

Ready, Set, Wait

Managed Staffing Programs: Ready, Set...



Wait, Are We Really Ready?



Yoh





YOUR PANELISTS



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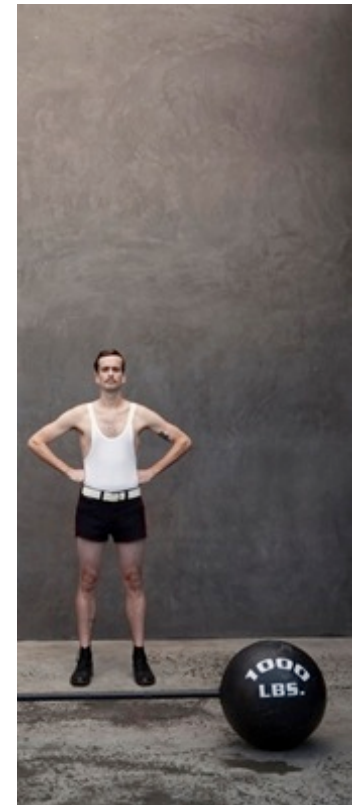
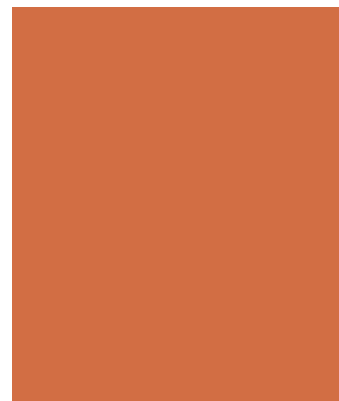
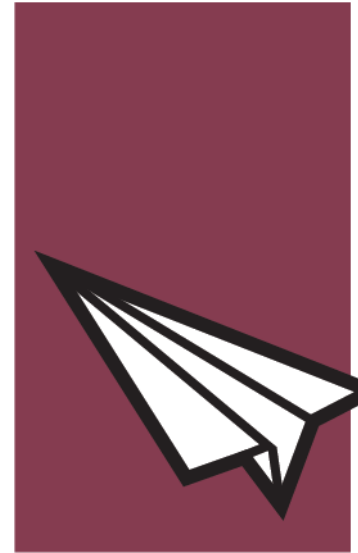


MODERATOR – MATT RIVERA

VP of Marketing, Yoh

AGENDA

- Introductions
- Goals
- Starting Points & Data
- Change Management
- Who Needs to Be Involved?
- Case Studies – What Have We Learned?
- Lighting Round – Tips
- Q&A





GOALS

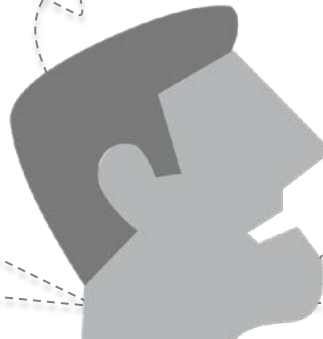
**COST SAVINGS vs.
COST MANAGEMENT**

OTHERS?

COMPLIANCE/RISK MITIGATION

QUALITY OF TALENT

PROCESS EFFICIENCY – MANAGING CWS





STARTING POINTS



- **Where** do you start?
- **How** do you get the data?
- **When** should you have the data?
- **What** did you know and when did you know it?
- **Who** gets the data?
- **Rogue spend** – What don't you know?
- **RFPs**



CHANGE MANAGEMENT

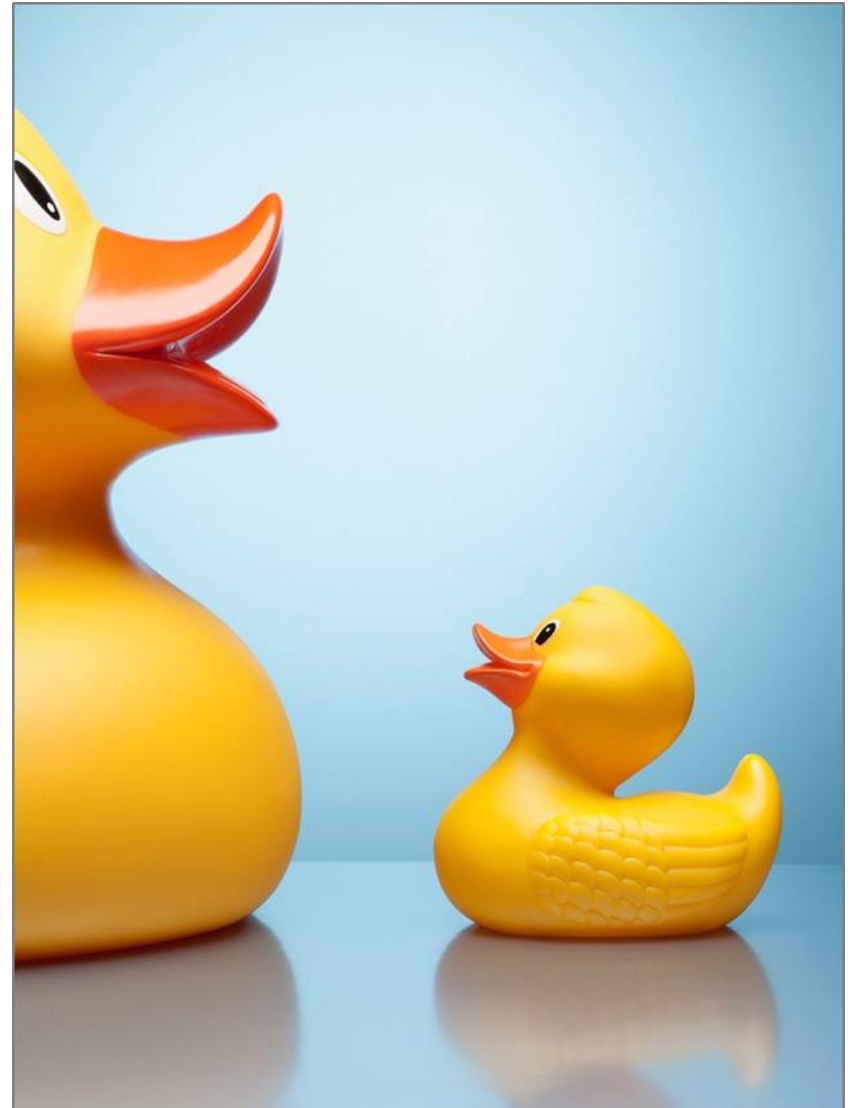


- **How do you handle change at every level?**
 - Executive
 - Manager
 - Suppliers
- **What role does culture play in change management?**
- **Should you brand the program?**
- **What elements contribute to program adoption?**
- **Does change management end at implementation?**



WHO NEEDS TO BE INVOLVED?

- **Executive Support**
- **Key Stakeholders – Who Are They?**
- **Your Existing Supply Chain**
- **Existing Contractors**
- **Other Departments – IT?**





CASE STUDIES

Lessons learned...





LIGHTNING ROUND

- **Top Readiness Tip**
- **Biggest Mistake You've Made (or Have Seen)**
- **Best Advice You've Received**
- **Best Thing You Ever Did Related to CW Management**
- **Favorite Color**
- **Favorite Data Point**



Q & A

THANK YOU



AHEAD OF THE CURVE. AIMED STRAIGHT.

A DAY & ZIMMERMANN COMPANY