

# CASE STUDY ON TEAMLEASE RPO

## CLIENT BACKGROUND



TRS Forms & Services focuses on data centric innovative technology solutions in education sector across India and is gradually diversifying to government and corporate sectors as well. It works as an integrated solution specialist, and uses data scanning, imaging and software solutions in providing world class advanced technology solutions.

TRS has a strong resident IP with a completely indigenously developed multifarious product portfolio. With its strong focus on research & innovation, TRS has consistently pioneered new solutions in examination and admission space over last two decades.

## APPROACH

TeamLease recommend a Project RPO, with dedicated backend team with Key account manager to regulate the project quality and timelines.

The teams gathered the critical to quality parameters from the client and ensure right talent is tapped. Created Employer branding document to educate and entice the talent pool. SLA based hiring in terms of joining timelines with backward integrated plan of action from sourcing till joining with timelines. Talent mapping from similar and other industry segments. Salary benchmarking and expectation setting on the available talent.

Weekly MIS on hiring process provided to the client for better transparency and improvement of efficiency.

## ACHIEVEMENTS

TeamLease partnered with client TA team, hiring managers and worked towards their hiring goals, adding value to their current process. Attracting talent with Employer Brand Process and hand holding the resource till the on-boarding was significant to achieve up to 88% conversions in a quarter. TeamLease could enable the core business functions like Sale / Business development, IT and other for the client propel their constant business needs.

TeamLease with a view to future is building a virtual talent pool which could be utilised for just in time hiring for the future needs of the client.

88% CONVERSIONS IN A QUARTER

## CHALLENGE

TRS Forms though a decades old company had its challenges to sell the Brand equity of the company and its vision to the candidates from different domain. While the choice of talent pool was specific the client had stringent timelines and budgets to on-board resources.

Client needed highly motivated resources to be hired just in time on technical and business development functions which was crucial for their business growth.

## CLIENT TESTIMONIAL

Our engagement with Team Lease for our talent sourcing requirements has been a most successful and effective one. It takes a service partner with a wide range of capabilities to achieve results. In the context of our requirements, our service provider needed robust infrastructure to deliver on our requirements and that is exactly what TeamLease brought to the table.

We really thank and appreciate Team lease for their excellent service.

Mr. Jayaram  
Head Transformation