

## **Increasing MSP/VMS spend under management**

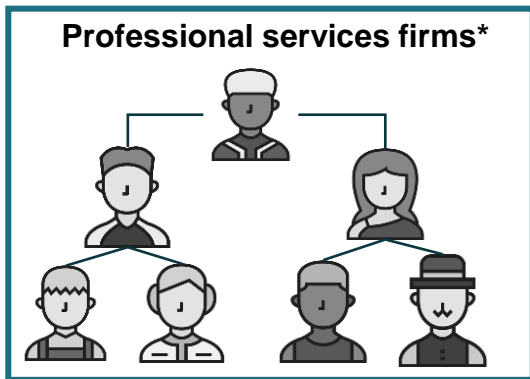
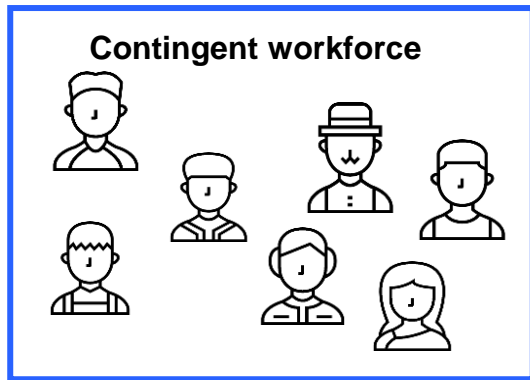
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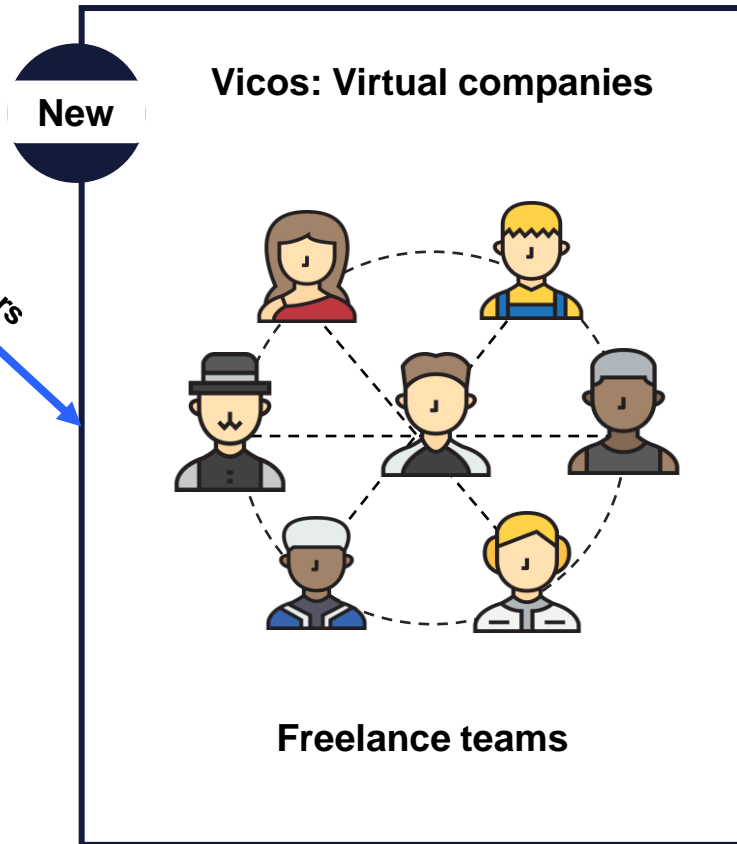
# Background (1/2): Vicoland adds efficiency to the external workforce market

