



free yourself

# Outsourced Recruitment & Selection

## Case Study: Sunquest Information Systems

Sunquest Information Systems, Inc. delivers market-leading diagnostic information technology and outreach solutions to the healthcare industry, serving over 1,500 hospitals, clinics, and independent laboratories worldwide. Headquartered in Tuscon, Arizona, USA, Sunquest also has offices in the UK and India.

### The Challenge

Sunquest's UK office, based in Norwich, employs a wide range of staff, ranging from IT specialists, through to sales executives and administrators. Having no in-house recruitment specialists in the UK, most recruitment was previously handled through agencies. This was proving to be expensive. Furthermore, line managers were managing the recruitment process themselves which was taking up valuable time.

Sunquest needed a resourcing solution that was cost effective and that would reduce the administrative burden on the organisation.

### The Solution

Sunquest opted for plusHR's end-to-end outsourced recruitment solution. This provides them with a dedicated recruitment specialist who manages their entire recruitment process, from writing job descriptions and generating candidates, through to carrying out telephone interviews and reference checking. Most vacancies are filled through direct advertising, and when agencies are needed, plusHR manages the agency selection and fee negotiation. Regular management reports are provided to Sunquest giving them full visibility of costs and the recruitment process.

### The Results

plusHR has successfully filled 100% of Sunquest's UK vacancies in the last 12 months, a 100% record. Through using plusHR's approach, Sunquest has saved 37% on their overall recruitment costs compared with using a traditional in-house / agency setup. Managers are now freed up from administrative recruitment tasks enabling them to focus on value-added activities, and candidates have told Sunquest how impressed they are with the professional recruitment process they have experienced.



You really care about providing a quality process. Your efficiency and accuracy is much appreciated.

Thank you for your hard work and great attitude – you're helping us WOW our candidates!

*Maggie Reimer*  
HR Generalist



  
sunquest

plusHR is a specialist HR Outsourcing, Consulting and Technology organisation. We provide HR and payroll services to organisations of all sizes ranging from SMEs through to large multinationals.

Contact us on 0845 299 0343, or email [info@plusHR.com](mailto:info@plusHR.com), or visit [www.plusHR.com](http://www.plusHR.com)