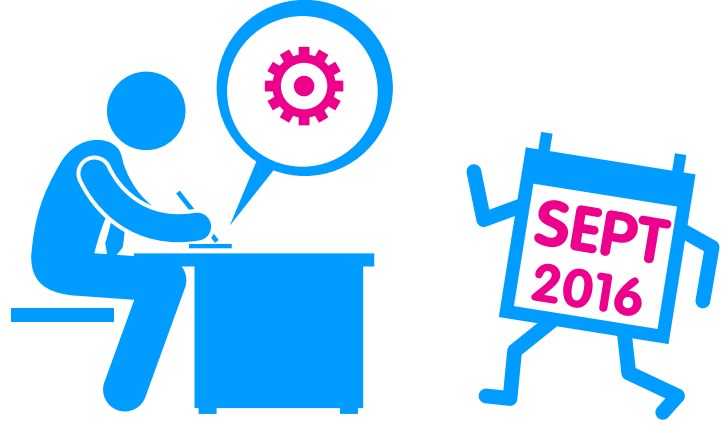


# The Contractor Market Report

## – September 2016

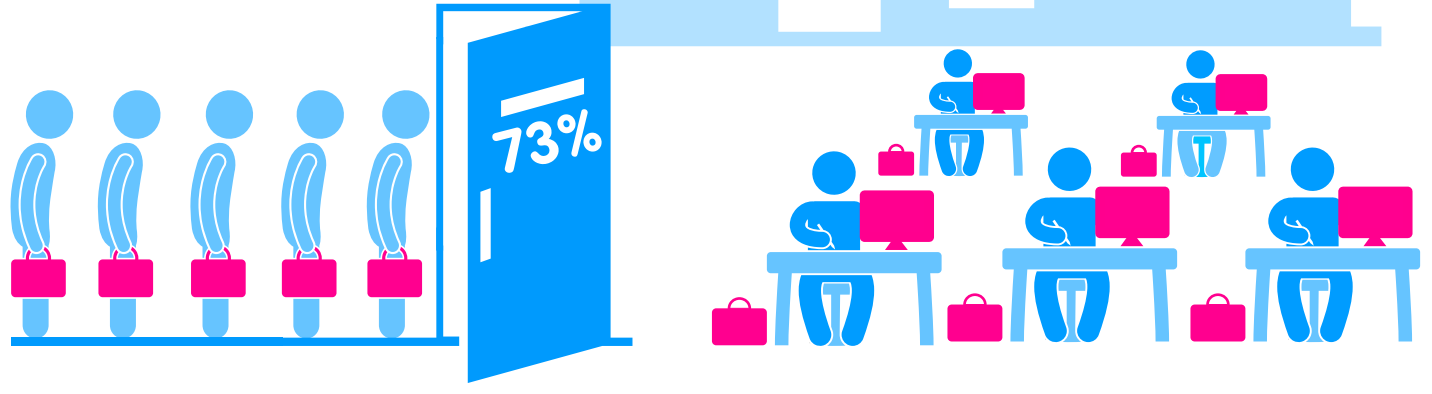
Here we highlight the latest contractor market trends taken from REC's latest **Jobs Outlook Survey** that was carried out in August.



### Agency worker demand

73% of end clients plan to hold or increase agency worker numbers over the next 3 months.

68% plan to hold or increase agency worker numbers in the next 4 - 12 months.



63% of hirers state that using agency workers enables them to cover **peaks in demand**.



63% of hirers state that using agency workers enables them to cover **leave or absences**.



**Small businesses** anticipate the biggest need for hiring **short-term** agency workers.

### Agency worker sector

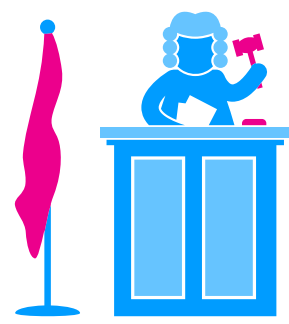
The only **sector** likely to see the **greatest demand** for agency staff over the next 3 months is...



