



Let's **unleash** the potential of your business, **together**.

## The challenge:

Customers are lacking compliant business automation and easy access to qualified talent.

## Our solution:

Provide compliant automation and talent acquisition with ThisWay Global + IBM Watson Orchestrate.

Silver  
Business  
Partner



**38%**

of fully qualified talent is being overlooked.

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

Customers complete 3 hours of tedious work in just 3 seconds.



Increase your customer base, deal size and commissions in 2023.

**Start today.**

INCREASE YOUR 2023 REVENUE NOW, THISWAY.

# Just 3 Steps to closing more deals in 2023...

ThisWay Global has closed and onboarded all IBM Watson Orchestrate deals to date.

IBM's Think keynote featured Rob Thomas, ThisWay's CEO and the CEO of Sport Clips sharing success of their 2,000 store and 13,000 employee business using this combined automation solution.

Currently, thousands of organizations are benefitting from compliant recruitment process automation from ThisWay Global and over 8,500 proprietary talent partners, world-wide.

1

**Register a customer deal with ThisWay** and our experts will reach out on the same day (Mon-Fri).

We will prep a custom deck and demo for your customer call with us.

2

**Our expert will demo business automation, AI and talent acquisition technology** inside IBM Watson Orchestrate.

We will assist with discovery, deal structure and deal sizing.

3

**You will register the deal** with IBM & TDSynnex and also keep your part of the margin provided. ThisWay retains just 7%.

\$

**Your customer is buying AI & business automation right now. Make sure they buy it from you!**

**LISTEN** 

Link to excerpt of IBM Think keynote [here](#).



REGISTER A DEAL WITH US

Contact a **SALES EXECUTIVE TEAM MEMBER** to get started



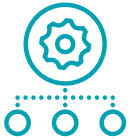
### Deliver automation

Your customers need business automation and easier access to qualified talent. Solve both challenges immediately with ThisWay Global & IBM Watson Orchestrate's solution.



### 3 days work in just 3 seconds

Enterprise customer testimonials share they are seeing hundreds of unique, qualified candidates for each open job, in seconds.



### Automate existing workflows

This enables new employees to perform faster and existing employees to increase productivity with improved business outcomes.



### Personalized & simple

With only 45 minutes of training your employees will get more, error-free work done and increase efficiencies across every business. This helps drive retention of the best and brightest in your client's organization.



### Qualified talent, instantly

Know who is available in every market, every industry in a matter of seconds. Our technology is also EEOC & OFCCP compliant.



### Hit important metrics

With Watson Orchestrate and ThisWay Global, you put talent, fairness, Employee Resource Groups (ESG) and diversity at the center of the recruiting experience.

*ThisWay Global's reseller program has no upfront costs. Our team supports you throughout the entire sales process and you keep the majority of margin from the sales of IBM automation and Watson Orchestrate products.*

**LISTEN** 

[Malcolm Gladwell's Podcast](#) featuring  
ThisWay Global Founder & CEO



## INTRODUCTION

# Note From ThisWay CEO:

A decade ago, I was leading an R&D team at The University of Cambridge when my team of 150 researchers identified bias as a massive issue holding people, companies and economies back from achieving their greatest potential.

Bias is a basic human instinct we all need to survive. Bias is NOT discrimination.

In fact, the smartest people in the world tend to be the most biased due to creating intelligent shortcuts that lead to greater success. These shortcuts also lead to overlooking the incredible talent you need to increase revenue and sustainable profitability. But those days are over!

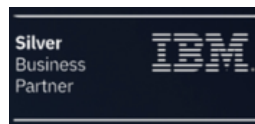
IBM and ThisWay Global have partnered to bring you and your customers a technology solution that will improve talent acquisition outcomes and bring business automation for your entire business footprint in 30-60 days.

We want to introduce you and your customers to the power of compliant, secure and trusted AI, data and automation; Watson Orchestrate. Our team of experts are excited to work with you and your customers.



## Angela Hood

CEO & Founder | ThisWay Global Inc.  
Certified WBE by WBENC  
HQ: Austin, Texas, USA



## REFERENCES:

[ThisWayGlobal.com](https://www.thiswayglobal.com)

[Smart Talks with Malcolm Gladwell](#)

[IBM-Watson Orchestrate](#)

# The technology we have long waited for is **finally here...**

Current job market dynamics mean that your current employees are burdened with more tedious work and less time to do the important work they were hired to do.



Company leadership can solve this problem in less than 30 days without distracting IT teams from current workloads.

## Time it takes to get results with ThisWay + Watson Orchestrate:

Find 300 qualified candidates <b>3 seconds</b>	Show previous applicants for this job <b>4 seconds</b>	See applicants from last 2 years for this job <b>7 seconds</b>	Auto create a new job descriptions <b>54 seconds</b>	Make sure all jobs are OFCCP Compliant <b>9 seconds</b>
Access 169 million talent profiles for my job <b>2 seconds</b>	Post a new job across 8500 diversity groups <b>9 seconds</b>	Match talent to our jobs without bias <b>3 seconds</b>	Source talent from diverse networks <b>3 seconds</b>	Contact 300 candidates & schedule interviews <b>4 seconds</b>



*Let your team focus on what they do best, and let Watson Orchestrate do the rest.*

WHY SHOULD YOU BECOME A TD SYNnex PARTNER RESELLER?

# Answers to your questions...



## WHO? Mid-market & Enterprise Businesses

Any customer hiring more than 100 people in the next 12 months will derive significant value from our combined solution. It works well for entry, mid-level and senior level jobs across all industries.



## WHY? Experience Increased Revenue From Existing Customers

All of your customers would benefit from improving their organizations through business automation and effective hiring. We want to enable you to continue being the first call your customer make. You can partner with ThisWay on all of your Business Automation deals, even those unrelated to HR automation. We are flexible and value collaboration and transparency with all of our partners.

# Thank you!

We believe we have created a compelling framework for partnering to increase your customer base and revenue. Please share your questions with our team.  
Thank you for considering working with us, ThisWay.

