



INDIAN STAFFING FEDERATION

Interactive Webinar on
New Business Models Driving
IT Staffing Industry
25th JUNE, 2021

ABOUT THE WEBINAR

As the competition in the IT Staffing Industry is getting tougher, the time has come when it should start exploring new set of business models. Through this session ISF is attempting to explore some of the business models in the IT Staffing industry which will not only give a new dimension to the business but will also guide through on how these models will help them in the longer run and will provide impetus for the growth.

Through this webinar, ISF has attempted to highlight some of the ways one can lend a ear of empathy as well as make it known that the struggle is not unique. The session was **Held on 25th June, 2021; from 1700 hrs to 1800 hrs.**

The webinar witnessed 240+ registrations and 150+ 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 Speakers –



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

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... [Read More](#)



Kapil Sharma, Corporate Member, ISF, Chief Sales Officer, Collabera

Sales & Marketing has been my forte. Last few years include hands-on experience of Emerging markets and also Global markets specially India, Philippines, Singapore & Malaysia by virtue of my Functional responsibilities currently. Additionally I'm also responsible for Global Alliances & Partnerships, Sales Enablement functions and also driving the Business for new initiatives across APAC and Canada. Specialties: Account management, Business development, Client Servicing, Business strategies, People Management, Marketing, Sales Strategy, Negotiation skills, Building sales team and sales management..... [Read More](#)

Session Speakers –



Rohit Dokania, Corporate Member, ISF, Director Finance, Allegis Group

Finance professional with experience in strategic finance partnering to Businesses in planning and strategy, driving margin expansion, establishing control and risk management frameworks , building and leading finance teams..... [Read More](#)



Vijay Sivaram, Corporate Member, ISF, CEO (IT Staffing), Qess Corp

A seasoned Sales & Consulting professional, Vijay has over 18+ years of experience in areas of... [Read More](#)

Important Questions discussed during webinar

- Various types of business models.
- Top Skills in Demand
- HTD Model of business
- Expected growth in the new skills in demand
- Hiring Manager Success as value driver.
- Comparative analysis of MSP Market adoption & Regulation
- Analysis and Trend in Global Flexi IT Staffing Industry.
- Emerging MSP market.



INDIAN STAFFING FEDERATION

Interactive Webinar



BUSINESS MODELS DRIVING IT STAFFING INDUSTRY

Session Chair ————— *Experts*



Mehul Shah
Board Member
Chair- IT Chapter
Indian Staffing Federation



Vijay Sivaram
Corporate Member, **ISF**
CEO (IT Staffing)
Quess Corp



Kapil Sharma
Corporate Member, **ISF**
Chief Sales Officer
Collabera



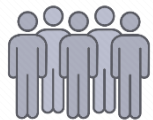
Rohit Dokania
Corporate Member, **ISF**
Director Finance
Allegis Group

[Webinar Link](#)

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