Sevenstep / Commonwealth of MA MSP Program

Training for All Eligible Entities
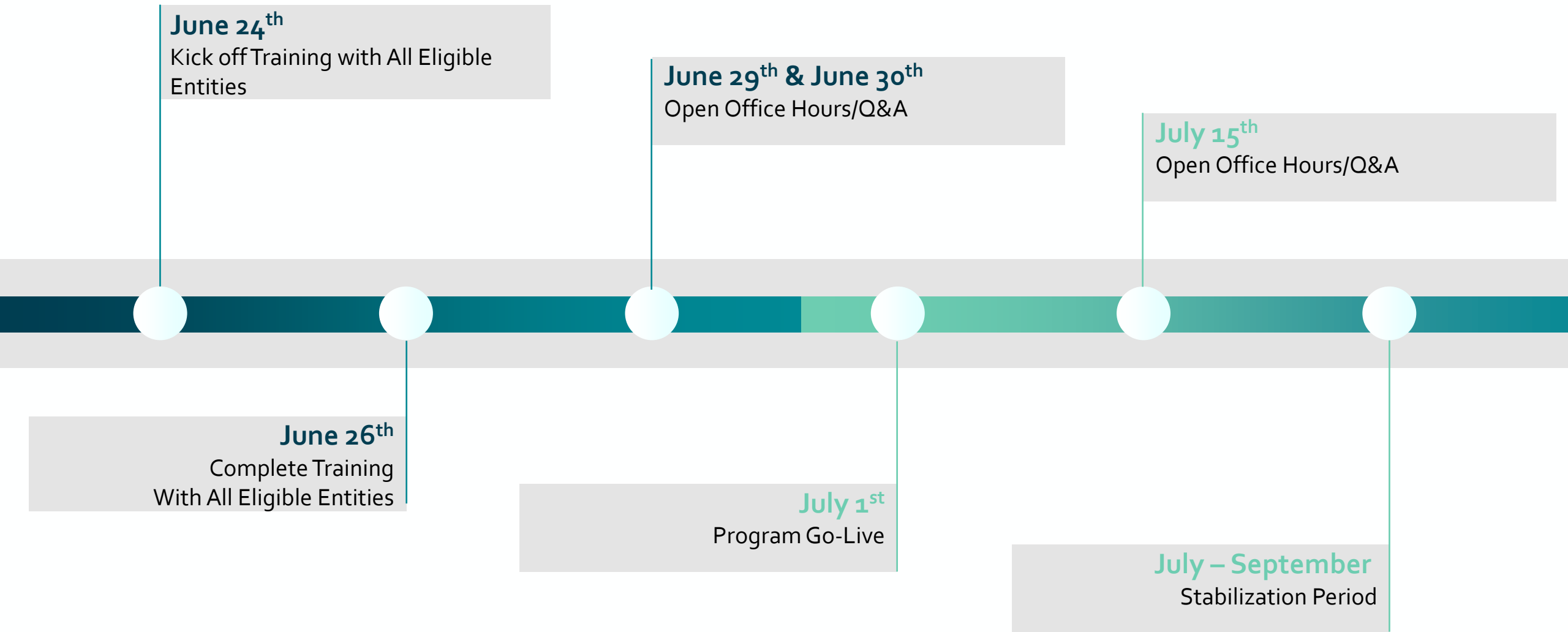
June 2020

