



**IQNSIDERS 2016**

**Capturing Industrial  
Labor Spend**



**Taylor Allis**  
VP, Product Strategy



**Brian Mckee**  
Sr. Director, Product  
Management



**Introductions**



**Defining Industrial Labor**



**Industrial Labor Challenges**



**Industrial Labor Opportunities**



# Defining Industrial Labor

---

- What is industrial or “blue-collar” labor?
- What about “gray-collar”?
- How is industrial labor different?
- How does industrial labor sourcing differ?
- How do hiring manager expectations differ?
- What are different examples of industrial labor?



# Industrial Labor Challenges

What are your primary challenges in sourcing and managing industrial labor?

# Industrial Labor Opportunities

- Which challenges are the most important?
- If you could solve only one challenge, what would it be?
- What would revolutionize the way you manage industrial labor?
- Have you instituted any powerful solutions or best practices?



# IQN COMPASS INDUSTRIAL LABOR SOLUTIONS:

## What top brands are using today for IL

- Requisition Position Calendar
- Position Pools
- Rules-Based Approval Workflow (RBAW)
- Decision Manager
- Mobile Timecard Entry

## Upcoming IL features

- Request for Talent
- Rate/Timecard/Expense Engine (RTE)
- On/Offboarding Manager
- Governing Budgets
- IQN Compass Assignments

**IQN** SIDERS 2016

**Thank You**



@IQN

