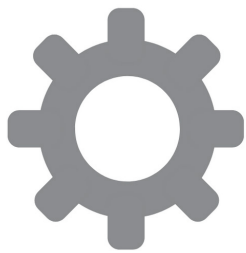




AN MME PARTNERSHIP CASE STUDY

FLEXIBLE PRICING & QUALITY CANDIDATES MEANT MME'S VALUE WAS REALISED

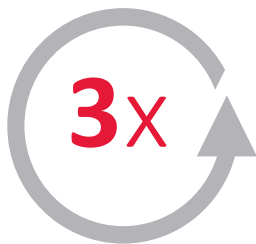
KEY RESULTS



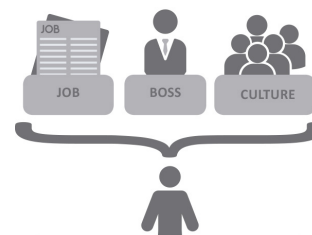
mme's consultative approach leads to a comprehensive understanding of business and hiring objectives



A flexible pricing model meant mme's client could access mme services, database and expertise



Applying the mme formula means they were **3x more likely** to find the right person



The unique Job, Boss and Culture methodology contributed to the successful hires

This finance technology company requires volume recruitment to keep up with market demand and new business. Whilst needing people fast they're considered in their approach. It is paramount that key attributes are matched ensuring new starters align with business values and team culture.

MME'S METHODOLOGY BROUGHT VALUE VIA FLEXIBLE PRICING AND SUCCESSFUL HIRES

Navigating their clients concerns whether that be around price, time, or lack of confidence mme is solution-focused. Client constraints are heard, addressed and overcome. mme's agility guarantees positive outcomes for all.

Understanding business objectives and culture is at the forefront of mme's methodology. This approach delivers well aligned professionals across the JOB, the BOSS and the CULTURE of the business.



CHALLENGE

Previously, they had engaged with recruitment suppliers whose fees were lower than mme's. These relationships were terminated after results were limited and too many unsuitable candidates were presented. With deadlines fast approaching, budget limitations and a loss of faith in agencies they were hesitant to partner with mme.



SOLUTION

Taking the time to understand the roles, objectives, past experience, budget and timeline mme devised customised service offering. This included a volume attraction strategy based on Job, Boss and Culture matching and a flexible pricing model that satisfied their cost hesitation.



RESULTS

mme's value was realised when they experienced the promised strategy and methodology. Quality professionals were presented that not only fulfilled the set-out criteria but also were the right culture match. Each professional presented was successful, cementing mme's ability to deliver on brief including identifying culture fit, highlighting transferable skills and key criteria matching.

CRITICAL SUCCESS FACTORS

- Value was realised with a 100% success rate as all mme presented professionals were hired
- Access to mme's local talent pool of 35,000+ professionals
- Money was saved as critical working hours were salvaged with mme as recruitment partner
- mme's proprietary Job, Boss and Culture methodology aligned the successful hires
- A flexible pricing model was formulated to meet budget obligations
- Volume usage was remunerated by mme's buy more pay less pricing structure
- Staff burden was minimised & productivity maintained
- Time to hire was reduced with professionals hired within 10 days



The flexible pricing model included bulk concessions, a sliding scale volume discount, an extended guarantee and flexible payment terms



mme's methodology means businesses are **3x more** likely to find the right person ensuring a Job, Boss and Culture MATCH.

To discuss how the mme team can help you achieve your goals, please contact us on:

☎ 02 9451 0222

✉ info@mitchellmorley.com.au



My hesitations about engaging with another recruitment supplier and one that was more expensive were quickly eased when mme delivered on their promises. It's clear that they understand the market, our business and are connected. Their value and benefits are felt throughout the entire process, and we're still benefiting with improved team retention. We will definitely partner with mme again.

- Andy, Team Manager