

## TECHNOLOGY SOLUTIONS

# Marquee Workforce Solutions: Your Local Technology Recruitment Solution Expert

In today's competitive technology hiring craze, roles have been reversed and candidates are now in the driver's seat in choosing who they want to work for. With all job descriptions looking the same on paper, the question is, what are *YOU* offering to make your technology job openings stand out? Let's take a look at a couple of trends to increase the level of highly qualified job applicants!

**1. Living the California Dream** – Orange County has many benefits from the beautiful weather to the various ongoing events and activities. Selling candidates on what SoCal has to offer might increase the rate of relocations for technical professionals. In addition, competitive companies today are implementing various HR initiatives such as having Fridays off during the summer, throwing company outdoor weekly lunches, organizing surf clubs and joining OC tech sports leagues. These are just to name a few. We even have a client with an outdoor volleyball court! Now that's Cali Livin'!

**2. Wellness Programs** – Wellness programs are a hot item nationwide; employers are now investing in various programs such as offering gym discounts, monthly yoga classes and providing healthier snack options in vending machines and dining areas. In accordance, effective as of January 2017, San Francisco will become the very first city to pass a law guaranteeing that new parents taking time off to take care of their child will be fully paid. With these new regulations, organizations must ensure that their programs are constantly being re-evaluated in order to stay competitive.

**3. PTO vs. Traditional Leave Program** – Ensuring your company is using a PTO system can significantly reduce unscheduled absences. Veering away from a traditional leave program to a PTO system has numerous advantages including reducing unscheduled absences, reducing administrative & compliance costs, and also empowering employees to schedule their own time off as needed. Additionally, some employers have taken it a step further and included bereavement leave, jury duty, floating holidays, mandatory vacation time and even providing the employee with a birthday off.

**4. Personal Development Plans** – A fourth of our current work force is made up of millennials whose main goal is to grow and get promoted within an organization. Working with HR and Management on Personal Development Plans is an excellent selling point and retention factor for all generations. Figuring out what your employee wants to do with their career and helping them create a map shows employees that "glass ceiling" doesn't exist within your organization.



*Marquee Workforce Solutions is your local Technology Recruitment Solution Expert and a leading enterprise consulting and systems integration company. Marquee offers flexible and effective engagement models and end-to-end IT services to streamline a company's functional processes, resulting in cost savings. At Marquee, we pride ourselves on partnering with top companies that create cultures and environments where the best technology candidates are attracted to work for, and to stay. Call one of our Sales consultant experts today to learn more about our contract, temp-to-perm and Direct Hire partnerships.*

**Parik Mattoo – Vice President Business Development & Marketing**, is an industry expert with more than 12+ years of successful experience in full life cycle sales and business development. Parik has a proven ability to foster relationships with C-suite and senior executives for IT, operations, and engineering. He is distinguished by his passion for sales, his focus on collaborative team building, and his commitment to meeting customer demands. A calculated risk-taker with deep tech industry knowledge, Parik has been instrumental in generating new business and expanding into new territories for more than a decade. Parik has built a reputation for developing business strategies, incubating new business models, and building out channel partnership programs.



**Kelly Lovett – Business Development Manager**, is a native to Boston and has been in the recruiting, management and business development arena for over ten years. She prides herself on her unique networking skills and her long standing client, and candidate, relationships. Kelly has managed sales teams in Biotech, Healthcare, Medical Device and Technology throughout her career. She is considered a culture "guru" by industry leaders, and takes the unique approach when working with new clients to create real-time solutions for their company needs.



## NOT CONNECTED WITH THE RIGHT IT PARTNER?

## LET'S FIX THAT.

Ensuring your IT success requires a consultative approach. Marquee's experts listen to your internal stakeholders to understand your goals. Identify talent gaps. And design flexible solutions that fit.

- Leverage our local market connections to access the right IT pros, right when you need them
- Fast-track critical initiatives
- Simplify and integrate business processes and systems
- Increase IT spend control and ROI
- Solve real problems – whether you require a single specialist or an enterprise-wide IT strategy

Technology is complicated. Working with the right workforce solutions provider isn't.

Connect with Marquee.  
We'll connect you with talent  
and solutions that fit.

Staff Augmentation • Direct Hire • Managed Services • SOW Applications Management  
Network Infrastructure Management • Project Management • Technical Architecture  
Web/E-commerce Development • IT • Medical Device



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TECHNOLOGY SOLUTIONS



## SYSPRO Is Enabling Companies to Simplify Business Operations

In a world of innovation and technology that is often complex and very difficult to comprehend, it is important to have software that simplifies how your business runs. A reliable vendor and software that delivers capability is critical. Beyond this, best practices are an essential ingredient to optimizing success in the 21st Century. Rising costs, compliance and shifts in the technological landscape have created an environment that demands businesses be more agile. This means manufacturers and distributors are placed under pressure to perform by delivering faster, at less cost with greater accuracy over inventory, financial management and retail outlets in order to meet growing customer demand. Where does this leave us today?

Sophistication and depth of functionality does not have to mean complication. Having the right components/features that provide visibility, ease of operation and cost control will influence the success of every business. Keeping it simple and having the capability to do what is needed, when it's needed and how it's needed.

As we have seen innovation grow, the capability of ERP (Enterprise Resource Planning) Software has accelerated and expanded exponentially. Today, it is all about getting what you need and the ability to use it in the right way. Whether your deployment is in the cloud, mobile or on-premise, the choice should always be to meet your operational requirement. What is most important is agility, and of course, having the software that will cement the operational backbone of your business.

SYSPRO is one of those rare companies that has been acknowledged for understanding customer needs and providing service levels that can make the

difference to the software investment. A full-package vendor that can provide all the facilities to implement software and deliver after-sale service that is truly exceptional. SYSPRO's award-winning implementation methodology saves customers money, helps control their budget and offers a platform for customers to effectively work side-by-side with SYSPRO to implement an effective business model that addresses their unique needs.

So, who is SYSPRO? SYSPRO is the leading ERP platform for manufacturers and distributors that provides companies with all the software needed to leverage their business – on-premise, in the cloud or from a mobile device. From single location companies to multinational corporations, SYSPRO provides the functionality to connect the entire supply chain. With one of the highest customer retention rates in the industry and a commitment to ongoing cutting-edge development, SYSPRO is focused on meeting both current and future needs of its customers. An exceptional, feature-rich product and a team of highly trained personnel provide the lowest risk for businesses purchasing ERP business solutions. Key industries include food and beverage, medical device, electronics, aerospace, machinery, chemicals and automotive among many others.

Located in Costa Mesa, SYSPRO USA has been leading the technological landscape in the Orange County marketplace for nearly three decades. SYSPRO is a product that can truly scale and give small, medium or large businesses the opportunity to protect their investment and growth.

For more information, contact Stan Goodrich at [Stanley.Goodrich@us.syspro.com](mailto:Stanley.Goodrich@us.syspro.com) or 714.437.1000. Visit [www.syspro.com](http://www.syspro.com).



# BUSINESS SOFTWARE SIMPLIFIED

SYSPRO is the leading ERP solution for manufacturers and distributors that provides companies with all the software needed to leverage their business - in the cloud, on-premise, or from a mobile device. From single location companies to multi-site corporations, SYSPRO provides the functionality to connect the entire supply chain.

+1 (714) 437-1000 [www.syspro.com](http://www.syspro.com) [info@us.syspro.com](mailto:info@us.syspro.com)

On-Premise | Cloud | Mobile

ERP

ANALYTICS

INVENTORY CONTROL

DATA

DISTRIBUTION

FINANCIALS

MANUFACTURING