



Procurement VMS Playbook

How to Cut External Talent Costs

connectingexpertise 



Introduction

Hiring external talent can be expensive, especially without proper management. A Vendor Management System (VMS) is a tool that helps companies track, control, and reduce hiring costs while ensuring quality. This guide will show you simple, actionable steps to save money without sacrificing the talent you need.

Why External Talent Costs Are High

Common Mistakes That Waste Money:

01

Paying **high fees** to staffing agencies

02

Working with **too many different vendors**

03

Not having clear contracts with vendors

04

Rushing to hire, leading to higher costs

How a VMS Helps

A VMS organizes and streamlines the hiring process by keeping all vendor information in one place. It helps you compare costs, negotiate better deals, and track performance to save money.

How to Save Money with a VMS



How to Save Money with a VMS

01

Manage All Vendors in One System

02

Negotiate Better Contracts

03

Use Competitive Bidding

04

Plan Your Hiring Needs in Advance

05

Reduce Compliance Risks and Extra Fees

06

Reduce administrative workload

01

Manage All Vendors in One System

Manual Method:

- Track vendors manually in spreadsheets.
- Compare invoices and identify overcharges.
- Contact vendors one by one for cost negotiations.
- Vendor communications are limited to phone calls.

How Our Solution Helps:

- Centralized vendor database with real-time tracking.
- Automated cost analysis to highlight savings opportunities.
- One-click negotiation options to streamline vendor discussions.
- Fully digitize vendor communications via the platform.

02

Negotiate Better Contracts

Manual Method:

- Collect past invoices and compare rates.
- Research market rates manually.
- Contact vendors and request price reductions.

How Our Solution Helps:

- AI-driven benchmarking to compare vendor pricing instantly.
- Access to historical prices
- Automated contract templates for fair and cost-effective deals.
- Performance-based payment structures to ensure cost efficiency.

03

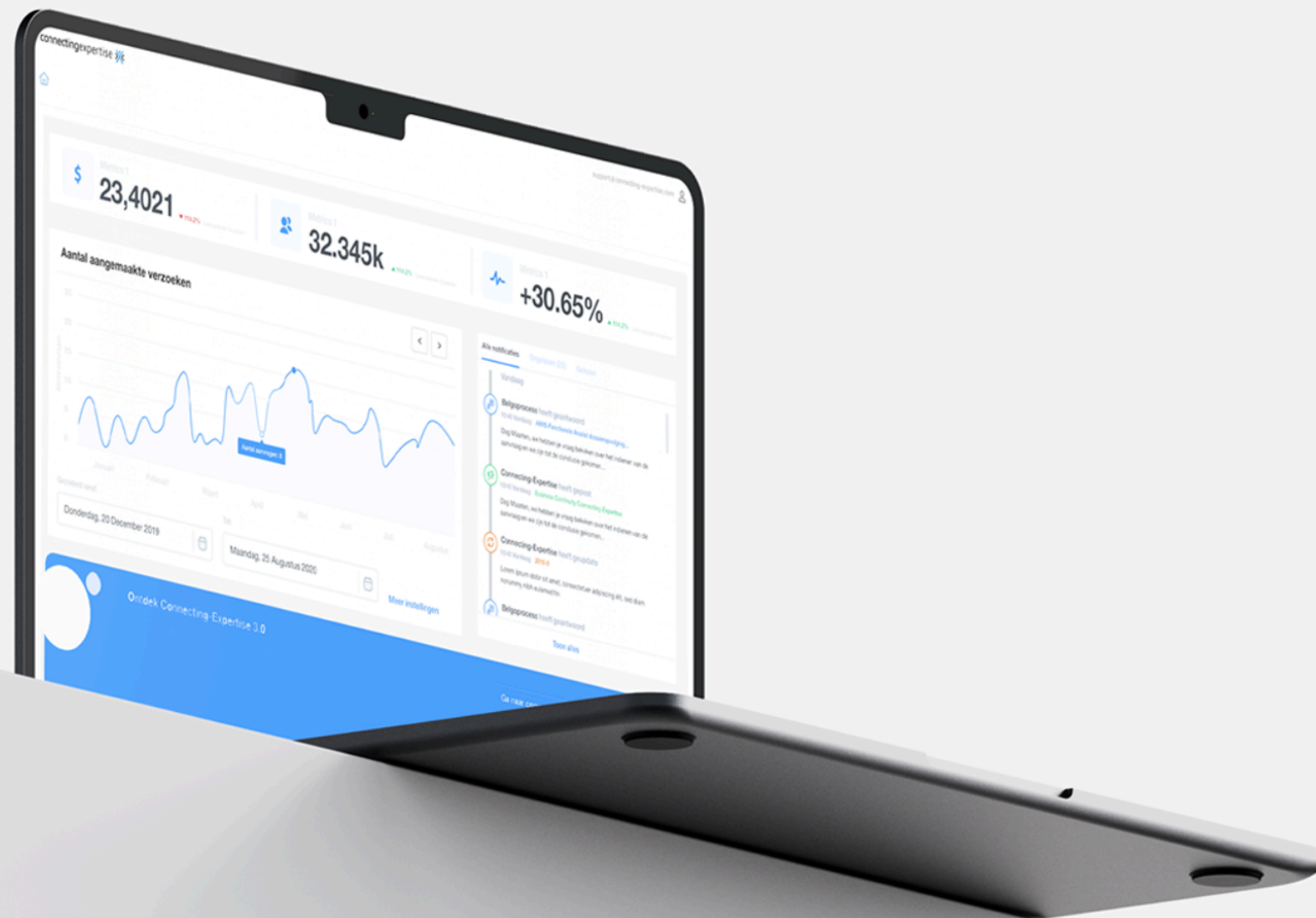
Use Competitive Bidding

Manual Method:

- Contact multiple vendors and request quotes.
- Compare proposals manually in a spreadsheet.
- Negotiate terms individually with each vendor.

