

# Contractor Management Best Practices

*From IR35 compliance to automated timesheets: how to run a profitable and compliant contract desk.*

## Module 1: Compliance First

Running a contract desk requires strict adherence to local labor laws, including IR35 in the UK. Automate your compliance checklists within your ATS before any placement is finalized.

## Module 2: Timesheet Automation

Manual timesheets lead to delayed payments and frustrated contractors. Implement portal-based digital timesheets that sync directly with your invoice management system.

## Module 3: Margin Optimization

Track your margins dynamically. Ensure your CRM flags any placement where the margin drops below your target threshold due to rate changes.

