



Case Study: Sourcing

Key Highlights

Despite of COVID situation, team generated £675K in gross margin for 2020

Client has seen an ROI close to 500% each year since the commencement

Geography:
UK



Sector:
Healthcare



Client:
An NHS
framework Doctor
Recruitment Agency



Client Challenges:

- The client's fill rate was diminishing as they were not sourcing enough candidates from their database.
- The client's recruiters were dedicating their focus to the recruitment of full-time Doctors, in the interest of generating as much revenue as possible. The focus on full-time recruitment lead to short shifts going unfilled.

Our Solution:

- IMS People Possible deployed a dedicated recruitment team to work on the client's database and systems.
- This recruitment team reactivated and reregistered candidates from the old database and ensured all compliance requirements were met.
- Each recruitment resource worked to build their pool of viable candidates and ensured each candidate met the regulatory compliance requirements.
- The recruitment team worked directly with candidates and customers to increase the fill rates across various specialities for locum roles.

Results:

- This team billed £809K in gross margin for 2018 and is estimated to reach £945K in 2019. Despite of COVID situation, team generated £675K in gross margin for 2020.
- Despite of all the constraints, the client has seen a return on investment close to 500% each year since the commencement of our support.
- IMS People Possible have maintained a superb relationship and partnership with the client for over 8 years.

Disclaimer:

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