

More contracting opportunities from new alliance between online contractor services

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ContractorCalculator (<http://www.contractorcalculator.co.uk>) has partnered with online services marketplace people4business (<http://www.people4business.com>) to provide contractors with increased opportunities for finding new contracts as the economic outlook worsens.

ContractorCalculator CEO Dave Chaplin says: "The partnership with people4business will provide contractors with a totally new route to their end-user client markets and a way to maximise their income as the downward pressure on contract rates escalates."

By registering with the Contractor Marketplace (<http://contractorcalculator.people4business.com>) free of charge, contractors can advertise their skills and hourly rates to a growing audience of 2,650 end-user client buyers. And once a contractor has sold their skills, people4business guarantee payment on time.

According to people4business Managing Director Duncan Taylor, the partnership with ContractorCalculator will significantly enhance opportunities for contractors to win new business. As he explains: "Contractors now have a dedicated Contractor Marketplace in which to sell their highly sought-after skills to the hundreds of blue chip buyers who are our regular users."

Both contractors and clients stand to gain from the total price transparency of the Contractor Marketplace, as the price listed is the price paid by the client. A simple 10% margin is applied to the contractor's hourly rate, and the total is then listed on the site as the final fee to pay.

Keeping such transparency throughout the site applies to contractor's fees as well – a basic listing is free, but contractors can enhance their online skills entry and their CV for an additional fee.

Launched in 2006 by Taylor, a former IT Director and client recruiter, people4business was created to circumvent the often costly and sometimes frustrating process of using recruitment agencies to source highly skilled knowledge workers such as contractors.

"Contractors from sectors such as IT, telecoms, engineering and construction have highly desirable and portable skill sets that are still in high demand," says Taylor. "The new Contractor Marketplace complements our existing specialist and white label marketplaces, such as people4charity, people4healthcare, and our partnership with The Guardian."

As the recession deepens and contractors are finding themselves chasing fewer contracts with much stiffer competition, fortune will favour those who are better at securing contracts, as Chaplin explains:

"In past downturns the contractors who secured the best contracts (or any contract for that matter!) weren't always the ones that were most qualified for those contracts. The ones who secured them were the contractors who knew best about how to secure a contract. And a listing on Contractor Marketplace is

one new way to do exactly that.”

Who We Are

ContractorCalculator (<http://www.contractorcalculator.co.uk>) is a leading independent website for the UK contracting industry – most of whom are highly skilled workers in information technology, engineering, electronics, and construction. Independently audited by ABCe, its last audit, in September 2008 showed the site was visited by 113,159 unique Users/Browsers.

There are 1.4 million such workers in the UK today who prefer to run their own businesses and work under contract rather than become employees of specific companies. Their contribution to the economy is crucial to keeping UK businesses competitive.

people4business is a price-transparent online marketplace for the Buyers (primarily UK businesses) and Sellers (freelancers, contractors and consultants) of professional services.

Buyers search for, shortlist and contact Sellers with the skills they require and People4 also manage the contracts, timesheets, invoices and payments that result from each transaction.

Buyers gain from a low-cost marketplace solution for recruiting contract staff.

Sellers gain from free marketing for their skills and guaranteed payment for every hour worked on a People4 contract.

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