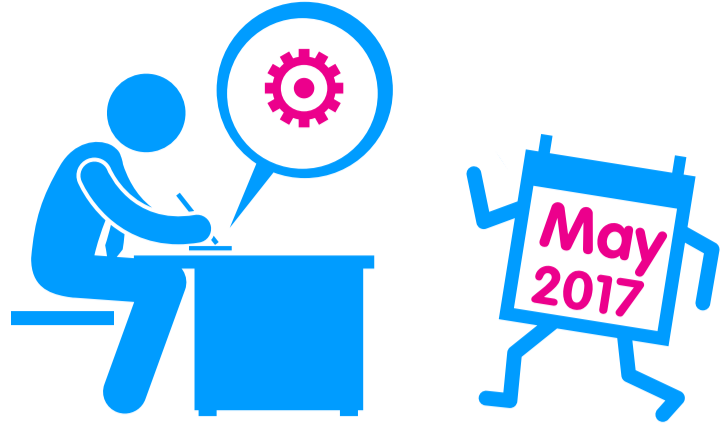


# The Contractor Market Report

## – May 2017

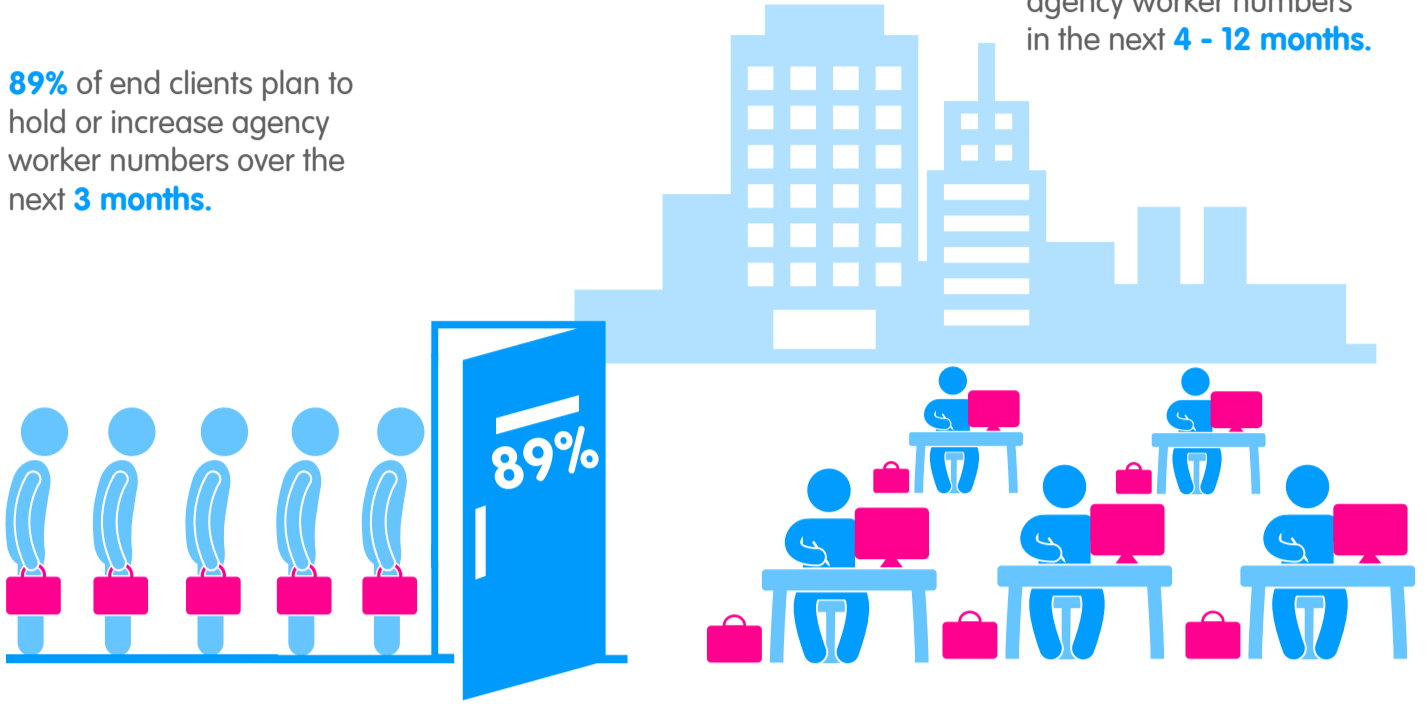
Here we highlight the latest contractor market trends taken from **REC's latest Jobs Outlook Survey** that was carried out in April.