SEVENSTEP
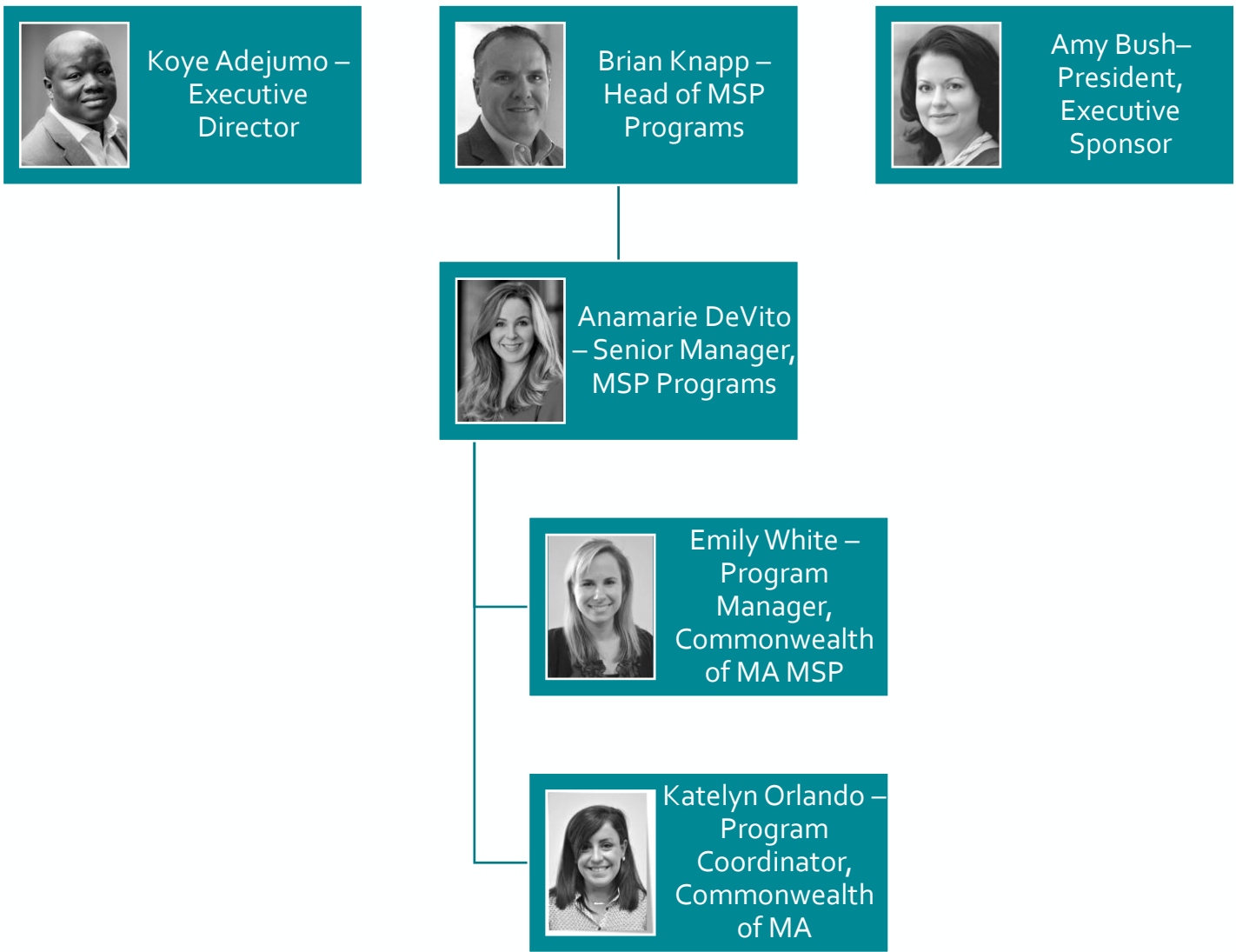
Agenda

- Timeline
- Meet the Team
- Program Overview
- Process and VMS (Vector) Overview
- Next Steps

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Timeline

June 24th
Kick off Training with All Eligible Entities

June 29th & June 30th
Open Office Hours/Q&A

July 15th
Open Office Hours/Q&A

June 26th
Complete Training With All Eligible Entities

July 1st
Program Go-Live

July – September
Stabilization Period

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Meet The Team

Koye Adejumo – Executive Director

Brian Knapp – Head of MSP Programs

Amy Bush– President, Executive Sponsor

Anamarie DeVito – Senior Manager, MSP Programs

Emily White – Program Manager, Commonwealth of MA MSP

Katelyn Orlando – Program Coordinator, Commonwealth of MA

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Program Overview

At Go-Live

- Sevenstep will be responsible for fulfilling the Commonwealth's temporary help needs
- Entities with a temporary hiring need should submit their request by Creating a Requisition in Sevenstep's portal (VectorVMS)
- Sevenstep will partner with eligible agencies to understand their specific needs/nuances when a temporary help need is identified
- Sevenstep will continue to consider suppliers and add them to the program based on needs and requirements

Post Go-Live

- Stabilization Phase (July - September)
    - Ensure successful launch of new service and support suppliers and client stakeholders with continued training, change management, and optimization of process and model

