

CASE STUDY 1

INCREASING BOTTOM LINE AND SCALING REVENUE WHILE REDUCING OVERALL COST

Our client is a technology staffing agency based in New York City, they have been around since last 18 years. The company was involved majorly supporting VMS/MSP clients. Part of the revenue was driven by Full time placement & SOW projects. In the last couple of years, the growth of this agency sky rocketed with the acquisition of

new MSP/VMS accounts and SOW accounts.

TEAM SIZE:

Onshore

- 7 Recruiters
- 1 Recruiting manager
- 3 Sales manager

Revenue

- \$22 Million

CHALLENGE

- Limited onshore team size to help with production for new MSP clients
- Low return on investment from current team on full time placements
- lopsided proportion of requirements to recruiter ratio
- Low score on scorecards

SOLUTION

- We provided them 6 full life cycle recruiters at the cost of 2 onshore recruiters
- With the help of the new offshore team, the onshore team could concentrate more on full time revenue and high touch consulting roles
- We took on all the administrative functions and provided 6 recruiters, which helped the onshore and offshore recruiters focus primarily on recruiting functions
- We focused on providing a positive experience to the candidates

RESULTS

- Within 1 year, we helped increase their MSP revenue by 43%
- Within 1 year, the local team was able to bill \$1.28M in full time revenue
- With the distribution of work, the requirement to recruiter ratio dropped making it more effective for the recruiters to produce, without hurting the budget
- Within 1 year, we helped them with their scorecard and brought both submission numbers and offer ratio 76% higher than previous year

BOTTOMLINE

- 2.5 X ROI on offshore resources
- 48% increase in overall revenue
- Better Scorecard
- Boost in company morale

Top Offshore talent, unrivalled cost

We are spearheading a revolution in the RPO industry, reshaping its landscape. We utilize technologies to their fullest potential, bringing you **ters.**



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