

STAFF NOW

Case Study

Summer 2023

One of our Columbus, Ohio-based Light Industrial clients needed to fill more than 50 open positions over a period of several weeks to ramp up new production lines, beginning in June 2023. They notified Staff Now on Friday and the following Monday we began sending them employees. A summary of the results are included in the Table below. As the data demonstrate, when our client placed orders for new employees, Staff Now responded by fully staffing the positions, with an average daily Fill Rate of 98 percent (see Table below).

In the months and weeks prior to our client's scheduled ramp, there were 4 employees on assignment from Staff Now (see 'Week 0'). In Week 1, the client began by adding 17 new positions. By the end of Week 8, at the time of this report's compilation, there were 60 total positions (and increasing). Staff Now successfully filled – and backfilled, when required – all of the new positions. Overall employee retention as calculated at the end of this 8-week period was 82 percent, signifying that the vast majority of employees sent by Staff Now were retained, with little turnover.

Prior to the adoption of Staff Now, the client regularly used 4 to 5 different staffing agencies to meet their labor requirement. This year, for the first time, the client made the decision not to utilize multiple staffing services. On behalf of the entire team, we are very honored to have earned their consideration, and we are very much looking forward to continued partnership and collaboration together with their company.

Table – Results

| | (Week 0) | Week 1 | Week 5 | Week 8 |
|-------------------------|----------|--------|--------|--------|
| Employees | 4 | 21 | 41 | 60 |
| Absences | 0 | 3 | 5 | 5 |
| Absences/day (avg.) | 0 | 1 | 1 | 1 |
| Fill (%) | 100 | 97 | 98 | 98 |
| New Hires (cumulative) | 0 | 17 | 45 | 73 |
| Retention (overall) (%) | n/a | 100 | 91 | 82 |