

# STRATEGIC RECRUITMENT DECISIONS THROUGH STATEMENT OF WORK

How a Guidant Global client reaped the benefits of full-service Statement of Work management.

## BACKGROUND

The client – a major US healthcare provider – engaged Guidant Global to manage its non-employee workforce program with a core focus on the complementary IT workforce.

## OUR SOLUTION

Guidant Global developed an approach that would evolve the IT resourcing strategy over a phased roadmap that included establishing a controlled engagement framework and VMS automation, capturing all existing Statement of Work (SOW) activity and expanding the SOW management program to a full-scale buy-to-pay SOW strategy. The solution allowed the client to easily compare and evaluate shortlisted suppliers on metrics such as quality and pricing, leading to more strategic, informed decision making.

# 76%

The first competitive SOW resulted in 76% cost savings relative to the incumbent suppliers last paid price without degradation in quality.



# 3-5

days

Approval times for SOWs decreased from two months to 3-5 days.

# 300

resources

Expanding the program to SOW increased visibility to over 300 previously hidden IT resources.