2018-2019
CORPORATE MEMBERSHIP
RESEARCH AGENDA
SMARTER. FASTER. BETTER. GET THE KEYS TO HELP GROW YOUR BUSINESS NOW

You need the right insights from an objective viewpoint in today’s fast-paced, changing marketplace. SIA’s leading research and independent analysis helps you make better-informed decisions that improve business results and minimize risk. Stay current on the latest industry and economic developments and trends, and get the intelligence and insights you need to grow your business.

Corporate Membership is a one-year subscription providing full access to SIA’s expertise, knowledge and data, and is a strategic resource available to the entire contingent workforce ecosystem including VMS, MSP and RPO providers, suppliers to staffing firms, enterprise buyers, investment banks, government entities, non-profit organizations and others.*

Corporate Membership offers comprehensive global coverage over three regions:

Members have access to new reports planned each year, alongside a large volume of reports from our archives. SIA typically generates close to 300 reports a year, including a variety of forecasts, market size estimates, and survey reports. The following pages spotlight the research coming your way in each region over the next year, including current and forthcoming insights. Access to research is available 24x7 at www.staffingindustry.com.

CONTACT US

Contact us today for questions about your membership, or get in touch to become a Corporate Member and start using SIA to grow your business and gain visibility and knowledge in today’s fast-moving, competitive marketplace.

www.staffingindustry.com/corporate-membership
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*For a complete overview of Corporate Member benefits, see page 9.
GLOBAL

Featuring research for global audiences across all regions, providing the data, insights and tools you need to stay ahead of the curve and in the know on the latest developments.

Data Protection. With the era of big data, governments are increasingly focused on digital rights and legislation is rapidly evolving. Our Global Data Protection report will provide an update on legislative changes globally while our GDPR Guide looks more closely at The Global Data Protection Regulation which comes into effect in the EU in 2018. This guide distills what you need to know for compliance and helps you understand how this new legislation impacts your business.

Digital Transformation Initiatives. With rapidly-evolving technology driving shifts in the talent landscape, this report looks at the innovative ways various digital initiatives are transforming the workforce solutions ecosystem and the impact they have on staffing and related services.

Engineering Growth Assessment Globally. This report will help you keep up with the latest trends in engineering staffing. We analyze current data and market information to provide a detailed look at what is driving growth in the engineering staffing sector.

Evolution of Enterprise-Strength FMS. As talent increasingly explores non-traditional ways of working, Freelancer Management Systems are evolving in step. This report charts that evolution and how organizations today are engaging this new workforce technology.

Executive Compensation Globally. Staffing executives can use this information to benchmark their salaries, pay increases and structure of compensation against their peers.

The Human Cloud and Gig Economy.

Our annual update of the surging market for online/human cloud staffing details the market size, players, trends and developments, with particular focus on the business-to-business segment of the human cloud and on providing a glimpse into how firms will manage and engage talent and get work done going forward.

Global Coverage of Workforce Solutions.

Reports covering the global landscape of related markets such as VMS (vendor management systems), MSP (managed service providers), RPO (recruitment process outsourcing) and ATS (applicant tracking systems). Reports include MSP, VMS and RPO Summary reports; VMS/MSP Program Participation series; VMS/MSP Supplier List; and RPO Provider List.
The Global Gig Economy. Issued annually, this report covers our latest global estimate of spend on temporary staffing and other forms of contingent labor, with estimates for major countries.

Global Staffing Market Report– Growth, Market Sizes and Forecast. We provide twice annual updates to our global estimate of the size of the staffing industry by major country and with forward projections as well.

IT Assessment Report. This report provides an in-depth analysis of the current state and outlook of the global information technology staffing market. IT staffing firms and buyers of such services can use this report to better understand dynamics and current trends in this market.

Largest Online Job Advertising Firms Globally. Provides information on key companies in the various parts of the global online advertising market including job boards, job aggregators, social media job sites, community sites, online classifieds, job post optimization and programmatic job ads/job distributors.

Largest Global Staffing Companies. Each year we rank the largest 100 companies based on worldwide staffing revenue. Largest global lists specific to clinical/scientific staffing, engineering staffing and to the direct hire market will be issued as well.

