



## CUSTOMER SUCCESS THROUGH **RAPID HIRING SUPPORT**

### HIGHLIGHTS

- \$1M paid to client by their customer
- \$211K in fees saved

### CLIENT

One of the world's largest IT services and solutions providers.

### SITUATION

Our client had to meet certain SLAs for their customer, and relied on AGS' support to enable them to meet their deadlines and requirements by providing talent to get the job done. There was an immediate need to fill 50 requisitions in less than 30 days in order to make this possible.

### CHALLENGE

The markets were challenging, timeline tight, and a need for knowledge transfer between recruiting organizations to ensure no gaps in the hiring process.

### OUTCOME

All offers were extended and completed in less than 30 days, resulting in a \$1M payment to our client from the customer for hitting the service milestone dates, as well as an avoidance of

more than \$211,000 in penalties. Less the cost of RPO placements, our client received \$879,175 in revenue thanks to our support.

### INNOVATION

AGS created a sourcing strategy and conducted market research for multiple locations; and defined the activities, decision making, and time frames to maximize our chances of reaching the goal. And we ensured there was a comprehensive knowledge transfer between recruiting organizations so there were no gaps in the hiring process.

When it was apparent that hiring was slower than anticipated in one of the locations, AGS quickly recommended an onsite career fair and generated a proposal in less than 24 hours for the client to approve.



### ABOUT ALLEGIS GLOBAL SOLUTIONS

Allegis Global Solutions is founded on a culture that is passionate about transforming the way the world acquires talent by delivering client-focused solutions that make a difference for businesses worldwide.

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