

CASE STUDY: RPA Speeds Up Filling Time For Staffing Companies

“ After the success of RPA within another part of our company, we looked for other areas where automation made sense. ATC struck gold for us by automating new ways to find candidates and open opportunities,” Staffing Company President.

CHALLENGE

With unemployment getting lower every month and our open contract requirements climbing higher than ever before, our client was struggling to attract and place new contractors. Their customers were getting frustrated with not being able to get their positions filled, which was dually hurting the productivity and growth of their company. Additionally, they were being held back from being able to grow revenue in step with the number of open requirements they had. The client had hired new recruiters and were subscribing to all the major job boards and were still stagnant.

SOLUTION

ATC designed an Automated RPA process for mining data that helped recruiting and sales. Our process was able to identify candidates and needed skill sets and deliver that information to our client's recruiters, while also finding more open requirements with prospects based on those same skill sets. This allowed them to have multiple openings to submit or market candidates to. We tied into numerous data sources and started delivering candidates and prospects for the client within the first 24 hours. We streamlined the process to deliver non-stop.

CLIENT VALUE DELIVERED

In the Staffing and Recruiting business having the candidate is the only way you can grow your revenue and your profits. Our process not only delivered more candidates for our client to reach out to, but also cut down on their reliance on boards and their setup “agents”.

Using ATC let our client pull out of the race to be first with new resumes posted and identified passive candidates for their recruiters to reach out to. The added benefit of receiving more openings for their salespeople to market candidates to only added to their success. Within the first full month, their placements went up 20 percent and they added three new customers tied to this effort. The RPA solution we implemented became their best Recruiter and best Salesperson.