

STAFFING WORLD®

TECH PARK PRESENTATIONS

TUESDAY, OCT. 16

Stage 1—Tech Park Radio Channel E1

- 2:15–2:25 p.m.** **The New World of Work**
Kristen Faris, Checkr Inc.
- 2:30–2:40 p.m.** **Uberize Your Company With Client and Employee Mobile Apps**
Jim Essey, CSP, The TemPositions Group of Cos.
- 2:45–2:55 p.m.** **Gain Control and Competitive Advantage With Background Screening**
Ben Goldberg, CareerBuilder
- 3–3:10 p.m.** **DivaBuzz: The New Standard in Business Texting and Candidate Engagement**
Tony Bosco, JobDiva
- 3:15–3:25 p.m.** **Gaining Operational Efficiency Through Benefit Administration Technology**
Josh Johnson, Benefit Harbor
- 3:30–3:40 p.m.** **Why the Time for Mobile Staffing Is Now**
Rohan Jacob, TimeSaved
- 3:45–3:55 p.m.** **Cyber Insurance or Technology Errors and Omissions? What's the Difference?**
Joseph DeCarlo, World Wide Specialty Programs

Stage 2—Tech Park Radio Channel E2

- 2:15–2:25 p.m.** **Four Tips to Maximize Your Survey Response Rate**
Eric Gregg, Inavero
- 2:30–2:40 p.m.** **Increase Profits by 200-300% Through AI Recruiting**
Sahil Sahni, AllyO
- 2:45–2:55 p.m.** **If Business Is From Venus, IT Is From Mars**
Mike Whitmer, CSP, Recruit Global Staffing
- 3–3:10 p.m.** **ClientFit: Protect and Grow Your Accounts With Executive Visibility, Account Planning, and Risk Management**
Mary Ann McLaughlin, Butler Street
- 3:15–3:25 p.m.** **Growing Your Recruiting Firm With Video Interviews**
Josh Tolan, Spark Hire
- 3:30–3:40 p.m.** **The Power of the Salesforce Ecosystem in Staffing and Recruiting**
Chris Davis, Bullhorn
- 3:45–3:55 p.m.** **Quickly Collecting Candidate Applications Through Facebook**
Matt Lozar, Haley Marketing

WEDNESDAY, OCT. 17

Stage 1—Tech Park Radio Channel E1

- 12:30–12:40 p.m.** **The Workforce Revolution: Using Mobile to Transform Your Employee Experience**
Elizabeth James, TempWorks Software
- 12:45–12:55 p.m.** **Creating a Total Talent Platform That Delivers Results**
Tim Quirk, Erecruit
- 1–1:10 p.m.** **Using Technology to Complement How Millennials Work**
Gayaneh Davoodian, AMGtime
- 1:15–1:25 p.m.** **Robotic Process Automation: The Emerging Technology That Can Save Your Company Money and Resources**
Kevin Delaski, The TemPositions Group of Cos.
- 1:30–1:40 p.m.** **Unleash the Full Power of Text Messaging**
Brad Herrmann, Text-Em-All LLC
- 1:45–1:55 p.m.** **Leveraging Social Media and Video Technology to Lower Cost-Per-Hire**
Lindsay Stanton, Digi-Me

Stage 2—Tech Park Radio Channel E2

- 12:30–12:40 p.m.** **Are You a Lean, Mean, Staffing Machine?**
Brett Cole, BRiSK Operations
- 12:45–12:55 p.m.** **Candidate Engagement as a Competitive Advantage**
Pankaj Jindal, Sense Talent Labs
- 1–1:10 p.m.** **Eliminate Avoidable Risks With Technology-Enabled Compliance**
Ben Olson, Essium LLC
- 1:15–1:25 p.m.** **The Modern Workforce: Streamlined Hiring With Biometric Technology**
Tammy Cohen, InfoMart Inc.
- 1:30–1:40 p.m.** **Winning Takes More Than Just Attracting and Recruiting Candidates**
Saleem Khaja, WorkLLama Inc.
- 1:45–1:55 p.m.** **The New Career Path: Transparent Engagement Stepping Stones**
Chase Wilson, Monster

HOW TO USE YOUR TECH PARK RADIO

Use your radio—sponsored by ASA corporate partner Inavero—to listen to presentations in the Tech Park and sessions in the Idea Labs. All take place in the expo hall.

Keep your radio with you throughout the convention and remember to turn it off after each presentation.

