



# RETHINKING BLUE - COLLAR STAFFING AT SCALE

ZURICH, SWITZERLAND

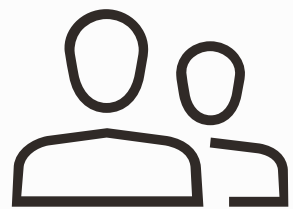
[kollabo.com](https://kollabo.com)

# 1. PROBLEM

## COMPANIES ACROSS EUROPE STRUGGLE TO HIRE SKILLED BLUE-COLLAR WORKERS

The traditional recruiting process via job ads and agencies is massively outdated, while active sourcing platforms (like LinkedIn) do not exist for blue-collar workers. Considering that Europe lacks at least 1.64m workers by 2030, innovative solutions are a necessity.

A



### OUTDATED RECRUITING

The construction industry lacks an effective, trusted platform to source talents.

B



### INTRANSPARENT MARKET

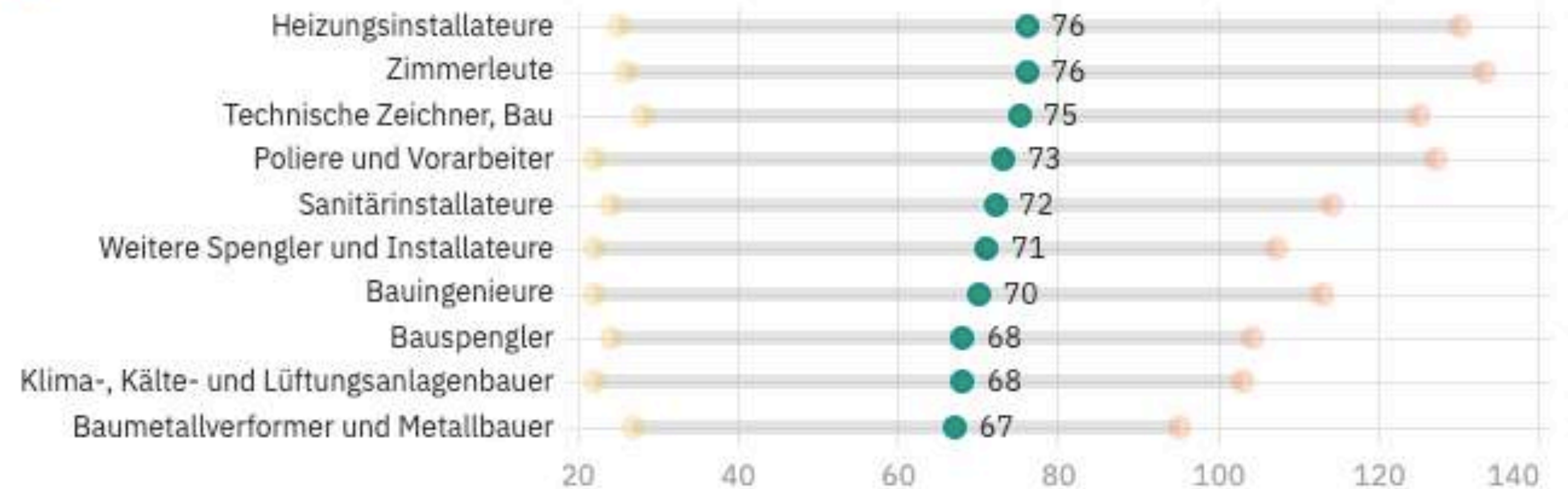
5.5m temp workers in Europe are scattered across the database of tens of thousands of staffing agencies.



# 1. PROBLEM

## Berufe mit der höchsten Vakanzdauer

- So viele Tage sind die Inserate im Schnitt online.
- Nach mindestens so vielen Tagen sind 80% der Inserate noch online.
- Nach mindestens so vielen Tagen sind 20% der Inserate noch immer online.



Quelle: KOF / BSS • Grafik: Ruben Schönenberger

# 1. SOLUTION

## WE ENABLE COMPANIES TO FIND THE RIGHT TALENTS ACROSS ALL CHANNELS

The 360° hiring platform unites all sourcing channels, allowing companies to efficiently staff workers for temp and permanent positions.