Key Staffing Trends in 2018 (with SWOT analysis). This report explores this year’s predominate staffing trends and identifies market strengths and weaknesses to help companies best capitalize on opportunity and navigate challenges.

Most Attractive Staffing Markets. Includes an annual ranking of countries most and least conducive to staffing, based on a variety of factors such as market competition and political stability. The accompanying Market Attractiveness Assessment Tool allows users to conduct their own assessment based on the indicators that they perceive as more relevant to their business case and risk tolerance.
**Most Complex Staffing Markets.** Includes a ranking of countries based on criteria to evaluate the complexity of running a contingent workforce program from the perspective of a buyer of contingent labor. The accompanying Market Complexity Assessment Tool allows users to conduct their own assessment based on the indicators that they perceive as more relevant to their business case and risk tolerance.

**New Talent Acquisition Initiatives Using Blockchain.** This report looks at the latest developments in the use of blockchain technology within talent acquisition following on from our groundbreaking 2017 report.

**Energy Growth Assessment Globally.** An overview of trends and opportunities in the Energy sector. Staffing firms and buyers of such services can use this report to better understand dynamics and current trends in oil and gas as well as within renewable forms of energy.

**Quarterly Financial Calendar.** Use these quarterly financial results listings to compare your firm’s growth, profit and margin against the performance of comparable listed companies, or to look at the performance of some of your suppliers and customers.

**Talent Acquisition Technology Ecosystem.** This report provides a framework for mapping the entire talent acquisition landscape across the candidate hiring cycle. Essential reading for those who need to keep up-to-speed with new and emerging technologies in the talent acquisition space.

**Staffing Best Practices.** A series of four reports that provide actionable advice on Strategies to Grow Your Sales, Improving Employee Satisfaction, Making Your Staffing Company a Marketing Machine, and Building an Effective Staffing Website.

**Workforce Solutions Ecosystem Update.** This report updates, codifies and defines the various parts of the Workforce Solutions Ecosystem, highlighting the interconnected networks comprising the Staffing Industry and other types of Workforce Solutions and noting the changes to the industry in the last 12 months.

**Additional Resources:** The Case for Contingent Labor, Ecosystem of Service/Solutions Providers to Staffing Firms, Engineering Attractiveness Tool, M&A Directory, Staffing Acquirers Shopping List, and Workforce Solutions Buyers Survey Reports.
THE AMERICAS
Coverage for the Americas includes the United States, Canada and Latin America.

Canada Staffing Market Report. This report helps you understand the structure and size of the Canadian marketplace and identify suppliers, competitors or M&A targets.

Co-Employment Basics. Providing the nuts and bolts of co-employment law and what you need to be aware of to mitigate risk around employee misclassification and avoid liability.


Gross Margin Trends. Staffing market stakeholders can use this report to monitor gross margin trends. Additionally, staffing firms can benchmark their margins against comparable companies.

Health IT Staffing. This report looks into developments and opportunities in the provision of IT Staffing to the Healthcare sector.

IT Staffing in the Financial Services Industry. This overview provides information on IT Staffing trends in the Financial Services Industry.

Quarterly Financial Results. A quarterly analysis of the results of publicly listed staffing firms in North America.

Quarterly Legal Updates. In this series of reports, we round up the legal developments making the headlines in North America and Latin America each quarter, with regular coverage on current legislative and regulatory issues. Additionally, our Legal Calendar 2018 looks ahead at expected regulation and potential legislative developments in the pipeline for the coming year.


Currently available or forthcoming reports in the list series include:

By Region
• Largest Staffing Firms in Argentina, Brazil, Canada, Chile, Colombia, Ecuador, Latin America, Mexico, Peru, Uruguay, US, Venezuela
• Largest Diversity Staffing Firms in US
• Fastest Growing Staffing Firms in US
• Largest IT Staffing Firms in Argentina, Brazil, Chile, Colombia, Peru, Uruguay, US
• Largest US Staffing Firms

By Staffing Sector
• Clinical/Scientific
• Direct Hire
• Education
• Engineering/Design
• Finance/Accounting
• Healthcare
• Industrial
• Legal
• Marketing/Creative
• Office/Clerical
• Retained Search
**Staffing Market Assessment Reports.** Our comprehensive reports provide a thorough analysis of particular temporary staffing sectors, including Finance & Accounting, Healthcare and Marketing/Creative.

