

CASE STUDY

The Heartbeat of a Healthy Offshore Partnership

With a focus on hospital and healthcare staffing, a Midwest-based recruiting firm has a simple approach: take care of candidates, so that candidates can take care of patients. As pressure within a competitive recruiting market increased, the search firm turned to 247Hire to provide holistic offshore solutions to improve company and team health.

The Need

Following year-to-year growth and a multitude of industry awards, the search firm found itself with a growing number of reqs, particularly for seasonal needs, and an increasing demand to fulfill needs for large national accounts. With growing competition and a desire for flexible, scalable solutions, the company wanted to leverage offshore solutions, without committing to a single offshore firm.

The Challenges

- ✓ **Competition**
Sustaining growth in a very competitive market
- ✓ **Demand**
A steady increase in reqs strained internal resources
- ✓ **Exposure**
Needing to increase resources without additional headcount
- ✓ **Limitations**
Large accounts hindered by an onshore-only model

The Solution

247Hire dedicated four offshore recruiters and an Engagement Manager to serve as a liaison between teams. This close partnership resulted in a deep, nuanced understanding of the company and its clients, stretching beyond typical offshore partnerships.

Working in harmony with internal teams during business hours, maintaining daily contact and leveraging the company's ATS, 247Hire recruiters submitted candidates directly to end clients, resulting in 300+ placements.

01 Accessibility:

Direct access to management facilitated more effective communication and a faster response time to needs as they developed, compared to other offshore providers.

02 Seamless integration:

247Hire plugged in seamlessly with the company's existing work hours, processes and ATS.

03 Engagement liaison:

247Hire's Engagement Manager helped to facilitate operations between internal and offshore teams.

The Impact

Though the company was hesitant at first to commit to a single firm, they ultimately decided to end their other offshore engagements, and partner exclusively with 247Hire. Over a two-year span, they scaled their team of offshore resources from four to 20.

To date, 247Hire has placed more than 300 candidates across a variety of healthcare positions, improving speed, quality and volume, with a focus on VMS staffing. 247Hire's expertise, guidance and accessibility has increased adoption of the client's internal systems and improved productivity among internal recruiters.

"The greater accessibility to management was welcomed," said the company's Director of Operations. "This facilitated more effective communication between our two teams and, as a result, 247Hire had a much quicker response time to our issues and needs as they developed, compared to the other partners we worked with."

With 247Hire, the staffing company is now able to provide a higher level of service to all their accounts, positioning the firm for long-term sustained growth.

"Previously, we would've looked to other options, but we had built such a trusted partnership with the 247Hire team we decided to expand and grow with them. Through our partnership, the quality of our candidates sourced has greatly increased, which has led to more overall placements."

Director of Operations

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TRUE OFFSHORE PARTNER

20

DEDICATED RESOURCES

300+

PLACEMENTS (ONGOING)

The Pressure Is Off

At 247Hire, our mission is simple: empower you to achieve more.

Contact us today at sales@247hire.com or [630-686-0100](tel:630-686-0100) to fast-track your success.

