

*the total solution for online  
candidate screening*

*from e-validator*





## Time is Money

Save Time  
Sifting Candidates  
Reading CVs  
Interviewing



## Information Overload

The average recruitment consultant receives upwards of 150 e-mails a day.

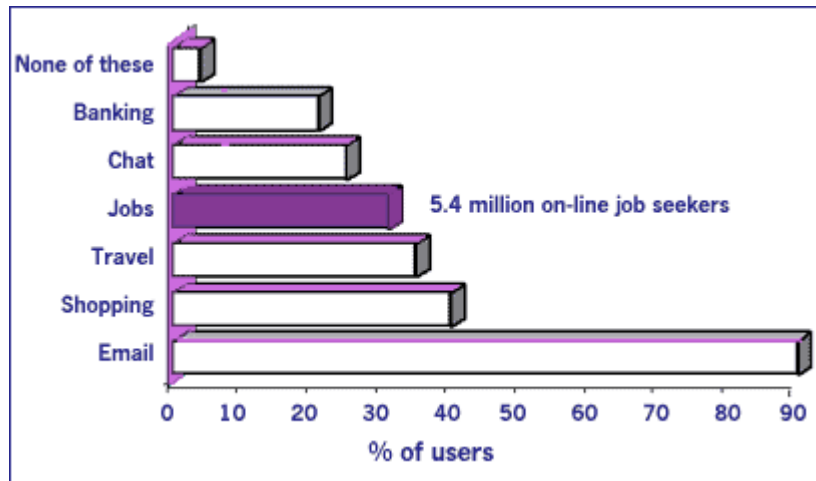
A typical JobServe or GoJobSite posting can attract upwards of 150 applications

5 minutes spent reading each CV would take in excess of 10 hours.

## Recruitment in the Internet Age\_

The Internet has revolutionised the recruitment process. It has never been easier to reach the prospective candidate community when a job vacancy needs to be filled. Recruiters can now reach large audiences more quickly and cost effectively than ever before.

The Internet has also simplified the job application process for candidates. With thousands of vacancies posted each day, candidates can quickly identify the vacancies they wish to apply for.



BRMB\* research shows that 68% of UK companies now use the Internet to source their staff, and with 60% of UK staff now choosing the option of finding their next position on the Internet, it is a valuable means to source potential candidates. Forrester research has also published the fact that only 14% of jobseekers now use the newspaper to find their next position.

## Effective Use of Time\_

With recruiters and candidates using the Internet, the result has been that each vacancy advertised attracts an increasing number of applicants. Recruiters now receive more CV's per vacancy and more time is spent reading CVs and deciding which candidates to put forward for interview.

## Gain Competitive Advantage\_

The IT recruitment market is extremely crowded and a lot of consolidation has happened already. There are simply too many agencies. To survive you need to have a key differentiator, improve the quality of the service offered and simultaneously reduce your cost base.

e-validator Screen offers you all of these things and does so very cost effectively with no on-going financial commitment.

Step apart from the crowd and seize this opportunity.

A recent survey by [TheSkillsMarket.com](http://TheSkillsMarket.com) found that only 12% of clients of IT recruitment agencies professed themselves to be happy with the service they received; 44% described the service they received as poor.

A tremendous opportunity exists for recruitment companies who can demonstrate a quality differentiator in this market.

\* British Recruitment Marketing Board



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## Information Overload

On-line adverts on  
popular job-boards can  
attract upwards of 150  
applicants.

## Save Time\_

Time is money.

- How much time do *your* recruitment consultants spend reading CVs?
- Is reading CVs the best use of *your* consultants' time?
- How much does it cost to have *your* recruitment consultants read CVs?
- How much additional revenue could be generated if *your* consultants didn't have to read as many CVs?

**e-validator Screen** allows consultants to screen candidates online with some qualifying questions relevant to the advertised vacancy. The benefits of screening candidates include:

- Strong candidates identified quickly.
- Reduced number of CVs to be read for each vacancy.
- Higher quality candidates put forward for interview more quickly.
- Reduced costs.
- Improved levels of customer satisfaction.
- Maximised opportunity of a successful appointment.

The most significant timesaving measure to take when recruiting, is to reduce the number of CVs to be read. The tedious nature of reading CVs is one which few recruitment consultants enjoy.

**e-validator Screen** saves time by qualifying candidates and making it possible for the recruitment consultant to select the strong candidates quickly.