**Staffing Mergers & Acquisitions Annual Report.** This report includes M&A trends and our annual list of buyers looking to purchase staffing firms, with specific interests and contact information.

**Staffing Industry Benchmarking Consortium (SIBC).** Is your staffing firm performing as well as it could? Find out by comparing your firm metric by metric to like firms in the staffing industry. SIBC consists of a group of Corporate Member staffing companies — large and small, privately held and publicly traded — who confidentially provide Staffing Industry Analysts with their company’s financial and operating data so they can access aggregated benchmarking data. Consolidated SIBC data is available complimentary to those corporate members that agree to share their own data. Companies wishing to purchase the consolidated SIBC report without providing data can purchase a report license by contacting SIA member services.

**Surveys.** Includes comprehensive annual surveys of North American (NA) Workforce Solutions Buyers, NA Staffing Companies and NA Temporary Workers as well as the US Monthly Pulse Survey; NA Internal Staff Survey; Allied Healthcare Staffing Survey; IT Benchmarking Survey; and NALTHO Benchmarking Survey.

**Susceptibility of Temporary Work to Automation.** How likely is it that AI and robotics will replace specific jobs, tasks and skills now and in the future? Based on the latest academic research, this report identifies where AI and robotics are gaining traction across workplaces and what the impact will likely be on temporary work assignments.

**US Monthly Jobs Report.** Our monthly jobs report and associated tool are a convenient way for our members to stay on top of employment trends.

**US Staffing Industry Forecast Report.** Twice-a-year forecast of the growth of the US staffing industry and market size by skill segment.

EUROPE, THE MIDDLE EAST & AFRICA (EMEA)

EMEA reports cover staffing and labor market conditions across Europe, the Middle East & Africa.

BREXIT Expectations. The latest developments as the UK prepares to exit the EU.

Country Overviews. With data on national economies and labor market conditions, these reports present an aerial analysis as it relates to employment activity in a given country. Overviews are available or forthcoming for France, Germany, Italy, the Netherlands and the UK.

Growth, Market Sizes and Forecast. Annual updates on all the largest staffing markets in Europe.

Country Snapshots. Executive summaries of individual staffing markets. Available or forthcoming reports in the series include Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Norway, Poland, Portugal, South Africa, Spain, Sweden, Switzerland, UK.

A Look at the Temporary Workforce Environment (by country). These individual reports provide a comprehensive overview of the contingent workforce and include an Excel-based pricing tool for local budgeting and planning. The reports contain a wealth of information relating to temporary agency work, the use of independent contractors, the legal landscape, labor union activities, income taxes and social contributions, the working week, employee screening and the use of managed service provision. These reports provide an essential background for anyone supplying or using temporary agency workers or independent contractors outside their home market. Country reports are available or forthcoming for: Belgium, France, Germany, Ireland, Italy, the Netherlands, Norway, Poland, Portugal, Sweden, Switzerland and the UK.

Mergers & Acquisitions. An annual review of M&A trends in Europe including valuations and best practices, plus a list of potential financial providers.

Most Attractive Staffing Sectors in Europe. A brand-new analysis which includes a ranking of the most attractive staffing sectors and identifies hot spots based on a number of factors such as market competition and regulation.

Europe Staffing M&A Transactions by Country, 2017

- United Kingdom: 52%
- Other: 15%
- Spain: 4%
- Germany: 4%
- France: 4%
- Denmark: 4%
- Sweden: 6%
- Netherlands: 6%
- Belgium: 7%

Currently available or forthcoming reports in the list series include:

**By Country:**
- Austria
- Belgium
- Denmark
- Eastern Europe
- Finland
- France
- Germany
- Italy
- Ireland
- Netherlands
- Norway
- Russia
- Scandinavia
- South Africa
- Spain
- Sweden
- Switzerland
- UK

**By Sector (in Europe):**
- Clinical/Scientific
- Direct Hire
- Finance/Accounting
- Healthcare
- IT
- Office/Clerical

**By Sector (in the UK):**
- Education
- Engineering
- Finance & Accounting
- Healthcare
- Industrial
- IT

Quarterly Europe Employment Report. This quarterly report provides detailed employment metrics in 33 countries in Europe and displays them in a convenient and interactive graphical format.

