

YOUR TRADES

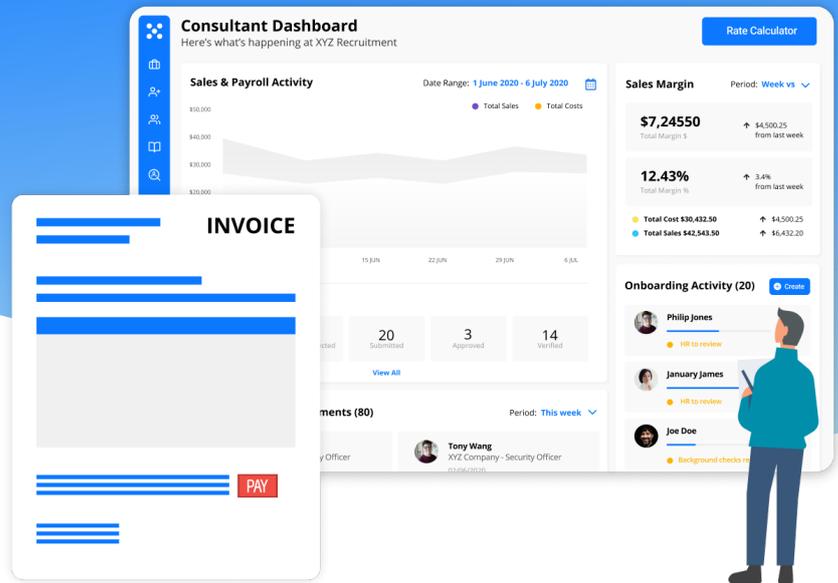
BLUE-COLLAR RECRUITMENT AND LABOUR HIRE

How Your Trades Overhauled Their Labour Hire Operations With Expedo



“Expedo has delivered a completely new way of managing the contractor recruitment journey and exceeded my expectations around time and costs saved for my business.”

Andrew Skyrme, Director, Your Trades



YOUR TRADES AT A GLANCE

Queensland-based recruitment specialists supplying workers for site-based building and construction, mechanical and electrical, civil construction, shop fitouts and maintenance services, across all industries.

OVERVIEW

Technology for a dynamic workforce

Your Trades pride themselves on operating at a level of maturity that competitors strive to replicate. Yet existing technology limitations were preventing them from moving at the speed required for today's fast-moving contingent worker landscape. When they were referred to Expedo, Your Trades took the opportunity to totally transform their onboarding, time-to-bill and payroll operations.

APPROACH

Automating the heavy lifting

- **Applicant tracking system integration:** Once a new contractor is placed, a seamless JobAdder integration allows their details to flow automatically into Expedo, with timesheet approvers also notified.
- **Seamless contractor onboarding:** Your Trades' previous onboarding software was only capable of capturing personal details and signing basic documents. Expedo's integrated inductions, work rights and licence capture capabilities are initiated in a single onboarding experience online, along with collection of tax file declarations and superannuation details.
- **Improving the user experience:** Within Expedo, contractors can easily complete their timesheets, add expenses, notes and pre-populate timesheets when similar hours are worked each week. Clients can swiftly approve timesheets direct from an email with one click or via their own Expedo access.
- **Eliminating multi-batch payroll:** Your Trades' payroll processing was previously time-consuming and required repetitive steps. Now, their payroll can be processed in a single batch
- **Efficient billing and reporting:** Your Trades' previous invoice dashboard couldn't provide the visibility or functionality needed. Expedo's powerful billing engine creates bulk invoices with approval-stamped timesheets attached for verification. Margin reporting was also enhanced with the ability to split candidate earnings between multiple consultants.

RESULTS



**SIGNIFICANT
REDUCTION**
in monthly costs



**15HRS SAVED
PER WEEK**
across internal operations



**LOCAL
IN-COUNTRY
SUPPORT**
delivers confidence and security

CONCLUSION

A scalable model that supports continued growth

Recruiters need the right time-to-bill tools to thrive in today's fast-moving business landscape. Your Trades have implemented a more efficient model of work, one that provides them with true visibility across their operations and considers the end-to-end journey for both candidate and client. With workforce compliance, onboarding and time-to-bill taken care of, Your Trades now look forward to scaling up and serving their clients more effectively.



Expedo's onboarding intelligence lies within the multiple engagement types it offers. When you engage right, you payroll right. It brings a whole new level of integrity to contingent workforce operations."

Tim Stapleton, Head of Product, Expedo