

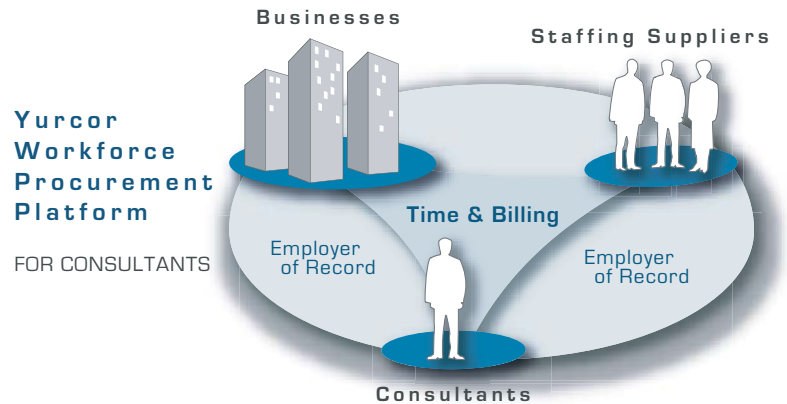


CASE STUDY Posted: March 2004



## Consulting Firm Case Study

Global consulting firm reduces contracting costs, eliminates compliance risk, and streamlines project accounting with Yurcor's Workforce Procurement Platform.



**Yurcor**  
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# Global Consulting Firm Reduces Contracting Costs, Eliminates Compliance Risk, and Streamlines Project Accounting with Yurcor's Workforce Procurement Platform

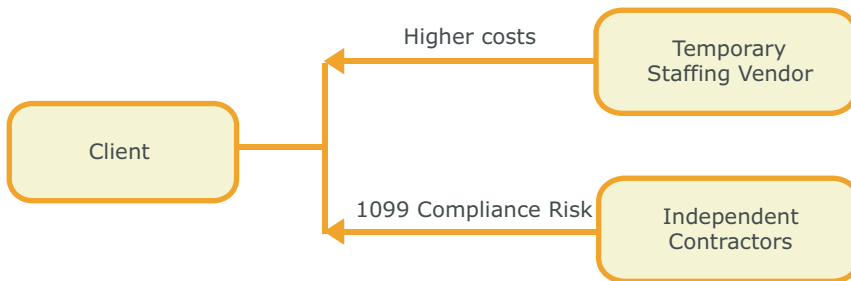
## The Client

The Client is one of the world's largest providers of consulting, technology, and outsourcing services. It offers strategy and management consulting, systems integration, and software development services to large businesses in a variety of industries.

The Client delivers its services through a large base of employees, but also engages consultants for specialized assignments.

## The Challenge

The Client found independent consultants on its own and paid some of them directly, but paid most of them through one of the world's largest temporary staffing vendors in order to reduce its risk of non-compliance with tax and labor laws.



The Client's staffing model increased costs and risks

The Client wanted to lower the cost of using contractors, without increasing its tax and labor compliance risk. The Client needed the solution to support its advanced project accounting systems, and needed to maintain high levels of contractor satisfaction so it would have no problems engaging and retaining this valuable component of its workforce.



## Solution Overview

### Client Profile

One of the world's largest providers of consulting, technology, and outsourcing services.

### Challenge

Reduce the cost of using consultants eliminate the compliance risk of paying consultants directly, and work with the Client's specialized project accounting system, while maintaining high levels of consultant satisfaction.

### Solution

The Yurcor Workforce Procurement Platform enables the Client to engage consultants as Yurcor employees. Yurcor's web-based Time & Billing software makes it easy for consultants to enter time and expenses, and for supervisors to approve them. Yurcor's customer service team provides support at every step of the way.

### Benefits

- The Client reduced its contracting costs by over 11%, saving \$1 million annually.
- The Client eliminated their risk of non-compliance with tax and labor laws.
- The Client gets management reports for budgeting.
- The Client's consultants are happy with the support they receive.



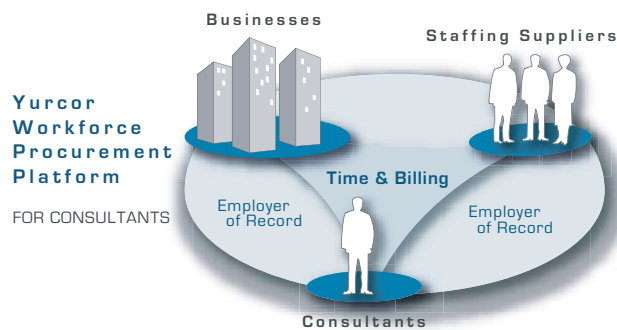
## The Solution

The Client became interested in Yurcor's Workforce Procurement Platform when it realized that Yurcor could provide more services at a significantly lower cost than the staffing supplier. This is because Yurcor's sole business focus is consultant procurement, whereas staffing suppliers focus on recruiting and placement. Yurcor does not do any recruiting or placement. Yurcor focuses on facilitating the procurement process for all parties.