Quarterly Financial Results. A quarterly analysis of the results of publicly listed staffing firms in Europe.

Quarterly Legal Updates. In this series of reports, we round up the legal developments making the headlines in Europe and in the Middle East & Africa each quarter, with regular coverage on current legislative and regulatory issues. Additionally, our Legal Calendar for 2018 looks ahead at expected regulation and potential legislative developments in the pipeline for the coming year.

UK Monthly Trends. A monthly bulletin of temporary staffing and permanent hire trends within the UK professional/executive staffing market.

Salary Guides. This series of guides provides key data, references and resources for understanding the wage and salary environment and requirements in a given country. Salary guides are available or forthcoming for France, Germany, Italy, the Netherlands.

Structure of the UK Staffing Market. This report provides detail into the structure of the UK market including the number of staffing firms by region and city.

Surveys. Includes comprehensive surveys of both Workforce Solutions Buyers and Staffing Companies in the UK and Europe.

ASIA PACIFIC (APAC)

APAC reports cover countries across the whole of Asia, along with Australia and New Zealand.

Country Overviews. With data on national economies and labor market conditions, these reports present an aerial analysis as it relates to employment activity in a given country. Overviews are available or forthcoming for Australia, China and Singapore.

Growth, Market Sizes and Forecast. Annual updates on the most important staffing markets in the APAC region.

Market Share Reports. Staffing in Asia Pacific, Australia, Japan and Direct Hire Firms in Asia.

A Look at the Temporary Workforce Environment (by country). These individual reports provide a comprehensive overview of the contingent workforce and include an Excel-based pricing tool for local budgeting and planning. The reports contain a wealth of information relating to temporary agency work, the use of independent contractors, the legal landscape, labor union activities, income taxes and social contributions, the working week, employee screening and the use of managed service provision. These reports provide an essential background for anyone supplying or using temporary agency workers or independent contractors outside their home market. Country reports are available for: Australia, China, Hong Kong, India, Japan, Malaysia, New Zealand, Philippines, Singapore, South Korea, Thailand

Market Snapshots. Executive summaries of individual staffing markets include Australia, China, Hong Kong, India, Japan, the Philippines, Singapore.

Quarterly Financial Results. A quarterly analysis of the results of publicly listed staffing firms in the APAC region.

Quarterly Legal Updates. In this series of reports, we round up the legal developments making the headlines in the APAC region each quarter, with regular coverage on current legislative and regulatory issues. Additionally, our Legal Calendar for 2018 looks ahead at expected regulation and potential legislative developments in the pipeline for the coming year.

Salary Guide for Australia. This report provides key data, references and resources for understanding the wage and salary environment and requirements in Australia.

Staffing Firm Lists & Market Share. Annual Book of Lists and Market Share Report on the largest staffing firms by geography. Currently available or forthcoming reports in the list series include: Largest Staffing Companies in Australia, China, Hong Kong, India, Japan, Malaysia, Singapore, South Korea.

Surveys. Includes findings from the annual Workforce Solutions Buyers survey.

Additional Resources: Licensing Rules in Australia.
CORPORATE MEMBER BENEFITS

For over a quarter of a century, SIA has been delivering objective research as a trusted advisor to the staffing and workforce solutions ecosystem. Corporate Membership empowers companies of all sizes across the ecosystem to connect, engage and educate themselves, utilizing tools and services to enhance their business success.

Business Intelligence & Insights

**Research.** Access hundreds of research reports, tools and templates from the Americas, EMEA & APAC based on membership type, available to SIA Corporate Members only.

**Trends & Benchmarking.** Know where your business is heading. Use our Staffing Industry Market Estimates and Forecasts and our Quarterly Europe Reports give insight into staffing trends and employment metrics. Get US monthly trends and benchmarks from our Pulse, SIBC and IT benchmarking.

