



GRANT THORNTON CASE STUDY HIGHLIGHTS

KEY FACTS

- Required managed service provider to deliver an efficient and cost effective recruitment solution for their four London and Thames Valley offices
- To handle all temporary and permanent recruitment for all disciplines up to management level
- Needed quality management information

KEY RESULTS

- Ensured accurate management information enabling confident budget planning
- Service expanded regionally with national offering in second year
- Established closer and stronger working relationships with suppliers
- Halved time to fill vacancies



Grant Thornton

"The initial scope of the marketing recruitment project was huge. As the Senior Manager leading the project, I have valued Carlisle Managed Solutions' input and always felt confident in their ability to balance managing requirements to fill positions."

Senior Projects Manager

RIGHT PEOPLE RIGHT PLACE

Whether you need a company that can recruit reliable, talented staff or a partner skilled in saving you time, money and resources, Carlisle Managed Solutions has the size, strength and expertise to fulfil your every recruitment need.



THE CHALLENGE

With over forty offices nationwide and more than 25,000 individual and 15,000 corporate and institutional clients, Grant Thornton is among the UK's leading providers of financial and business advice.

Facing problems with recruitment in its London Office, Grant Thornton required an effective and cost-efficient recruitment solution that provided quality management information.

As part of the solution, Grant Thornton sought an offering that satisfied its temporary, permanent and fixed-term contract needs. The service also needed to cover a variety of careers and roles, including positions within administration, executive levels, marketing, public relations, human resources, information technology, and finance.

THE SOLUTION

Carlisle Managed Solutions' comprehensive offering saw our team collaborating closely with Grant Thornton to assess the company's needs, build stronger supplier relationships, and increase the efficiency and effectiveness of its recruitment process. Our solution involved:

- Offering our Full Managed Service under a three-year contract
- Implementing the e-volution™ online service to provide a complete recruitment and invoicing solution
- Introducing new processes through e-volution™, including online partner approval for vacancies and timesheets for temporary staff
- Producing induction notes, supplier packs, process information, and e-volution™ guides for all users
- Involving Grant Thornton's suppliers and producing a preferred list
- Signing all suppliers to new Service Level Agreements (SLAs)

THE RESULTS

Carlisle Managed Solutions has provided a service that frees managers from recruitment tasks, delivers consistent rates, lowers costs, and offers accurate management information. The offering has resulted in:

- **Grant Thornton expanding the service from one London-based office to three regional offices after just six months. This expanded nationally in the second year, and continues to do so**
- **A new direct hire strategy for Grant Thornton, which could provide savings of up to £0.25 million a year**
- **Closer working ties with existing and new suppliers, helping the company base its partnerships on trust, honesty and a comprehensive SLA**
- **Negotiated lower supplier rates and cost savings by freeing line managers from recruitment issues**
- **Accurate budgeting and workforce planning, thanks to improved management information.**



Carlisle Managed Solutions

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