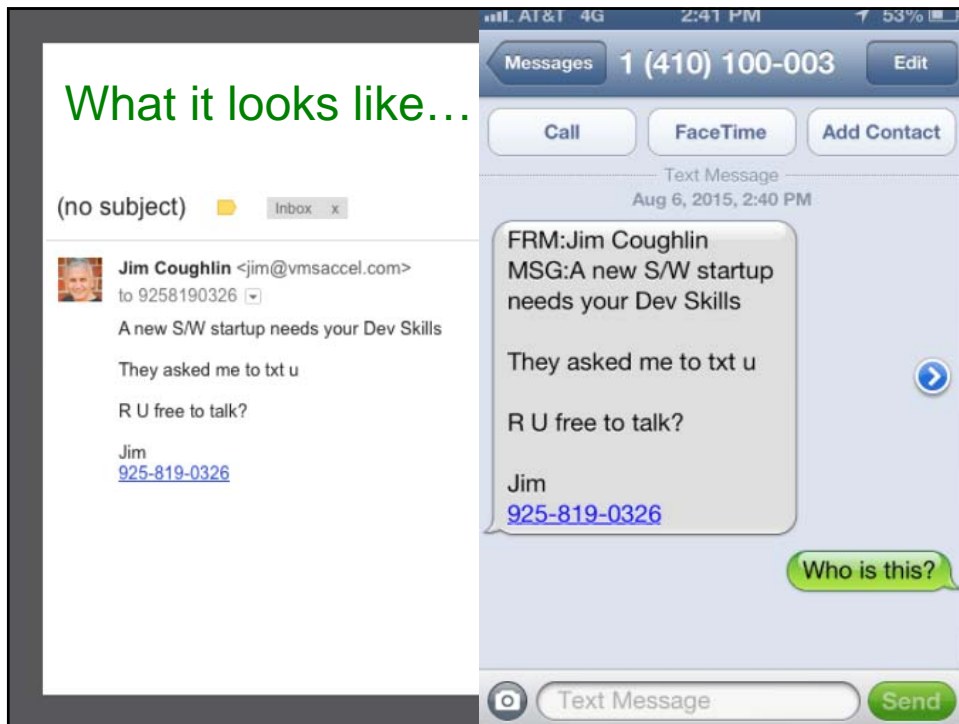




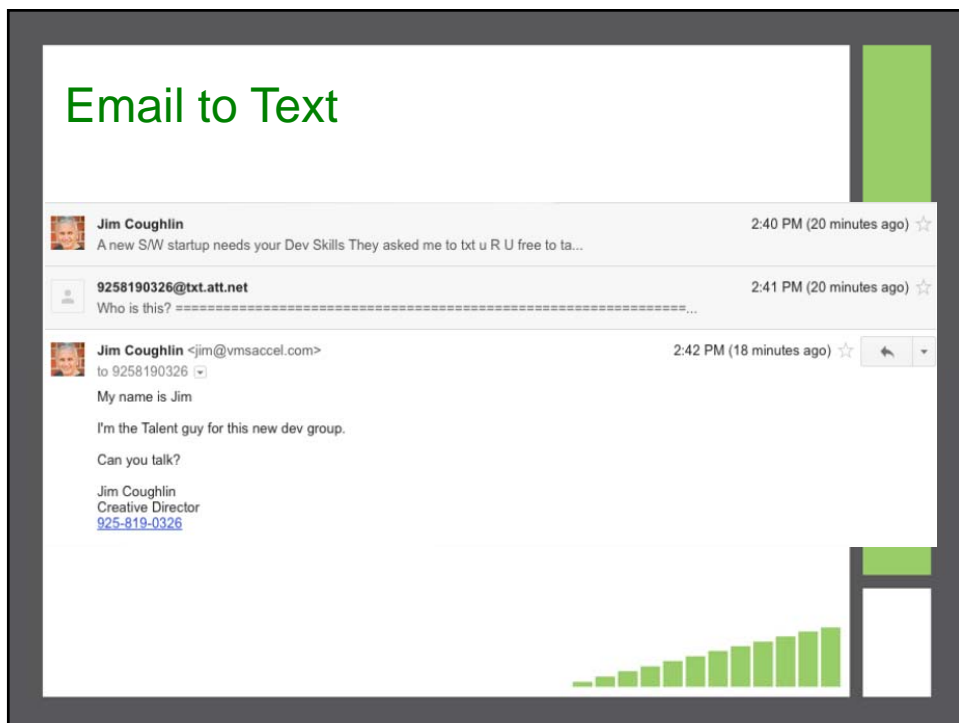
Email to Text

Carrier	Email to SMS gateway
Alltel	[insert 10-digit number] @message.alltel.com
AT&T	[insert 10-digit number] @txt.att.net
Boost Mobile	[insert 10-digit number] @myboostmobile.com
Sprint	[insert 10-digit number] @messaging.sprintpcs.com
T-Mobile	[insert 10-digit number] @tmomail.net
US Cellular	[insert 10-digit number] @email.uscc.net
Verizon	[insert 10-digit number] @vtext.com