## Save Money\_

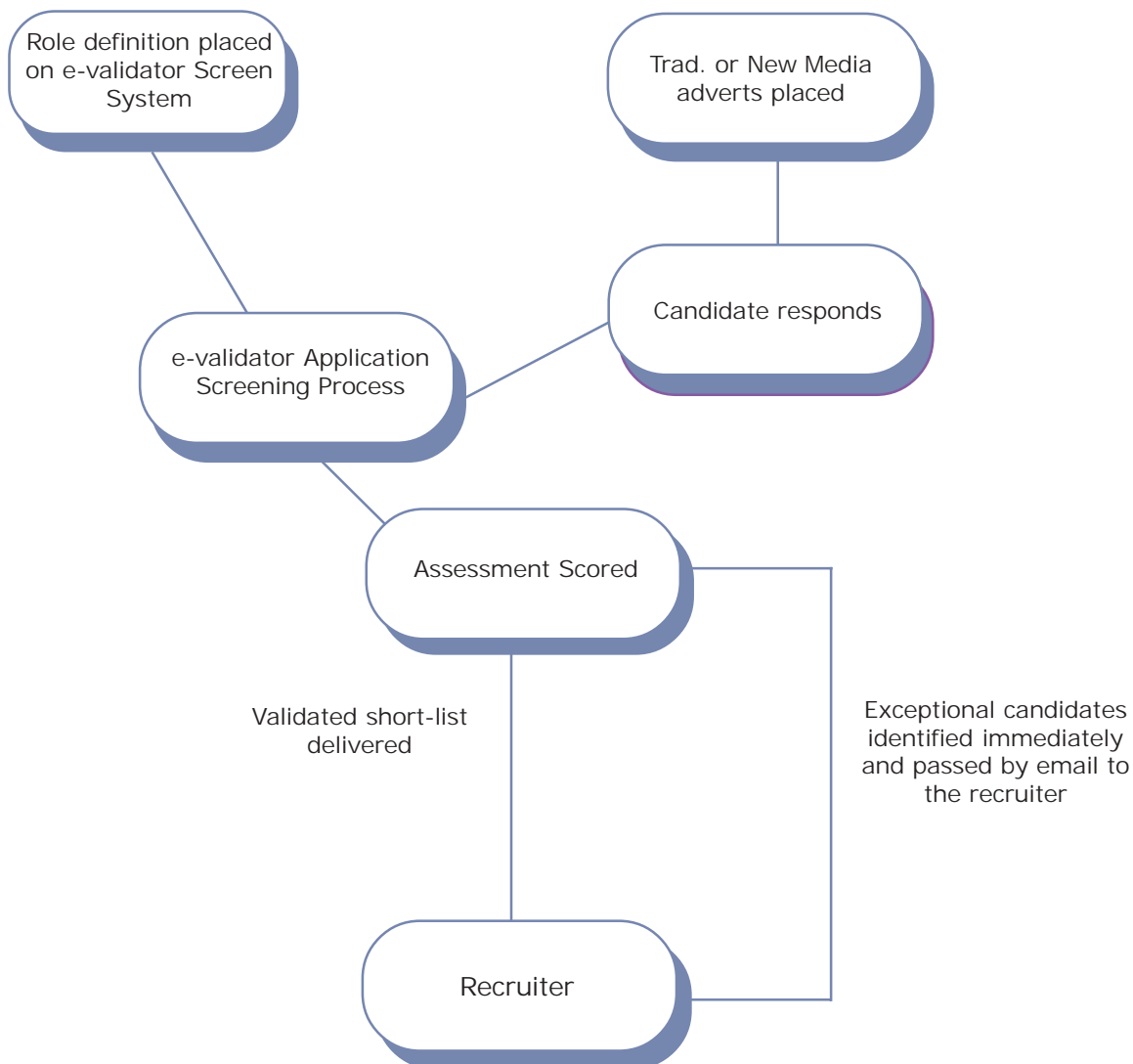
In the modern business world time **is** money. A system which reduces the amount of time spent in the screening process will save money and add directly to the bottom line.

## Improve Quality\_

Improving the quality of the input to any system has the natural consequence of improving the quality of the output. In the case of recruitment, the high quality outputs are highly skilled candidates put forward to clients looking to fill vacancies. This leads to increased levels of customer satisfaction which can result in repeat business which contributes directly to your bottom line.

"You can think of e-validator as a magic wand you point at a pile of CVs, and they magically rearrange with the best candidates rising to the top. No other system I have seen is this powerful." Clive Orchard, 5i Systems

## How it Works\_



### Coverage

*e-validator has over 100 assessments in the most popular technical areas*

### Secure

*Remote timed assessments minimise the chances that a candidate can cheat when taking the assessment.*

### Contacts

#### **e-validator**

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### Sample Cost Benefit Analysis

*A JobServe posting attracts 150 applications. Your staff spend an average of 5 minutes reading and assessing each CV. This amounts to an incredible 10 hours!  
Assuming staff costs of just £15 per hour this amounts to £150, and these figures are conservative!*

*e-validator Screen costs you £50 per posting for a seven day period. The strongest candidates are identified automatically and your consultants can concentrate specifically on the top 10. Cost saving £100, quality improvement priceless, improvement in resource utilisation priceless.*



**e-validator<sup>®</sup>**