

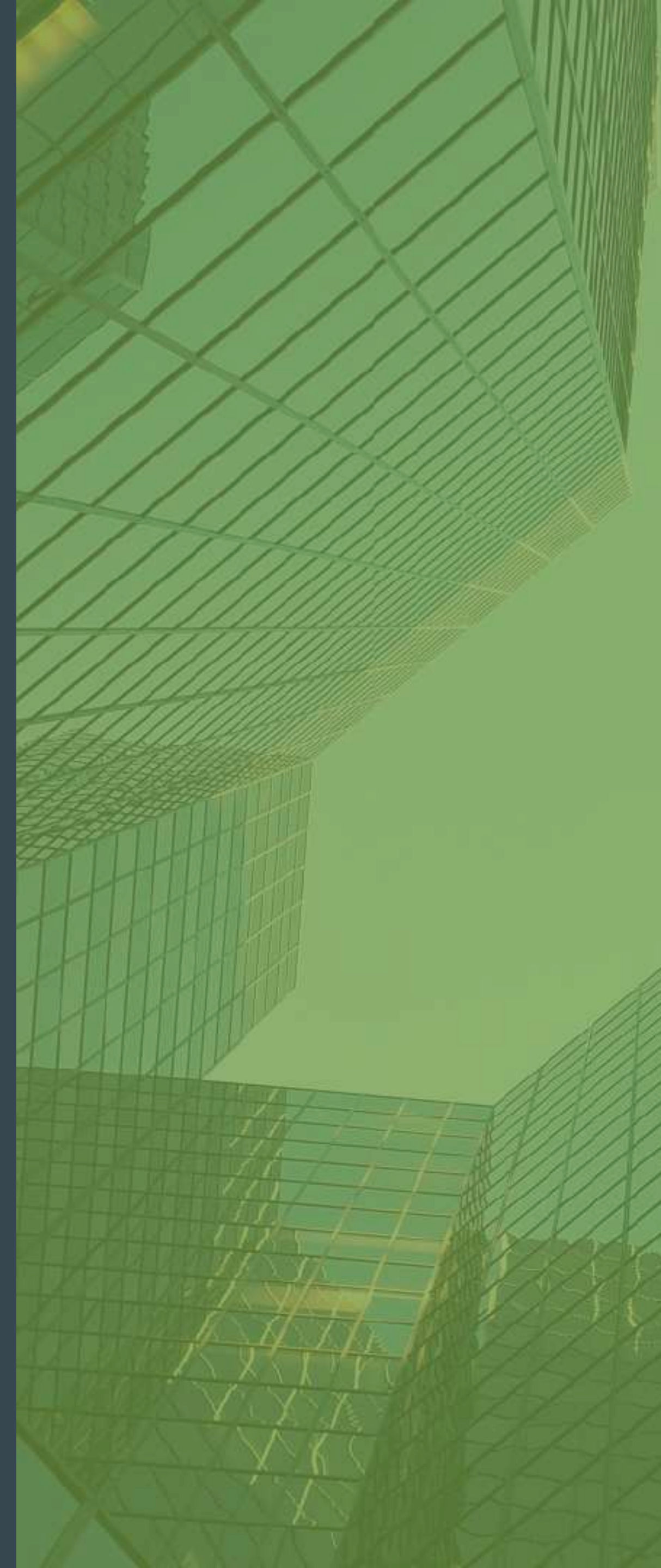


INNOVATION AS A CATALYST FOR BUSINESS GROWTH FOR THE STAFFING INDUSTRY