## External workforce sources

### Traditional options



### Vicoland option



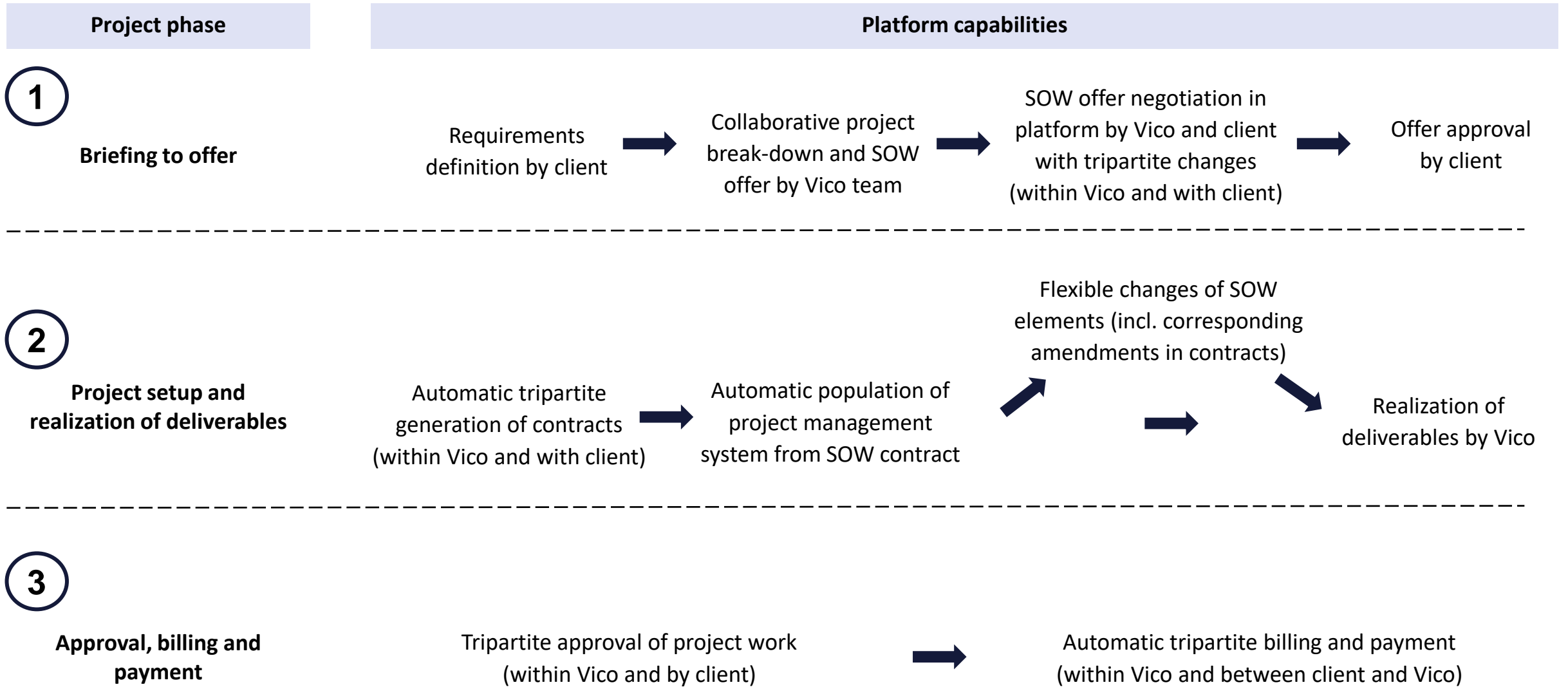
Freelancers

## Vicoland unique benefits

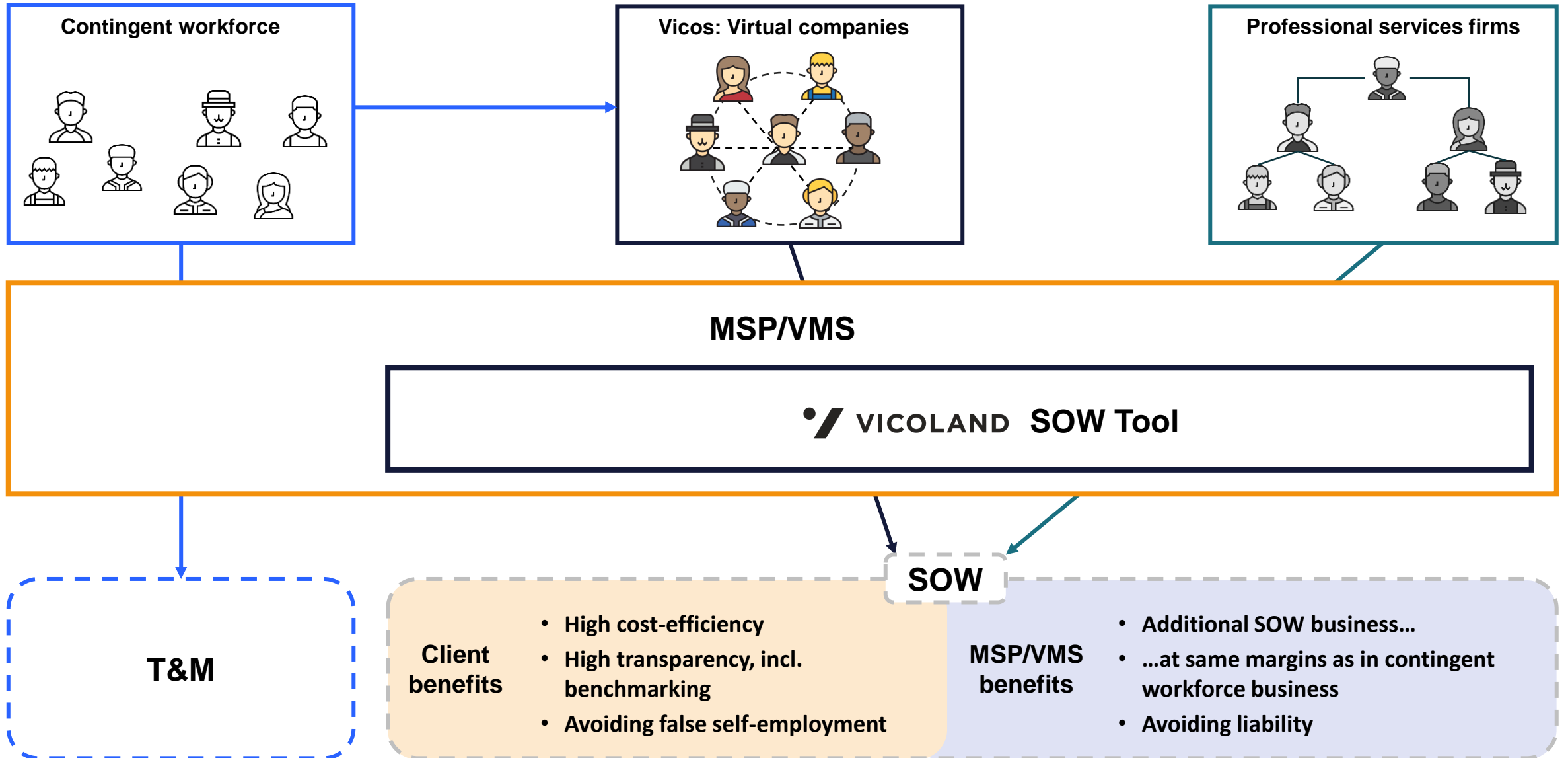
- Vicoland enables freelancers to form **teams**, which are called **Vicos: Virtual companies**
- Vicos are enabled to **offer, contract and execute SOW projects** like real companies
- Vicos, thanks to the platform functionalities and teams' freelance status, have **no overhead** and are **more cost-efficient** than traditional firms (agencies, consultancies ...)
- Vicos allow clients to work **flexibly** with the **best possible expertise** without having to coordinate independent workers
- Vicos have a **proven legal model** with a set of **defined roles** including a **general contractor** and various subcontractor roles

\* Agencies, consultancies etc.

