

## RECRUITMENT RAMP-UP FOR PEAK REVENUE PERIODS

National Healthcare Insurance Provider Relied On Source2 to Hire 600 New Employees in Three Months Amidst a Pandemic Labor Market

### Client

- Private equity-owned roll-up of two companies comprising a national Medicare solutions provider
- Had three locations and 300 employees when relationship was established with Source2
- Needed to hire 600 new employees and completely staff a new location within 120 days to meet peak revenue and growth period

### Improvement Opportunities

- Expeditious implementation was essential to meet hiring needs
- Fast execution of the recruiting and hiring process demanded by peak revenue period
- Candidates had to pass licensure exam after training to be considered a successful hire

### Solution

- Full RPO services: recruiting, screening, technologies, client-branded advertising, reporting, and virtual hiring events
- Quickly scale a team of 18 dedicated recruiters
- Source2 empowered to make final hiring decisions
- Guided candidates through the licensure and exam process, with 81% passage rate

### Results & Outcomes

- 18 recruiters dedicated within 30 days
- 691 new employees, exceeding client request by 15%



Client Case Study - Project Solution

*“The project was a great success! Source2 listened to our needs and executed on all directives. The team involved was honest, detail-oriented, and extremely responsive. We truly appreciate the partnership, and we look forward to working with Source2 in 2022.”*

– Chief Operating Officer

### Key Takeaways

- 600 hires needed in 120 days
- 15% increase in exam passage rate (81% overall)

**Let's Talk about Solving Your Toughest Hiring Challenges.**

**clientsuccess@source2.com • 800-557-6704 • source2.com**

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