

**People 2.0**  
**TEAMING ZONE™**  
**Training**

October 14, 2020



# Hosts



**Scott Reid**  
Manager of Operations and Training  
People 2.0



**Jan Alexander Jedlinski**  
CEO and Co-Founder  
Gustav

# Agenda

- **Housekeeping**
- **New and Improved**
- **How does the Teaming Zone work**
- **Use-cases for the Teaming Zone**
- **Live Demo**
- **Q and A**

# Housekeeping



You'll receive the **slides** via email within 48 hours



You'll receive the **recording** via email within 48 hours



Tell us how we did in the **survey**

*This People 2.0 recruiter training webinar provides the perspective of the presenter. The views expressed in this webinar are those of the presenter and not necessarily those of People 2.0.*

# New and Improved

## What's New?

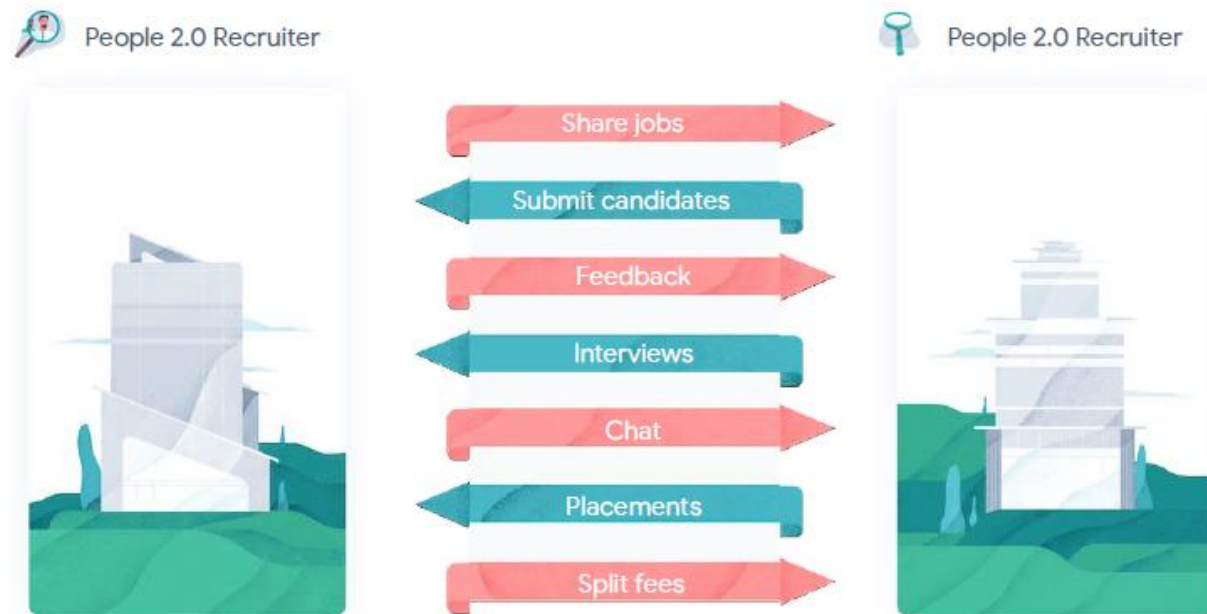
- We have purchased Gustav to replace our Teaming Zone. You can build a profile and view the roles that are posted and determine if you want to participate.
- You can invite trusted partners who could benefit from the tool.
- You can view the other roles posted by Gustav members.
- Set up notifications to keep you up to date on changes in postings and the status of your submitted candidates.

## Why?

- Utilize a marketplace platform to connect with fellow People 2.0 recruiters.
- Share jobs that are coming in today that are "outside" of the norm and serve the end client when you may not have the supply.
- Increase visibility to global programs seeking local partnerships.
- Share supply with those recruiters who have a need and could use the support.

# How does the Teaming Zone work?

Each approved People 2.0 recruiter can access the Teaming Zone and share jobs with other People 2.0 recruiters who can submit candidates to the jobs. In turn, you can submit your available candidates for jobs posted by other People 2.0 recruiters.



# Use-cases for the Teaming Zone



## Visibility

Build your user profile in the TZ so we can showcase your capabilities with our global partners who need your support.



## Skill gap

Receiving jobs in verticals you don't serve? Leverage your recruiter partners for those opportunities and focus on what you do best!



## Location gap

No dedicated recruiters in a certain location? Leverage your preferred recruiter partners to extend your client relationship into new regions.



## Be a Master Vendor

Have an opportunity to become the MV on some accounts? Leverage the TZ's network of preferred partners to drive new business.



## MSP support


Supporting high-volume MSP programs? Leverage preferred partners to fill jobs faster and improve your MSP scorecards.

# Live Demo



# How can I get started?

Welcome back to Gustav!



Hi, nice to see you!

[Sign in with TechServe](#)

[people2.0 Sign in with People 2.0](#)

or

Email address \*

Password \*

 [Forgot your password?](#)

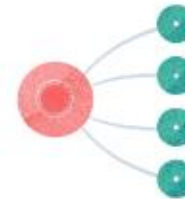
[Create new account](#) [Sign in](#)



Signup for **free** and complete your **profile**.



View jobs from People 2.0 recruiters and submit your available candidates.



Share your jobs with People 2.0 recruiters and **receive vetted and available candidates**.



Make more placements, stay **competitive** and **compliant!**

# How much does the Teaming Zone cost?

There is no fee to join the Teaming Zone! As an approved People 2.0 recruiter, you have free access to post an unlimited number of jobs and submit an unlimited number of candidates to other People 2.0 recruiters. Gustav offers premium features which you can purchase in addition to your free account.



**Questions?**

## **Next webinars:**

October 21, 2020

October 28, 2020

November 04, 2020

# Thank You.

✉ [teamingzonesupport@people20.com](mailto:teamingzonesupport@people20.com)

**people2.0** + **gustav**  
GLOBAL WORKFORCE DEPLOYMENT

[People20.com](https://people20.com)

