



Akraya Streamlines Hiring Process to Save Time for Client

Client Need

Akraya's long-term client has an Authentication Group in which the contract employees support the client's customers globally. As such, contractors in this department must be bilingual. The client's managers were utilizing several staffing agencies, spending too much time conducting interviews and hiring. The client wanted their managers to spend less time in interviews, so they requested that Akraya develop a streamlined hiring process.

Akraya's Solution

Akraya's Dedicated Account Team set meetings with the hiring managers to directly understand their pains and uncover their specific needs. The team learned what the managers looked for in the perfect candidate; how their performance metrics were built out, what tests needed to be administered before candidates were submitted and what languages were required. With this information, the Akraya team was able to build a pipeline of individuals that were qualified for the client.

Through these discussions with the client, the Akraya team realized the need to raise the contractor's hourly rate by \$2.00 which opened the pipeline drastically, enabling the Akraya team to have access to a larger pool of candidates.

Results

The Dedicated Account Team's efforts led the client to select Akraya as the sole supplier for the Authentication Department. Akraya continues to deliver 25 contractors on assignment consistently, saving the client's hiring managers countless hours spent on interviewing and hiring unqualified candidates.

Client Profile:

Industry:

Network & Data
Security

Company:

Confidential Client

Akraya Client Since:

2006

Domain:

Staffing

Project:

Streamline Hiring
Process