



Truststaff Margin Calculator Project Kick Off

06/10/2020 Update

PROPRIETARY AND CONFIDENTIAL

Truststaff uses today an in-house built Margin Calculator to support the Recruiter's conversation with Candidates to:

1. Communicate the position's pay terms
2. Negotiate with the Candidate final terms and conditions
3. Calculate the match margin
4. Document any special terms and conditions

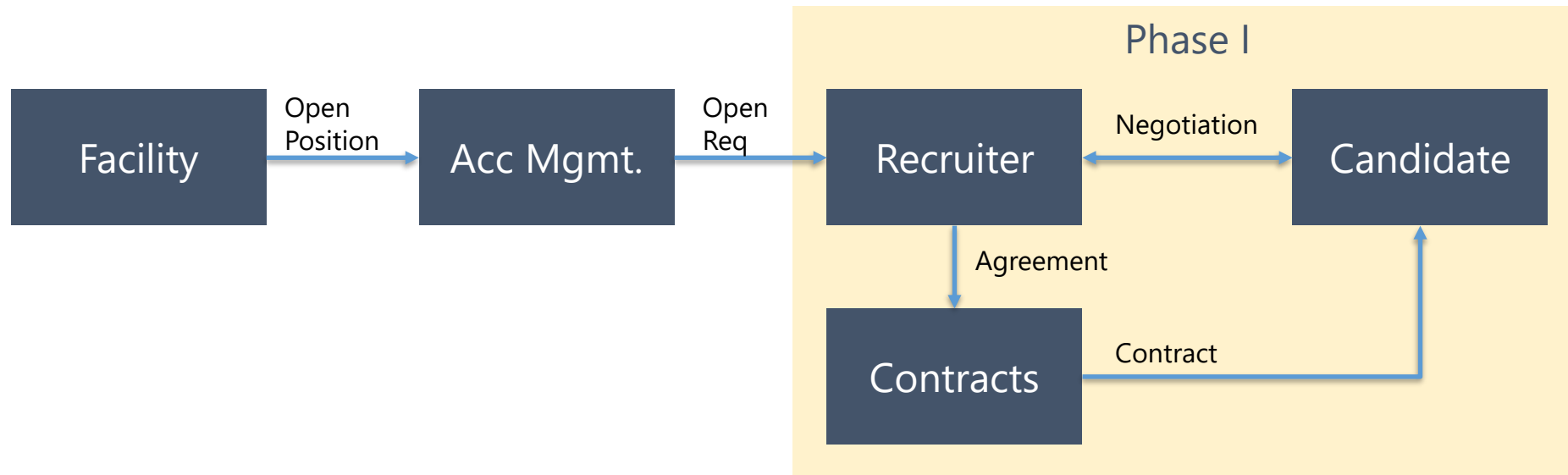
The current tool has the following challenges:

1. Long total process time from Contract negotiation to Nurse Contract signed due to multiple reviews, data fixes and manual data entry
2. Allows the Recruiter to submit bad information (no proactive validations)
3. Uses fixed formulas for margin calculations (i.e. use of averages for some burdens)
4. Known exceptions have to be managed manually (36-hr warrantee vs rotating matches)
5. Does not reuse erecruit and other sources, creating data discrepancies
6. Final calculations have to be reviewed again by Contracts, with a high rate of defects
7. No direct transfer from Margin Calculator to final Nurse Contract
8. Margin Calculator data has to be typed manually into erecruit

