

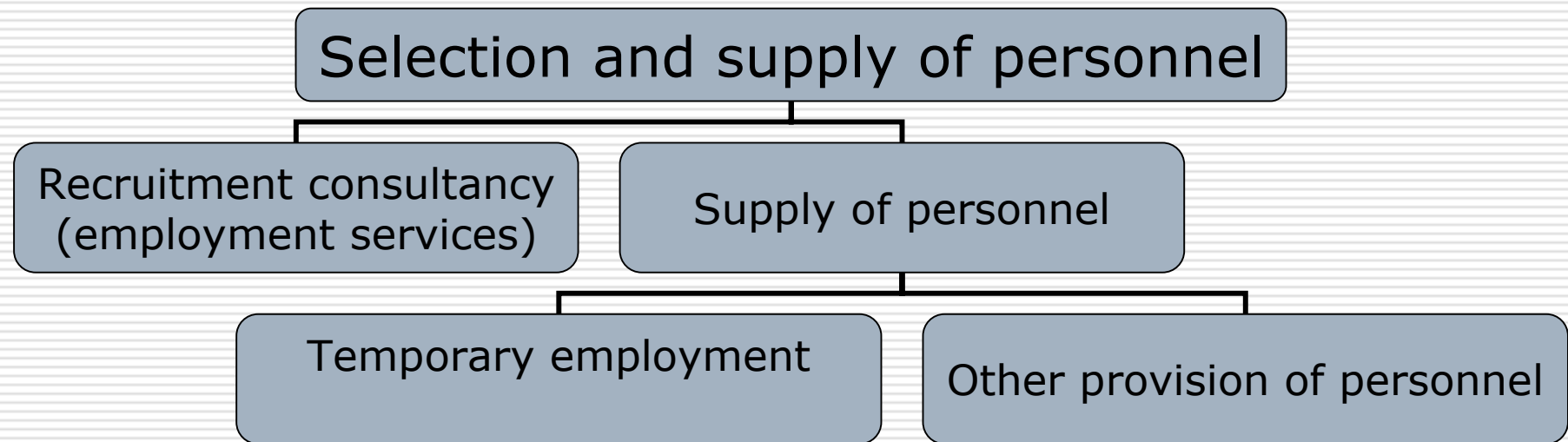
# The French SPPI on provision of temporary workers

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What are the main difficulties ?

# The family tree

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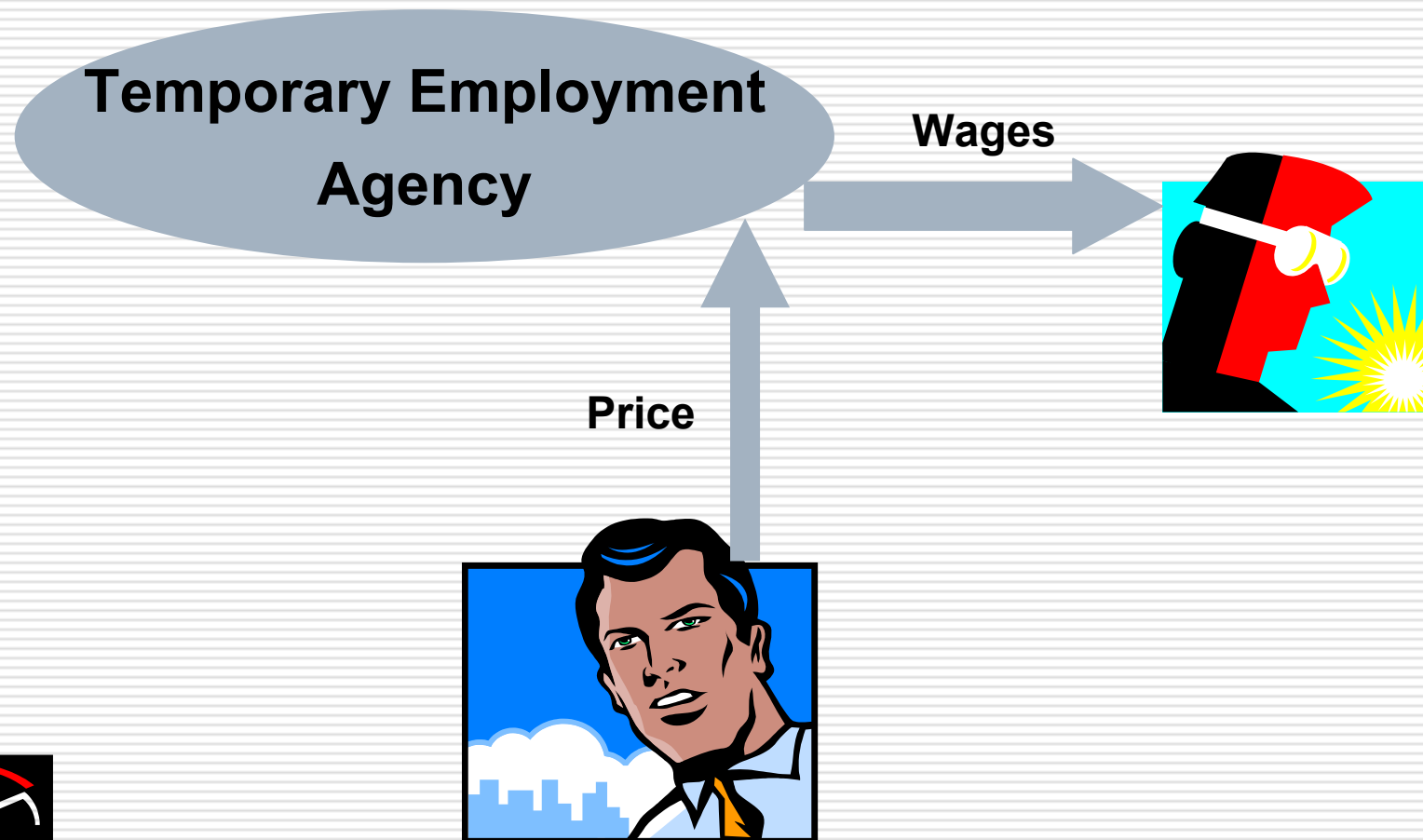
# Definition of the product

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- “an unqualified worker for three days”
  
- “production generated by an unqualified worker for three days”
  
- Some characteristics of the product :
  - Level of worker
  - Length of the contract
  - Region ? Client ? ...

# Pricing mechanism

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# Gross or net approach ?

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- The nature of the price :
  - Gross :  $\text{Salary} * \text{Coefficient}$
  - Net :  $\text{Salary} * \text{Coefficient} - \text{Salary}$
  
- The weighting coefficient
  
- The importance of industry
  
- Discussion with large firms

# Characteristics of the price

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- The level of worker (qualification)
- The industry of the user company
- The region (geographical location)
- The length of the contract
- The client ("size" of the client)
- ...

- Characteristics of the product ?

# Pricing methods

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## Charge-out rate :

- Average charge-out rate per qualification
- Heterogeneity of the products ?
- All discounts must be included in "net price"

## Client approach

- Charge-out rate per qualification for a given client
- Sample of the clients
- The client and the product