

## The Consequences of the Shortage

Due to the scarcity of forklift drivers, many staffing agencies are experiencing:

- **Delayed fulfillment of client needs** – Companies are unable to get forklift drivers when needed, leading to operational slowdowns.
- **Increased costs** – Rising wages, employee benefits and recruitment costs make it harder to find and retain talent.
- **Operational inefficiencies** – Productivity cannot be enhanced/unable to run additional shift due to manpower unavailability

## How **Autonomous Forklifts** Can Help Staffing Agencies Overcome the Forklift Driver Shortage in the USA

### The Growing Challenge: Forklift Driver Shortage

Staffing agencies across the USA are struggling to find skilled forklift drivers, especially those that provide outsourced staffing solutions to their clients. With a significant shortage of qualified operators, fulfilling client demands has become increasingly difficult. This not only affects business operations but also results in unfulfilled contracts and dissatisfied customers.

### WHY STAFFING AGENCIES SHOULD PIVOT TO AUTOMATION

As the labor market continues to struggle with worker shortages, staffing agencies must explore innovative ways to sustain their business and remain competitive. A collaboration with autonomous forklift providers ensures that clients' operational needs are met without the ongoing challenges of worker shortages and turnover. This shift from purely manpower supply to **automation-as-a-service** allows staffing agencies to adapt to changing industry demands while maintaining their revenue streams.

By **embracing automation**, staffing agencies can transform challenges into opportunities, ensuring they stay ahead in the evolving landscape of workforce solutions.

# A Strategic Solution : Collaboration with Autonomous Forklift Providers

To combat these challenges, staffing agencies can partner with autonomous forklift providers, such as **ARAPL RaaS** (Robotics-as-a-Service), to provide clients with a seamless, technology-driven solution rather than solely supplying human operators. This collaboration can ensure long-term success for all parties involved.

## How the Partnership Works

By forming a **tri-party agreement**, staffing agencies can introduce autonomous forklift providers to their clients. The autonomous forklift providers would be responsible for:

- **Delivering** the agreed work content.
- Charging clients on a **pay-per-month** basis.
- **Supplying and maintaining** autonomous forklifts at the client's site.

## Benefits for Staffing Agencies

### A partnership with autonomous forklift providers presents a win-win opportunity for staffing agencies:

- **Sustaining Revenue Streams** – Staffing agencies can **continue receiving commissions and margin** benefits through a pre-agreed agreement, even without directly supplying manpower.
- **Increased Productivity** – With autonomous forklifts, the business can increase their productivity by **working afterhours / adding additional shift** without having to worry about labour availability, as the responsibility shifts to the provider.
- **Long-Term Engagement** – **Client's relation with staffing agency** becomes **stronger** as they facilitate advanced automation solutions, ensuring consistent business relationships.
- **Increased Competitive Edge** – Staffing agencies that integrate automation into their service offerings will be seen as **more innovative and forward-thinking**.
- **Better Client Satisfaction** – With improved productivity and fewer disruptions, clients experience **smoother operations and enhanced efficiency**.



Scan  
for more  
information



+1 (951) 403 9480



info@araplaas.com