

RECRUITMENT
PROCESS
OUTSOURCING

BUSINESS
PROCESS
OUTSOURCING

CONTINGENT
WORKFORCE
OUTSOURCING

HUMAN
RESOURCES
CONSULTING

CAREER TRANSITION
& ORGANISATIONAL
EFFECTIVENESS

EXECUTIVE
SEARCH

THINK OUTSIDE.

People. Partnership. Power.

contingent workforce outsourcing helps AAPT
streamline operations and save \$2.8 million

Challenge

- Supplier Consolidation and Management
- Bill Rate Management
- Visibility and control of Rogue Spend
- Consolidate invoicing
- Transparent reporting
- Auditable Processes
- Direct and indirect cost savings
- Consistent Integrated Processes deployed Nationally

Benefits

Measurable results:

- Direct and Indirect Cost Savings
- Service Level Agreement Accountability
- Improved Supplier Performance
- Increased Customer Satisfaction

Risk Mitigation:

- Adherence to Organisational Policies
- Supplier Contract Administration
- Independent Contractor Compliance
- Change Management Expertise

Global/Regional Execution:

- Scalable Across Geographies
- Cross Border Recruitment
- Local Regulatory Expertise
- Enterprise Sourcing Alignment

Streamlined Workforce Management:

- Total Lifecycle Management
- Accelerated On-boarding & Off-boarding
- Performance Visibility
- Supplier Optimisation
- Payroll Services

Solution

- Implementation of a VMS – Hybrid
- Rationalisation from 47 to 16 Suppliers
- Market Rate Analysis to establish competitive benchmarking
- Continuous Process Improvement Policies

To us, accountability is important. Companies need defined metrics that demonstrate the costs of every staffing initiative to help mitigate risk.

Results

Direct Cost Savings:

- Able to show savings across 27 disciplines on average \$3,165,203.60 Under Rate Card
- Un-able to show savings across 17 disciplines on average -\$956,066.80 Over Rate Card
- 14 Positions on average we were not able to plot against the Rate Card
- Total savings = \$2,209,136.80
- Savings Total 11% of Spend for the year

Supplier Relationship Management:

- Previous cost = \$48,024.80
- Based on managing 4 suppliers per job, 60 minutes per supplier, actual jobs for 2007 347, average salary \$34.60 per hour (\$60k + 20% on-cost)
- 2007 Current cost = \$12,006.20
- Based on managing 1 supplier per job, 60 minutes per supplier, average new jobs per quarter 347, average salary \$34.60 per hour (\$60k + 20% on-cost)
- Cost Take Out = \$36,018.60

Invoicing & PO Process:

- Cost prior to MSP = \$297,440
- Based on 47 (increased to include BTS) invoices and \$130 per invoice process per week
- 2007 Current cost = \$6,760
- Based on 1 consolidated invoice and \$130 per invoice process per week
- Cost Take Out = \$290,680

On-Line Time Sheeting:

- Previous cost = \$30,251.52
- Based on 202 contractors (average 2007), 5 minutes per contractor / week, average salary \$34.60 per hour (\$60k + 20% on-cost) = \$2.88 per 5 min.
- 2007 Current cost = \$18,171.92
- Based on 202 contractors, 3 minutes per contractor / week, average salary \$34.60 per hour (\$60k + 20% on-cost) = \$1.73 per 3 min
- Cost Take Out = \$12,079.60 (average across the 4 quarters)

Total Savings 2007 = \$2,808,774.90

(14% of spend over the year)

For more information how KellyOCG can help your organisation improve, call Toni Jackson on **0420 961 110** or send an email to toni_jackson@kellyservices.com today.