**Health/ Social Care**

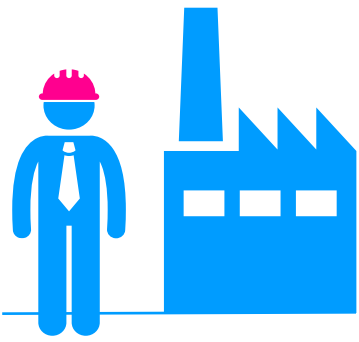


**Accounting & Financial Services**

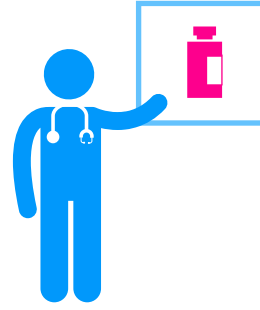


**Legal & HR**

The **sectors** likely to experience a **skills shortage** for agency staff are...



**Engineering/ Technical**



**Health/ Social Care**

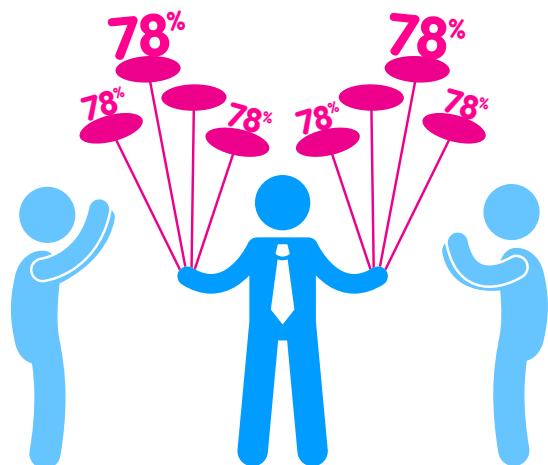


**Construction**

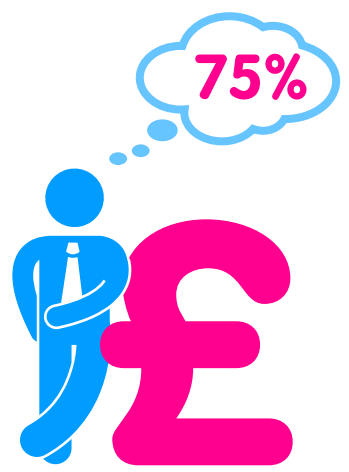
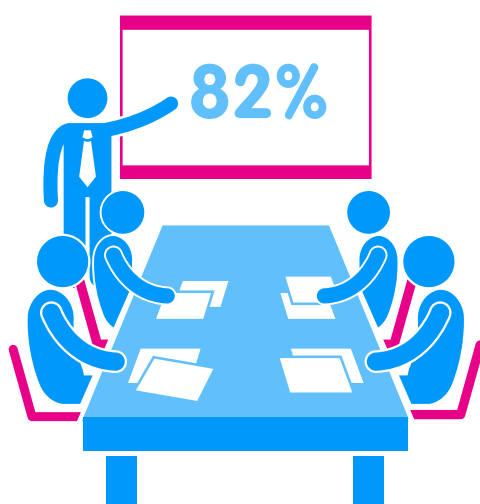
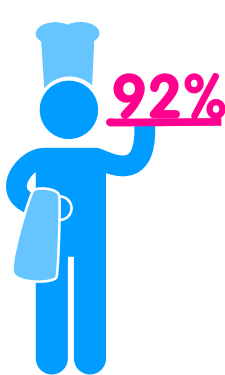
### Recruitment agency trends



Like previous months, a company's **former employees** and **word of mouth** is still the most popular recruitment channel to use. However a company's **own website** is just 2% behind.



78% of end clients are satisfied with the service provided by their **recruitment agencies** over the last 2 years.



**Quality of service** is still the most important agency selection criterion, having grown from 91% last month to **92%**. The second most important factor is **agency expertise** in terms of regions and sectors covered which has stayed at **82%** since last month, followed by the **price / cost of workers** which has grown from 71% to **75%** since last month.

### Find out more

To see how PayStream can help you and your contractors call our **New Business Team** on 0800 197 6516 or email [newbusiness@paystream.co.uk](mailto:newbusiness@paystream.co.uk)

