

Achieving Cost Savings and Compliance With an Integrated MSP/VMS Strategy



Industry: Energy

Our client is one of North America's largest hydroelectrical utility companies with an annual revenue of over \$6.7 billion.

The Challenge At a Glance

Our client lacked an effective system for managing multiple processes, systems, and workflows involving contingent workers and hundreds of suppliers.

- With over \$100 million in annual spend, our client had no clear visibility into their contingent worker spend.
- Suppliers charged inconsistent rates for the same skill set without providing transparency into markups.
- Basic components were unavailable to fully develop and run a co-employment risk mitigation strategy.

The bottom line: Our client lacked many of the cost saving strategies and protective measures that come with a contingent worker program.

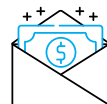
Quick Facts



Implemented a full MSP and VMS solution.



Integrated with the enterprise SAP ERP.

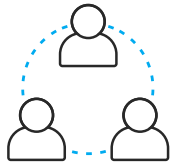


Achieved a 15% savings on addressable spend.

» The Solution

Procom provided a Vendor Management System (VMS) to aggregate their contingent worker spend. The VMS provided a centralized online portal for buyers and suppliers to streamline the talent acquisition process. The VMS also provided visibility and metrics to successfully manage a contingent worker program.

The VMS was fully integrated with our client's enterprise SAP ERP for increased technical efficiencies, gaining significant financial controls, user access privileges and automated invoicing processes.



Procom also worked with our client to improve their vendor management program by implementing rate card management and markup strategies.

Procom successfully optimized our client's vendor list through a standardized RFP process. Through this process, all suppliers were aligned to the same clauses in order to participate in future requirements. This allowed our client to pay fair market prices for resource skillsets while achieving visibility into cost savings and vendor markups.

Procom also helped our client establish a co-employment risk mitigation strategy and took responsibility for driving the implementation of the supporting processes.

» Key Improvements

- Our VMS now provides our client with real time access to data to review active headcount, tenure, spend, consumption by business unit and other reporting.
- The core VMS solution was successfully configured and developed with our standard six-week implementation plan.
- Our client has also realized operational efficiencies leading to lower internal costs for managing contingent workers through better financial reporting and automation.

» About Flextrack

Flextrack is a leader in the MSP/VMS space and singularly focused on expanding the idea of 'humanizing technology'. Our Mission is what drives us to create contingent workforce programs that expand our customers and users personal value.

Our technology platforms and program design allow our customers to bring in the best possible talent to their organizations to drive projects and value to their end customer.

Explore flextrack.com to learn more about VMS and how it can help to future proof your business.

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