

CASE STUDY: CRAFTFORCE CLIENT

CraftForce's first client took our recruiting team as their sole labor supplier because the revenue growth they sought was stunted by the struggle to find skilled workers. Within three years of full implementation, their executive team was able to shift their time, focus, and ultimately energy from the frustrations of internal staffing to acquiring more projects.



With a strong pool of qualified skilled workers to pull from when needed, they pursued an otherwise unsustainable level of bids, growing their revenue 98% within the first year of a partnership with CraftForce.



With the following savings values CraftForce provides discussed below, they were able to increase its profitability by 70%.

MORE THAN
\$100,000
IN COST SAVINGS



By utilizing CraftForce's specialized and experienced recruiting team, they pocketed savings equal to the cost of affording

◀ **TWO IN-HOUSE RECRUITERS**

Client's EMR *without* CraftForce



Client's EMR *with* CraftForce



They lowered their EMR from 1.0 to 0.7 with the CraftForce partnership, representing a 30% cost savings on workers compensation insurance. CraftForce takes on each skilled worker as their W-2 employee, alleviating the cost and stress of your EMR rate and associated taxes.

54% DECREASE IN
TURNOVER

This Client's transformation illustrates the power of the shared workforce model. Their steady 60% turnover rate decreased to 6% within the first year of taking CraftForce on—by consolidating their workforce from a cumbersome 106 employees to a strong and capable 35 core employees. This decrease drastically lowered their unemployment insurance payments while allowing them to better leverage and support their core employees. This resulted in close to zero downtime across their workforce.

