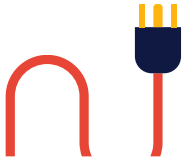


how randstad's expertise in specialist talent acquisition and management enabled a global energy storage technology company to achieve rapid entry into the Indian market





client

Our client is a leading global energy storage technology and services provider, delivering digital applications for renewables and storage.



challenge

The client was looking to expand through an entry into the Indian market. They wished to leverage the availability of talent in India, and create an ODC facility to optimize costs.



requirement

The client wanted to find a reputed and trusted partner who could provide the right support for their manpower needs and India operations, and one who could fulfil their requirements under extremely quick deadlines. The challenge was that they wanted to urgently commence operations in a country where they had no presence. Their requirements spanned a gamut of niche engineering skills, and they were looking for a specialist partner with a strong presence and capabilities to achieve their objectives.



the randstad solution

We were selected based on our proven expertise in engineering staffing and delivery capabilities — and our ability to be a single-stop partner for all their talent and infrastructure requirements.

We designed a comprehensive, end-to-end solution that covered their manpower and infrastructure needs. We deployed a subject matter expert recruitment solution customized to our client's industry and provided value-added services such as plug-and-play workstations at our office to reduce client efforts on non-core activities.

For candidates, and subsequently as part of the talent force, we set up a dedicated POC for all their queries and issues.

business impact and outcomes

We enabled the client to achieve significant time saving and the tedious process of entering the Indian market. With our proven expertise and experience in the engineering sector, we enabled our client to experience.

- Strong access to better talent pools in the Indian talent market
- Significant cost saving arising from
 - Plug-and-play office infrastructure (saving on payments to property consultants)
 - Equipping employees with assets from Day1 to swiftly help clients
 - Just-in-time employee deputations
 - Minimization of payroll and compliance infrastructure costs to client
 - Faster allocation of costs due to cost-center based bills
- Integrated and one-stop infrastructure arrangements, tailored to their needs
- End-to-end administration of employee lifecycle requirements without any involvement on the client's part

Candidates experienced the advantage of being associated with Randstad brand. As part of the managed workforce, they had the security of timely salaries and reimbursement of expenses.

Client saved valuable time and tedious process of entering into Indian market. Work started within 3 days post first round of discussion.

client acknowledgement and recognition

The extent of the client's appreciation and confidence is evidenced by the growth of our engagement with them. What started with four to five requirements grew rapidly to 40-50 — and now the annual target stands at 110+.



 randstad