

CASE STUDY

Global Staffing Leader Optimises US, UK & APAC Recruitment with IMS



Client:

A renowned global staffing company with expertise in 11 industries and a network spanning 139 offices across 37 countries.

Challenges:

The client needed to fulfil IT job roles for government agencies across various US, UK, and APAC locations (Victoria, NSW, Queensland, Western Australia, ACT). Manually screening the high volume of applications would strain their onshore teams. Scaling up with additional staff meant significant time and financial investments.

Our Approach

- **Partnership, not expansion:** IMS People Possible provided a dedicated team of 16, including a Team Leader, to streamline the client's recruitment process.
- **Initial Screening:** We started with a 180° model in September 2021, assisting with the initial stages.
- **Enhanced Efficiency:** Responding to the client's needs, we transitioned to a 270° model in February 2023. This empowered us to source, pre-screen, and submit qualified candidates directly to the client, significantly reducing their workload.



Results

Increased Placements

Since September 2021, our collaboration has resulted in **316 offers**, with **256 successful starts**.

Revenue Generation

Recruitment fees from placements made since January 2022 totaled **AUD 2,690,081**.

Exceptional ROI

The client achieved an impressive return on investment of **3.32 times**.



"Partnering with IMS People Possible has been instrumental in optimising our recruitment process across US, UK, and APAC regions. Their expertise has freed up our onshore teams to focus on strategic initiatives while delivering exceptional results."

Are you a global staffing leader seeking to streamline recruitment in specific regions? Consider partnering with IMS People Possible. We offer scalable solutions, from end-to-end recruitment to targeted support. Contact us today and discover how we can optimise your recruitment process for maximum impact.

Disclaimer: This case study is the property of IMS People Possible. All case studies have been inferred from actual activities. Information provided is factual, and in certain cases, the figures are referential. Specific client information and data are kept in confidence to protect our client's business interests. If you have any further questions or want to know more about how IMS People Possible can help your business, please email us at info@imspeople.com.

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