

Powerful web-based staffing, sales and project management solution

Client Overview

This client is an Inc.500 company established in 1995. They are a leading-edge, global IT service provider. Their services include end-to-end Total Business integration, Service Oriented Architecture, Business Process Management, Business Activity Monitoring, Enterprise Resource Planning, Enterprise Portals and Composite Solutions.

They serve various industries like Financial Services, Manufacturing, Retail Distribution, Energy & Utilities, Consumer Products, Pharmaceuticals and Telecom.

They are headquartered in US and have satellite offices in India.

Business Needs

Since the client had offices in US and in India, individual offices did not have access to a lot of information they needed. Each office operated as a separate island due to the limitation of their former system. They wanted an integrated, real-time data access and a single database for their multiple offices.

They were looking for a candidate automation tool to read and process the information found in a resume and feed the information in a centralized database.

The account managers needed CRM capabilities integrated with MS outlook. They also needed a requirement management module to create requirements and provide access to assigned recruiters to pipeline matching candidates, showing their current status in the hiring process.

Respective stakeholders in the workflow were to receive mails informing them about the requirement posting/pipelined candidates.

The client needed the system to have a project tracking tool that provides insight into the projects and the consultants working on those projects.

Zoniac Solution

Zoniac Premium was implemented in the client place because it was a web-based system with a centralized database and had project management module apart from integrated front and back office solutions.

Being a web-based system, Zoniac Premium facilitated sharing of data between the headquarters and the branch offices.

Zoniac Outlook resume parser, an integral part of Zoniac Premium solution, parses and extracts key data fields for enhanced candidate searching within the system. The outlook resume parser detects duplicate resumes and alerts the user. Parsed resumes can be added directly to an open requirement.

Zoniac Premium has a mature requirement management process that allows requirements to be entered online and options to assign them to recruiters. Email

events can be configured such that notifications can be sent to account managers and the recruiters to whom the requirement has been assigned.

The Pipeline is the backbone of the candidate tracking process in Zoniac Premium. In the pipeline, the user will be able to view the list of candidates tied to open requirements and easily move them from stage to stage, using their own defined status names.

Zoniac Premium gives 100% real-time visibility into consultants' projects and billing. From email notifications, to consultants whose project end dates are nearing or for whom the projects have ended, the system meets all the most important staffing requirements flexibly and completely.

Benefits

With Zoniac Premium, sales managers were able to manage existing customers more effectively. Managers had the visibility into their sales team's activities and pipelines.

Being a web-enabled system the teams shared information to close deals faster. It also provided a single place for updating information, tracking requirements, and recording all customer-related interactions.

The Resume Parser allowed them to increase their candidate pool and share resumes among their staff.

The dashboard alerts on consultants coming out of projects enabled the sales team to work in full steam to place those consultants ensuring minimum bench strength and higher profits.