



Your Focus Through Our Lens

## OUR CLIENT

A certified Women's Business Enterprise and one of the nation's leading employment specialists. This staffing provider has been recognized for providing innovative employment solutions in the areas of managed staffing, light industrial, and administrative staffing throughout the Midwest since 1980.

## RESULTS (Within the first six months)



6

Clients protected



\$2.4M

In staffing spend



\$36K

In revenue



100%

Competitive advantage  
over other staffing providers



50%

Gain in support services

"Clarity was designed by staffing industry professionals who know the industry and understand the barriers that typical VMS companies create. When we selected Clarity, we gained an entire support team who understands what we do and how we can use Clarity to service our high-volume accounts and develop our own MSP division. The Clarity team works alongside us, listens to us, and continually looks for ways to improve their platform so that it evolves with the needs of staffing firms and their clients."

- GAUHER MOHAMMAD



## CASE STUDY: STAFFING PROVIDER

Staffing Provider Uses Clarity VMS to  
Increase Control of Large Volume Accounts  
and Grow Staffing Footprint

### SUMMARY

Meet Mo, the Vice President of a large staffing company operating over 20 offices, who was at risk of losing margin to managed service providers (MSP) implementing vendor management software (VMS) with his clients. He understood the value of a VMS to streamline processes, alleviate administrative burdens, consolidate billing, provide workforce analytics, and more. Mo had a strong desire to protect, grow, and differentiate his staffing business which attracted him to IWT's staffing model. He felt synergy in the partnership since the founder, Don G. King, spent over 30 years of his career owning and operating staffing companies, garnering intimate knowledge of the MSP and VMS industries.

### CHALLENGES

- Threat of the MSPs
- Breakdowns in communication with client accounts
- Lack of visibility into high volume accounts by facility
- Spending hours creating reports and analyzing data
- Not knowing where opportunities for expansion exist

### SOLUTIONS

Mo took the initiative to develop an MSP division for his staffing company. Clarity VMS was the tool he needed to successfully combat the challenges mentioned above. The combination of his staffing knowledge, combined with the right software, enabled him to protect his existing book of business from MSPs coming in, organically grow his staffing footprint, further differentiate his staffing services in an extremely competitive staffing industry, and increase revenue enterprise-wide.



Simple. Focused. Effective.

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