

"IsoTalent integrated seamlessly with our ramp strategy and internal resources. Compared to traditional recruiting agencies, their model allowed them to better collaborate with our hiring managers, coordinate screening and resources, and streamline our workflow."
—Brett Beal, VP of People



Manufacturing and Inventory Management Software

CASE STUDY

At a glance

Following an infusion of cash and purchase by a private equity firm, Fishbowl hired IsoTalent to contribute to a significant hiring ramp: 108 hires over 9 months and involving 7 external agencies. Compared to fellow agencies hired for the project, IsoTalent produced 60% more recruiting outcomes at half the cost, as well as conducted screening services for 800+ candidates.

Key metrics

 **2.3 HIRES**
monthly contribution

 **\$13.6K**
average cost per hire

 **800**
candidates screened in separate milestone project



Recruiting and Global EOR services



www.isotalent.com



Lehi, Utah

CHALLENGES

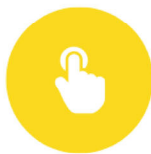


To meet target growth projections, Fishbowl anticipated a spike in hiring over June - August 2022. The team hired IsoTalent to help manage the candidate volume, source technologist hires, and conduct screening in Fishbowl's internal applicant tracking system (ATS).

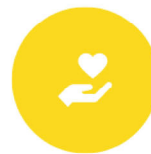
SOLUTIONS



IsoTalent's approach to candidate qualification produced 6 technologist hires and 1 nontechnical. Separate from these requisitions, IsoTalent contributed billing hours to conduct screenings for over 800 candidates in collaboration with Fishbowl's hiring team.



Milestone-based workflow



Integration with internal ATS



Contributed to screening efforts

BENEFITS



1

Milestone model helped with ATS screening projects

Thanks to IsoTalent's milestone model, Fishbowl leveraged them for outsourced screening efforts: 800 candidates, billed hourly and completed through Fishbowl's ATS.

2

Tech-enabled model increased speed and quality

IsoTalent contributed 6 technologist and 1 nontechnical hires, averaging 2.3 hires/month. The next-best performing agency contributed 1.5 hires/month.

3

Significant cost savings

While producing 60% more hires and contributing to volume screening, IsoTalent's requisitions averaged \$13.6k/hire, over half the cost of the next-best performing agency's \$30k/average.