While wanting to reduce costs, the Client was reluctant to change the way they did business. They invited their staffing supplier to match the lower costs and higher service levels offered by Yurcor. After reviewing the opportunity, the supplier declined, saying they could not operate profitably on Yurcor's margins. In 1999, the Client converted over 100 consultants to Yurcor's Employer of Record payrolling service.

“Yurcor's Workforce Procurement Platform is a cost-effective way to reduce the compliance risk of engaging independent consultants directly.”

Manager”



Yurcor completes new consultant enrollment in as little as a few hours. When the Client identifies a consultant they want to engage, they simply refer the consultant to a customized portal on Yurcor's web site to review the enrollment process and view a recorded webcast explaining how the solution works. If the consultant has any questions, they can chat online or by phone with a Yurcor representative.

Once employment forms are completed, the consultant can view webcasts to learn how to use the Workforce Procurement Platform. This is just one example of how Yurcor leverages technology to streamline processes and reduce costs.

As the employer of record, Yurcor offers its employees corporate-style health and retirement benefits that would not be available to them as independent consultants. Offered benefits included health, dental, vision, life, and disability insurance. Yurcor employees can also contribute to a 401(k) retirement plan.

The Platform makes time and expense processing painless. Consultants can enter time and expenses online at any time, from any web-enabled device, including PDAs. It is very convenient for consultants who travel. The software notifies supervisors when time or expenses need to be approved. If supervisors do not respond, Yurcor's customer service team follows up. Consultants can check approval status over the web.

Where the Client used to have to process invoices from each consultant, they now get a single consolidated invoice which reduces processing costs. The Client requires sophisticated project accounting for its own clients. Yurcor customized its solution to meet the Client's requirements. The customization makes it easy for the Client's supervisors to perform project costing and budgeting. Yurcor's combination of best practices for compliance, hosted web software, and support delivers real value.

The Platform is hosted web software so there is no need to buy computers or install software. All Yurcor solutions are supported by a dedicated customer service team to ensure that client's business processes run smoothly.

## The Result

The Client has substantially reduced its costs. By using Yurcor instead of a staffing supplier for non-staffing functions, the Client saves thousands of dollars per consultant every year. The Client also saves money by reducing its need for back office and human resources administration. This translates into a savings of about \$1 million dollars annually.

The Client has eliminated their compliance risk. Yurcor's Employer of Record payroll service is designed to be fully compliant with tax and labor laws. The Client can get the talent it needs without worrying about the possibility of back taxes, penalties, disqualification of employee benefit programs, and negative publicity.

The Client is able to perform more accurate budgeting. By customizing its solution to support the Client's requirements, Yurcor makes it easier for managers to track costs and set budgets for their projects.

The Client's consultants and their supervisors are happy. Yurcor's hosted web software enables consultants to get started quickly. As Yurcor employees, the consultants get access to corporate-style health and retirement benefits. Yurcor's software makes it easy for consultants to submit time and expenses, and for their supervisors to approve them. Consultants can check the status of their time, expenses, and payroll at any time online. They can also get additional support from Yurcor's support team.

Partnering with Yurcor has saved the Client millions of dollars, eliminated their compliance risk, simplified their project accounting, and kept the consultants happy.



“ Yurcor's hosted web software makes it very quick and easy for both consultants and their supervisors to process time and expenses -- even from the road.

Manager ”



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### **For More Information**

Yurcor can deliver results like these for your business.  
To discuss your requirements, please call  
(888) 464-1951 ext. 216.

### **About Yurcor**

Yurcor ([www.yurcor.com](http://www.yurcor.com)) is a leading provider of software and services for procuring, engaging, and paying consultants. The Yurcor Workforce Procurement Platform is a complete solution for vendor management, procurement, time and expense processing, billing, consultant payrolling, and reporting. The Platform lowers costs, raises productivity, and reduces risk when businesses, staffing suppliers, and independent consultants work together.

### **Headquarters**

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