The radio box includes earbuds and provides instructions.

RADIO CHANNELS

- E1—Tech Park Stage 1
- E2—Tech Park Stage 2
- E3—Idea Lab (Booth #100)
- E4—Idea Lab (Booth #114)
- E5—Idea Lab (Booth #1141)

QUESTIONS? Text 703-253-2020 and a member of the ASA staff will respond within minutes!



Tech Park radios sponsored by



TECH PARK PRESENTATIONS *(continued)*

THURSDAY, OCT. 18

Stage 1—Tech Park Radio Channel E1

- 12:45–12:55 p.m.** **Social Recruiting: How to Leverage Your ATS Database and Drive Candidates**
Brad Smith, Haley Marketing
- 1–1:10 p.m.** **Essential StaffCARE ePortal: The New Web-Based Benefit Enrollment Platform for HR Support**
Kayla Ann Ellsworth, Essential StaffCARE
- 1:15–1:25 p.m.** **How Staffing Firms Can Place Candidates 50% Faster by Managing Their Sub-Vendor Community**
Jan Jedlinski, Gustav Technologies
- 1:30–1:40 p.m.** **Compliance Technology in Background Check Software**
Pat Hartonian, Intelifi Corp.

Stage 2—Tech Park Radio Channel E2

- 12:45–12:55 p.m.** **Innovations in Staffing Recruitment Technology**
Brian Delle Donne, Talent Tech Labs
- 1–1:10 p.m.** **Integrating SMS and Messaging Into Recruitment Platforms**
Simon Cleaver, CloudCall Group PLC
- 1:15–1:25 p.m.** **Winning the War on Talent: How Technology Can Help Every Staffing Firm Become a Better Risk**
David Wald, Aclaimant
> [Learn more about Aclaimant at Tech Stand #4](#)
- 1:30–1:40 p.m.** **How Network Effects Are Disrupting the \$200 Billion Recruiting Industry**
Nick Cromydas, Hunt Club
> [Learn more about Hunt Club at Tech Stand #3](#)

NEW THIS YEAR: CHECK OUT THE TECH STANDS!

As part of this year's expanded Tech Park, Staffing World has added technology-focused exhibitor booths called Tech Stands. These specialized booths are adjacent to the Staffing World Tech Park and offer a convenient way to meet with staffing technology suppliers before, during, and after the popular tech-focused presentations in the Tech Park.

TECH STAND #1 **Quali.fit** ■ [quali.fit](#)

Quali.fit is a white-label, smart A.I.-based solution for staffing and recruiting firms. It expands their toolset by offering their candidates an outstanding experience through their smartphone. Quali.fit is not an applicant tracking system (ATS)—instead, it integrates seamlessly with an existing ATS, thus yielding better conversion rates and making the agency a lot more efficient.

TECH STAND #2 **Xoomatic** ■ [xoomatic.com](#)

Xoomatic, the empowered staffing tool, is an automated workflow management system for the staffing industry. It is a perfect product for leadership, recruiters, vendors, and clients to manage the entire hiring process on the same platform. Xoomatic runs on your secured domain to build the applicant databases for your organization.

TECH STAND #3 **Hunt Club** ■ [huntclub.com](#)

Cold calling, LinkedIn spamming, impersonal mass outreach...these methods no longer work in today's fight to attract the best talent. Leveraging a network

of influencers, Hunt Club combines state-of-the-art technology with white-glove service to bring you the best candidates, every time. Referrers get rewarded, candidates get great opportunities, and companies land passive talent.

TECH STAND #4 **Aclaimant** ■ [aclaimant.com](#)

The Aclaimant Resolution Performance System allows staffing firms to see risk more clearly and to do something about it. By streamlining workplace safety, incident/claims processes, and analytics, Aclaimant reduces workload and creates efficiencies from branches to the home office. Stop by to learn how we reduce workers' compensation risk!

TECH STAND #5 **StafQuik Inc.** ■ [stafquik.com](#)

Software to simplify staffing. Stop wasting time, talent, and money filling positions the old fashioned way. Reduce your "time-to-fill" by as much as 70%, capture as many as 100 additional billable hours/week, and put as much as \$100K/year on the bottom line with the same internal headcount.



WELCOME TO THE STAFFING WORLD TECH PARK! Now in its second year, the Tech Park delivers valuable information about technology solutions specific to the staffing and recruiting industry. Here you can discover, learn about, and discuss the tools, systems, and platforms that can boost your company's efficiency and productivity today, as well as those that can potentially transform the way you do business tomorrow.

