



Cisco Strategic Recruitment Solution Presents:

DECISION TOOLBOX

On target. On budget. A better way to recruit.

SNAPSHOT

Decision Toolbox was selected by Cisco for its Strategic Recruitment Solution (SRS) program to offer best-practice recruiting outsourcing solutions to Cisco Partners.

Services

On-demand req-to-hire recruitment solutions for:

- Single positions
- Large projects
- RPO solutions

Cisco Partner Clients

Business Communications Inc.
Presidio Networked Solutions
Compugen
Kineticsware
IBM

Results

7% Cost Per Hire
14 Days to Present the Hire
94% Client Service Satisfaction Score

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Cisco's Strategic Recruitment Solution

Cisco partners need specialized talent. Decision Toolbox provides the ideal end-to-end recruitment solution for a 7% cost per hire on average. Armed with the very latest tools and a team of seasoned recruiters, Decision Toolbox becomes your on-demand recruiting department for one critical search, for large projects, or for a complete RPO. For every project, DT deploys a Six-Sigma inspired process that includes employment branding (includes detailed job profiles written by professional writers), aggressive candidate sourcing, comprehensive screening, and the dedicated support of an experienced recruitment professional.



Finding Specialized Talent for 7% Cost Per Hire

Cisco Partner companies BCI, Presidio Networked Solutions and Compugen needed help recruiting critical talent into their organizations. Decision Toolbox delivered impressive results:

Business Communications, Inc (BCI) is a total technology solutions and consulting provider that has been in business for 15 years, utilizing best of breed products and services to plan, design, implement and maintain their information technology systems. BCI had plans to expand its sales force, and partnered with Decision Toolbox to find **experienced Account Executives** with deep technology backgrounds. Within just **8 days** of launching these searches, Decision Toolbox had sourced and presented to BCI the candidates they would ultimately hire. BCI's overall **cost per hire for the project was just \$4900** and BCI's hiring managers rated their **satisfaction with DT's service at 99%**.

Presidio Networked Solutions is the leading provider of business enablement solutions through advanced IT infrastructure and managed outsourcing solutions. Presidio is a smaller, agile organization and they came to DT with the challenge of finding the perfect **Service Implementation Project Manager** for their environment. After sourcing over 1,200 prospects, Decision Toolbox presented just 10 candidates for interviews, and Presidio made their hire within 60 days for a **cost per hire of just 7.2% of salary**.

Compugen is one of Canada's largest privately owned and operated IT services providers and PC systems integrators. When Compugen needed a **National Accounts Manager in Ottawa, Ontario** to develop and implement national account strategies, they turned to Decision Toolbox. Within one month from launch, Decision Toolbox had sourced and screened over 500 prospects, presenting only the top 8 candidates. Compugen hired their new National Accounts Manager within weeks for a **cost per hire of just 7.1% of base salary**. Compugen's cumulative client service satisfaction rating is 94%.