- Optimization Phase (September – Ongoing)
    - Assess and analyze engagement to identify ways to improve delivery through streamlined activities and innovative tools

Process Overview

Setup & Submission
- Create requisition to request a temporary help worker via Vector
- Participate in intake call with Sevenstep and Suppliers
- Review candidates submitted by Suppliers and shortlisted by the MSP

Selection & Interview
- Select Candidate to interview and input interview availability via Vector (or request the MSP to conduct the interview)
- Interview Candidate
- Provide interview feedback to Sevenstep

Offer & Onboard
- Notify Sevenstep to extend offer to candidate (include start date) via Vector
- Provide Sevenstep with first day details for candidate
- Continue to monitor end date reminders and adhere to Commonwealth HRD policies regarding temporary workers

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Vector Walk-through

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Next Steps

- **Go-Live is scheduled for 7/1/20**
  - Sevenstep will be the MSP provider for the Commonwealth
- **For current temporary help workers:**
  - *Option 1:* They can remain with The Resource Connection through December 31, 2020
  - *Option 2:* They can remain with The Resource Connection until their current end date, and then if you'd like to extend their assignment, you can open a new work order (requisition) with Sevenstep
- **For new temporary help worker needs:**
  - Current open positions will be transitioned to Sevenstep on 7/1; active candidates will be transitioned as well
  - Submit a new requisition via VectorVMS

- **Sevenstep's portal is VectorVMS**
  - Everyone should have access, but if not please send a note to Commonwealth@sevensteprpo.com to request access
- **Supplemental materials**
  - Today's presentation will be provided to ensure you have the resources you need for reference, in addition to the VectorVMS User Guide and Contract User Guide (CUG)
  - VMS Link: https://vms.vectorvms.com/Login_Entry.aspx
  - If you have any questions, please bring them to Sevenstep via Commonwealth@sevensteprpo.com or Ann-Maria Bennett

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Appendix

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Sevenstep Company Overview

Founded **2007**, Privately Held

28-year Parent Company Heritage in Hard-to-Fill (Tech) Recruiting

5 Partnership-driven Recruitment Outsourcing Solutions

3 Global Delivery Centers Serving

47 Countries on **6** Continents

Largest Enterprise RPO Clients Reaching ~**7,000** hires

Expertise

MANUFACTURING

HEALTHCARE

TECHNOLOGY

FINANCIAL SERVICES

INSURANCE

LOGISTICS

SUPPLY CHAIN

RETAIL

TRAVEL & HOSPITALITY

Solutions

ENTERPRISE RPO

PROJECT RPO

MSP

TALENT AI – DATA ANALYTICS

EMPLOYER BRANDING & TALENT ATTRACTION

RECRUITMENT PROCESS DESIGN

Reputation

HRO Baker's Dozen
Customer Satisfaction Ratings
RPO PROVIDERS
2012, 2013, 2014, 2015, 2016, 2017, 2018 and 2019 Winner

HRO Baker's Dozen
Customer Satisfaction Ratings
RPO PROVIDERS
2013, 2014, 2015, 2016, 2018 and 2019 Healthcare Winner

NelsonHall
Success through Insight
NEAT - "Leader"

Everest Group
PEAK MATRIX
MULTI-PROCESS HUMAN RESOURCES OUTSOURCING
2017 STAR PERFOMER

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Sevenstep MSP Overview

17 years delivering MSPs

$150+ million in annual spend

3,700 Concurrent Contractors

6 Countries on **2** Continents

125+ Program Suppliers

Focus

COST SAVINGS

RISK MITIGATION

CLIENT PRODUCTIVITY

CONTRACTOR QUALITY

Labor Categories

IT & ENGINEERING

FINANCE & ACCOUNTING

ADMINISTRATIVE

HELPDESK & SUPPORT

HUMAN RESOURCES

Effectiveness

CLIENT RETENTION

100%

Last 8 Years

COST SAVINGS

$19m

Annually

AVG TIME TO FILL

15 days

Delivery

VMS TOOL AGNOSTIC

ON-PREMISE STAFF

CUSTOMIZED SOLUTION

SUPPLIER FUNDED

Industries

TECHNOLOGY

MANUFACTURING

RETAIL

TRANSPORTATION

SUPPLY CHAIN

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