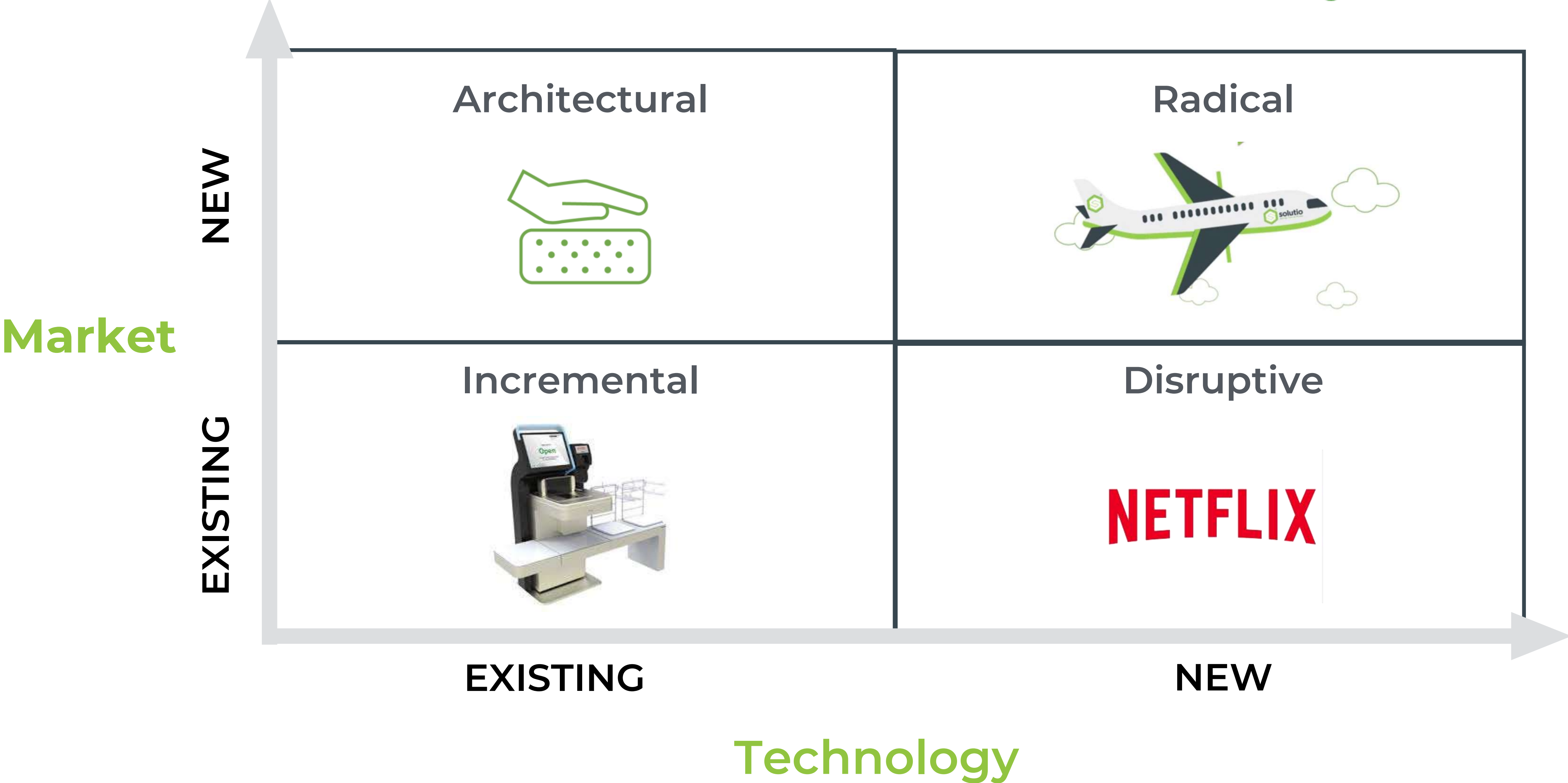
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25 NOVEMBER 2019

