



Kelly® delivers top-quality talent

Thanks to an influx of government funding, one of the country's leading research institutions relies on Kelly Financial Resources® for access to elite candidates

When one of the country's most respected health care research organizations received a record number of government grants, its leaders knew that they needed skilled, experienced, and astute financial analysts in order to succeed. With recruiting expertise from Kelly Financial Resources, the organization gained access to top talent and found a new HR partner.

The Challenge

A well-known health care research organization turned to its staffing partners for help when it received an influx of government grants, thanks to the American Recovery and Reinvestment Act of 2009. Located in California, the organization conducts research to develop advanced medical equipment and technology. In prior years, the organization had received 15 percent of the grants it applied for; while in 2009, it received 45 percent. This created an immediate need for financial analysts with a high level of experience in the health care industry and the unique skill of workplace diplomacy. Without these valuable employees, the organization would be in danger of missing its project deadlines, resulting in a loss of funding.

The Solution

Kelly recruiters went straight to their extensive professional networks and asked for referrals with many years of experience in the health care industry. And, to ensure that the candidates would be a good cultural fit, the recruiters asked for referrals with previous experience at the organization.

Six Kelly candidates were placed with the client, and after three months, those same Kelly contractors were the only ones to remain on the job. The organization's other staffing partners had failed to

provide quality candidates, and the organization now uses Kelly exclusively. Many of the Kelly contractors have since been converted to full-time employees.

The Result

To date, Kelly has filled all of the client's staffing requests. Thanks to Kelly employees, the organization has completed more than 25 projects since the relationship began. This success will help the organization retain funding and perhaps secure additional grants in the future.

To discover how Kelly Financial Resources can help you meet your workforce goals, call your local Kelly branch or visit kellyfinance.com today.

Results at a Glance

CHALLENGE

- Experienced, knowledgeable employees well-suited to organizational culture
- Recruiting partner with network of elite candidates

SOLUTION

- Enabled organization's future success by filling more than 10 vital positions
- Helped organization to effectively complete more than 25 projects

RESULT

- Positioned organization for continued government funding
- Gained access to a pipeline of top-quality candidates