



Case Study: 360° Voice Recruitment (PBP)

Key Highlights

Client's business saw the growth of 86% over 12 months

Generated a revenue of \$2,360 per recruiter, per month

Geography:
USA



Sector:
Information
Technology



Client:
A leading
IT staffing company
placing talent across
various levels



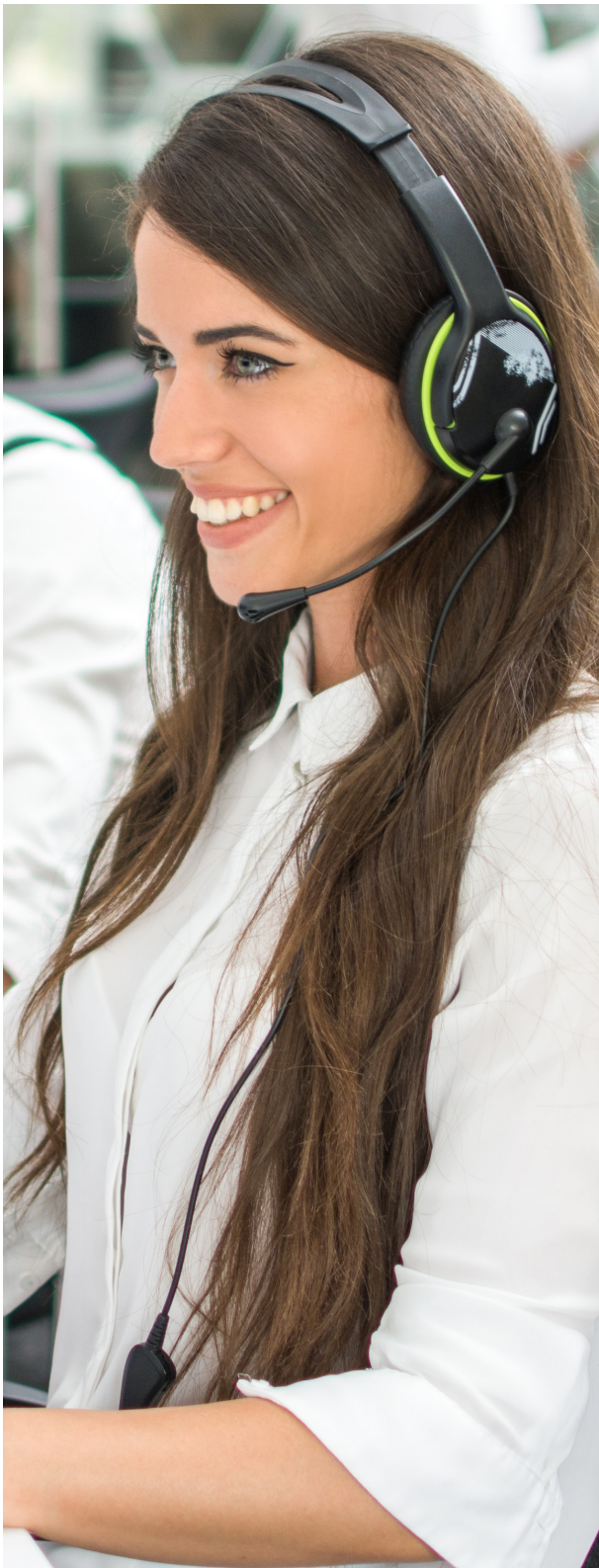
Client Challenges:

- The client required a recruitment solution based around growing their business but with a minimal initial investment and no fixed monthly cost.
- The client was unwilling to invest in a business model in which spend was not directly linked to success.
- The client wanted to minimise the time investment.
- Expansion of the client's business was the sole focus, backed by a robust delivery mechanism at a very competitive cost but with no compromise on quality.

Our Solution:

- We discussed the client's challenges, requirements and objectives, and they met the criteria for our Performance Based Partnership model.
- We analysed the clients work volumes and recommended that they initially begin with 2 recruitment resources, incurring a small one-time implementation fee; this fee is designed to minimise the client's initial investment.
- IMS People Possible's team designed and drafted a process to coordinate the onsite account managers, sharing the priorities evenly through an IMS Manager (SPOC).





- Following IMS People Possible's recommendations to the client, the onsite team assigned recruiters specific accounts to target their efforts, providing the recruiters with a better understanding of the accounts, ensuring quicker results.

Results:

- The productivity of IMS People Possible's team allowed the client to place many more candidates into available jobs within the first 3 quarters.
- The client was able to increase their overall team size from 2 to 15 recruiters, allowing them to serve various domains across their business effectively.
- IMS People Possible were responsible for nearly 70% of all placements made by the client, generating an average revenue of \$2,360 per recruiter, per month.
- The high productivity levels that our partnership generated, led to a fantastic scorecard and resulted in the client acquiring 4 new accounts from their customer.
- The client outlined business growth as a focus during our initial discussions, and IMS People Possible's impact resulted in business growth of 86% over 12 months.

Disclaimer:

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