Virgin Mobile	[insert 10-digit number] @vmobl.com

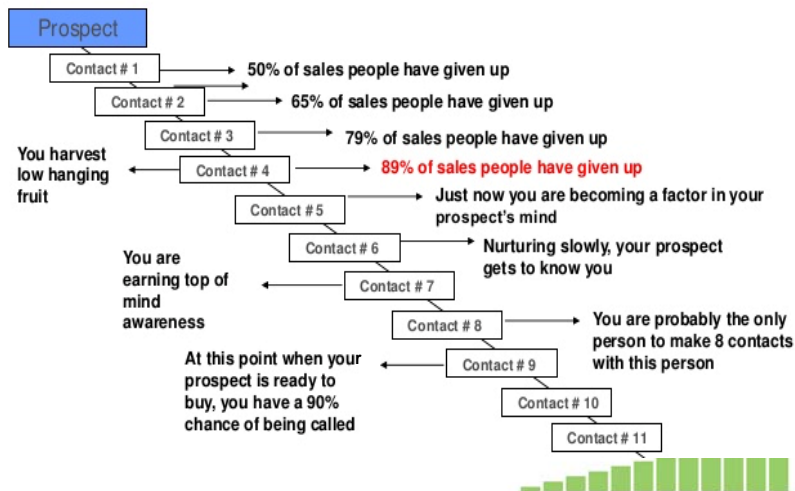
What it looks like...



Email to Text



Value of Nurture Process in 7-13+ Touches



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5 FUNDAMENTALS OF INNOVATION
CONFIGURE BUSINESS.... *globally*



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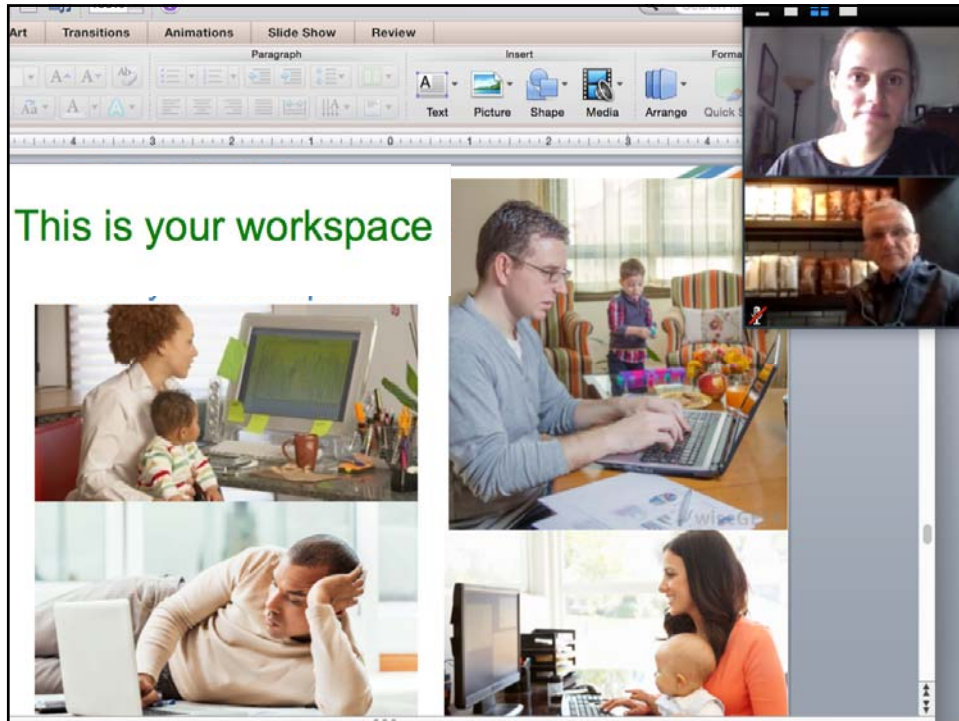
5 FUNDAMENTALS OF INNOVATION
MANAGE TALENT.... *flexibly*