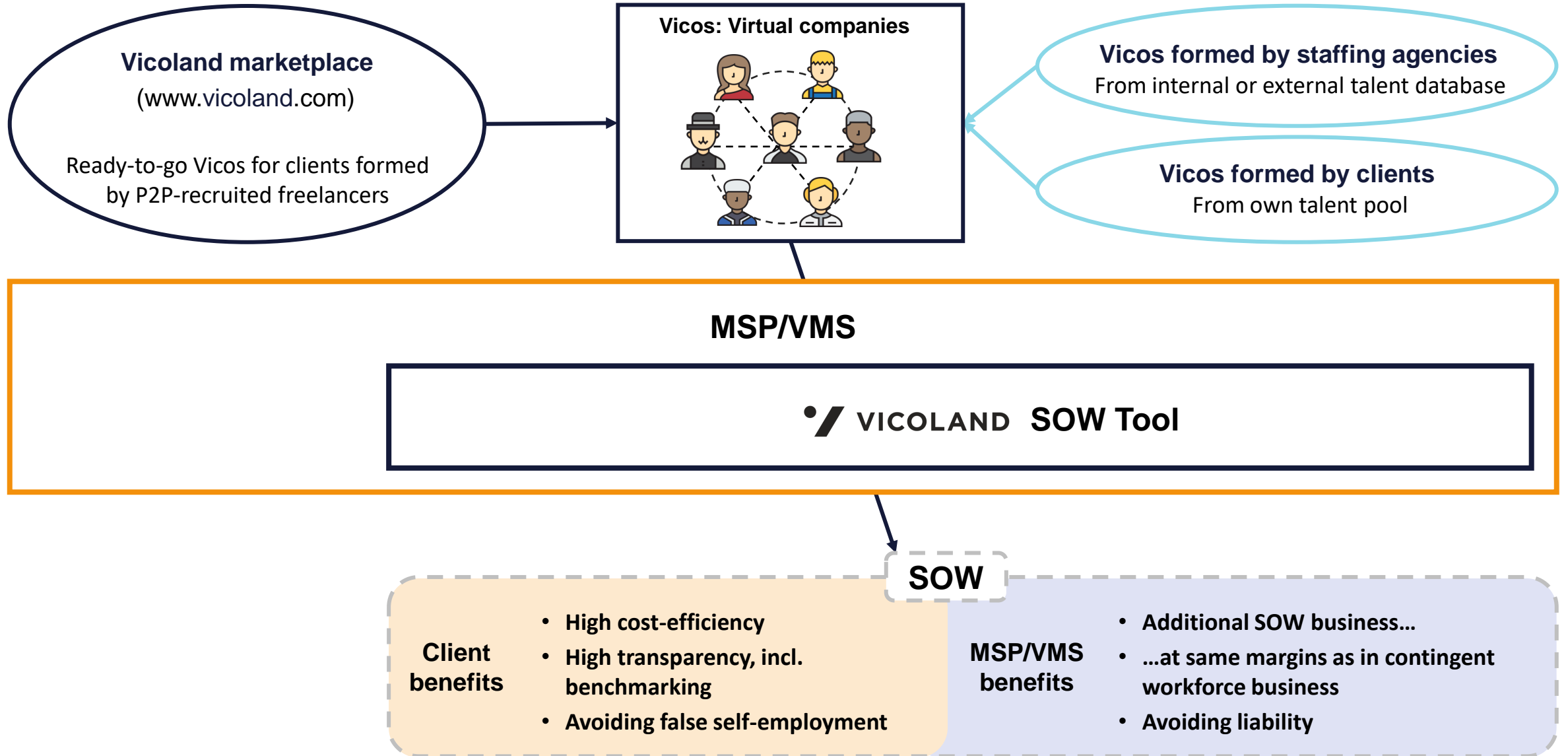
# Background (2/2): Vicoland SOW tool enables Vicos & clients to realize projects end-to-end



