

# Unlocking the Future of Staffing with Microsoft Technologies

Webinar Executive Summary



Microsoft  
Partner

1Staff  
by professional  
advantage

## Executive Summary

In today's rapidly evolving staffing industry, leveraging innovative technology is no longer optional—it's imperative. Our recent webinar, hosted in collaboration with the Staffing Industry Analysts organization, featured senior executives from leading staffing firms. They shared how Microsoft's Dynamics 365, Azure technology stack, and our 1Staff end-to-end solution are revolutionizing the industry. This summary distills their insights, providing you with actionable takeaways to enhance your organization's performance.

# 1. Embracing Innovation with Microsoft Platforms.

**“We want platforms that are innovating not just for staffing, but just innovating in general.”**

**Denis Edwards**, Chief Information Officer, **Kforce**

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Denis highlighted the transformative role of AI in staffing:

**“Gen AI is really playing a role here because... we're applying AI towards [various processes].”**

From sourcing and matching candidates to automating assessments and placements, AI enhances efficiency and accuracy.

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**Microsoft's Investment in Innovation**

**“Microsoft is driving tons of dollars into innovation.”**

Leveraging Microsoft's continuous advancements ensures access to cutting-edge tools and technologies.

# 2.

## Powering Growth with the Power Platform.

**“The secret tool for us has been the Power Platform.”**

Katherine Leisinger, Sr. Director of Information Technology, IES

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### Rapid Development with Low-Code Solutions

**“We can build data integrations in a matter of days rather than months using the Power Automate platform.”**

The Power Platform accelerates solution development, enabling swift responses to market demands.

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### Enhancing Remote Collaboration

**“Microsoft Teams has been critical for collaboration across time zones and supporting our corporate culture in a fully remote environment.”**

Teams fosters seamless communication and collaboration, vital in today's remote work settings.

# 3.

## Unified Solutions for Operational Excellence.

**“Microsoft Dynamics is the Holy Grail for staffing.”**

Geetha Krishnan, Chief Information Officer, TRC Talent Solutions

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### Creating Cohesive Systems

**“The platform has enabled us to make it more cohesive... to bring us a unified solution.”**

A unified platform streamlines processes, offering a 360-degree view of clients and candidates.

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### Speed and Flexibility

**“The speed to market with Microsoft is phenomenal.”**

Microsoft's configurable solutions reduce complexity and enhance scalability.



# 4.

## The Future is AI-Driven

**“Microsoft has gone all in on AI and its strategic partnership with OpenAI.”**

Jonathan Marcer, Commercial Director, Professional Advantage

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### Introducing Copilot Capabilities

**“As of today, we have Copilot capabilities across every role, including a 1Staff Copilot focused on staffing use cases.”**

AI-driven tools like Copilot are transforming staffing operations, offering advanced functionalities across all roles.

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### Multi-Agent Ecosystems

**“We see Microsoft supporting waves of innovation into what we call a multi-agent ecosystem.”**

The development of AI agents promises to enhance efficiency and service delivery even further.

# 5.

## Harnessing Technology for Competitive Advantage

“With so much investment going into tech, it has never been so crucial to harness the power of your tech stack to compete effectively.”

Kevin O’Neill, Technology Research Director, Staffing Industry Analysts

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### Staying Ahead with Advanced Tech Stacks

Leveraging AI-driven enterprise tools is essential for fuelling growth and maintaining a competitive edge.

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### Foundation for Innovation

“Microsoft’s ecosystem provides a robust foundation for innovation and operational excellence.”

Microsoft’s robust ecosystem equips organizations with the tools necessary for continuous innovation.



# 6.

## Your Path to Transformation

The insights shared by these industry leaders underscore the transformative power of embracing Microsoft's technology stack coupled with our 1Staff solution. As the staffing landscape becomes increasingly competitive and technology-driven, aligning with these innovations is crucial.

# 7.

## Let's Discuss Your Future

We invite you to a confidential discussion to explore how these technologies can be tailored to your organization's unique needs. Our experts are ready to assist you in harnessing the full potential of Microsoft's ecosystem to drive growth and efficiency.

**Contact us today to embark on your journey towards innovation and operational excellence.**

# For more information



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## About Professional Advantage

Professional Advantage was established in 1989 in Sydney Australia and has grown rapidly over the years across the globe. We currently have 7 offices that range world-wide, and established a North American presence in 1996, including two branches here in the US (Denver & Fargo).

Professional Advantage is a long-standing global provider of Dynamics 365 and Dynamics GP solutions with over 6000 customers. Our mission is to help companies achieve more with technology.