**Interactive Tools.** Find growth opportunities, compensation, acquisition and merger information, determine statutory expenses and access the latest terminology used in workforce solutions today.

**Staffing Segment Focus.** Leverage our global team of over 15 expert analysts for workforce solutions insights into IT, Healthcare, Industrial, Engineering, Clinical/Scientific, Marketing/Creative, Human Cloud and beyond.

**Legal Insights.** Protect and grow your business with legal overviews and research from around the globe. SIA covers compliance and risk in staffing including Data Privacy, the Affordable Care Act, co-employment and worker classification, with regular reporting on current legislative and regulatory issues globally.

Advisory Services

**Analyst Time.** Ask the SIA experts about your most critical issues and research questions. Only SIA Corporate Members may request one-on-one time with SIA’s global research analysts on a limited basis.

**Briefings.** Share your company’s vision and position within the competitive landscape with SIA, available to members only on a limited basis.

**Strategy Sessions.** Gain strategic insight in a targeted working session, in person and live with the SIA experts. Substantial discounts and advance booking preference for members only.

**Industry Expert Speakers.** Utilize today’s leading workforce solutions experts to provide insights for your company or client meetings. Fee based, discounts and advance booking preference for members only.
EDITORIAL PUBLICATIONS
The editorial department of Staffing Industry Analysts serves as the daily touch point between our proprietary research and the contingent workforce ecosystem with leading industry publications. Only SIA Corporate Members receive guidance from our editorial team on how to position and promote their expertise through our global editorial products.

The Global Daily News. The Global Daily News brings you the latest staffing and employment news and updates, five days a week, including news on mergers and acquisitions, quarterly financial earnings reports and C-level updates. www2.staffingindustry.com/Editorial/Daily-News

Staffing Industry Review Magazine. Published eight times a year, Staffing Industry Review magazine provides expert advice on running a staffing business and boosting the bottom line. Complimentary print subscription is available with membership, along with online edition. sireview.staffingindustry.com


The Staffing Stream. A Staffing Industry Analyst online editorial property where hundreds of people from across the staffing ecosystem engage with each other. By tapping into the vast reach of the internet, The Staffing Stream will help you in real time so that you can be better informed; more connected and do your job even more effectively. www.thestaffingstream.com

The Lexicon. The Lexicon of Global Workforce Solutions-Related Terms is an essential guide to the various terminology and acronyms used within the workforce solutions ecosystem. Whether you are new to this environment or a seasoned practitioner, you will still find our Lexicon of tremendous value as it covers a broad range of international terms and with annual updates to include any new terminology that appears in the market. lexicon.staffingindustry.com
EVENTS

SIA members receive discounts to attend Staffing Industry Analysts’ global award-winning events. Be part of the conversation, improve your network, gain expertise and sharpen your competitive edge.

Conferences

The Executive Forum North America 2018 will be held February 26 – March 1, 2018 at the Fontainebleau Hotel in Miami, FL. Staffing Industry Analysts’ flagship event is held every year in the US. Executive Forum is pre-eminent annual meeting for CEOs, owners and senior-level executives from staffing firms across industry sectors and sizes. www.siexecutiveforum.com

In 2018, Collaboration in Gig Economy makes its European debut following CWS Summit Europe in London on April 25-26, 2018 at the Royal Lancaster Hotel in London. Collaboration in the Gig Economy returns October 4-5, 2018 following the CWS Summit North America at the Omni Dallas Hotel, Dallas, TX. This unique event allows you to network with peers, HR and procurement buyers, technology suppliers and other workforce solutions providers in gaining insights into increasing revenue and profitability in complex supply chains. Explore cutting-edge legal strategies to manage co-employment, IC compliance and other gig and contingent workforce risks; and understand the latest innovations in the gig economy/human cloud and their impact on talent supply. www.collaborationgigeconomy.com.

