

aggreko Case Study

Aggreko is the global leader in providing temporary power generation, temperature control, and oil-free compressed air systems solutions to customers who need them either very quickly, or for a short or indeterminate length of time.

Customer Challenge

Aggreko was seeking a scalable recruiting solution and strategic partner to manage hiring for their North American operations.

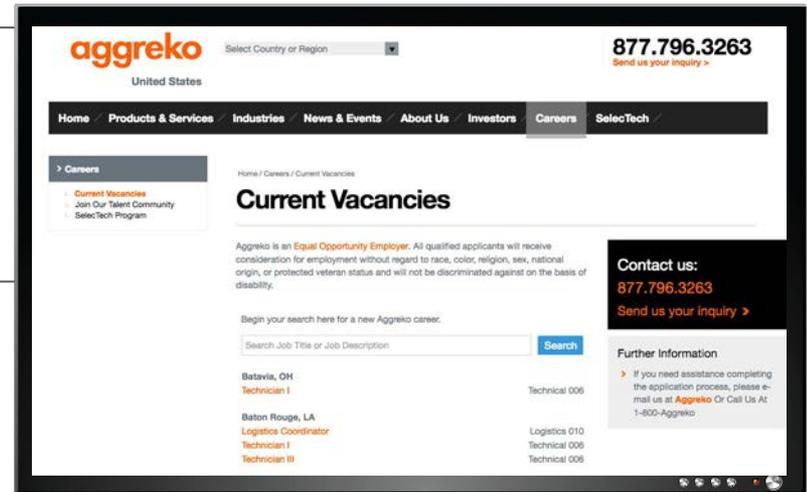
Recruiting Needs

Tech & Sales Hires

Scalable Solution

Veteran Program

Careers Site



Orion Novotus' Solution

- Created partnership with Aggreko with SLAs representing both sides of relationship.
- Leveraged marketing events to engage potential candidates.
- Implemented metrics including hiring manager satisfaction surveys.
- Developed veteran recruiting program to build relationships and position Aggreko as "military friendly."

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Outcomes

- Saved on average over \$1M in recruiting expense over a 12 month period.
- Expanded services to manage full college recruiting program.
- Full ramp-up with 100% req load, ATS in under three months.
- Manage nearly 100% of hiring for Aggreko's North American Division.
- Exceeds Aggreko's time to fill target by 36 days on average.
- Successful hiring in difficult markets like Fort McMurray, Canada.
- Expanded services to Latin America and the UK.
- Transitioned Aggreko from manual reporting to electronic weekly scorecard.
- Strong change management partnership.

