

# The Challenge

Rolling out a Vendor Management System (VMS) like SAP Fieldglass can be a significant investment for any organization. Many companies see the potential benefits of such a system but are hesitant to commit extensive resources upfront. This is where the "Land and Expand" strategy comes into play



# Land and Expand

"Contingently's solution addresses the challenges we have all faced when getting started with our rollout without overcommitting resources before we have proven value"



## What is Land and expand

At Contingently, we offer a strategic, phased approach that allows you to prove value incrementally before fully committing to a global rollout. This strategy minimizes risk, maximizes return on investment, and ensures that your contingent workforce management is effective and efficient from the outset. Once you have proven value and are getting adoption you can scale out the pace of your roll-out



# The Best Solution For Land and Expand



## Contact Us



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## Key Challenges

1. Significant cost before value delivery
2. Organisation is not change ready
3. We have deployment fatigue
4. Costly software fees upfront

## Mitigating Challenges with Contingently

1. Pilot Programs approach
2. Seamless Expansion
3. Tailored Solutions for Local Needs
4. Transition to Full Deployment made easy and riskfree

## Conclusion

"Land and Expand is a creative approach for global roll-outs when you want to show value before you commit your organisations. Once I have proven the value and am seeing markets coming to me and want to adopt the solution the flexibility of the model allows me to change how I commit and drive overall cost down"



*Contingently's Land and Expand Solution offers a scalable, flexible, and cost-efficient solution to extend Contingent Workforce Management programs in a phased way where I can scale up as I deliver value to the business*