

Indian Staffing Federation

IMPACT OF COVID 19 & POST COVID RECOVERY: EVENT REPORT

WEBINAR | 6 MAY 2020

INDUSTRY EXPERTS



LOHIT BHATIA
PRESIDENT - WORKFORCE MANAGEMENT
QUESS CORPORATION



RITUPARNA CHAKRABORTY
CO FOUNDER & EVP
TEAMLEASE SERVICES
(Moderator)



PAUL DUPUIS
CEO
RANDSTAD INDIA



NARAYAN BHARGAVA
CHAIRMAN
CALIBEHR BUSINESS SUPPORT SERVICES



R PYADAV
CHAIRMAN & MD
GENIUS CONSULTANTS



SAMEER MEHTA
CEO & MD
MULTIPLIER BRAND SOLUTIONS

ABOUT WEBINAR



The Webinar on Impact of Covid 19 and Post Covid Recovery was the first webinar in the series of webinars for the staffing industry to address the challenges they are facing during the times of Covid 19. The gathering saw **180 Participants** who were the CEOs, Directors, Business Heads, Staffing Heads – the Key Decision Makers from the Industry.

Our Speakers were the Industry Experts from the leading staffing Industry in India – Qness Corp, TeamLease, Randstad, Genius Consultants, Calibehr, Innovsource – FirstMeridian and Multiplier Brand Solutions. The panelists deliberated on the:

- Important matters that staffing companies should prepare themselves with.
- Approximate time-frame that staffing industry should be looking at for back to normal operations.
- Any thoughts on the way forward to recover from the damage.

SESSION SNIPPETS



Lohit Bhatia in his session shared that the main 3 things to look out for is the Business Continuity Planning on the Human Side, Revenue and Cash Management. He also added that the Staffing Companies need to understand the buying behavior as it will have incidental direct impact on the business – especially on the people's business. Also, suggested companies to diversify the business and invest more in industries that are going to pick up fast.

Narayan Bhargava in his session shared 3 Important points for Staffing companies to look out for during Covid 19 – Adopt to Managed Services instead of the regular staffing agreements with corporates as clients are more inclined to it owing to lesser liabilities and payment can be outcome based, Develop infrastructure as clients are adopting Work from home / Work from staffing companies place for employees and lookout for more business & avenues where people can be deployed.



RP Yadav shared his insights on the recovery plan for staffing companies in terms of Corporates, Associates and employees. On clients perspective he said that in spite of reduction in service charges and manpower numbers there has been an increase in demand in terms of Technology like virtual joining, transfers, billing etc. On associates front he said that there is a need to shift 80 – 85% to virtual work and onboard better technology for smooth workflow. He also advised staffing companies to have a great cash management and working capital.

Paul Dupuis from a global perspective shared that in coming days business are going to bank on technology to drive work. There has been a significant decline in the numbers shared by top players in staffing industry as compared to before Covid outbreak hence, he advised, business to be resilient in approach to be able to survive any crisis, and to practice caution.



Sameer Mehta shared his views on the way forward to ensure safety and productivity on behalf of customers around the associated. He said that the companies shall relook at the SLAs with clients and KPIs of each individual. Finding alternatives or new lookout models for sales / training etc especially with the help of technology is the way to go. There will be a ramp up in technology as an alternative for businesses.

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.



110+
Members



60,000+
Companies



Employed 9MN
over 10 Yrs



Currently
Employing 1 MN



Market Size
USD 11 BN*



Indian Staffing Federation
STAFFING INDIA'S GROWTH

THANK YOU

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