

Avoid Overbilling of Your Contingent Workforce with Sapience transparenSEE™



OVERBILLING OF CONTINGENT WORKFORCE SPEND.

Sapience is showing companies like yours, a greater than 25% gap between the hours invoiced and the actual hours worked.

LIMITATIONS OF CURRENT SYSTEMS AND PROCESSES.

You don't have to depend on your vendors for work effort data. Save millions of dollars each year.

Unlock Transformational Business Value

Value for Money



Transform your business with cost improvements, negotiation leverage, more utilization & capacity management.

Stronger Controls



Manage business risk with visibility to software utilization and the right KPIs to predict business outcomes.

Improved Organization



Elevate your supplier relations with process efficiency and automation.

Efficient Workability



With the right data, help your managers manage attrition risk and retention.

WHO IS SAPIENCE?

Procurement leaders can centralize workforce analytics with our automated workforce data collection, data integration, insights, and decision-making SaaS platform, Sapience. At the speed of digital, resource level work activities become visible. Sapience's modern BI and analytics unleash powerful operational and financial transformation potential within contingent workforce spend and supplier performance management.



TransparenSEE is a powerful insurance policy to maximize the value you achieve from your contingent workforce investment.

		Enterprise-Wide Scenario			Contingent Workforce Scenario		
		Annual Savings Potential ^{2,3}			Annual Savings Potential ¹		
		Higher Productivity (+1.5 hours)	Improve Bottom Quartile (+2.5 Hours)	Lower Recruiting Costs	End of Range		
Annual Spend ¹	Number Workers				Low (10%)	Mid (20%)	High (30%)
\$1.0b	20,000	\$180m	\$75m	\$20m	\$100m	\$200m	\$300m
Unrealized Capacity (FTEs)		3,600	1,500		2,000	4,000	6,000

¹Assumes \$50k annual cost per worker. ²2,080 hours/year; 252 workdays/year; ³\$4k average cost to hire (Glassdoor 2019)

Enterprise-Wide Findings

- Productivity improvement averages 1.5-2.5 hours per day.
- Gap between bottom and top quartile performers averages 50%+ (additional 2.5-3 hours per day).
- Productivity improvement reduces hiring needs and the related internal and external recruiting costs.

Contingent Workforce Overbilling

- Gap between total hours billed and total hours worked ranges from 10%-30%+.

Powerful Insurance Policy

- At 0.3% of annual spend; breakeven occurs at 60 FTE execution yield through executed actions using Sapience transparenSEE insights. Sapience all-in license fee includes implementation, account management & support.