



# City of Indianapolis Manager Training MSP Program Overview

June 9, 2015

# Introductions and Agenda



knowledge services

- ⑧ Introductions
- ⑧ Corporate Overview
- ⑧ Industry Definitions
- ⑧ Objectives
- ⑧ Benefits
- ⑧ Roles & Responsibilities
- ⑧ Requisition Form
- ⑧ Program Definitions
- ⑧ VMS Demo
  - Reviewing Open Postings
  - Reviewing Bids
  - Reviewing Timesheets
- ⑧ Additional Information
- ⑧ Contact Information
- ⑧ Questions & Answers

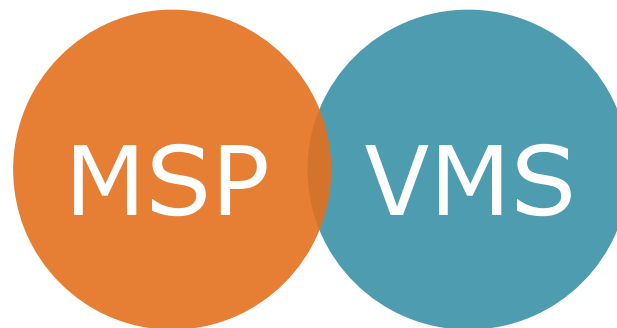
- **Founded in 1994**
  - Certified WBE
- **Contingent Labor Management Experts**
  - Managed Services Provider (MSP)
  - Vendor Management System (VMS)
  - Employer of Record (EOR) / Payrolling
  - IC Compliance / 1099 / PPACA Risk Mitigation
  - Staffing / Recruiting
- **Proven VMS technology - dotStaff™**
  - All skill categories: IT, Clerical / Admin, Medical, Seasonal, Specialty
  - >50 enterprise-wide implementations with a presence in 50 States
- **Extensive Government experience**
  - MSP for States of Indiana, Arizona, Maine, & Tennessee
  - Federal, State, City, County, Quasi-Governmental, Education

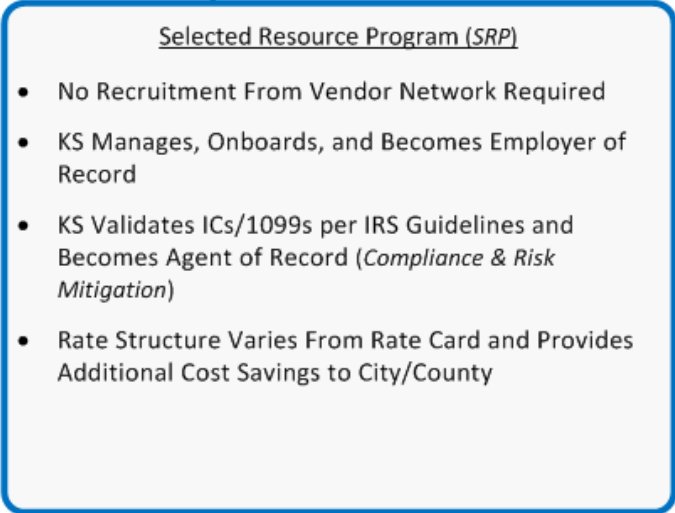
- 🗄️ A **Managed Services Provider (MSP)** is a company that takes on primary responsibility for managing an organization's contingent workforce program.

*-Staffing Industry Analyst*

- 🗄️ A **Vendor Management System (VMS)** is an Internet-enabled contingent worker sourcing and billing application that enables an organization to procure and manage a wide range of contingent workers and services in accordance with the organization's business rules.

*-Staffing Industry Analyst*





- ⑧ Provide Agencies & Departments a single contract vehicle to procure temporary staff using MSP / VMS Program solution
- ⑧ Provide cost savings
- ⑧ Provide process efficiencies
- ⑧ Provide visibility into the State's Administrative / Light Industrial temporary staff spend & usage
- ⑧ Provide transparency through reporting & business analysis
- ⑧ Develop policies to ensure compliance
- ⑧ Create competition & accountability among vendors
- ⑧ Provide customer satisfaction