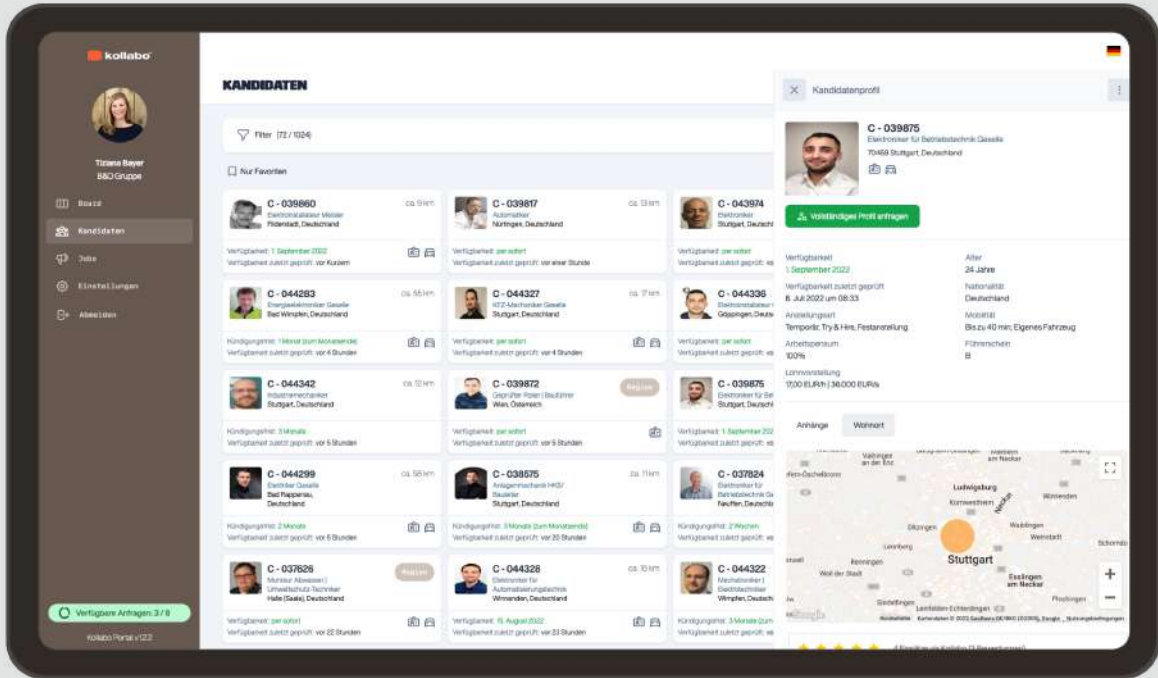


Solution 1	4	We make work easy
------------	---	-------------------

# 1. PRODUCT COMPANIES HAVE A SINGLE POINT OF CONTACT TO PUBLISH JOBS, SOURCE PRE-VETTED CANDIDATES AND FILL THEIR VACANCIES FASTER

