

HiringSolved

How HiringSolved Helped a Staffing Company
Increase Placements and Save \$200,000

Executive Summary

In August 2020, a leading national staffing team partnered with HiringSolved to support their growing business needs. Relying on HiringSolved's experience with the staffing industry, the customer was able to **save \$200K in operational expenses** while shortening their time to submit candidates by 33%. This led to winning more placements and a **14% increase in revenue**.

The Problem

Internal research shows that 40 - 60% of qualified candidates already exist in your ATS, but without the right search and match technology, they're impossible to find so the majority of resources and money spent on candidate discovery are wasted. HiringSolved unifies silos and unlocks internal data across all databases so recruiters can decrease their time to source and reduce recruiting costs.

The Solution

HiringSolved identified redundant systems and related inefficiencies resulting in unnecessary technical debt. This consultative approach also identified opportunities to shorten their processes while improving outcomes.

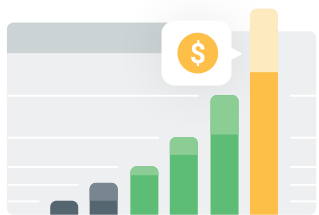
HiringSolved recommended a two-step solution—retiring an in-house search solution for HiringSolved’s out-of-the-box functionality and increasing operational efficiencies with an AI-driven workflow. This allowed the company to reduce costs and divert additional resources to revenue generating business units.

Before being introduced to HiringSolved, the customer had reviewed a number of other vendors to support search functionality for their talent

database. These other solutions, including developing their own in-house technologies, under delivered causing missed sales opportunities and stressing budget and resources. HiringSolved applied their talent intelligence technology to the existing database and increased search functionality while reducing the need to rely on the in-house products.

Working through pandemic-related layoffs forced this staffing team to look for creative ways to deliver the same level of service to their clients that they were renowned for. HiringSolved worked with them to streamline several manual processes and replace them with a technology driven approach. HiringSolved’s talent intelligence platform, allowed the customer’s recruiters to save 33% off their time—leading to better, faster outcomes for their clients..

Outcomes



Increased Sales Volume

In the same timespan as mentioned above, HiringSolved’s customer placed **14% more candidates** than the previous quarter. Forecasted annualized revenue from this change alone is expected to reach \$6 million.



Unified Technology Led to Massive Cost Savings

HiringSolved worked with this customer to retire their old system and replace it with HiringSolved’s solution in just 3 weeks. This implementation alone **saved the customer over \$200,000** in ongoing costs related to system development and maintenance.



Operational Efficiencies

In two months of using HiringSolved, the customer reported a 33% shorter time to submit candidates. Automated candidate sourcing and engagement **saved 2-3 hours per recruiter per day**—exceeding all expectations.

To learn more about HiringSolved and see how we can help your organization, please visit: HiringSolved.com/Demo