### Agency worker demand

**89%** of end clients plan to hold or increase agency worker numbers over the next **3 months**.

**89%** plan to hold or increase agency worker numbers in the next **4 - 12 months**.



**65%** of hirers state that using agency workers enables them to cover **peaks in demand**.



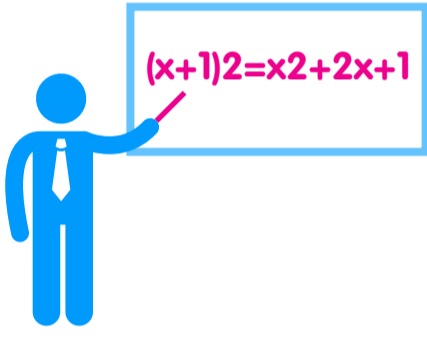
For the first time in over a year hirers state that the second most important reason to use agency works is to allow them to **respond to growth** at **57%**.



**Micro/small employers** anticipate the biggest need for hiring **short-term** agency workers.

### Agency worker sector

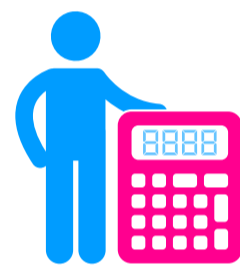
The **two sectors** likely to see the **greatest demand** for agency staff over the **next 3 months** is...



**Education**



**Drivers**

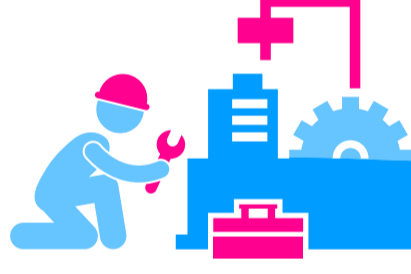


**Accounting & Financial Services**

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



**Health & Social Care**



**Engineering & Technical**

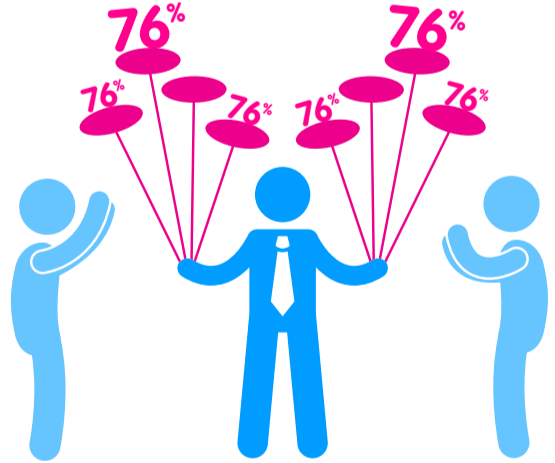


**Construction**

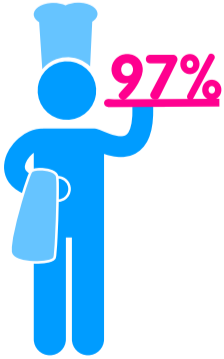
### Recruitment agency trends



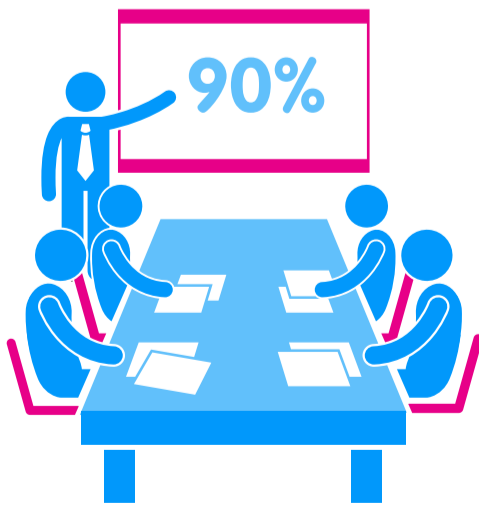
Like previous months, a company's **former employees** and **asking around** is still the most popular recruitment channel. Interestingly, **internal referrals** is now the second most popular channel at **60%**, with **advertising on own website** coming in close at **59%** as the third most popular channel.



**76%** 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 at **97%**. Interestingly, **agency expertise** at **90%** has moved back into being the second most important factor. Leaving **price / cost of workers** at **68%** as the third most important factor, having dipped drastically from previous months.



### 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**

