

World-class diversified gambling entertainment company



Industry: Entertainment

Client since: 2020

Category: Contingent Staffing
& Services Procurement

Beeline-Hudson RPO partnership connects client with remarkable talent quickly, more efficiently, and at lower cost.

beeline[®]

HUDSON RPO

The challenge

Australia's largest gambling entertainment group depends on its contingent workforce to augment its 4,000 plus employee base. This had historically been managed through direct relationships with more than 50 recruitment agencies, a process that was inefficient for Hiring Managers and produced inconsistent results, both in the cost to attract talent, and the quality of the talent engaged.

Also critically important to the client was the need for improved line of sight to key contracting data such as the number of extended workers in the organisation, the tenure, or the company's total contingent workforce spend.

The solution

To transform the way the organisation recruits, onboards, manages, and redeploys contingent workers, the company turned to Hudson RPO and Beeline.

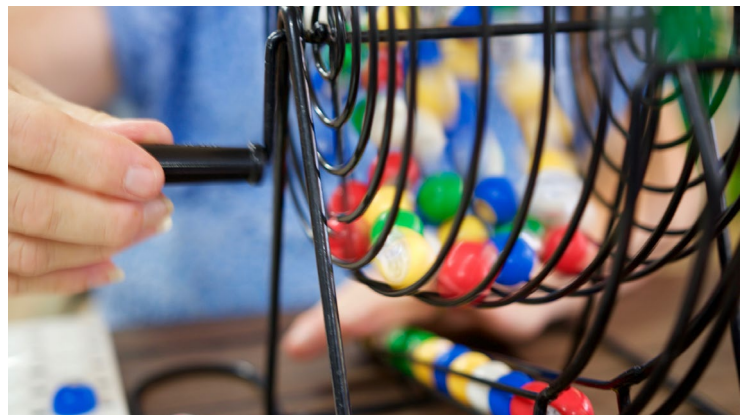
Hudson RPO is a leading total talent solutions provider delivering innovative, customized recruitment outsourcing and total talent solutions to organizations worldwide. Using a consultative approach, Hudson RPO tailors recruitment solutions to meet clients' strategic growth initiatives.

Beeline is the leading independent provider of technology solutions for sourcing and managing the extended workforce. Its intelligence-driven platform transforms how businesses engage, manage, and optimize external talent across more than 120 countries.

Working together, Hudson RPO and Beeline proposed a mix of services and technology to transform the client's contingent workforce by rationalizing suppliers, reducing costs, mitigating compliance risks, and ensuring a consistent supply of high-quality contingent talent to meet all contract requirements. Further, by automating the sourcing and management process, the solution promised to simplify the workflow, eliminate redundant data entry, and provide the necessary reports and analytics required to facilitate better workforce planning decisions.

The process

Hudson RPO was scheduled to take charge of the client's contingent workforce program as Managed Service Provider with the inclusion of Beeline's extended workforce technology. This highly complex implementation program was completed on time and within budget and was managed by the two parties project and change teams with client input from where needed. This was all managed remotely during the height for the first phase of COVID-19.





The result

Prior to the engagement of the MSP solution, the client had direct relationships with over 50 third-party contingent labour suppliers, 24 of which have now been transitioned to Hudson RPO. This solution is already delivering many benefits to the client's hiring managers and contractors through the centralization of all contingent workforce recruitment, payrolling, and management via the onsite MSP team and the vendor management system (VMS) capabilities of Beeline Extended Workforce Platform.

Among these benefits are:

- **Savings from more favourable contractual terms in supplier agreements – e.g., reduced margins and tenure discounts – more than 384,000 AUD in the first six months**
- **Manager time savings with only one timesheet portal to monitor rather than one portal for each supplier**
- **Consistent experience for all contractors, as all are payrolled under Hudson RPO and receive the same communication at the same time rather than relying on individual suppliers to disseminate information**
- **34 percent of roles filled by newly formed onsite Hudson RPO team, thereby offering the client reduced rates for each of these hires when compared to agency partners.**

Focusing on end-user experience, process efficiency, cost reduction, compliance, and governance, with greatly enhanced reporting capabilities, Hudson RPO and Beeline will transform the client's contingent workforce environment and drive additional improvements and innovations over time.

“

“We have developed a very strong three-way partnership between us, Beeline, and Hudson RPO, which has seen the successful implementation of new processes and systems to manage all our contractor recruitment and activity. I look forward to a continued strong working relationship with Hudson RPO and Beeline as we move into the day-to-day management of our contractor activity”.

”

– Senior client implementation stakeholder

What makes the Hudson PRO-Beeline partnership so effective?

Unlike some managed services-technology partnerships that emphasize only spend management, Hudson RPO and Beeline are people-focused organisations, connecting clients with the remarkable range of talent available to implement their vision. Together, the Hudson RPO-Beeline team brings a uniquely collaborative partnership that delivers outstanding customer service and market leading software to help clients create an agile and dynamic workforce.

HUDSON RPO

About Hudson RPO

Hudson Global, Inc. is a leading total talent solutions provider operating under the brand name Hudson RPO. We deliver innovative, customised recruitment outsourcing and total talent solutions to organisations worldwide. Through our consultative approach, we design tailored solutions to meet our clients' strategic growth initiatives. As a trusted advisor, we meet our commitments, deliver quality and value, and strive to exceed expectations.

For more information, please visit us at [hudsonrpo.com](https://www.hudsonrpo.com)

beeline®

About Beeline

For more than 20 years, Beeline's software solutions have enabled organisations to source and manage their non-employee labour. Our automated solutions, supported by the world's deepest, most experienced team of contingent workforce specialists, control costs, mitigate risks, enhance workforce visibility, improve efficiency, and increase productivity. **To learn more, visit [beeline.com](https://www.beeline.com)**