ABOUT US

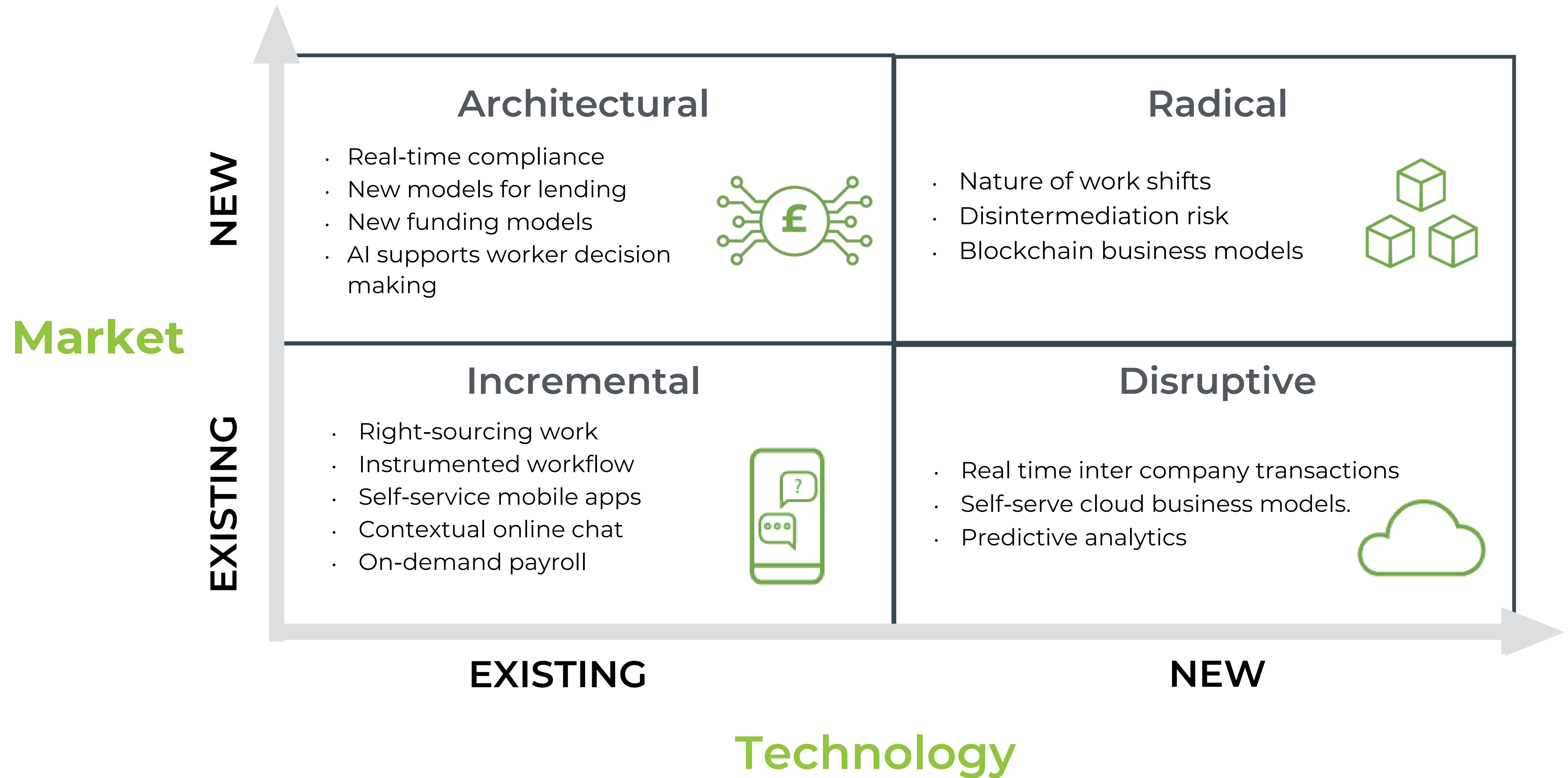
- Enterprise-ready Pay and Bill+ solution initially for the UK market
- Speciality is connecting the supply chain through **automated transactions**
- Our development centre is assessed at SSAE-18 level, has over 170 staff
- Our footprint serves the Worker, Umbrella, Agency and Client.



