Compunnel Staffing

Global Human Resources Software & Services Provider ranks Compunnel in its Top 3 Vendors

A Compunnel Case Study on Global Human Resource Staffing

OVERVIEW

CHALLENGES

- Periodic re-evaluation of client's existing vendor list

- Sourcing niche technology skills across the US at a lower cost

- Less well-known VMS in place

SOLUTIONS

- Providing top talent consistently at a lower cost compared to other suppliers

- Leveraging proprietary crowdsourcing, referral, and machine learning algorithm to source talent with niche skills at the right cost

- Working well with any kind of VMS on the market, even less mainstream ones.

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CLIENT CHALLENGE

The client was undergoing a regular re-evaluation of its contingent workforce supplier list. They did not have an MSP in place and the Procurement department of the company was relying on a less well-known VMS to manage their list of suppliers.

The client's criteria included that their vendors be able to supply talent across the US. The project requirements for the client's hiring managers often required talent that was highly technical with niche skills.

This kind of talent requirement represented a conflict of interest with the client's Procurement department, which maintained lower cost as a priority. The client needed to have visibility into their spend on Contingent Workforce Solutions.

Overall, the client also required that any vendors they consider keeping on the list are able to deliver these two conflicting requirements while working with PeopleFluent, a VMS software that is less well-known within the talent management industry.

Clients without MSPs have no middle man to manage their stringent CWP budgets and rely heavily on vendor performance while making decisions about who they keep in the mix.

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SOLUTION

Compunnel's tried and tested method of employing our proprietary technologies iEndorseU and StafflinePro to source, screen and manage referred talent had served the client on multiple occasions.

Compunnel was also able to demonstrate a local presence and deliver quality candidates in any location across the country. By leveraging JobHuk, the largest recruitment marketplace with over 3500 vetted independent recruiters. Compunnel was able to source high quality candidates with IT and Engineering backgrounds. Compunnel's Account Managers were also able to work seamlessly with PeopleFluent, the client's VMS, to deliver big results.

Compunnel was able to consistently deliver high-tech resources with niche skills at a lower cost anywhere across the US to the client, satisfying the requirements of both Procurement and hiring managers. This cemented our place as one of the client's top 3 suppliers.

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RESULTS ACHIEVED

100% Bill Rate Compliance

39% Fill Rate

30% Faster Submission Time than other suppliers in the program

27% Share of Wallet in the program

4.8/5 Average Contractor Evaluation Score

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ABOUT COMPUNNEL

Compunnel has been a trusted Contingent and Permanent workforce solutions provider in IT, manufacturing, engineering, and banking sectors for more than 2 decades. It has been providing talent for all engineering verticals from manufacturing to aerospace and defense. With operations in more than 28 locations across the US and offshore delivery centers in India, Canada, UK and Denmark, Compunnel believes is digitizing talent delivery to clients ranging from some of the best known startups to an array of Fortune 500 names.

Being the first staffing firm in the world to combine crowd-recruiting, mobility and artificial intelligence, Compunnel is revolutionizing the way organizations manage their talent supply.

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