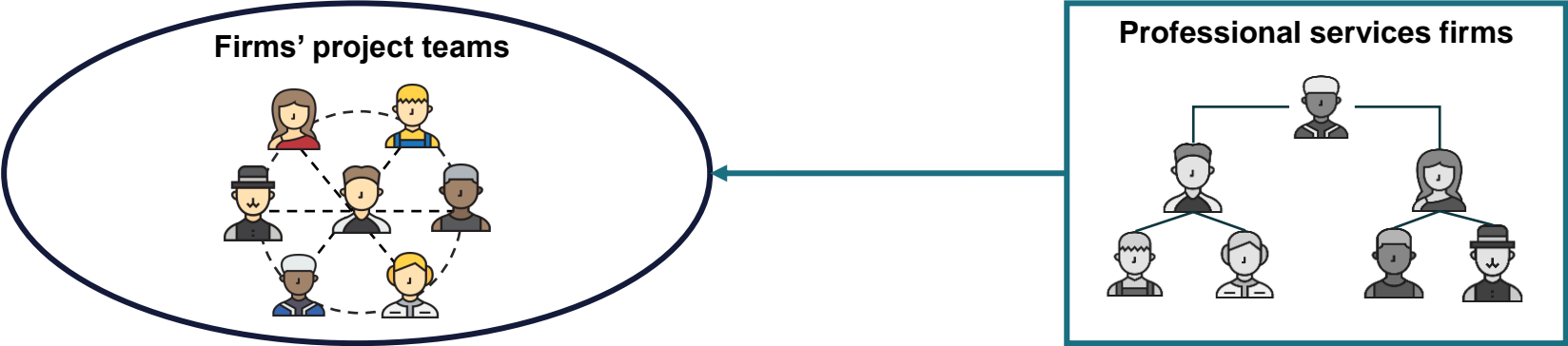
# Increase MSP/VMS spend under management through SOW



# Managing SOW from contingent workforce: various Vico sourcing options



# Managing SOW from professional services firms: offer clients higher convenience in SOW sourcing



**MSP/VMS**



**SOW**


**Client benefits**

- High cost-efficiency
- High transparency, incl. benchmarking
- Avoiding false self-employment

**MSP/VMS benefits**

- Additional SOW business...
- ...at same margins as in contingent workforce business
- Avoiding liability

# On-top benefit: Vicoland solves false self-employment issues in freelancer relationships

Issue	Freelance relationship characteristic	Legal problem	 Vicoland Solution
<b>Task definition</b>	<ul style="list-style-type: none"> <li>Freelancer’s tasks often not specifically identified and documented</li> <li>Contractor and freelancer hope to define specific tasks “along the way”</li> </ul>	<div style="border: 2px solid blue; padding: 10px; text-align: center;"> <p><b>Freelance-relationship does not differ sufficiently from employee relationship</b></p> </div>	<ul style="list-style-type: none"> <li>Workflow <b>forces</b> users to <b>define tasks</b> before alignment</li> <li>All <b>tasks</b> are <b>documented</b> in contracts</li> </ul>
<b>Authoring of work packages</b>	<ul style="list-style-type: none"> <li>Direct work instructions of employer to freelancer</li> </ul>		<ul style="list-style-type: none"> <li>Freelancers <b>themselves design work packages</b> and cooperate in definition of final scope</li> <li>SOW is defined in a <b>three-tiered alignment</b> of client, Vico’s general contractor and Vico members</li> </ul>
<b>Freelance relationships</b>	<ul style="list-style-type: none"> <li>Clients often choose and contract freelancers directly</li> </ul>		<ul style="list-style-type: none"> <li>Vico <b>general contractor selects and contracts freelancers</b> for specific tasks</li> </ul>

Full, continuous & automatic documentation

**Interested? Get in touch with us.**

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