

Leading Network Flash Survey S1-2020

Introduction

Leading network has recently completed a flash survey to measure the opinions of 68 Temporary Managers in regard to the pandemic and the Temporary Management Market. The insights of Temporary Managers should be interesting because they are accustomed to crisis management of companies in difficulty. Detailed graphs of the results are provided as an annex to this document

Considerations about Covid-19

In general the Italian Industrial sector is in difficulty, but temporary managers are in a positive state of mind, and optimistic about business opportunities in the next 6 months. The company functions judged as hit most by the lockdown are Sales, Production and Supply chain. The digital transformation is viewed as important and strategic by the majority of TMs and smartworking more easily applied in Finance, Legal Affairs and Marketing. The work saturation of TMs has only decreased slightly in the last 6 months, partly because TMs have been working remotely

Temporary Management Contracts

There has been no significant change in day rates or project duration since the last survey in Q1-2020. The largest price bracket of the day rates is 600€ to 800€, which is closely followed by the second bracket of 400€ to 600€. The project duration lies in 3 major brackets 6-12 months, 12-18 months, and above 18 months. Demand for temporary managers was predicted to increase in the survey, so economic theory would foresee an increase the day rate (if supply remains the same). However, The majority of temporary managers in our survey expressed that day rates will remain the same or even decrease during the recovery.

Temporary Management Market

The Temporary Managers in the survey have been engaged typically by family owned PMIs with revenues between 2M€ and 50M€. The major sales channel is the personal network at 75% (contacts, Leading Network, Industrial Associations etc.), with TM providers as the second largest channel at 15% of contracts.

Temporary Management Key Process Indicators

Overall TM project success has dropped slightly in the last 12 months, even though companies have increased their support and made more resources available. However, the objectives of the TM projects have been less clear and have been accompanied by reduced performance.

KPI	Definition	Annual Variation
Objectives	Clear definition of TM project objectives	-3,6%
Support	Stakeholder support of the TM project	+19%
Resources	Resources available to the TM project	+24%
Overall Performance	Success/ Partial Success/ In success	-3,5%

Part-time Temporary Management

Over 60% of Temporary Managers in the Leading Network survey have worked on part-time contracts. Indeed, part-time Temporary Management has been a consolidated service for many years, particularly appreciated by the PMIs. A significant 35% of Temporary Managers have also collaborated in teams, and often on part-time contracts (which was shown by a high correlation coefficient $r=0,7$)

The majority of temporary managers considered the part-time business as being the same or better than full-time contracts in terms of profitability, day-rates and revenue. The survey predicts that the volume of the part-time Temporary Management business will grow in the next 12 months.

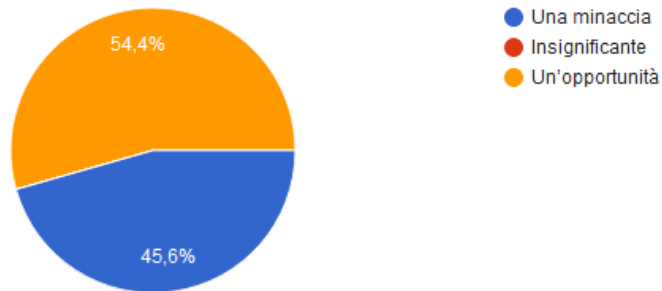
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Annex: Survey Results

Considerations about Covid-19

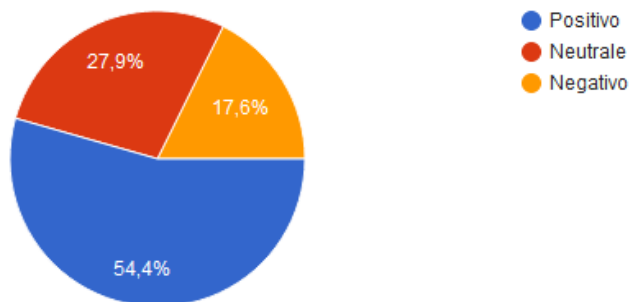
Come consideri l'impatto del Covid-19 sull'economia globale?

