



# INDIAN STAFFING FEDERATION

## Webinar Report

ENGAGE. EMPLOY. RETAIN  
WHAT IT INDUSTRY EXPECTS FROM  
STAFFING PARTNERS IN 2022 ?

3<sup>rd</sup> December, 2021

## ABOUT THE WEBINAR

The growth of the IT industry is leading to bigger challenges for the IT staffing companies for meeting the expectations of the clients, which also keeps on fluctuating as per the market trends. As in this highly competitive market where all the staffing companies are striving for excellence, they somehow skip the basics of managing the top challenges. Majority of the times the staffing companies lose their business, either they are not able to gauge through the actual issue or lose in follow up of the client's concerns.

This session will take us all through the major and minor details which will allow managing such issues easily, a slight change in approach can propel not only organic but also the inorganic growth of the organisation. The experts will try to brief us on all the significant details, which can impact the hiring and the business at every point of time.

Indian Staffing Federation invites you for this sapient session with our industry experts. The session was **Held on 3<sup>rd</sup> December, 2021; from 1630 hrs to 1745 hrs.**

The webinar witnessed 277 registrations and 179 participants from multiple organizations and were extremely satisfied with the content and topics covered. The participants were from all the departments of the organizations primarily CEO's, HR Heads, Sr. management, founders, directors, VP's , etc.

## Session Chair –



**Mehul Shah – Board Member, Indian Staffing Federation; (Chair IT Chapter)**

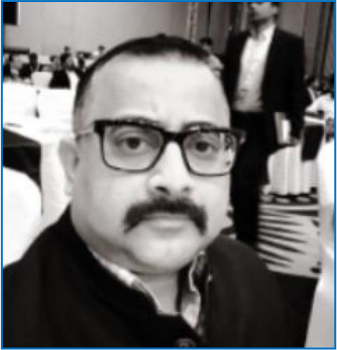
Mehul Shah is Managing Director at Collabera, India. He serves in the Executive Leadership Team to form overall strategy for Collabera. Currently Heading the International Business and US Professional Services Outsourcing for Collabera Group of Companies. Mehul envisions all the business operation of Collabera to transform and optimize quality at competitive cost to Collabera's client by using the outsourcing strategy.  
Specialties: Strategy, International Business, Outsourcing, Operations, P&L Management. ...[Read More](#)

## Session Speakers –



**Sunil Chemmankotil - Corporate Member, Indian Staffing Federation; (Head- Specialized Staffing , Teamlease Digital)**

An executive with over 22 years of diverse leadership experience, crafting, implementing successful & lasting collaborative strategies to maximise business value by enhancing organizational agility, shaping a great culture, establishing a synergistic work relationship with the board of directors, partners and customers, as well as creating and driving an actionable strategy for success. .... [Read More](#)



**Nirmalyo Banerjee – Member, Indian Staffing Federation; (Executive Director & Member of Board, TechStar IT Services.)**

Nirmalyo is a data-driven and insightful career professional with over 2 decades of global experience who is passionate about growing teams and dreams. He is an experienced professional with a demonstrated history of working in the Information Technology and services industry. ...[Read More](#)



**Shibani Patel - Corporate Member, Indian Staffing Federation; (Sr. Vice President Collabera Technologies Pvt Ltd)**

Over 12 years of experience in business development in the IT industry catering to Indian and US Clientele in the Telecom, Financial, Insurance, Manufacturing, and Health/Medical Care industries. Subject matter expert in IT staffing with proven track record in servicing fortune 100 clients. Touted for superior comprehension of today's cutting edge technology and persistency in staying abreast of new developments in the IT industry. A self driven, aggressive Client Partner with the ability to drive a team and create processes to achieve milestones. Result-oriented, revenue-focused leader with proficient managerial dexterity, strong organizational, interpersonal and analytical skills..... [Read More](#)

## Important Questions discussed during webinar

- What is the opportunity v/s preparedness ?
- How WFH – from taboo to new norms ?
- How to Upskill & transform to the changing ask ?
- How to address the demand – supply gap ?
- What are the Drastic shift in the nature of demands ?
- What are the Innovative delivery models ?
- How to manage candidate attraction ?
- How to maintain HTD model to fill the skill gap ?
- What is the understanding requirement & technology ?
- What is the identification of the right talent ?
- How to maintain clear & regular communication from selection to OB ?
- How to have backup candidate with advance no-show assessment ?
- How to nurture accountability with on time and correct salary payments & performance ?
- How to repair, prepare and upgrade ?
- What are the ways to digitization and automation to improve efficiency & engagement ?
- How can we improvise retention and exit management ?
- How can we include – R&R, performance management, awareness programs ?



## INDIAN STAFFING FEDERATION

INTERACTIVE WEBINAR

### ENGAGE. EMPLOY. RETAIN

## WHAT IT INDUSTRY EXPECTS FROM STAFFING PARTNERS IN 2022 ?

  
FRIDAY  
  
December 2021  
  
4 : 30 PM  
to  
5 : 30 PM

Session Chair



**Mehul Shah**  
Board Member,  
Chair- IT Chapter,  
Indian Staffing Federation

Speakers



**Sunil C.**  
Corporate Member, ISF;  
Head - Specialized Staffing,  
TeamLease Digital



**Nirmalyo Banerjee**  
Member, ISF;  
ED & Member of Board  
TechStar IT Services



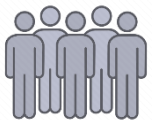
**Shibani Patel**  
Corporate Member, ISF;  
Sr. Vice President  
Collabera Technologies PL

[Click Here to View Event Video](#)

## ABOUT INDIAN STAFFING FEDERATION

Indian Staffing Federation is the apex body representing contract staffing companies, formed to provide a platform for recognized employment, work choice, social security and health benefits for the temporary workforce. Over 110+ members of the federation have generated employment for over 9 million employees over the last 10 years and currently employ over 1 million flexi staff annually.

Indian Staffing Federation has been formed with one common goal - Staffing India's Growth. The purpose of ISF is to enhance long-term growth of the staffing industry and to ensure its continued ability to make positive contributions to the economy and society. The principal focus of the Federation's activities is to strengthen triangular employment relationships, in which the staffing company is the employer of the temporary worker, who works under the supervision of the user company.



100+  
Members



60,000+  
Companies



Employed 9MN over  
10 Yrs



Currently Employing  
1.1 MN



Market Size  
71,400 Cr\*



# Indian Staffing Federation

VOICE OF INDIAN STAFFING INDUSTRY