The Healthcare Staffing Summit will be held November 5-7, 2018 at the Hyatt Regency at Colorado Convention Center in Denver, CO. This event takes a deep dive into the healthcare segment of staffing and features sessions specific to the strategic and tactical needs of firms focused on nursing, locum tenens and allied health among other segments. www.healthcarestaffingsummit.com

The Executive Forum Europe will be held November 27-28, 2018 at The Grange St. Paul’s in London. Building on the success of Executive Forum North America, Staffing Industry Analysts launched the first Executive Forum Europe event in 2014. Senior executives from staffing firms across Europe come together to learn about industry developments, to hear inspiring keynote speakers and to network with each other. www.siexecutiveforum.eu
Webinars

Hear the latest trends & forecasts directly from our expert team of analysts who produce the research around the globe. Each month we’ll update you about the state of the economy, employment trends and developments in the staffing industry. We’ll also offer forecasts by geography, industry segment and sector, insight into what the buyer community is thinking and a roundup of our latest proprietary research. Our Staffing Industry Report Webinars and Thought Leadership Webinars are an exclusive member benefit, available live and on demand. staffingindustry.com/webinars-staffing/

CERTIFICATION & TRAINING

Be known for your expertise and make it official. Substantial discounts for corporate members on Certified Contingent Workforce Professional (CCWP) and Statement of Work (SOW) Training & Certification.

Certified Contingent Workforce Professional (CCWP)

Staffing Industry Analysts’ Certified Contingent Workforce Professional (CCWP) is an accreditation program designed for HR, procurement, MSP solution providers and others who manage or otherwise participate in corporate contingent staffing. The CCWP certification is available to Corporate Members at a discounted rate. Assessing and expanding the level of expertise of participants, the CCWP is an elite brand of CW program management professionals. To become certified, participants need to demonstrate knowledge of contingent workforce management best practices by taking a class and passing a rigorous certification exam. Successfully completing the program creates a level of designation that only a select few can call their own.

CCWP Statement of Work (SOW) Expert

Staffing Industry Analysts’ CCWP Statement Of Work Management Expert Certification is an accreditation program designed for HR, procurement, workforce solutions professionals, SOW solutions providers and others who manage a corporate contingent workforce program. The CCWP SOW Management Expert Certification assesses and extends the level of expertise in the practice of CW Program management to include SOW management services, a leading area of expansion in the field.
SOCIAL MEDIA
Stay connected with SIA across social networks and channels focused on areas of interest for our Corporate Members.

[Social Media Icons]

SIA’s Company Page provides SIA news, information and conference updates.

SIA’s Community Group is an interactive space for connecting across the workforce solutions ecosystem.

@SIAnalysts: SIA’s official company handle provides global coverage of the workforce solutions ecosystem.

@SIADailyNews: A round up of our of Daily News stories and other editorial content.

@SIAResearch: Latest SIA research and related news and information.

@SIACWP: For the growing community of Certified Contingent Workforce Professionals.

@ExecForum: Covering SIA’s Executive Forum North America and Executive Forum Europe, along with staffing industry news and updates.

@HCStaffSummit: Covering SIA’s Healthcare Staffing Summit, as well as staffing, employment and healthcare news.

@SIAgigE: Covering SIA’s Collaboration in the Gig Economy conference, along with related news and updates on the gig economy and disruption in the workforce solutions ecosystem.

Follow us here for occasional SIA news and posts.

[Tune in to SIA’s video content, featuring thought leadership in action, conference highlights and more on our YouTube channel.

Follow SIAnalysts on Instagram for a glimpse into SIA’s featured activity.
About Staffing Industry Analysts

Founded in 1989, Staffing Industry Analysts (SIA) is the global advisor on staffing and workforce solutions. Our proprietary research covers all categories of employed and non-employed work including temporary staffing, independent contracting and other types of contingent labor. SIA’s independent and objective analysis provides insights into the services and suppliers operating in the workforce solutions ecosystem, including staffing firms, managed service providers, recruitment process outsourcers, payrolling/compliance firms and talent acquisition technology specialists such as vendor management systems, online staffing platforms, crowdsourcing and online work services. We also provide training and accreditation with our unique Certified Contingent Workforce Professional (CCWP) program.

Known for our award-winning content, data, support tools, publications, executive conferences and events, we help both suppliers and buyers of workforce solutions make better-informed decisions that improve business results and minimize risk. As a division of the international business media company, Crain Communications Inc., SIA is headquartered in Mountain View, California, with offices in London, England.

For more information: www.staffingindustry.com