Objective

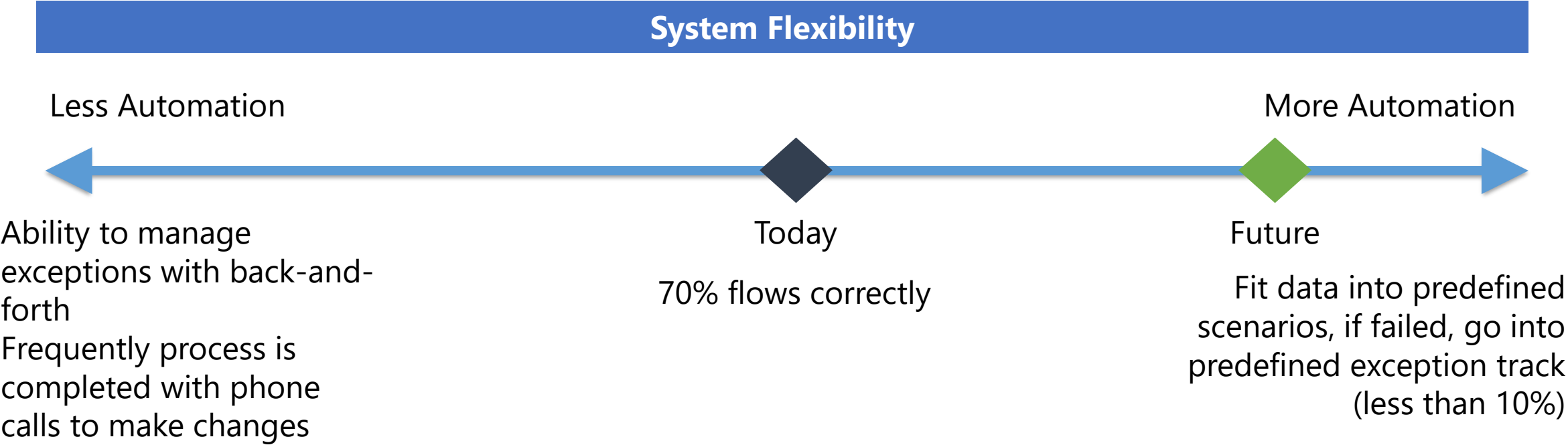
Trustaff desires to create a new Margin Calculator that reduces the overall time from contract negotiation to contract signature by:

1. Provide Recruiters real-time feedback to avoid bad data entry
2. Dynamically use existing data from current systems (erecruit, GL, etc.)
3. Ability to add and remove conditions into the Margin Calculation
4. Integrates with Contract Management software (Intelagree) to reduce manual data entry
5. Automatically flow data into erecruit



