

# STAY COMPETITIVE WITH NEXTGEN'S SKILLSHARING MARKETPLACE

Available exclusively to NEXTGEN partners



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## WHAT IS SKILLSWAP?

SkillSwap is an online economy skillsharing platform available exclusively to NEXTGEN partners. It allows partner businesses to hire out staff to other businesses on a non-permanent contract basis. It also allows them to hire specialist, temporary staff from within the network as needed for projects, rather than having to engage with the costly and time-consuming full-time recruitment process.

SkillSwap allows you to stay competitive during inevitable workflow cycles, better managing the peaks and lulls that accompany the technology partner industry. It allows companies in need of resources to contract reliable, skilled, and talented people for the period of time they're needed, while adding an income stream by contracting out their own employees during quieter periods.

SkillSwap is another value-add offering from NEXTGEN and part of our commitment to a Distribution Reinvented philosophy. It's a safe, secure and innovative platform - backed by NEXTGEN for our partner network.

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## SKILLSWAP HELPS SOLVE INDUSTRY CHALLENGES



Fluctuating  
workflow



Issues  
retaining staff



Steep  
recruiting fees

## WHY WAS SKILLSWAP CREATED?

NEXTGEN partners often talk to us about the fluctuation of workflow, and how this challenge affects their staffing requirements. It is not uncommon for software resellers and implementation partners to have consultants "sitting on the bench" without a contract to keep them occupied.

This can result in losing money while paying a staff member that isn't engaged, terminating employment due to financial pressure, or the staff member moving on due to lack of engagement. On the other end of the spectrum, growth for smaller companies is often restricted due to the costs associated with onboarding full-time staff for short term projects.

If they only had access to reliable staff on a contract basis, this would provide an opportunity to compete and thrive. SkillSwap was created to help you better manage these issues and meet the IT industry's peak demand and low demand business cycles. It helps maximise employee productivity in low demand periods, and provides access to the otherwise hidden talent that exists in the NEXTGEN partner network to assist during peak demand periods.

NEXTGEN provides SkillSwap to empower employers and employees to make the most of their talent, while driving partner businesses to further growth and success.

## WHAT ARE THE MAJOR BENEFITS OF SKILLSWAP?

### Access new IT skills at the right time to support your business

- Take on new work with greater confidence and grow your business.
- Hire temporary staff for projects without costly recruitment fees and hassles.
- Remove the financial burden of employing staff full time.
- Stay nimble and scale up and down to service clients when work comes in.

### Protect revenue by contracting out underutilised staff

- Make the most of downtime by adding an income stream during quieter periods.
- Stay future-proofed: your employee remains an employee of your company.
- Empower underutilised staff by keeping them valued and engaged on other projects.
- Open up new opportunities for growth while reducing financial risk.

## HOW DOES SKILLSWAP WORK?

SkillSwap is all about making your business more competitive. Using SkillSwap, the company requiring temporary skills pays an agreed rate to the company providing their underutilised staff member(s). It's quick to sign up, set up a profile, and start using SkillSwap to hire and share resources.

### SkillSwap rules and essentials

- SkillSwap is only open to approved members (NEXTGEN partners). There are no recruiters and no general public access.
- Advertise open positions/required skill sets and/or place available staff members on the platform.
- Unlike other job platforms – other members cannot see you have staff on the bench until you approve.
- SkillSwap features a rigorous security and screening process to assure confidentiality.
- Partners can interview candidates that meet their job specification requirements.
- Block out specific periods staff are or are not available on the platform based on your own business requirements.
- Payment for services is facilitated between organisations, not to the individual.
- Staff remain full-time employees of their current employer – and they are paid at their normal salary, including any associated “benefits” e.g. annual leave, superannuation.
- SkillSwap can be used to meet headcount costs or make margin.
- Rates are determined by those partner companies advertising on the platform to fill positions.

## SUPPORTING TALENT IN THE ANZ IT INDUSTRY

It's all part of NEXTGEN's commitment to Distribution Reinvented.

SkillSwap enhances our IT community with access to a specialist skills platform that celebrates the talent that exists in our industry. We want our partners to experience a new level of value by being part of something unique that elevates industry talent, makes staff feel valued, and enables businesses within our community to grow and prosper financially.

Learn more and register for SkillSwap  
Visit [skillswap.com.au](https://skillswap.com.au) today.