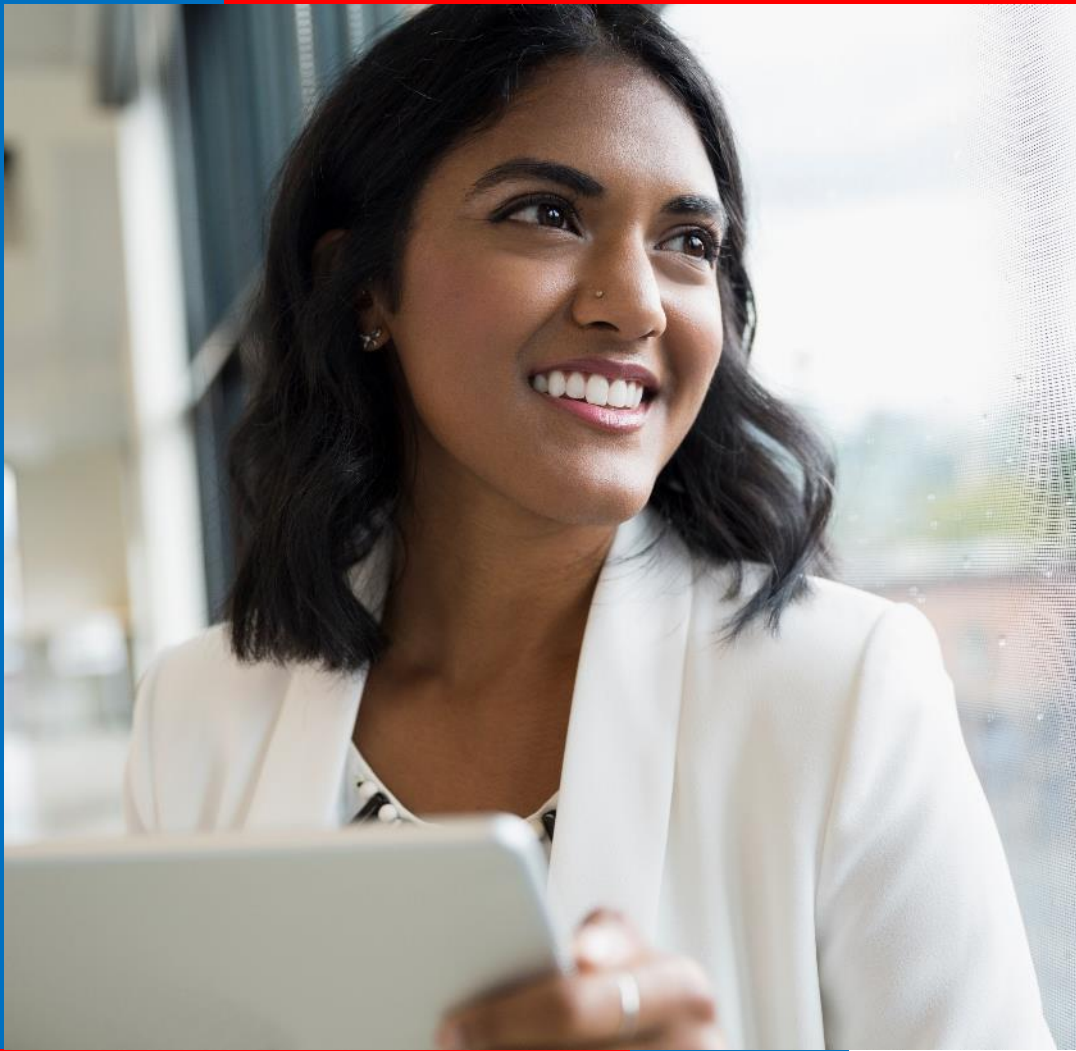




**EH20 GROUP &
CLARKE TELECOM**
CASE STUDY



SUMMARY

Since 2021, EH20 Group has partnered with Clarke Telecom to provide a comprehensive recruitment managed service. In that time, EH20 has recruited 134 people for Clarke and delivered significant cost and time savings. EH20's customised, high-touch approach has ensured Clarke finds the right talent while reducing administrative burdens on Clarke's HR team.



THE CHALLENGE

With a rapidly evolving telecoms landscape, Clarke needed an agile recruitment strategy to keep attracting top talent. However, managing their own recruiting in-house strained Clarke's HR team resources. Clarke wanted a recruitment partner that could understand their unique needs and deliver strong results, quickly.

THE EH20 GROUP SOLUTION

- Consultative partnership with Clarke to develop targeted recruitment strategies and source ideal candidates.
- Access to EH20's extensive network and database of telecoms talent in the UK.
- Customised recruitment marketing and employer branding to attract candidates.
- Screening and assessment of applicants to identify best fits.



- Management of the interview process for all candidates. Taking care of the offer process as a trusted third party, and supporting with the onboarding all new talent for Clarke.
- Ongoing communication and visibility into recruiting progress at all stages with internal Clarke teams.
- Market insight, benchmarking and hiring trends for the UK Telecoms sector.



THE RESULTS



Over the past 2.5 years, EH20 has successfully filled 134 roles for Clarke. Key results include:

- ❖ 43% average cost savings per hire compared to Clarke's previous recruiting costs.
- ❖ 40.5 working days saved per year of Clarke HR administration time.
- ❖ Strong retention and performance of placed candidates.
- ❖ Increased hiring manager satisfaction at Clarke.
- ❖ Flexible, responsive support from EH20 as Clarke's needs evolve.
- ❖ Increased time to fill on niche roles by 19 working days, ensuring Clarke was ahead of the competition.

Client Testimonials

“EH20 are an absolute pleasure to deal with, the professionalism of their staff is 2nd to none.

They offer candidates tailored to suit the requirements and assist all of the way through the onboarding process, with a great level of communication and can do attitude.”

Jay Glover - Head Of Design

“We have worked closely with EH20 for a couple of years now and have found the team very professional in their approach. They have provided Clarke Telecom with great service and constant interaction between them and us. They find us experienced candidates who have gone on to be great employees. We have one to one meetings regularly where we are kept up to date on the progress of candidates and all done in a timely manner. A great recruitment company to work with.”

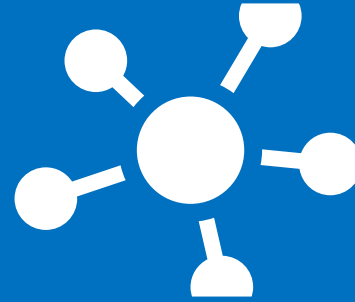
Julie Jillings - Senior HR Advisor

IN SUMMARY - *EH20'S CUSTOMISED, DEDICATED RECRUITMENT SERVICES HAVE BEEN INSTRUMENTAL IN HELPING CLARKE TELECOM MEET THEIR TALENT NEEDS OVER THE PAST 2 YEARS. THEIR ABILITY TO UNDERSTAND CLARKE'S BUSINESS, PROVIDE THE RIGHT TALENT, AND REDUCE ADMINISTRATIVE BURDENS HAS DELIVERED IMMENSE VALUE.*



Strong Relationships built with senior leadership to ensure EH20 worked towards Clarke Telecoms wider business goals.

EH20 delivered not only top talent to Clarke Telecom, but also massive results in the form of savings, both, financial and time for key areas of the business.



Working with EH20 Group allowed Clarke Telecom full access to EH20's Talent Network in the UK, it also expanded their direct outreach into the active & passive candidate markets.

Throughout the managed service partnership with Clarke Telecom, EH20 Group ensured all key metrics were achieved.

