

How to Create Down Cycle Agility Using On-Demand Labor



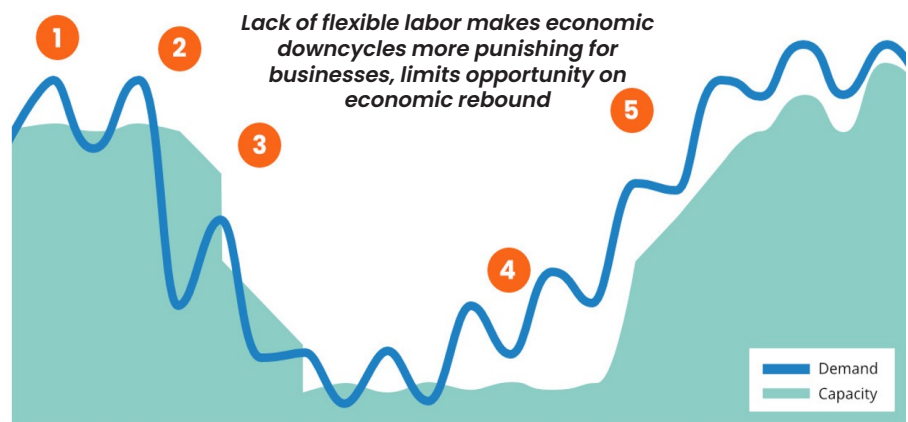
How You Can Use On-Demand Labor To Gain Down Cycle Agility

Down cycle agility is the ability to respond quickly to a drop in demand, and this means adjusting your costs and operations in response to lower order volumes. You've been there before: volume has suddenly dropped off a cliff, after months of hiring staff to meet a big surge. You're left with more employees than you have the work for, and it's eating a hole in your margins. The situation might be bad enough that you have to let people go.

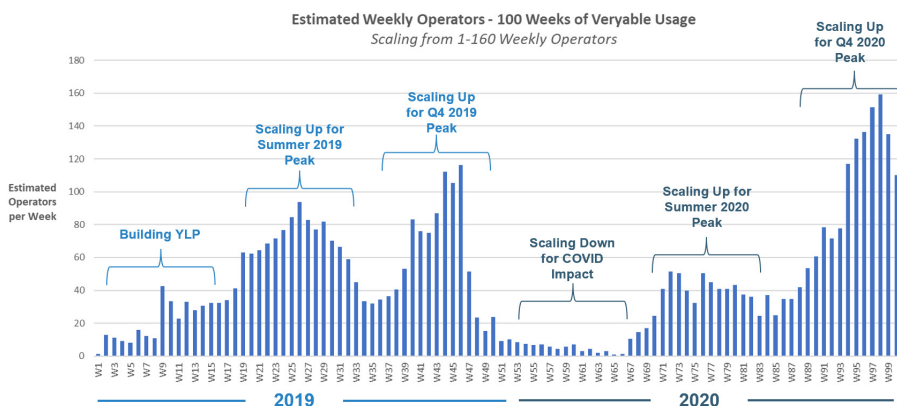
At Veryable, we understand that nobody wants to be in this situation, and by connecting you with workers only when they are needed, on-demand labor enables you to maintain a leaner full-time headcount, and still meet demand by quickly tapping into "Your Labor Pool" as needed. This empowers your business to spend less money on guesswork by enabling real-time response to fluctuating demand.

Downcycle Scenario – Recessionary Period Over 6–12 Months

1. Labor capacity fluctuates with attrition and hiring
2. Macroeconomic factors reduce demand
3. The business starts layoffs when attrition alone can't eliminate excess labor
4. Demand increases as bull economy returns, but business can't hire fast enough to meet demand and is forced to rely on overtime
5. Business continues hiring, although they're unsure if demand increase is indeed a recovery and struggles to keep pace.



Real World Example – Achieving Down Cycle Agility During The Onset of The Pandemic



A Texas company was in the middle of a demand spike for its products when the pandemic suddenly brought the country to a halt. Thankfully though, the company had been using Veryable operators to meet this higher demand, which allowed them to scale down instantly and avoid any excess labor expenditures. As demand started to come back, the company scaled back up by gradually bringing in more Veryable operators each day. As a result of using on-demand labor, this company was able to save thousands of dollars in labor expenditures and its operations leaders from many headaches.

"With Veryable we are able to promptly adjust to unexpected market conditions with quality screened personnel. The quality we provide to our customers is vital to our operation and with Veryable we are able to maintain that core value while adjusting to the market fluctuations" – VP Operations