



## Case Study: Outreach Coordination/Pre-screening

### Key Highlights

Hired 618 against the target of 400 placements

Achieved 153% of the target goal!

**Geography:**  
USA



**Sector:**  
Healthcare



**Client:**  
The client has headquarters in Chicago, Illinois and the United States, serving Healthcare, Scientific and IT domains.



#### Client Challenges:

- The client set a target of 400 hires in Q3 of 2020 in order to meet sales & profitability goals.

#### Our Solution:

- IMS People Possible has a longstanding relationship with this customer, but we realigned resources to ensure that we had enough recruiting full-cycle manpower to meet their aggressive hiring goals.
- Outlined was the object to cover all operational requirements within the recruitment team as quickly as possible, in turn considerably increasing the capability to improve fill rates quickly.

#### Results:

- The recently provided recruitment resources immediately improved the client's recruitment efforts and well exceeded the quarterly target.
- IMS People Possible exceeded their target of 400 placements for the third quarter in 2020 by making 618 hires across 33 recruiting staff. This is 153% of the target goal!
- The client has continuously invested in additional outsourced resources, planning to provide IMS People Possible full ownership of dozens of high-volume VMS customers in preparation for an economic recovery in 2021.
- Due to the overwhelming success in the Healthcare sector, the client has now outlined a goal for IMS People Possible to support their IT VMS recruitment team.

#### Disclaimer:

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