How Our Solution Helps:

- Mini competition system where vendors compete for your business.
- Automated quote comparison to identify the best deal instantly.
- Real-time notifications when vendors lower their rates.
- Access to the CE Marketplace for sourcing niche suppliers.



Choosing the Right VMS

When selecting a VMS, look for these key features:

01

Price tracking to compare vendor costs easily

02

Integration with your existing software (HR & finance)

03

Reports & analytics to track savings

04

Vendor marketplace to access pre-vetted talent at better rates

Step-by-Step Action Plan





1

Check Your Current
Spending



2

Pick the Right VMS



3

Implement the VMS



4

Set Savings Goals



5

Improve Vendor
Agreements



6

Track & Adjust

Step:1

Check Your Current Spending

Manual Method:

- ☐ Gather all invoices and contracts.
- ☐ Compare past rates and identify overcharges.
- ☐ Manually calculate total external talent costs.

How Our Solution Helps:

- ☐ One-click expense audit to track all vendor costs instantly.
- ☐ Automated cost breakdown reports for clear insights.
- ☐ Real-time dashboards to see where money is being spent.

Step:2

Pick the Right VMS



Choose a system that fits your company's needs and works with your current tools.



Ensure it offers cost-saving features and compliance tracking.

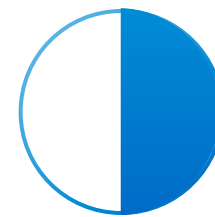
Step:3

Implement the VMS



Configure & Integrate

Work with the implementation team to set up the system.

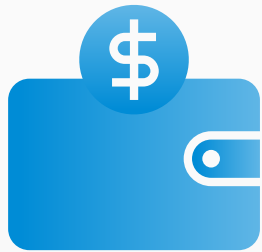


Train & Enable Users

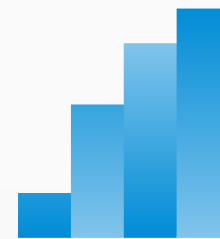
Run role-based training sessions, and request quick-start guides so your team can adopt the new tool smoothly.

Step:4

Set Savings Goals



Decide how much you want to cut costs (e.g., 10-30% savings on vendor spend).



Set benchmarks for vendor pricing and performance.

Step:5

Improve Vendor Agreements

Manual Method:

- ☐ Negotiate each contract separately.
- ☐ Track renewal dates in spreadsheets.
- ☐ Request bulk discounts manually.

How Our Solution Helps:

- ☐ Automated contract renewals with alerts for renegotiations.
- ☐ Pre-built negotiation templates to secure better pricing.
- ☐ Bulk vendor agreements for higher discounts.

Step:6

Track & Adjust

Manual Method:

- Regularly review invoices manually.
- Adjust vendor relationships based on past performance.
- Conduct manual vendor audits.

How Our Solution Helps:

- AI-driven vendor performance scoring for smarter decision-making.
- Automated cost reports to track savings over time.
- Integrated vendor feedback to optimize partnerships.



Conclusion

Using a VMS correctly can cut costs, improve efficiency, and ensure compliance in hiring external talent. Manually managing vendors is time-consuming and error-prone, leading to higher costs and missed opportunities. By leveraging our VMS and marketplace, you can centralize hiring, automate cost tracking, and access top-tier vendors at better rates.

 **Take Action: Start saving on external talent costs today!**

[Book a Call](#)

About Connecting-Expertise

Connecting-Expertise is the pioneering Belgian VMS software company with European and global ambitions. Our active client references are to be found in Belgium, France, The Netherlands and the UK. Operational since 2007, we are pioneers in the Belgian market with the leading VMS solution for contingent labour supply contracts.

Our purchasing and management platform, CE VMS, helps you search for and find contractors, freelancers, interims, students and external teams to support your projects. Once you have found them, you can manage their contracts, services and invoicing via our platform. We automate all these tasks as much as possible to save you time and money.

Small, medium and large public and private companies trust us by using our platform to enter and stay in contact with their preferred suppliers and our CE Marketplace which includes the majority of suppliers in the country. Because of our size, we remain agile and develop our technology (possible interfacing with ERPs on the market, strict compliance with legislation such as GDPR, use of artificial intelligence, etc.).

Phone

+32 (0)3 304 83 76

Address

Cockerillkaai 11/16 2000
Antwerp Belgium

E-mail

info@connecting-expertise.com

Website

connecting-expertise.com