



Navigating the Back to School Rush: A Guide for EdTech Companies

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Opening the doors of a new school season is the first step to every learner's journey towards success. If you're an EdTech company, you're gearing up for one of the busiest times of the year with schools across the country looking to your products and services to help educators and learners succeed.

The excitement is palpable, but so is the pressure.

You know all too well that the next couple of months will test your organization's capacity to deliver quality service, train staff, and ensure smooth installations, all while keeping your customers satisfied. So, how can you navigate this hectic period while maintaining a sense of control and composure?

Embracing Collaboration: Planning for the Back-to-School Season

Each year, the back-to-school journey begins in mid-July and continues until the end of September, bringing with it a whirlwind of activity. To weather the storm, it's crucial to start planning well in advance, preferably during the spring.

If you collaborate with your Sales Organization to forecast the demand for service delivery during the back-to-school period, you'll find that it can be key in determining when your full-time employees will be fully utilized, and identifying any gaps in your staffing. Plus, you can use this data to negotiate a procurement solution that fits within your organization's budget.

To help shoulder some of the challenges you may face, partnering with a workforce solutions provider can help manage your contingent labor needs during this period. Because doing everything you can to prepare beforehand will help ensure that you're in a good position for the back-to-school season, the more thorough your preparation, the greater the chances that you'll succeed this back-to-school season!



Workforce Solutions to Consider

Different workforce solutions that work for contingent labor can be tailored to meet your organization's unique needs. These are the models we use at [Framework Consulting](#) that have proven to be very successful:

- **Contingent Variable Staffing:** This option is designed to handle peak staffing periods like the back-to-school season. It allows you to bring in skilled talent on a temporary basis, easing the workload on your staff and potentially saving your organization up to 20% on staffing costs.
- **Term-of-Project Staffing:** For longer-term needs, consider this option, which covers everything from background checks to offboarding. The provider will assess the position, required skills, and your organization's culture to ensure the best fit.
- **Direct Hire, Search, and Recruitment:** In a competitive job market, finding and retaining top talent can be a challenge. This comprehensive recruitment model connects you with a pipeline of skilled, passionate individuals, ensuring the right fit for your organization.



Assembling a Strong Team: Building a Successful Contingent Workforce

One of the major challenges businesses face when preparing for the back-to-school season is finding the right individuals to join their team and ensuring they are onboarded quickly and efficiently. Collaborating with a workforce solutions provider can be an effective strategy to make certain your team is well-equipped and ready for action. Such providers offer a range of services that can streamline the process.

Creating an effective contingent labor force is all about attention to detail and focusing on key areas:

- Carefully selecting candidates through a mindful recruitment process
- Performing background and reference checks to ensure a reliable team
- Integrating new members smoothly with a comprehensive onboarding experience
- Offering training tailored to the solutions your customers need

Beyond these important services, workforce solution providers can support your team with ongoing consultant care, which includes payroll and expense management, benefits administration, project oversight, and off-boarding when necessary. By partnering with a provider with expertise in various aspects related to the back-to-school season, you can alleviate some of the burden and concentrate on other crucial tasks, such as focusing on your clients and providing the top level of services you want to be known for.

A workforce solutions provider can help guide you through each step of the process, ensuring that your business is poised for success during the back-to-school season. By handling many of the complexities associated with expanding your team and providing support, they allow you to focus on delivering exceptional products and services to your customers.

Embarking on a Successful Journey

As the anticipation for the back-to-school season builds, it's crucial to start gearing up your EdTech company to embrace the challenges and opportunities that lie ahead.

With these tips, you can feel confident that when you open those doors to the new school year, you have the right qualified, committed team of educators to manage the surge.

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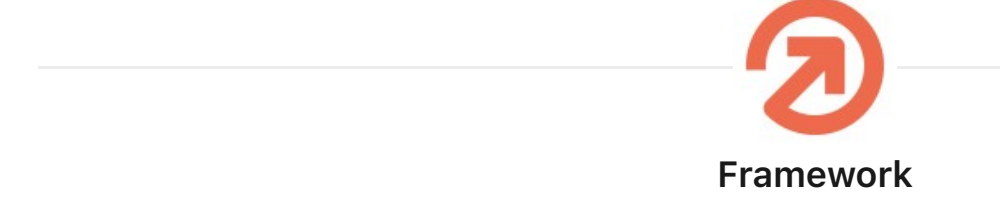
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Back to School on your brain already? While end of year testing is on the way, we know [#EdTech](#) leaders and [#schools](#) are thinking about the start of the next school year. Our team at Framework put together these helpful [#hiringtips](#) for planning 2023's [#BacktoSchool](#) surge so you can start the school year set up for success. [#teachers](#) [#educators](#) [#education](#) [#planning](#) [#workforce](#) [#schools](#)

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