

NEW RESEARCH REVEALS BIG BUSINESSES COULD BE WASTING A BILLION POUNDS ON RECRUITMENT

Submitted by: Motive Public Relations

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84% of large organisations still rely on the traditional Preferred Suppliers List (PSL) for recruiting staff and nearly 16% of large UK organisations do not have a recruitment strategy at all.

Those without a clear strategy, coupled with the 30% of organisations that have not reviewed their list in the past 12 months, means hiring staff is costing more money than it should according to new independent research commissioned by Professional Staff Solutions, UK's leading provider of Employment Process Outsourcing solutions.

Having surveyed 200 of the UK's biggest employers, Professional Staff Solutions believes that British industry could be wasting up to a billion pounds in recruitment costs alone. Greater depth of management information is necessary in organisations where there is a critical dependency on being able to hire skilled people, flexibly and at speed. The solution, Employment Process Outsourcing, is the means by which organisations outsource every aspect of the management of skilled labour (contract and permanent) from initial attraction of candidates through to their exit from the organisation.

"Traditional methods of finding and hiring skilled staff, PSL and more recently Managed Service Provision (MSP) models, are still popular but lack efficiency for companies that want to stay at the forefront of their markets," said Tony Borrill MD of Professional Staff Solutions. "With EPO companies can save up to 40% on recruitment costs in the first year alone whilst enjoying continuing savings year on year."

Notes to Editors

Quantitative Survey:

A total of 200 interviews were collected with HR and procurement heads in companies with at least 1200 employees. 100 interviews from each respondent group were completed. The resulting sample includes a variety of industry sectors. Interviews were conducted by telephone by Dynamic Markets Limited between 2nd and 18th February 2004. Before and during the interviews, respondents were not aware that PSS had commissioned the research. Respondents were offered a summary of the findings of the research in an exchange for their contribution to it.

About Professional Staff Solutions

Professional Staff Solutions (PSS) is the Employment Process Outsourcing business of the Professional Staff Group, a specialist staffing solutions provider with revenues in excess of £89 million. Its core business is the supply and management of large volumes of highly skilled technical staff into such industries as technology, telecommunications, automotive, aerospace, healthcare and the sciences. With over 20 years' experience, its clients include British Telecom, EADS, Marconi, the MOD and Vodafone.

EPO is the means by which organisations outsource every aspect of the supply and management of skilled labour (contract and permanent) finding the right person, for the right job at the right time. The way it works makes it possible for organisations to save significant amounts of money while guaranteeing a

better service for both hiring managers and candidates. Sophisticated management tools and metrics are used to ensure that skills supply and demand are properly aligned to the needs and culture of the business.

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