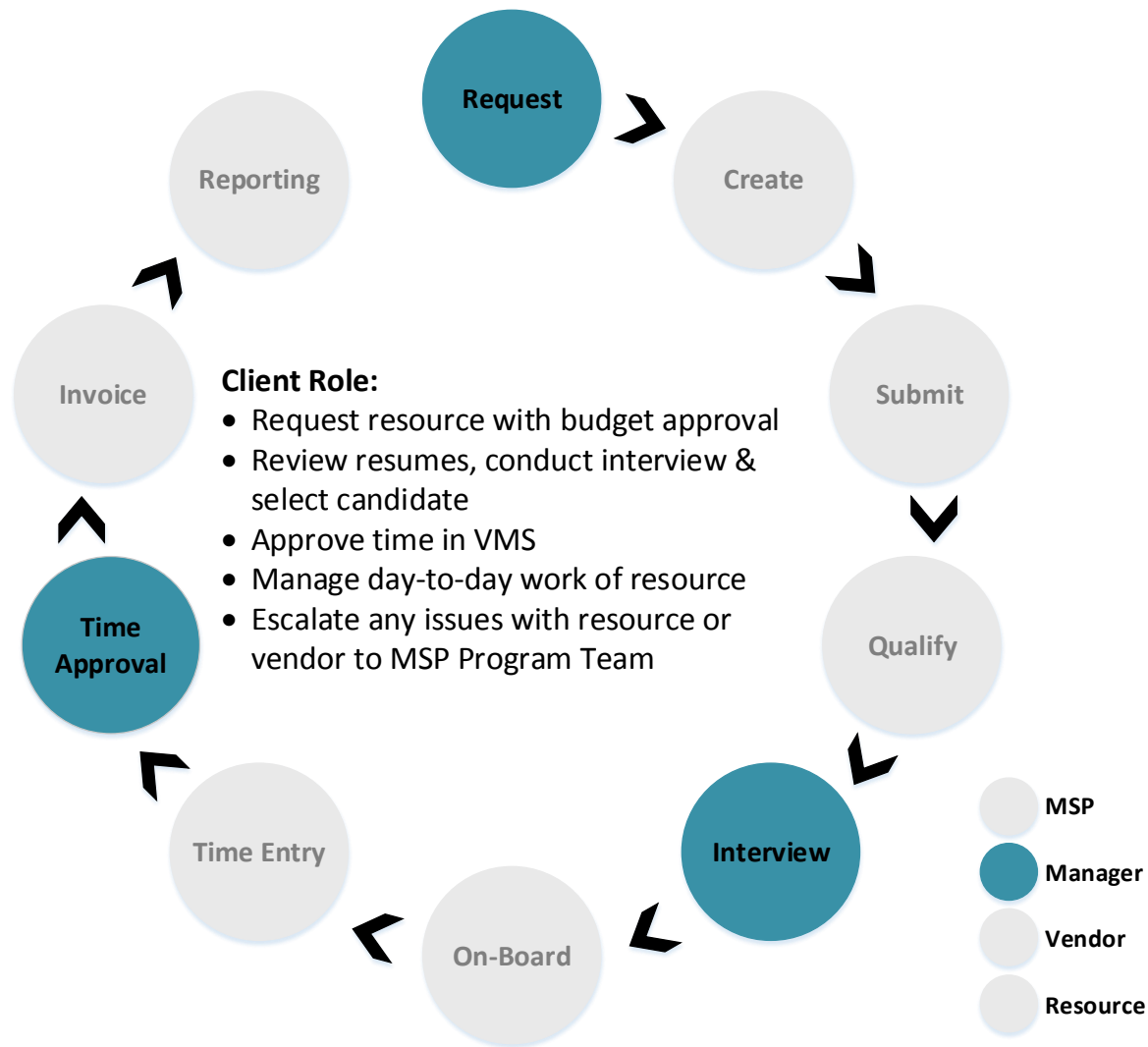
- ⌘ Workforce management consultation
- ⌘ Single point of contact
- ⌘ Resource quality & retention
- ⌘ Reduced administrative duties
- ⌘ Pre-screening resumes
- ⌘ Business analysis & reporting
- ⌘ Vendor relationships
- ⌘ Web based time entry & expense approval
- ⌘ Streamlined processes
- ⌘ Low cost option for pre-identified resources
- ⌘ Greater compliance in pre-onboarding requirements
- ⌘ Consolidated invoicing

- Bill Rates for Temporary Workers/Resources recruited by the Vendor Network align to City – County’s approved rate cards and regularly validated to market rates by Knowledge Service Program Team
  
- Bill Rates for Temporary Workers/Resources in the Selected Resource Program (SRP) are determined by a City – County approved set formula
  - SRP total cost range from 21% - 23% mark up, compared to Recruiting Vendor mark ups that range from 35% - 50+%
  - KS has the ability to include PTO, Holiday and/or contributions toward healthcare premiums