68 risposte



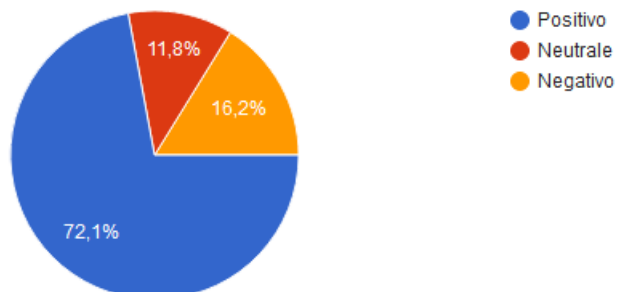
Qual è tuo stato d'animo generale?

68 risposte



Come valuti l'impatto Post- Covid sull'opportunità di business del Temporary Management?

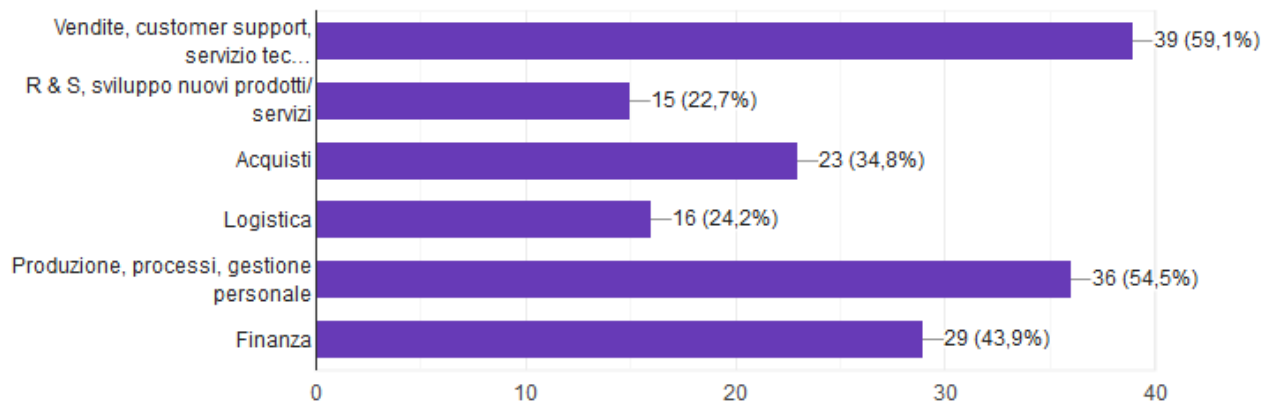
68 risposte



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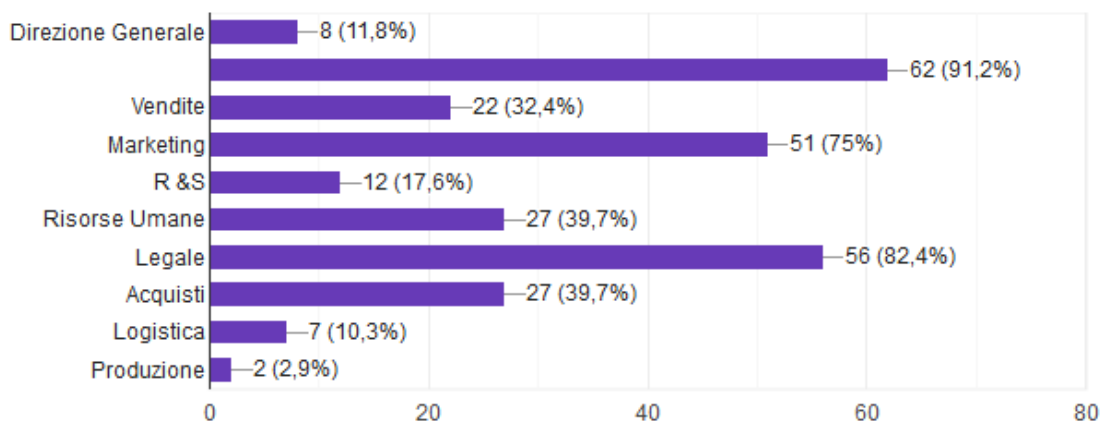
Quali processi aziendali saranno più colpiti Post-Covid?