Objective

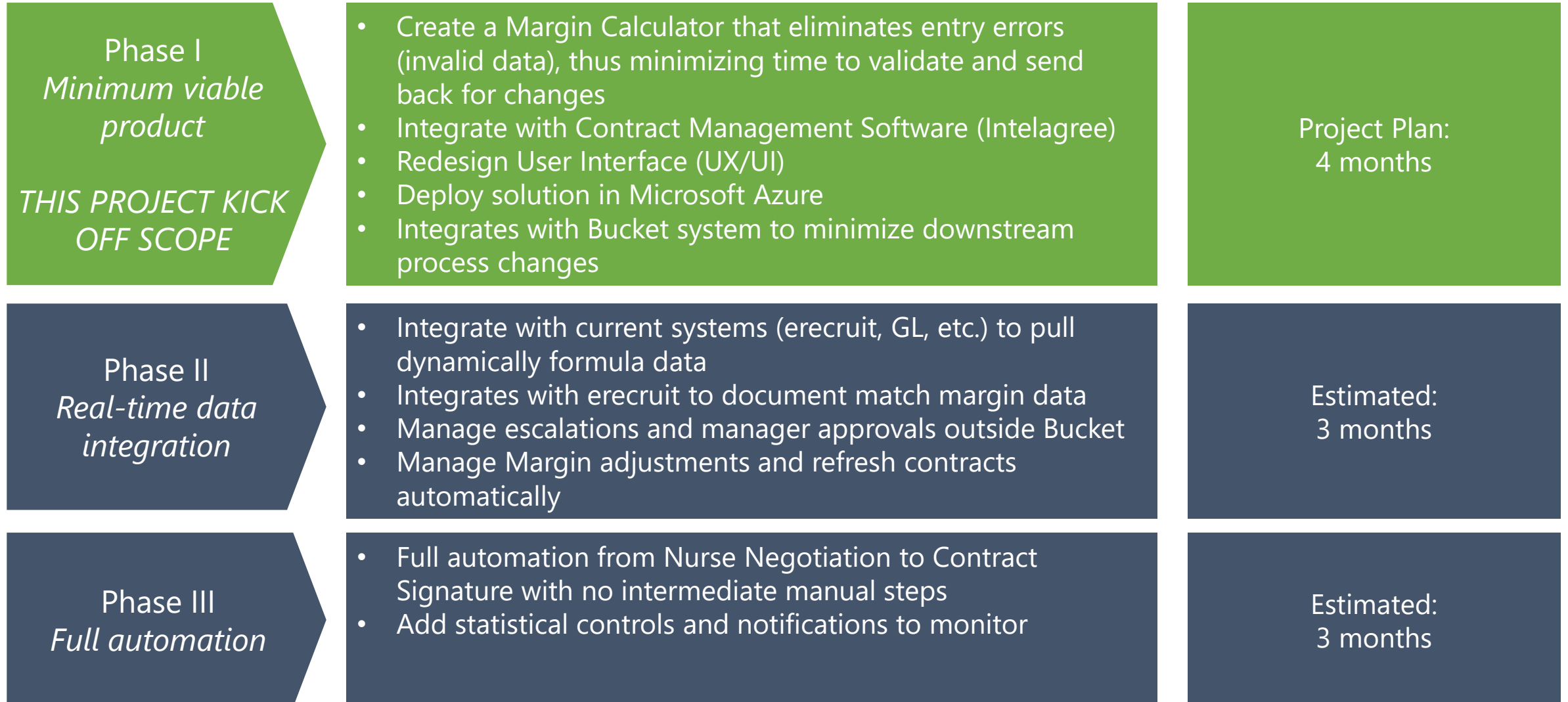
Principle



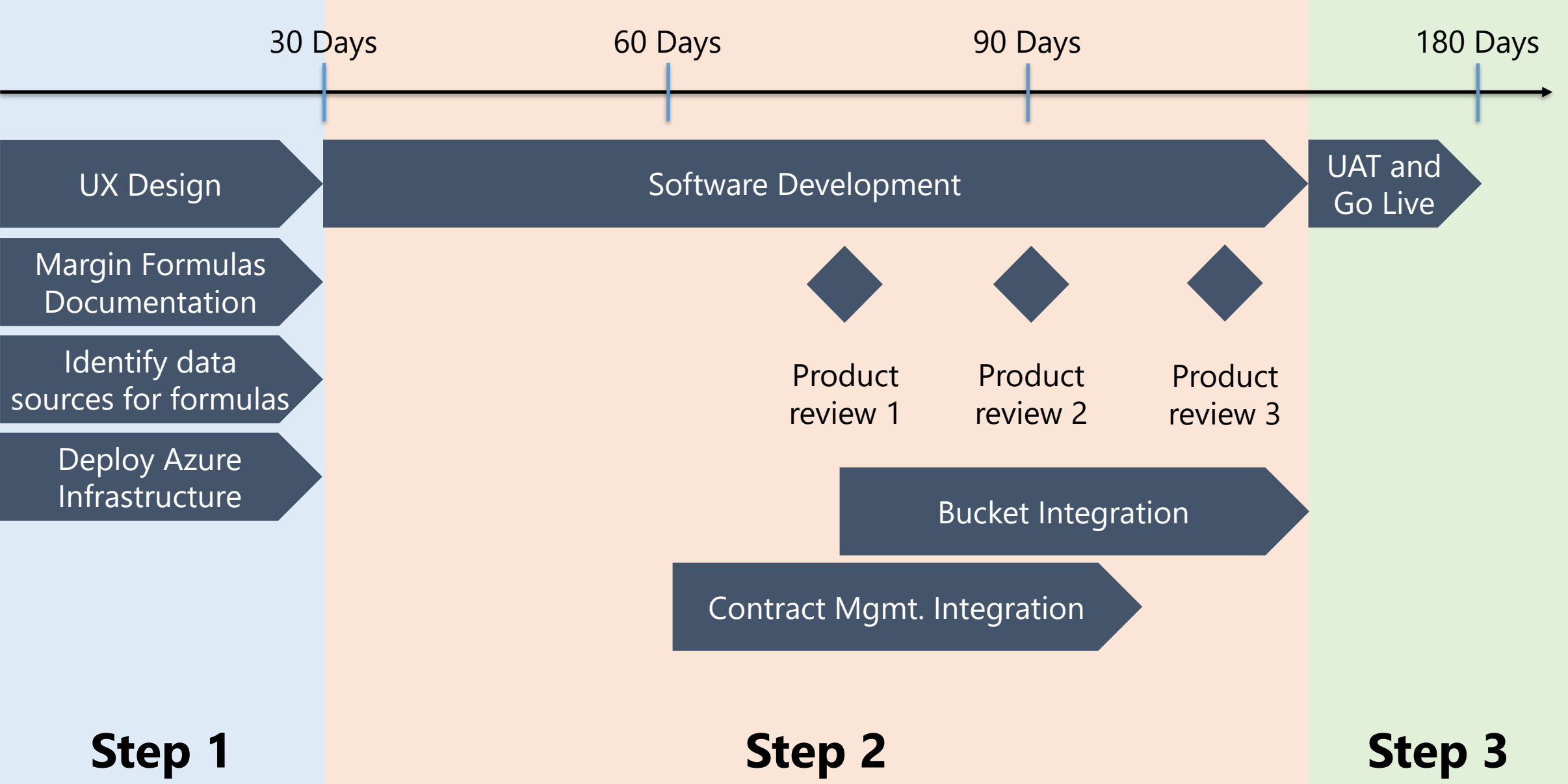
Success Criteria			
Account Management	Contracts	Recruitment	Accounting
Reuse data – enter once use many	Minimize copy & paste to create contracts Flow data from calculator to contract	Fast contract process (speed to signature) Easy to sign (one click) Easier to manage exceptions	Accurate margin calculations