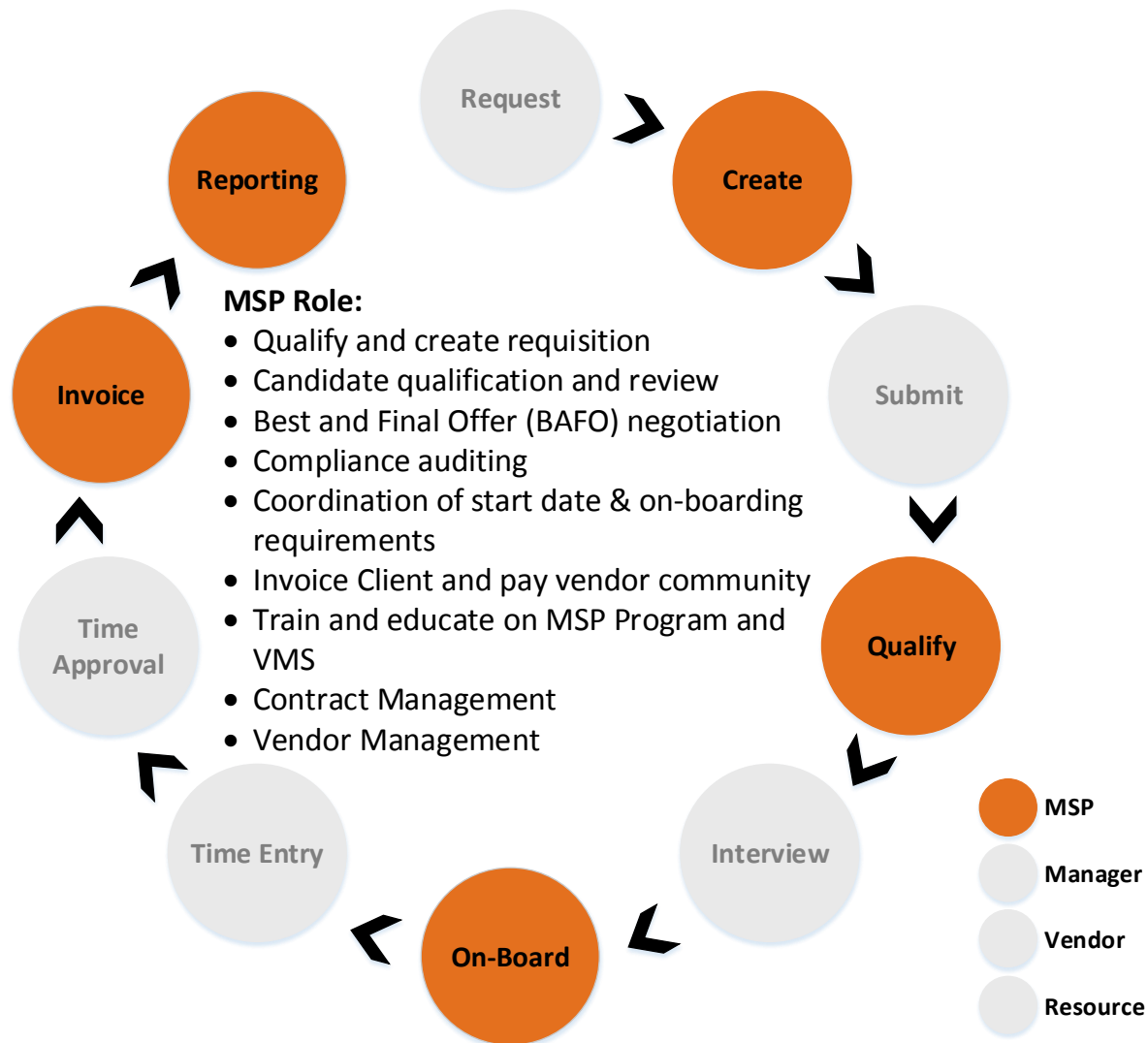
# Requisition Process



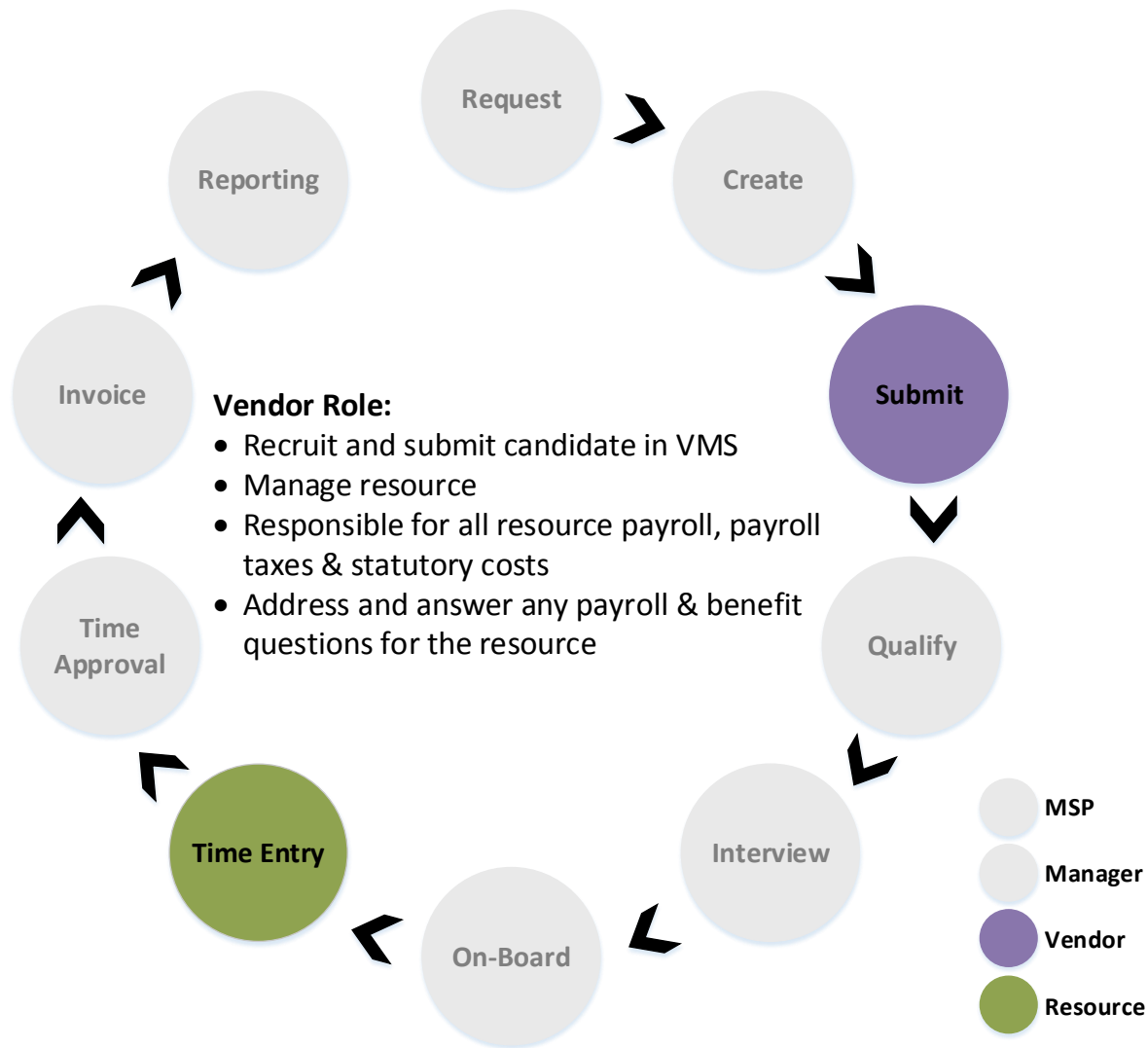
# City of Indianapolis Manager Responsibilities



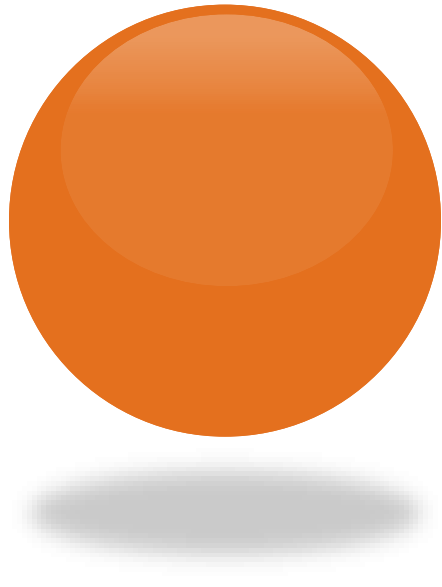
# City of Indianapolis MSP Team Responsibilities



# City of Indianapolis Vendor Responsibilities



- ④ Bid / Submission
- ④ Resource
- ④ Posting
- ④ Contract
- ④ Project



# dotStaff™ DEMONSTRATION



## [Manager Program Page](#)

Password needed for website above: COINMSP

### **Site includes:**

- Steps to Using the MSP Program and Selected Resource (Payrolling) Program
- Temporary Labor Request Form
- Program Overview
- Process Map
- Rate Card
- dotStaff™ Get Started Guides

# Contact Information

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