



INDIAN STAFFING FEDERATION

Interactive Webinar on
**How to Scale Staffing
Business & Increase
Profitability**

11th JUNE, 2021

ABOUT THE WEBINAR

The webinar witnessed 210+ registrations and 150+ participants from multiple organizations and were extremely satisfied with the content and topics covered. The participants were from all the departments of the organizations primarily CEO's, CFO's, Sr. management, founders, directors, VP's , etc.

The webinar focussed on applicable strategies to build a growth engine that may work for your business. The session was designed to support with information that can help in assessing current situation, build, identify possibilities and accordingly prioritize the next steps for your business to scale up.

This was an interactive session to address challenges while scaling up a staffing business and maintaining the profits. Held on 11th June, 2021; from 1500 hrs to 1630 hrs.

Session Speakers –



Viswanath PS, CFO, Randstad India

Decisive and results driven Finance professional with rich experience across all facets of Business & Finance. Proven success in accelerating the profits of the organizations by implementing cost effective financial strategies. Pragmatic leader reflecting commitment to long range strategic planning and achieve al with financial objectives set by the Finance function. Change agent with track record of success characterized by consistent achievement of organizational goals while surpassing the expectations without compromising on Controllershship & Compliance...[Read More](#)



RP Yadav, CMD, Genius Consultants Ltd

Mr. R.P Yadav is a B.Sc. from Calcutta University; MBA (Marketing) from IISWBM, Kolkata and MIMA, Lead Auditor for ISO-9001:2000 from London, IRCA. He has a vast experience of 16 years in reputed Companies like Johnson and Johnson, Jai Engineering Limited, HCL, Business Forms Limited. He has handled portfolios for Sales & Marketing and has been positioned as General Manager & Profit Centre Head in these companies. Mr. Yadav is the founder of Genius Consultants Ltd and is currently engaged at the capacity of Chairman & Managing Director...[Read More](#)



Anil Ethanur, Co-Founder, Xpheno Pvt Ltd

I am currently envisioning and building India's largest specialist staffing company. The last two decades has been exhilarating for me having worked with leading Indian and Multinational Staffing companies. I started my career in sales and then in talent acquisition before making an unconventional switch to take up an entry level job at India's largest HR Services company. I have enjoyed my role as a consultant, team leader and the head of businesses in equal measure...[Read More](#)

Session Speakers –



Pramod Pachisia, COO, 2coms Consulting Pvt. Ltd

I am the COO of 2COMS Group and look after overall operations of the Group. Service delivery optimization and enabling new innovations in the ecosystem are key tasks that I am undertaking this year at 2COMS. Over the years I have played numerous roles within 2COMS Group and outside in associations and social organizations. As a co-founder have been involved in the journey on 2COMS for the last 26 years and have grown the organization into an integrated Human Supply Chain Management firm with offices in over 10 states...[Read More](#)



Somnath Banerjee, Director, Orion Corporate Alliance Pvt. Ltd.

Somnath Banerjee is the founder member of Orion Corporate Alliance Private Limited and has an overall experience of 20 years in Staffing and Skill development. During this journey, he has picked up a lot of start-up business projects and took those to great heights in terms of revenue as well as profitability. He is acclaimed by the industry for his leadership qualities, strategic planning and business clarity. Somnath is applauded for his body of work and has been recognized and awarded by CII, ASSOCHAM, Times group and Walmart...[Read More](#)

Important Questions discussed during Webinar

- Key financial elements SME's/MSME's can focus on cost control?
- Do you think the role of a CFO or CEO's is lonely ? How can one change especially in today's world where everyone is WFH?
- What are effective ways to keep abreast in Industry?
- How to retain talent and engage them better?
- What should SME's/MSME's prioritize who has limited resources.
- At what stage does adopting technology becomes mandatory?
- How to build a strong team and scale up client base ?
- How To scale up working capital requirement for staffing Industry ?



INDIAN STAFFING FEDERATION

Interactive Webinar

**HOW TO SCALE STAFFING BUSINESS
AND INCREASE PROFITABILITY**

11th June 2021 (Fri) | 3:00 - 4:30 PM



R.P. Yadav
Board Member, ISF
Chairman & MD
Genius Consultants L



Pramod Pachisia
Board Member, ISF
COO
2COMS Consulting PL



Viswanath PS
Corporate Member, ISF
CFO
Randstad India



Anil Ethanur
Member, ISF
Co-founder
Xpheno PL



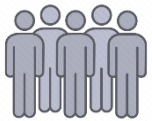
Somnath Banerjee
Board Member, ISF
Director
Orion Corporate Alliance PL

[Click Here to view Event Video](#)

ABOUT INDIAN STAFFING FEDERATION

Indian Staffing Federation is the apex body representing contract staffing companies, formed to provide a platform for recognized employment, work choice, social security and health benefits for the temporary workforce. Over 110+ members of the federation have generated employment for over 9 million employees over the last 10 years and currently employ over 1 million flexi staff annually.

Indian Staffing Federation has been formed with one common goal - Staffing India's Growth. The purpose of ISF is to enhance long-term growth of the staffing industry and to ensure its continued ability to make positive contributions to the economy and society. The principal focus of the Federation's activities is to strengthen triangular employment relationships, in which the staffing company is the employer of the temporary worker, who works under the supervision of the user company.



100+
Members



60,000+
Companies



Employed 9MN over
10 Yrs



Currently Employing
1.1 MN



Market Size
71,400 Cr*



Indian Staffing Federation

VOICE OF INDIAN STAFFING INDUSTRY