

a leading business products wholesaler improves contingent talent retention with market insights.

industry: business products wholesaler



challenges & goals

Despite a large pool of local talent, the company faced difficulty in hiring talent for its Order Filler positions.



solution

As part of the company's managed services program (MSP), Randstad Sourceright conducts ongoing market rate analysis to see how pay rates compare to competitors'. Through this market review, it was determined that an increase in pay would help attract and retain more qualified candidates.



key results

Having gradually increased pay for the Order Filler role by over 15%, the company reduced negative attrition by 67% and decreased time to fill by one day.

[> read the full case study](#)