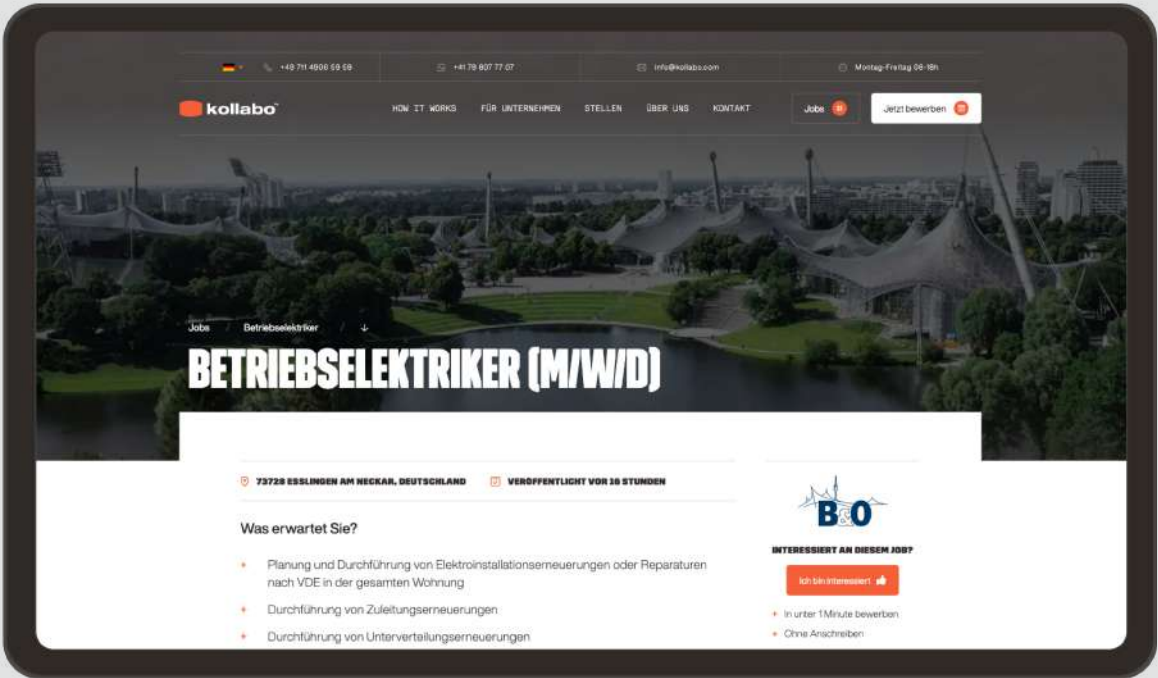
A

PRE-VETTED  
CANDIDATE POOL



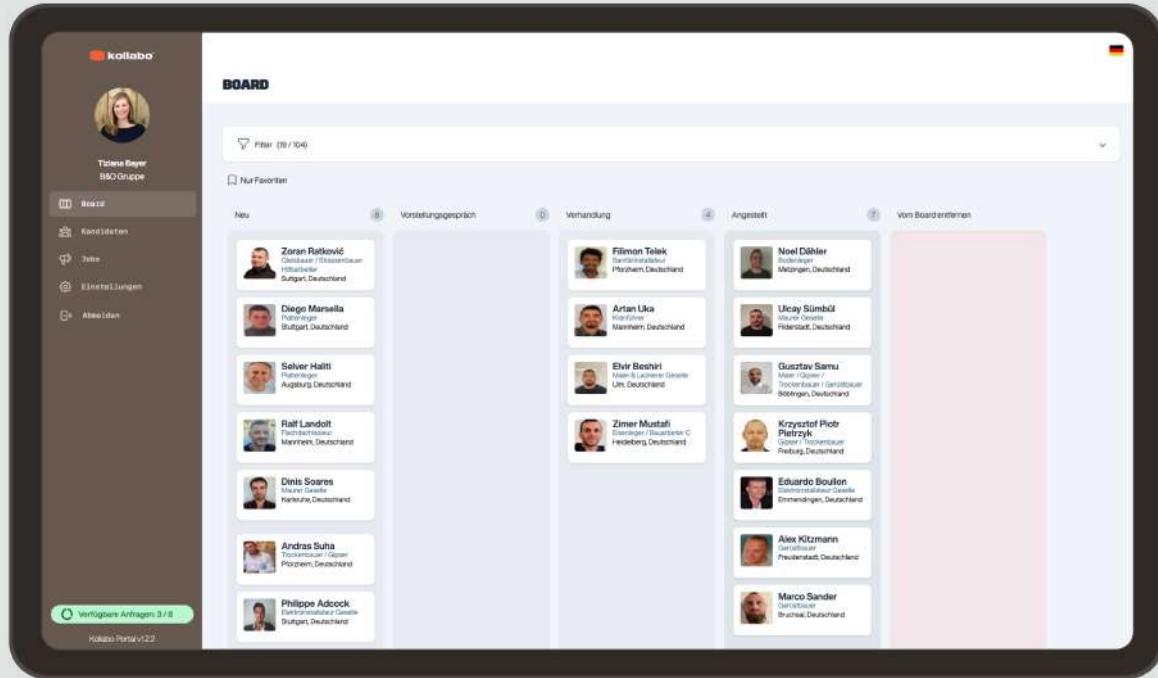
B

EMPLOYER BRANDING  
& MULTIPosting



C

ALGORITHM MATCHED  
CANDIDATE PROPOSALS

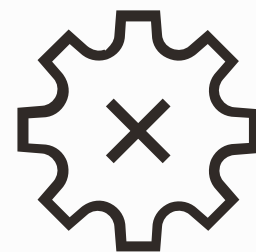


## 2. PROBLEM

### THE **JOB MARKET** FOR SKILLED BLUE-COLLAR WORKERS IN EUROPE **IS BROKEN**

The jobs are scattered across more than 3m construction companies and 74k staffing agencies across Europe. Candidates are still not actively sourced. Career guidance for candidates is missing.

A



### TIRING PROCESSES

Finding and applying for the right job is time-consuming and nerve-wrecking.

