



Generated 6.6x ROI Through Customized Workforce Solutions

Geography

United States

Client Tenure

7+ Years

Industry

Finance, Healthcare, and Insurance

Case Study Period

12 Months

Service

Full-Cycle Recruitment

Team Size

5 Resources

Client Profile:

An award-winning workforce solutions provider offering staff augmentation, recruitment process outsourcing, permanent placement, and enterprise vendor management services.

Solution:

- Developed customized strategies to support workforce optimization, addressing specific client needs and industry challenges.
- Focused on active sourcing and candidate engagement to build a robust talent pipeline.
- Provided an Operations Manager and Team Manager with expertise in VMS-centric campaigns to drive success.
- Assigned dedicated resources with a target of submitting a minimum of 5 quality candidates per week.
- Collaborated with the client to improve Turnaround Time (TAT).

Client Objective:

- Support end clients in optimizing workforce management, and utilizing the latest technologies for a competitive edge.
- Achieve a target of 15 end-client submissions per recruiter per month.
- Build a sustainable talent pipeline for VMS-centric campaigns.

Impact:

- Made 73 placements, and generated \$405,627 per resource in bookings.
- Generated 6.6x ROI.
- For a detailed breakdown, refer to the tables on Page 2.*



2024 Performance Data

Month	Resources	Submissions	Jobs Covered	Interviews	Offers
Jan	5	75	40	11	1
Feb	6	55	27	16	3
Mar	4	42	20	9	2
Apr	3	52	20	19	15
May	3	43	22	4	4
Jun	5	46	15	11	8
Jul	5	81	20	23	14
Aug	5	71	25	11	6
Sep	6	65	22	15	7
Oct	6	80	24	11	9
Nov	6	45	17	3	1
Dec	7	47	15	9	3
	5.08 Avg	702	267	142	73

