



DRIVING MSP PROGRAM EXPANSION VIA **INNOVATIVE INDUSTRY CLIENT ACQUISITION**

CLIENT PROFILE

Leader in the automotive industry

CHALLENGE

Needed a benchmark for client's subsidiary detailing costs associated with established MSP program

CHALLENGE

In 2016, our automotive client acquired a partner within the autonomous (self-driving) vehicle industry as a part of their initiative to advance the automotive industry and further integrate with autonomous vehicle technology and innovation. Given our client already had an established Allegis Global Solutions (AGS) managed services (MSP) program, they requested we provide a benchmark detailing the costs associated with using a program staffing supplier to recruit for their mapping and autonomous vehicle driving roles.

SOLUTION

As such, our client's AGS program operations leadership partnered with our market analytics team and partner suppliers to not only offer benchmarked rates, but also outline support structure options and considerations with the model for their business needs. This allowed our client access to their original benchmarking information, including market rates, as well as an entirely new set of considerations to ensure they were preparing to scale their business in the most successful way.

Additionally, these recommendations to our client and their subsidiary included considerations for proper worker classification, areas of liability related to the autonomous space, and a single-supplier/MSP model that would directly respond to their desired business outcomes with their worker population.

Our client and their subsidiary were so impressed with the information and considerations provided, that they formally selected AGS' program just two months after the initial request. From there, the recommended strategic supplier partner for full support and planning was quickly ramped to transition their current contract workers and immediately begin supporting recruiting efforts.

THE RESULTS

Within 30 days, the project resulted in 50 new contract workers being managed through the AGS MSP program. Since then, the current state of the project has led to more than 70 contract workers and is continuously growing week by week. AGS has received very positive feedback on our high quality support, partnership, and client satisfaction with the model. Moving forward, AGS and our strategic supplier partner will collaborate to assist our client in scaling to account for company growth, while continuing to add value by supporting contract needs and helping develop their business.



ABOUT ALLEGIS GLOBAL SOLUTIONS
Allegis Global Solutions is founded on a culture that is passionate about transforming the way the world acquires talent by delivering client-focused solutions that make a difference for businesses worldwide.