B



### INTRANSPARENT OFFERINGS

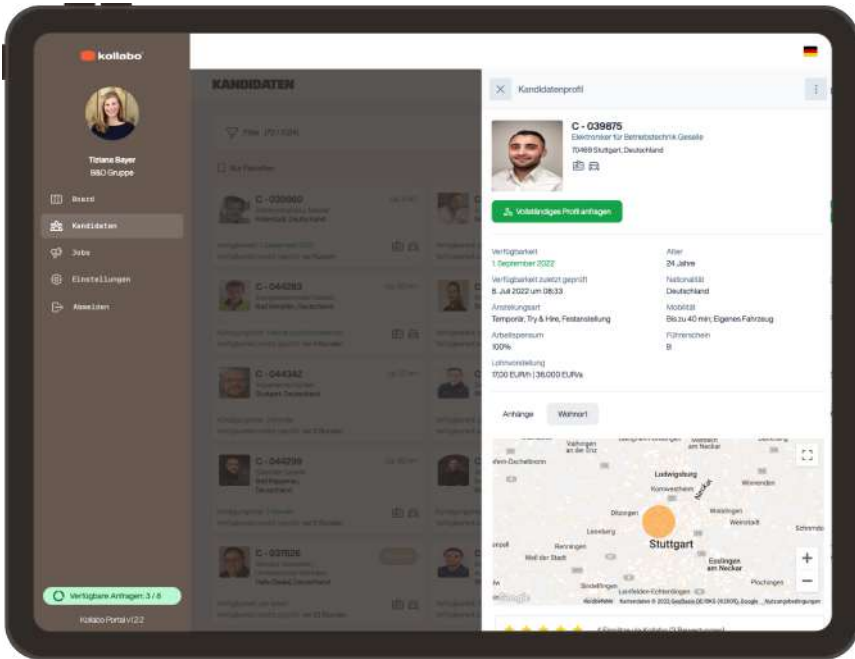
Temporary jobs are not advertised online and scattered across 74k staffing agencies.



# 2. SOLUTION

## WE ENABLE BLUE-COLLAR WORKERS TO EFFICIENTLY FIND THE RIGHT JOB AND BUILD A CAREER

Kollabo is the only platform providing temporary and permanent positions from construction companies and agencies alike. Through our approach, workers benefit from better service, reduced downtime and up to 50% higher salaries with a single application.



1'000+ Construction companies



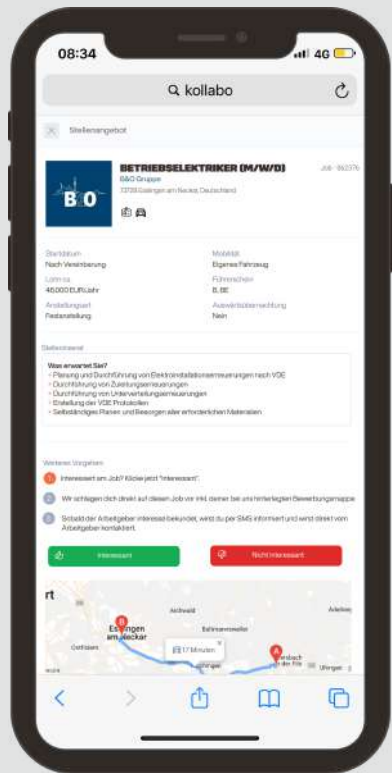
200+ Staffing agencies

Solution 2	7	We make work easy
------------	---	-------------------

# 2. PRODUCT OUR PLATFORM CATERS TO THE NEEDS OF JOB SEEKING CANDIDATES WITH CURATED JOBS, ACCESS TO RECRUITERS AND PROFILE CREATION