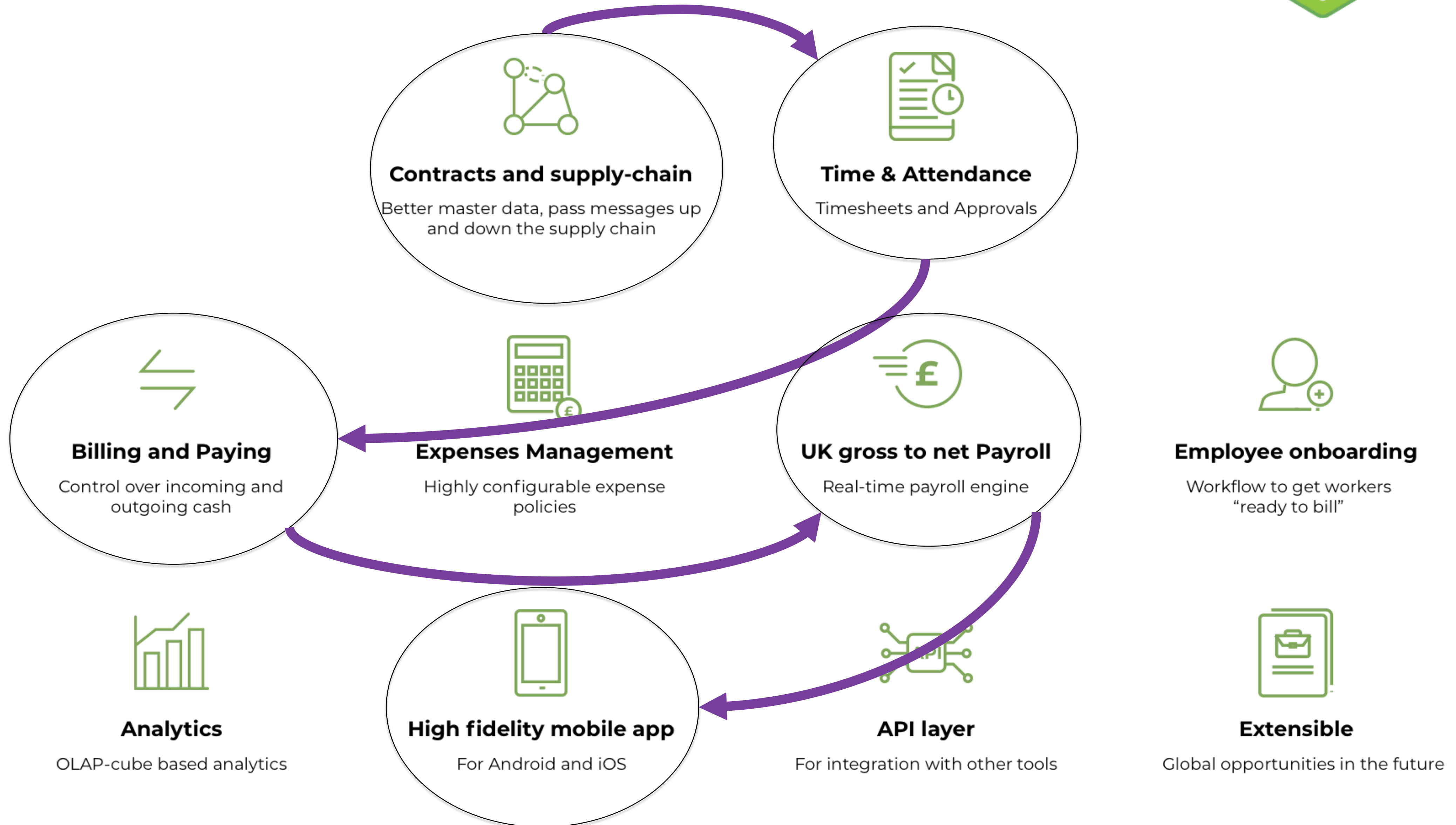
SOLUTIO'S INNOVATION MODEL



APPLY THIS TO OUR INDUSTRY



OUR FOOTPRINT



PUTTING THIS INTO ACTION



Lift

- ↓ marginal costs
- ↓ per payslip / timesheet cost
- ↑ supply chain NPS

Thrust



- Scale, scale, scale
- New business models
- Focus on relationships



(anti) Gravity



- Keeping govt. 100% compliance
- Differentiate from non-compliant factions



(counter) Drag

- Fewer mistakes
- ↓ non-avoidable attrition
- ↑ worker NPS

FUTURE OF THE STAFFING INDUSTRY

MARKET

- Quest for life-long relationships
- Permeant and temporary fungibility
- **Show it vs. find it** shift in compliance
- Deepening compliance
- More alliances and scale relationships
- Countering the disintermediation risks

SUPPLIERS

- Opportunity for scale economies
- Flexible sourcing strategies
- “Right-positioning” of work upstream
- Need to see upstream and downstream as *customers*
- Diversification of revenue streams

WORKER

- Best worker experience
- “Making life easier for me”
- Lifelong relationship with ethical partners
- Flexible working
- New ways to ask for help
- Providing benefits equivalent to permanent workforce

CONTINUE THE DISCUSSION

WE ARE VERY HAPPY TO HEAR YOUR VIEWS
OF HOW OUR SECTOR CAN INNOVATE.



INNOVATION IN STAFFING