Phases and Deliverables

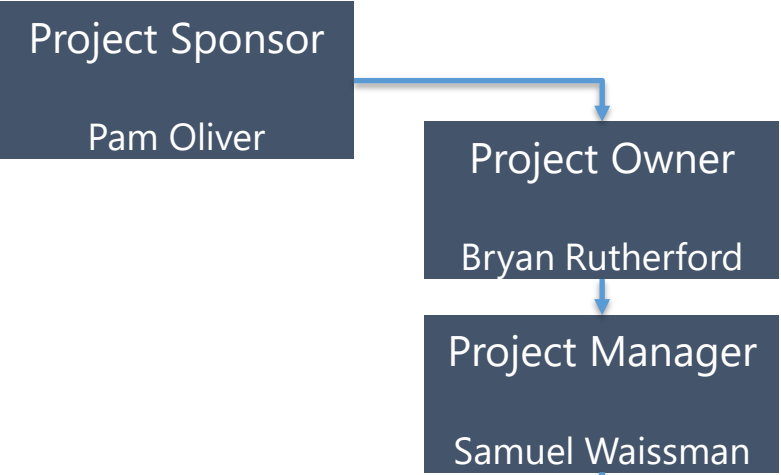
In order to create a business solution in the shortest time possible, a phased approach is proposed:



Phase I Proposed Timeline



Project Team



Truststaff team

Formulas John Ganster	Contracts Dawn Drinnon
Recruiter Kara Tudor	Acc Mgmt. Michelle Filipkowski
	IT Max Hunter

CTI team

UX/UI Philip Maher	Scrum Master Madeline Sheldon
Azure Todd Luker	Project Manager Sergio Hevia
Development Jorge Guevara	Data Architecture Lyle Orr

Applications team

Intelagree Kyle Myers	eRecruit TBD
Margin Calculator (Current) Cheikh Cherif	
Bucket Max Hunter	



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