



Meeting obligations and exceeding expectations

A Fortune 225 managed care provider

The Cornerstone RPO Challenge:

When a managed care provider won a contract for business in a new state, they found themselves in need of a significant new employee pool in a short timeframe. Within 120 days, the company needed to prove their ability to hire 150 employees at the new location. While it may have seemed like a daunting challenge to the client, we knew it was right up our alley.

The Cornerstone RPO Solution:

Given the immediacy of the client's needs, we suggested a simple project-based RPO approach. We assessed the client's needs and put together a niche team of five consultants to handle candidate screening and candidate management. This rapid reaction force was ready and headed to the client within just three business days.

The Cornerstone RPO Delivery:

Cornerstone RPO's team found the best candidates and conducted phone screens before passing them along to the client for full interviews and hiring. Throughout the process, our team provided daily updates to the company's management. This allowed them to accurately and consistently report on compliance with the contract. This gave the client freedom to focus on other aspects of the contract and maintain complete continuity with other projects. Due to our CRPO team's efforts, the client was in full compliance with their staffing requirements for the contract. 🏆

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