

We Saved a Client **\$73,000** Through 14 Placements

"We have eliminated all other forms of staffing and only using Staff Pad. They have found their groove with finding technicians."

-Shawn Wilson, President of Terradyne



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

Terradyne is a leading geotechnical and environmental engineering, drilling, and construction materials testing company. For over 27 years, Terradyne has maintained a client focus to deliver satisfaction through highly experienced employees. To keep up with their client demand, **Terradyne engaged Staff Pad for 3 main reasons.**

IMPROVE AND STREAMLINE RECRUITING PROCESS

With a looming need for 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.

FIND PROFESSIONALS WHO EMBRACED THEIR CORE VALUES

Because technical, assembly/manufacturing, and engineering recruiters tend to focus on volume rather than a cultural fit, candidates were not aligning with the company's core values. By spending time with leadership and learning about Terradyne's culture, people, and values, The Staff Pad created a candidate profile that emphasized cultural fit in addition to skill set and highlighted candidates that met the criteria.

REDUCE RECRUITING COSTS AND MAINTAIN A CONSISTENT BUDGET

With previous recruiting partners, Terradyne 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 Terradyne able to forecast the exact budget for their recruitment spend, but in the initial months of partnership, they received 14 placements resulting in a savings of over \$83,000 compared to prior recruiters.

Placements	Salary	Total Salaries	Avg Industry Fees - 20%	Staff Pad
14 Placements (Driller, Driller Helper, CMT, CMT Lab, Feild Engineer)	\$35,000-\$50,000	\$499,240	\$99,858	\$27,000
			Total Savings	\$72,858