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This is your workspace





That's me working!



FLEXIBILITY

TRANSPARENCY

RESPECT

BALANCE vs. INTEGRATION

RESULTS



Facebook's transparent culture



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IF I DO ALL THESE...
WHAT RESULTS WILL I GET?

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You will grow

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VMSA's Innovative Offerings



GROW JOB ORDERS 50%+
Meet 150+ Procurement & MSP Prospects
www.vmsaccelerators.com/events
auction.vmsaccelerators.com



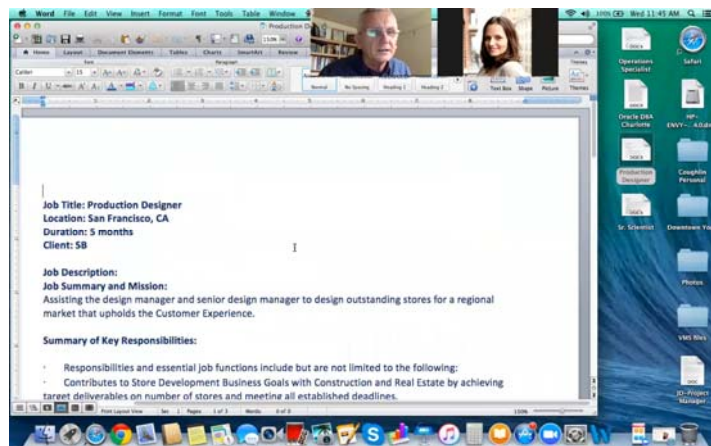
INCREASE PRODUCTION 30%+
MSP/VMS Delivery Enhancement Program
www.vmsaccelerators.com/map

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MAP – Mastering the Art of Production





MAP companies metrics

Baseline Stats for MAP Participants
2-Sep-15

Company	A	B	C	D	E	AVG
Subs to Jobs	1.3	1.5	2.0	1.9	2.2	1.8
Subs to Hire	27.2	15.8	36.8	37.6	39.1	31.3
Subs to Interview	5.9	4.6	9.9	5.0	8.3	6.7
Interviews to Hire	4.6	3.4	3.6	7.5	4.6	4.7
Close Rate	4.5%	9.7%	5.3%	4.9%	5.6%	6.0%

Notes:

Compiled from 10/1/2014 – 6/30/2015 from MAP participating companies

5 Fundamentals of Innovation

1. Think Big... *today*
2. Build Relationships... *differently*
3. Communicate... *virtually*
4. Configure business... *globally*
5. Manage Talent... *flexibly*

As a result...

you will grow and experience growing pains



VMSA's Innovative Offerings



GROW JOB ORDERS 50%+

Meet 150+ Procurement & MSP Prospects

www.vmsaccelerators.com/events
auction.vmsaccelerators.com



INCREASE PRODUCTION 30%+

MSP/VMS Delivery Enhancement Program

www.vmsaccelerators.com/map

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American Staffing Association

Thank you for attending this
Staffing World 2015 workshop



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Chief Experience Officer
VMS Accelerators Inc.