Survey Preparation Worksheet for First-Time Participants

*Company Domain Name: _____

*Company Name: _____

*First Name: _____

*Last Name: _____

*Job Title: _____

*Email: _____

*Percentage of Gross Revenue by Source

_____ IT Staffing   _____ Engineering Staffing (Non IT)   _____ IT Solutions   _____ Other

*Percentage of Gross Revenue by Client's Industry

_____ IT/Telecommunications	_____ Energy/Utilities
_____ Fin Svcs/Banking/Insurance	_____ Transportation
_____ Healthcare	_____ Retail
_____ Manufacturing	_____ Restaurants/Hospitality
_____ Biotech/Pharma/Med Device	_____ Other
_____ Government	

Contract Staffing

*Provide the total number of consultants on billing as of the end of the months below:

	4/30/2020	5/31/2020	6/30/2020	7/31/2020	8/31/2020	9/30/2020
Consultants on Billing						

*Provide totals for each Contract Staffing metric for the months listed below. Do NOT include data from Direct Hire Placements**:**

	4/30/2020	5/31/2020	6/30/2020	7/31/2020	8/31/2020	9/30/2020
New Job Orders						
Candidate Submissions to Client						
Client Interviews						
Contract Staffing Placements						
Starts						
Stops						

Direct Hire

*Provide the total number of individuals placed on a direct-hire basis for the following months:

	4/30/2020	5/31/2020	6/30/2020	7/31/2020	8/31/2020	9/30/2020
Direct Hire Placements						

Contract Staffing Future Outlook

Do you anticipate Total Consultants on Billing will be up, down (and by what %) or the same as the end of last month for the future periods below?

*Outlook Next Month: ◯ Up ◯ Down ◯ Same Up/Down by what %: _____

*Outlook In 3 Months: ◯ Up ◯ Down ◯ Same Up/Down by what %: _____

*Outlook In 6 Months: ◯ Up ◯ Down ◯ Same Up/Down by what %: _____

Internal Employees

*Total # of Internal Employees (w-2) as of 9/30/2020:

_____ Non-Billable _____ Bench IT Consultants

Emerging Technologies

Please rate the extent to which your firm uses the following emerging technologies:

	Not Using at All										Using Extensively
	0	1	2	3	4	5	6	7	8	9	10

Mobile Staffing App
0 1 2 3 4 5 6 7 8 9 10

Engagement Automation Tools
(automation for text, email, social media, surveys, etc. to engage candidates, clients and employees before, during and after job orders or placements)
0 1 2 3 4 5 6 7 8 9 10

Chatbots
0 1 2 3 4 5 6 7 8 9 10

Recruiting Automation
(artificial intelligence, machine learning and automation tools that source candidates, parse resumes, match and rank candidates to job requirements, schedule interviews, etc.)
0 1 2 3 4 5 6 7 8 9 10

Autonomous Staffing
(filling positions with minimal human involvement)
0 1 2 3 4 5 6 7 8 9 10

Business Process Automation
(robotic process automation, machine learning/AI process automation, etc.)
0 1 2 3 4 5 6 7 8 9 10

Marketing Automation
(automated social media and drip email, dynamic content, etc.)
0 1 2 3 4 5 6 7 8 9 10

Sales Automation
(automated appointment scheduling, lead scoring, lead qualification, contact tracking, etc.)
0 1 2 3 4 5 6 7 8 9 10

	Not Important at All										Extremely Important

In the next 12 months, how important will these emerging technologies be to your firm?
0 1 2 3 4 5 6 7 8 9 10

Please list any other emerging technologies your firm is using that are not listed above: _____

_____