66 risposte



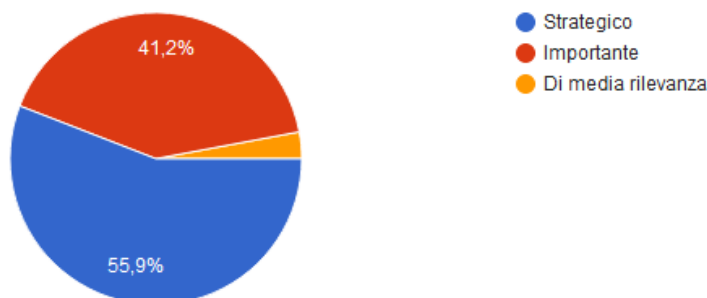
Quali credi siano i lavori più gestibili in smartworking?

68 risposte



Come reputi il ruolo della trasformazione digitale nello scenario Post-Covid?

68 risposte

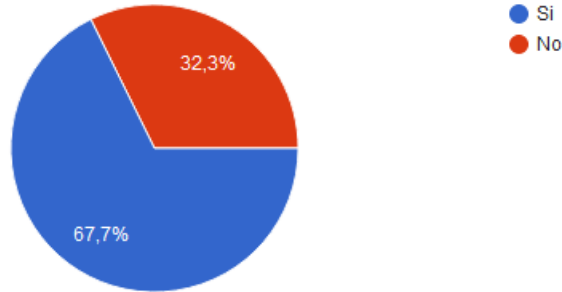


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Temporary Management Market

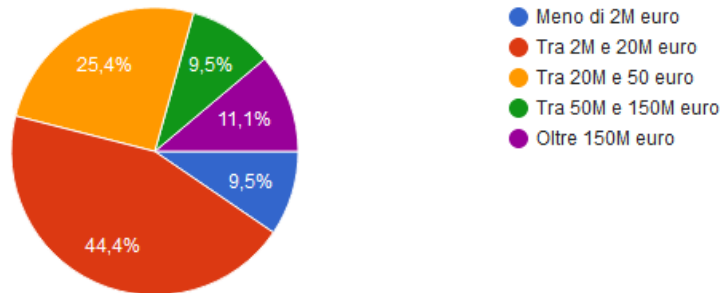
Si tratta di una Azienda Familiare?

65 risposte

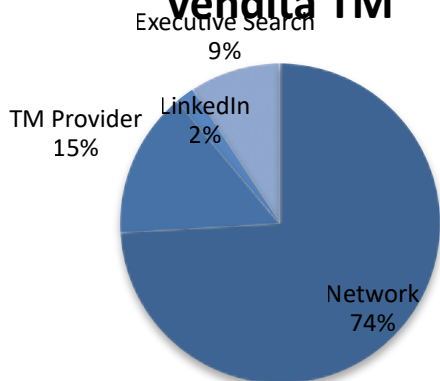


A quanto ammonta il Fatturato Aziendale?

63 risposte

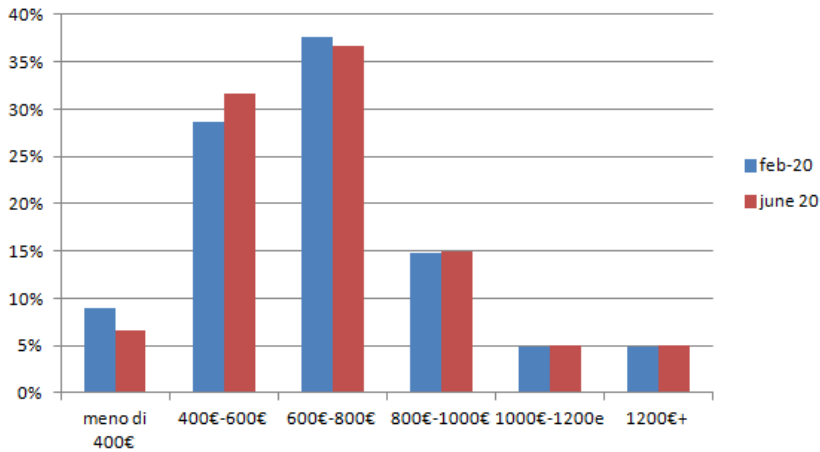


Canali di vendita TM



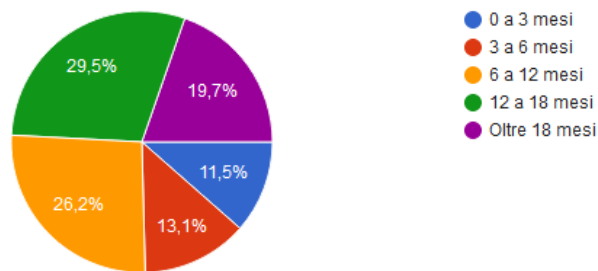
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Temporary Management Contracts



