



Improved Sourcing Leads to Significant Savings: A Recruitment & Hiring Success Story

Client: Business Process Outsourcer

Client's goal: Decrease reliance and cost associated with paid referrals from external staffing consultants

Client's result: Hired 7,000 employees in twelve months and decreased paid referrals from external staffing consultants by 60%

AlignMark's Role: Redesign recruitment and hiring process to incorporate online objective sourcing and pre-screening tool

Additional Comments: Increased ability to self source much greater percentage of candidates resulted in direct cost savings of \$6,000,000