

Aircrafts Going Beyond Sourcing



North America

Business Issue

Company purchased by entity with MSP, concerned about losing Manpower's results

A high performance company supplying components for civilian and military aircrafts depended on Manpower for quality technicians. Our relationship also extended to helping with talent planning, assisting with safety practices and providing on-site orientation and productivity checks. The company was purchased by a large entity that uses a Managed Service Provider. The company feared they would lose access to the talent and assistance from Manpower on which they had come to rely.

Solution

Manpower worked to extend entity's contract to retain relationship

The components company asked if there was a solution. In researching the large entity, Manpower discovered it held a national contract with that entity but the contract did not extend to the state of California, the locale of the component company. Pulling in Manpower's national team, a proposal for extension to California was submitted to the corporate entity. The quality of the proposal, coupled with support from the component company's managers, enabled the corporate entity to see the value in Manpower's involvement..

Results

Local company able to retain connection with Manpower and receive on-target talent, personal touch

Manpower became part of the submitting team and current associates were able to be retained. Those associates continue to exceed production goals and the component company continues to enjoy the personal touch from a local vendor that knows and cares about the business.