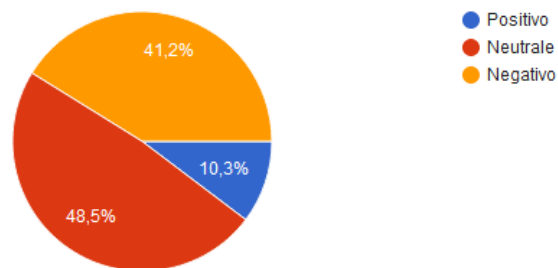
Durata del tuo ultimo contratto TM

61 risposte



Come influenzerà il Post- Covid i prezzo giornaliero dei servizi di Temporary Management?

68 risposte

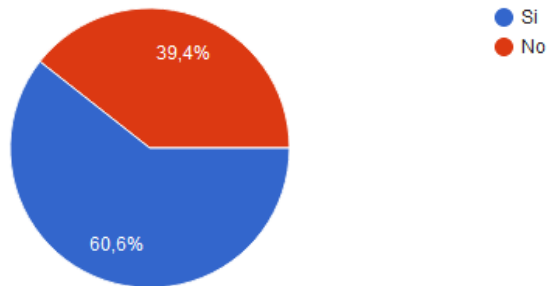


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Part-time Temporary Management

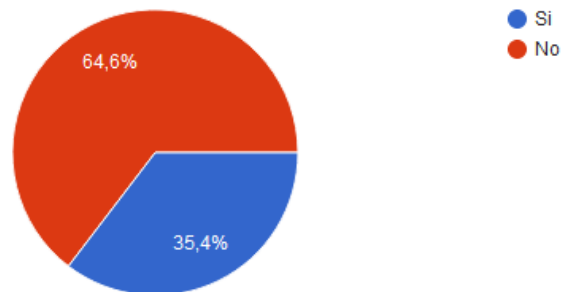
Hai avuto incarichi di Temporary Management Part time?

66 risposte



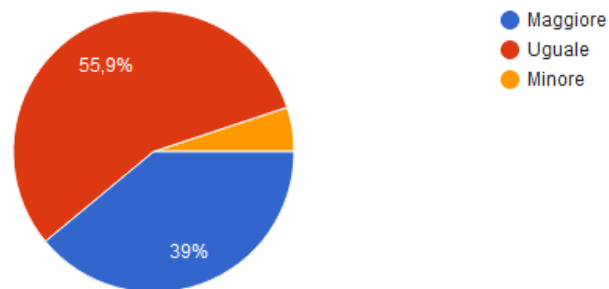
Il tuo ultimo contratto è stato in team con altri Temporary Manager?

65 risposte



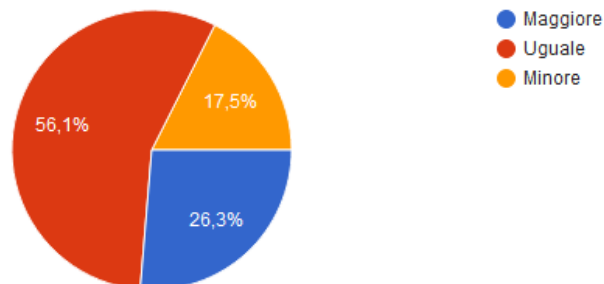
Come valuti il tuo prezzo giornaliero nel Temporary Management part time rispetto al full time?

59 risposte



Come valuti la tua profittabilità nel Temporary Management part time rispetto al full time?

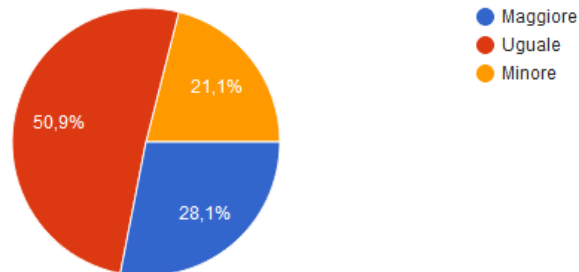
57 risposte



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Come valuti il tuo fatturato annuo con incarichi di Temporary Management part-time rispetto al full time?

57 risposte



Come cambierà la richiesta di Temporary Management part time rispetto al full time nei prossimi 12 mesi?

59 risposte

