



The Advantages of an MSP,

Without the Fees



MSPs – New to Education – Not New to Business

Many sectors have successfully used Managed Service Providers for years – manufacturing, IT, healthcare – any employer requiring large numbers of employees with a variety of skills and specialties.

The challenge that employers face and MSPs address is that employees with different skills typically come from different vendors. Determining which vendor handles which skill

set and managing the vendors is one of the many advantages an MSP can offer.

As Managed Services moved into the healthcare industry, hospital systems noticed immediate improvements in scheduling efficiencies and fewer billing discrepancies.

Now, schools across the county are beginning to leverage them to ease the load of overworked administrative staff.

What is an MSP?

An MSP (Managed Service Provider) is a company that handles the contract staffing function for an organization. They take responsibility for every aspect of the process, from recruiting through onboarding to payroll.

With an MSP taking care of all the details of hiring and staffing, the employer is free to focus on their business priorities.

How Large is the MSP Education Market?

They are relatively new to education. In 2018, education represented 0.6 of the market. That may not sound like much, but the total global market spend for all MSPs is estimated at \$141 billion for 2018, which represents 8% year-on-year growth, 53.93% of which was in the United States.¹

While the education market is just getting accustomed to the Managed Service model, the U.S. education temporary staffing market in 2018 was \$1.2 billion.²

Some of the most cost-conscious industries depend on managed service providers to save them time and money. According to a Staffing Industry Analysts' study, 36% of MSP/temp contracting spending in the U.S. is in IT and 16% in manufacturing.³

Managed Service Providers save companies time, money, and, most of all – reduces stress.

“...the total global market spend for all MSPs is estimated at \$141 billion for 2018...”



What Does an MSP Offer Employers?

They streamline hiring process and handle all the details of talent acquisition and management. Employers save time and money and are free to focus on other goals.

MSPs PROVIDE:

Higher-quality candidates.

Evaluating candidates is one of the strengths of an MSP. Accurate sourcing, screening and interviewing candidates is a core task they perform every day. They can quickly assess and place individuals with the skills required and who will fit seamlessly into each organization.

Vendor negotiation.

They can keep your costs reasonable and consistent by negotiating with all your staffing vendors. The MSP can manage your staffing vendor base, acting as the liaison between you and your vendors at no cost to you. They can act as a single point of contact, saving you both time and money.

Single point of contact.

No matter how many specialized firms are required to keep an organization fully staffed, an MSP provides a single point of contact. When an employer needs to fill open positions, there is no need to contact multiple vendors to determine which is the most suitable. All requests are funneled through the MSP which maintains the vendor relationships, vets their credentials and puts out the requests.

Shortened time to fill.

There is never a delay in filling vacancies. No contacting multiple vendors who may not have the candidates required. MSPs can immediately distribute job openings to a wide network, targeting the specific firms most likely to have the required candidates.





Compliance management.

MSPs keep up with all labor regulations as well as conducting background and reference checks and handling credentialing. Laws and regulations change frequently, and keeping/staying current is a top priority. They ensure every employee is correctly classified and credentialed.

Consolidated invoicing and payment.

MSPs provide a centralized billing process with customized rates. They handle all aspects of invoicing and payment, so employers don't need to deal with separate billing systems from each staffing provider.

Contract management.

All staffing vendors are consolidated under one address, no keeping up with different expiration dates, terms and conditions. An MSP can also watch labor costs, and prevent fraud, and other problems that can occur.

Consistent onboarding.

MSPs regularly work with a high volume of new hires. They develop a repeatable onboarding process. Employees ramp up quickly and are productive sooner.

Why Managed Services for Education?

School district administrators wear many hats – developing and administering programs, managing staff, and consulting with parents.

Special Education Directors may have multiple and varying positions to fill throughout the district.

With hundreds or even thousands of individualized education programs (IEPs) to oversee, homebound students to supervise, and reports to file, recruiting and hiring is one more item on their daunting to-do list.

Hiring can't be left to chance.

Although it's time-consuming, it's essential to get right. A Special Education Department must make numerous phone calls to find individuals with the right skills who embody their school's mission and vision.

That's why they often rely on staffing agencies. However, working with numerous staffing agencies takes time away from what matters most – ensuring every student receives a quality education and the assistance they need to thrive.

MSPs take on the burden of managing their contract staffing program.

Instead of juggling multiple agency vendors, keeping track of multiple bill rates, making dozens of phone calls and sending countless emails, school administrators can have a single point of contact.

Managed Service Providers save school districts time and money and free up time for administrators.

What to Look for in an MSP

Does the one you're considering have the connections and experience to meet your current and future needs?

Transparency

Your chosen Service Provider should be forthcoming in discussing its screening, billing and other processes. They should also be upfront with any fees charged to you and to vendors.

Industry Connections

In an industry as highly regulated as education, a partner that knows state-by-state requirements and guidelines will prevent delays in service and ensure compliance.

Personalized Service

Just like you want to develop positive relationships with your staff, your Service Provider should listen to your needs and concerns while also understanding your challenges.

Education Experience

Healthcare professionals who work in an educational environment represent a narrow and specific field. The ideal managed services partner will have experience in both healthcare and education.

Scalability

Consider the scope of your staffing needs. Can they provide the number of healthcare providers you need, including independent contractors, temporary, and temp-to-perm candidates?



Save on Hiring

Staffing Industry Analysts surveyed a group of 1,000 employees who use Managed Service Programs from various industries.

Results show that 84% of respondents experienced some type of cost savings:

MSPs have worked for hospitals and technology companies – and now BlazerWorks can help your school!



9%
No
Change
in Costs

8%
Costs
Have
Risen

2%
Huge
Savings

Fee-Free

BlazerWorks:
The Advantages
of an MSP,
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Traditional MSPs who claim to be “fee-free” may not charge your school district for its services, but it may assess fees against its vendors.

The MSP takes a percentage of vendor invoices to cover costs associated with sourcing, selecting and onboarding talent.

While it may seem not to affect you, it can impact candidate quality. Agencies must include this fee

in the rate they charge the school or subtract it from how much they pay the professionals.

A fee-based model puts constraints on an already tight market for special education professionals.

If you have less-than-qualified people working with your school district, your students are not getting the best care they should receive.



What Makes BlazerWorks Different?

BLAZERWORKS OFFERS ALL THE BEST ATTRIBUTES OF MANAGED SERVICES MINUS THE FEE TO YOU AND ITS VENDORS

We partner with top staffing firms throughout the country to find unique and compassionate special education professionals.

Strong Vendor Partnerships

In addition to the service being free for everyone, vendors appreciate the real-time convenience and time savings working with BlazerWorks. This ensures continuity of service for your students and current staff. If that isn't a win-win, we don't know what is.

True Consultant Relationship

Many MSPs operate through VMS, or Vendor Management Software. The employer's primary access to their provider is through a portal where they log in. This is not the case with BlazerWorks.

Concierge-Level Care

You'll have a single point of contact – a BlazerWorks Concierge who is responsible for your needs. One of these experts is paired with your school to become intimately familiar with your district, it's culture and it's unique requirements. Their job is to understand your needs and preferences so you can move on confidently to other priorities.

BlazerWorks delivers the service level of a traditional MSP, fee-free and built from the ground up to specifically serve clients in education.



Contact us to learn more about the advantages we can offer your district, teachers and students.



Simplified Staffing. Amplified Results.

www.blazerworks.com | 844-699-0919

SOURCES

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