

We Saved a Client \$174,000 Through 28 Placements



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

World Cinema is a market leader in property technology. From their start over 45 years ago, they have been one of the first in-building property technology innovators. Today, they are building on that legacy as a stable, but innovative provider of video, data, and digital transformation services to the largest owners and managers of hotel and multifamily brands in the world.

WHY DID THEY NEED US?

They have experienced rapid growth in the last 2 years, and needed various positions filled. They did not have an internal recruiting team which made it difficult for them to fill those positions quickly.

ROLES THEY NEEDED TO FILL

Accounting, sales, customer service, tech support, senior leadership

HOW DID WE IMPROVE THEIR HIRING PROCESS?

- Expanded their pool of candidates
- Assumed most of the hiring responsibilities.
- Knowing their company culture so well, allowed us to recruit for any position had have available.
- Due to mutual trust, many candidates we presented went straight to in-person interview
- Decision making time has done down to just one interview.

REDUCE RECRUITING COSTS AND MAINTAIN A CONSISTENT BUDGET

Using The Staff Pad's subscription model not only was World Cinema able to forecast the exact budget for their recruitment spend, but in the initial months of partnership, they received 28 placements resulting in a savings of over \$174,000 compared to traditional recruiting model.

| Placements | Salary | Total Salaries | Avg Industry Fees - 20% | Staff Pad |
|---|--------------------|----------------|-------------------------|---------------------|
| 28 Placements (Techs, Sales, Network Support, Customer Service, Accounting) | \$31,000-\$145,000 | \$1,322,460 | \$264,492 | \$90,000 |
| | | | Total Savings | \$174,492.00 |

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