

Annual Agency Spend: £28m

Evidence of Success

Lambeth awarded Matrix SCM the agency staffing contract for a third term and chose to roll out the new hybrid model. The council is achieving the following benefits through the Matrix contract:



100%
Fulfilment



Annual Cashable
Savings of £4m



Almost Total Elimination of
'Off Contract' Spend



Local Jobs for
Local People



Flexible
Recruitment Pathways



6 Week
Mobilisation Period



Local
Engagement

“We have been working with Matrix SCM since 2008 and are now in our third term of the agency worker contract. We went out to market in 2017 and awarded Matrix following a tender exercise.

In our approach, we were agnostic regarding the model as we recognised since our last tender that both the needs of our organisation and the agency market has changed. In our new contract, we will be shifting the model from a neutral vendor to a hybrid approach, which will provide the council with a more hands-on approach to specialist roles and provide a closed supply chain for senior / interim roles.

Matrix are in the process of carrying out immersion days which have provided detailed feedback from the hiring community and users of the system. For the new contract, we're also looking to reduce reliance on agency resource and Matrix will assist us with alternative sourcing routes.”

— Paul Ewing, OD and Change Manager, Lambeth Council

