

# Case Study

**A Global Provider of  
Recruitment, Search and  
Staffing Services**



## Client Overview:

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The client is a global provider of staffing and executive search services with a strong presence in major continents, notably North America and Europe. It's 500+ employees are spread globally across 10 offices and cater to Global Organizations, processing thousands of Candidate Conversations every day. The Client's operations spans Contingent hiring for Permanent and Contract Roles, RPO, Volume Hiring and Leadership and Executive Search.

## Business Need:

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To facilitate its global recruitment operations and CRM (Candidate Relationship Management) capabilities, the Client wanted to migrate from an in-house legacy system to an agile platform that offered easy accessibility, flexibility, cost advantages, and operational efficiencies. One of the strengths of the Client is its large pool of candidates database numbering in millions of records.

To summarize, the Client wanted the following:

- An Agile and Customizable Solution with minimal IT setup with 99.9% uptime and Redundancy
- Real-time, Granular Analytics for all its employees across all workflows
- Automation led productivity measurement and increases
- Fortify existing Candidate Relationships with 'One Candidate, One Company' approach
- Ease of Use and round-the-clock Support
- Data Privacy and GDPR Compliance
- Migration of Legacy Data

**About Us - Transform your recruitment process with Wisestep.com**



Wisestep's agile & data-driven approach to candidate relationship management ensures 99.99% uptime, enables intelligent integrations, and delivers quantifiable benefits to your recruitment & staffing operations. Reach out to us **USA:** +1-732-226-8155 || **EUROPE:** +44-203-794-8136

## Solution:

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Wisestep's team helped the Client to successfully migrate large volumes of historical data on to the platform while they were still being trained and Onboarded.

## Benefits:

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The Client wanted a balance between powerful features and very little effort and time in migrating legacy data . This was achieved in the following ways:

1. **Data Migration:** Historical Candidate records, Jobs and Client data comprising of millions of records was migrated seamlessly to the Wisestep platform over just 2 weeks' timeframe
2. **Rapid Candidate Database building:** Integrations with major job boards like Monster, Dice among others enabled easy sync between sourcing efforts and database building. This has helped accelerate the creation of a large candidate pool with significant reusability.
3. **Workflow and process automation:** Native Email integration with single click email sending, rapid Job Distribution, followups and reminders improved productivity significantly
4. **Real-time analytics:** Granular data is now available on all aspects of business for decision makers to the junior most employee in the client organization. The Client has been able to measure and improve its operating metrics.
5. **Data Privacy Out-of-the-Box:** GDPR compliance and Privacy by Design are available out-of-the-box allowing its European operations to continue to work seamlessly while it's peers struggled to manage GDPR complexity on their legacy systems.



**EASY MIGRATIONS FROM LEGACY DATABASES**

**4X**

**INCREASE IN CANDIDATE ADDITIONS TO THE POOL**

**20%**

**INCREASE IN RECRUITER PRODUCTIVITY AND SUBMISS**

**25%**

**SAVINGS ON COST**



**Quick & Friendly Support**



**Easy Data Migrations**



**Enterprise-grade Security**



**Integrations**

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