sapience

Stop Overpaying for Your

CONTINGENT WORKFORCE

Lack of External Labor Visibility Leads to Overbilling.

Most enterprises have no way of knowing the actual work performed on their behalf by external resources. Without true visibility, companies often overpay for work provided by external partners and contingent workforces.

Use Automated Workforce Data to Save Millions.

With Sapience, a workforce analytics solution for optimizing external labor capacity management, your organization can hold suppliers accountable for overbilling and achieve massive cost savings.

SAPIENCE CUSTOMERS TYPICALLY REALIZE SAVINGS AND/OR REBATES OF 30% OR MORE–IN AS LITTLE AS THREE MONTHS

PLATFORM ADVANTAGES

Massive cost savings: Surface data insights on discrepancies to inform discussions with suppliers. Improve negotiations using unbiased data and insights about the realities of work performed.

Transformative business intelligence (BI): Understand the true return on investment (ROI) of your external partnerships. Use data to effectively leverage external labor as a workforce strategy.

Unprecedented productivity: Ensure suppliers are employing the right workforce for each project. Recognize if a project is falling behind or creeping over budget.

Data-driven decision-making: Enable managers to accurately and reliably approve timecards. Increase the accuracy of forecasting and make clear decisions about labor needs and workforce planning.

Less business risk: Easily validate who has access to confidential files and identify potential security risks so you can implement stronger compliance controls.
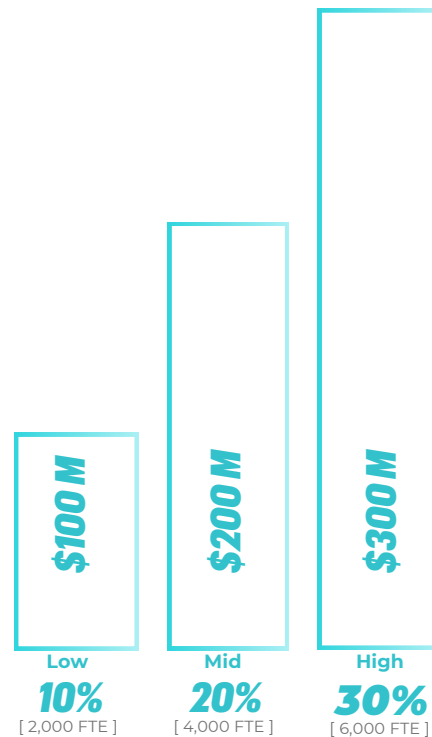
Stronger partner relationships: Provide suppliers with valuable insights, reward suppliers with more business based on platform data, and ensure a fair, sustainable partnership.

DATA SHEET

Quantifying the Value of
SAPIENCE

ANNUAL SAVINGS POTENTIAL

CONTINGENT WORKFORCE SCENARIO

+ 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 insights. Sapience all-in license fee includes implementation, account management and support.

$100 M	$200 M	$300 M
Low	**Mid**	**High**
10%	**20%**	**30%**
[2,000 FTE]	[4,000 FTE]	[6,000 FTE]

1. Assumes 50K annual cost per worker

KNOW HOW YOUR BUSINESS REALLY WORKS

Saas Cloud
Application Connectors
AI
Predictive Insights
Security & Compliance
Data Enrichment
DevOps
Privacy

Self-Reported Billable Hours
8.00 Work Hours Per Day
8 hours per day is default worktime billed

Applications, URLs, Meetings
Inputs, Automated Data Collection

Data Assimilation, Integrations

Reports, Visuals, BI Intelligence
Analytics, Patterns, Insights

Actual Work Time Revealed from Sapience
8.7 Hours Per Day
4.0 Hours — Actual Work Time
4.7 Hours — Non Work Time