The Tech Park is part of a broad ASA strategic initiative to provide members with targeted and timely information about technology solutions that can enhance their business operations. Let ASA know what you think about this year's experience. Share feedback on social media using the hashtag #swtechpark and be sure to complete the survey you'll receive via email after Staffing World. Enjoy the Tech Park!

ASA STAFFING TECH CENTER—CHECK IT OUT ONLINE!

Launched in early 2018, the ASA Staffing Tech Center at americanstaffing.net/techcenter is a section of the association's website where you can read about the latest technology-related news and resources affecting staffing and recruiting companies. You also can access an interactive digital version of the Essential Elements of Staffing Technology, a newsfeed of technology-related content, in-depth white papers authored by talent acquisition technology experts, and convenient access to ASA publications focused on technology topics.

2018 UPDATE! ESSENTIAL ELEMENTS OF STAFFING TECHNOLOGY

ASA engaged with Talent Tech Labs to curate this ecosystem of technology solutions for their potential to transform the staffing and recruiting industry today—and reimagine it for tomorrow. The solutions are organized into three broad stages—Source, Engage, and Hire—and presented in 22 subcategories, each ranked on a continuum. That continuum ranges from “additive” technologies—those that increase value to users in current staffing models—to “disruptive” technologies—those with the potential to upend current models and usher in new staffing and recruiting paradigms. The logos within the subcategories represent leading companies within each segment.

Technologies on the + side of the slider enhance current staffing models. Those toward the ⚡ side of the slider have the potential to disrupt current models.



American Staffing Association

THE ESSENTIAL ELEMENTS OF STAFFING TECHNOLOGY

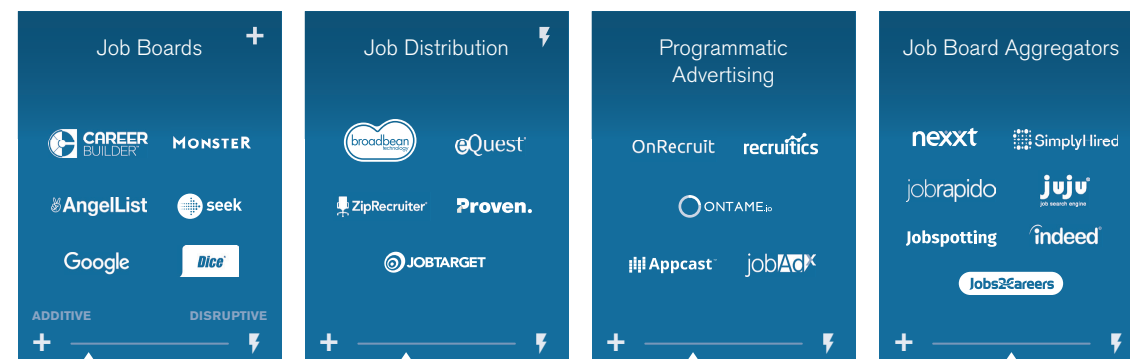


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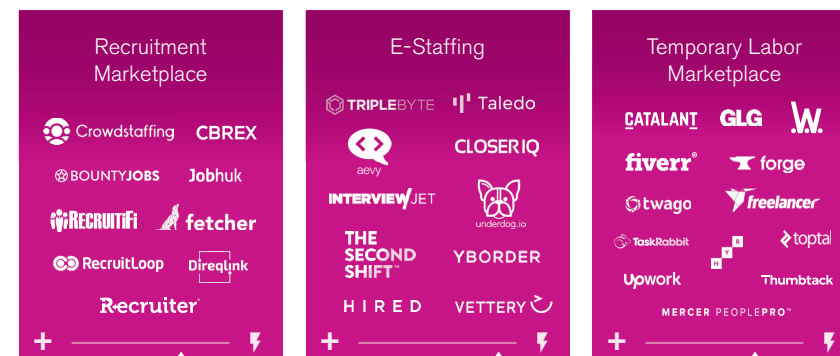
TALENT TECH LABS

