STAFF PAD

We Saved a Client $150,000 in 4 Months

ABOUT THE STAFF PAD

The Staff Pad's innovative subscription recruiting model was built from the ground up to eliminate traditional recruiting pain points and deliver unique benefits.

- **No fees based on salaries**
- **A consistent recruiting budget**
- **An ongoing recruiting partnership**

CASE SUMMARY

ShiftKey is one of the fastest growing tech companies in the Dallas, TX area providing a scheduling and credential management platform for healthcare facilities. To keep up with the growth and demand for sales team talent, **ShiftKey engaged Staff Pad for 3 main reasons.**

INCREASE THE SIZE OF QUALIFIED TALENT POOLS

With companies struggling to maintain sales professional talent pools in an extremely competitive hiring market, The Staff Pad created custom campaigns and sourcing strategies to attract ideal candidates that matched ShiftKey's profile and culture and significantly grew talent pools.

IMPROVE RECRUITING PROCESS AT SCALE AND STREAMLINE

In the throws of rapid growth, ShiftKey's recruiting, and talent acquisition teams needed additional resources and a clearly defined hiring process. The Staff Pad deployed a dedicated recruiting team to consult on processes, immediately expand bandwidth, and create a 24-hour feedback loop for hiring managers leading to an expedited efficient screening and interviewing process including same-day offers.

REDUCE RECRUITING BUDGETS AND HAVE A CONSISTENT BUDGET

With previous recruiting partners, ShiftKey experienced salary-based fees as high as 20% with many peaks in valleys in their recruiting spend. Using The Staff Pad's subscription model, not only was ShiftKey able to forecast the exact budget for their recruitment spend, but in just 4 months, they received 25 account manager placements resulting in a savings of $150,000 compared to prior recruiters.

Plascements	Salary	Total Salaries	Avg Industry Fees - 20%	Staff Pad
Account Manager (25)	$50,000	$1,250,000	$250,000	$60,000
			Total Savings	$150,000

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