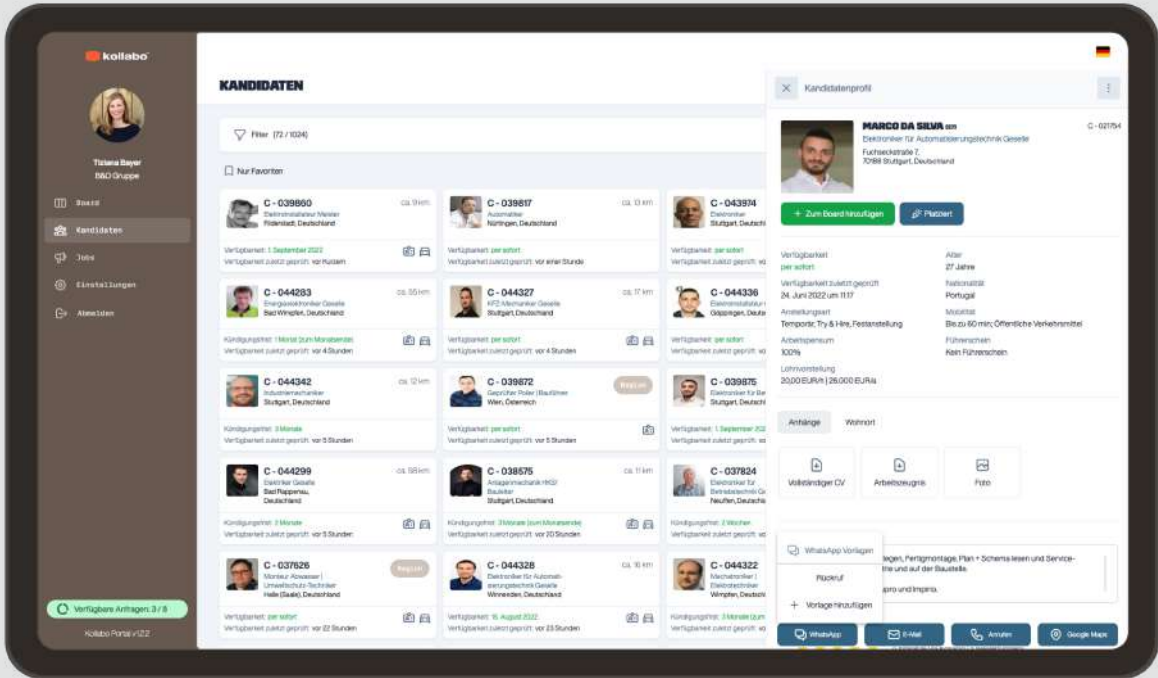
A

1-CLICK APPLICATION



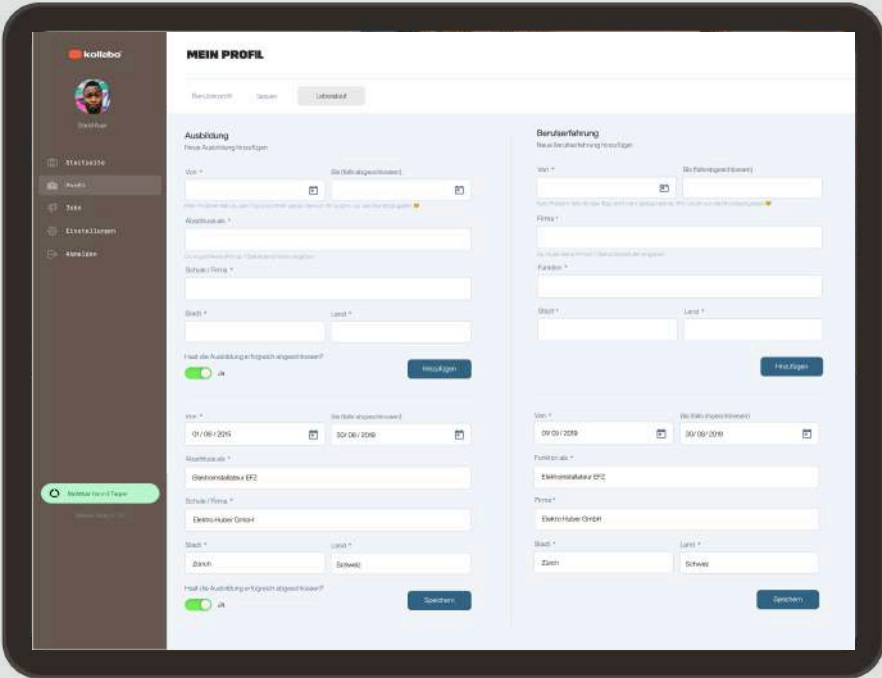
B

CANDIDATES GET ACTIVELY SOURCED BY COMPANIES & AGENCIES



C

BUILT IN CV UPDATES







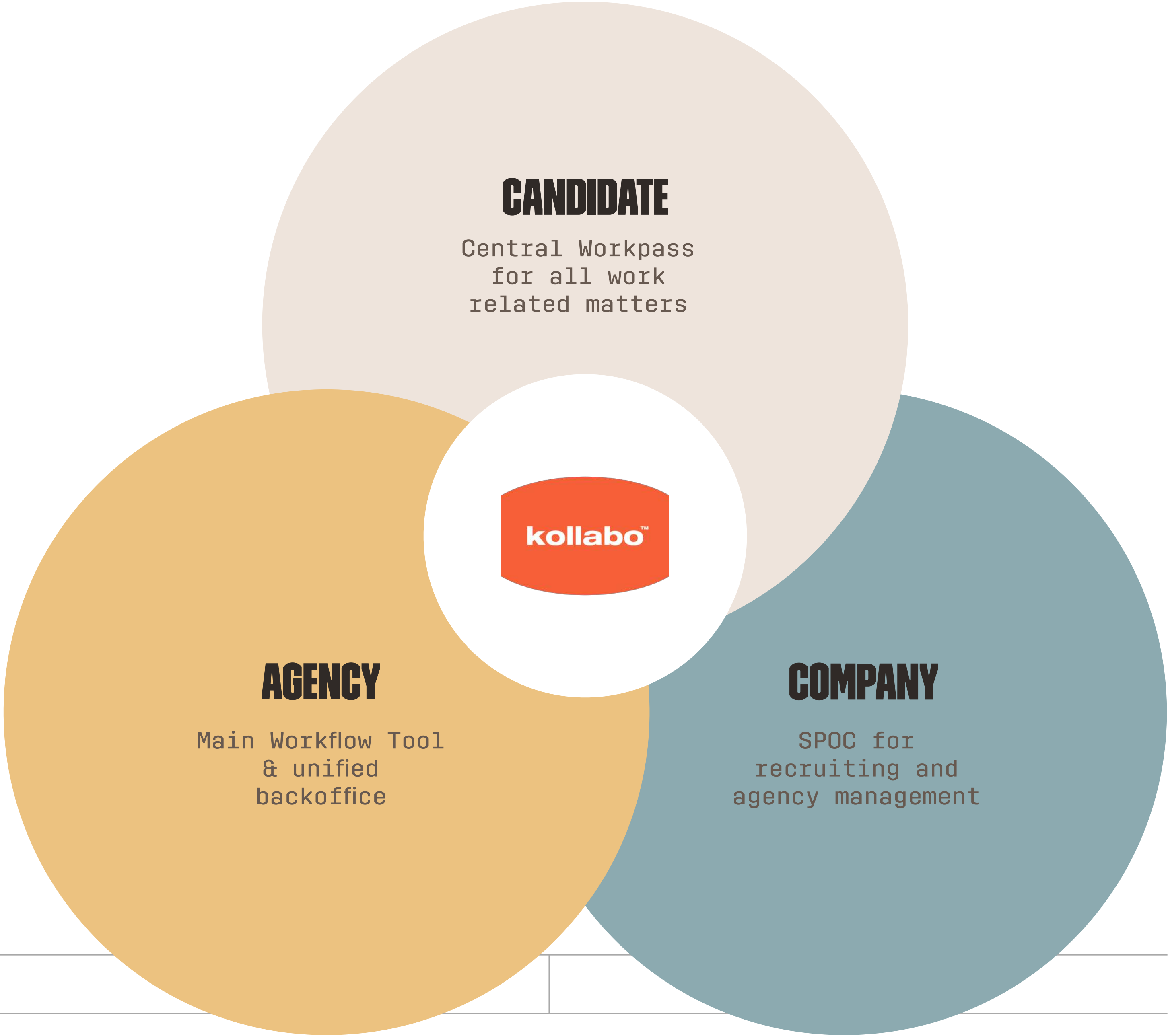
# ADDRESSING A **€ 85BN** MARKET WORLDWIDE








OUR VISION IS TO  
REVOLUTIONIZE HOW  
SKILLED BLUE-COLLAR  
WORKERS **BUILD THEIR  
CAREER**

“Skilled blue-collar candidates deserve to be sourced actively, receive competitive compensation for their hard work and build up fulfilling careers. We can’t afford them being struggling with paperwork or leaving their field due to underwhelming career outlooks. This is why we built Kollabo: We make work easy!”





# CONTACT

-  [manuel.inauen@kollabo.com](mailto:manuel.inauen@kollabo.com)
-  +41 79 326 84 07
-  Altstetterstrasse 149, CH- 8048 Zurich
-  [kollabo.com](http://kollabo.com)