SOURCE

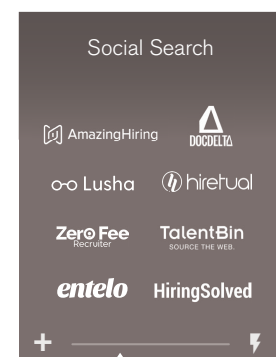
Job Advertising



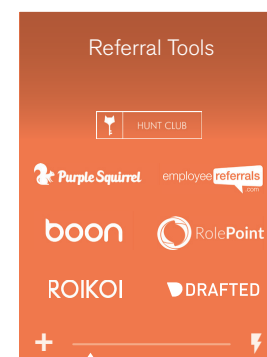
Online Staffing



Social Networks & Search

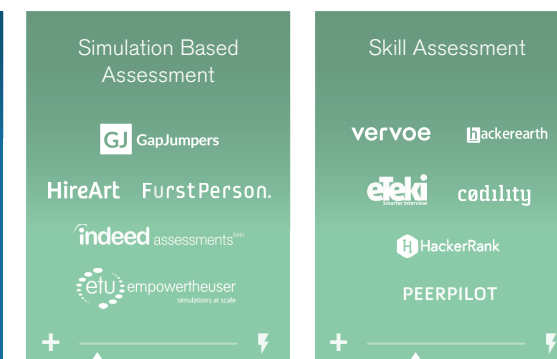


Referral Tools

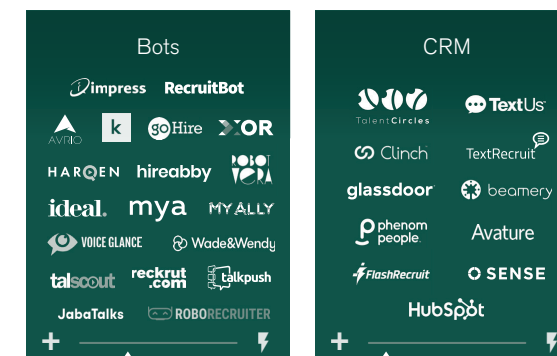


ENGAGE

Assessment Tools



Candidate Relationship Mgmt.

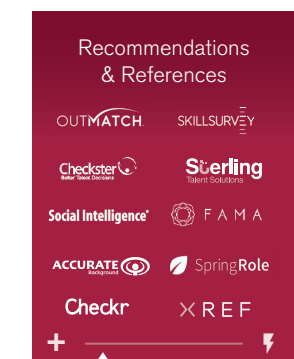


Matching Technology



HIRE

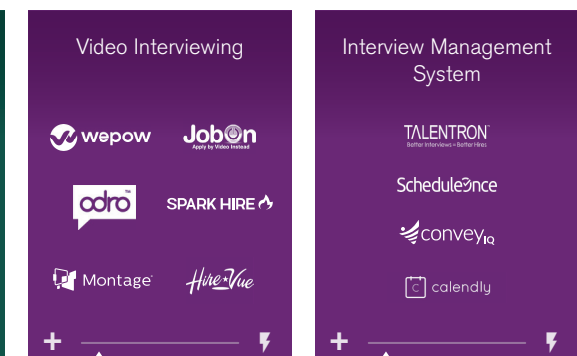
Recommendation & Reference



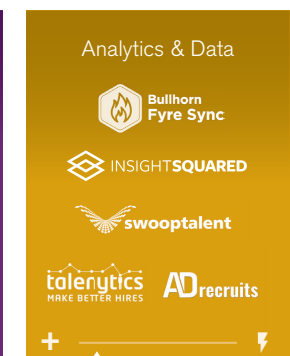
Applicant Tracking System



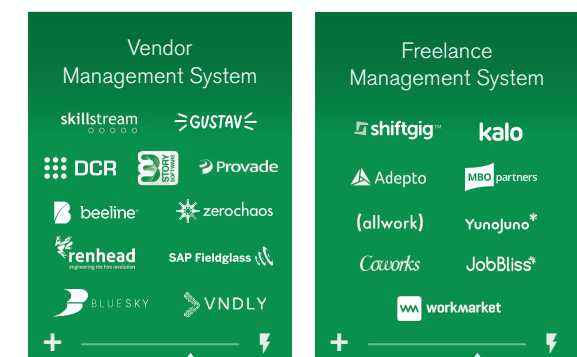
Interview Process



Platform Tools



Vendor & Freelance Management Systems



As of June, 4, 2018. Subject to change. This diagram serves as a discovery and discussion tool to help industry leaders better understand technology's role in staffing, present and future. Content reflects assessments and opinions of Talent Tech Labs and is in no way sponsored by companies represented herein. © 2018 Talent Tech Labs. All rights reserved.