

# CASE STUDY



## COMPANY

This company is a wholesale retail distributor of sportswear apparel comprised of 25 full-time employees. Doherty Staffing Solutions (Doherty) implemented strategic workforce solutions in their facility located north of Minneapolis, MN.

## CHALLENGE

This facility's challenges stemmed from working with too many agencies at once to manage staffing. They felt that they were not being prioritized by the agencies they worked with, which resulted in many job openings not being filled when needed and poor quality candidates. Additionally, they experienced much confusion due to poor communication related to onboarding, payroll, and timekeeping. When Doherty began working with the client on a more strategic solution, the facility was forecasting their biggest revenue year to date, yet were worried that they wouldn't be able to meet their demand output. This caused elevated stress levels for the facility, as they would have adverse financial consequences if they could not meet their business output goals.



### Temporary Staffing

High-volume, light industrial staffing and on-site workforce management services



### Direct Hire Professionals

Contract and direct placement for high-skill and technical candidates in specialized industries



### Office Support Talent

Niche recruiting for industry-related administrative and customer service support positions



### Vendor Management Solution

Advanced Platform | Resources Unlimited (APRU) provides talent management via a VMS solution

## SOLUTION

Doherty formed an exclusive partnership with this facility to effectively improve communication and streamline the management of all aforementioned employment areas. This solution increased recruiting resources with Doherty which guaranteed that staffing levels would be fulfilled. In addition to filling all positions that were currently vacant, Doherty recruited an active pool of "at the ready" candidates that could be employed if the need arose. To reduce turnover, Doherty coordinated company-specific recruitment marketing and provided on-site staffing assistance for their entire contingent workforce, including regular check-ins with workers.

## OUTCOME

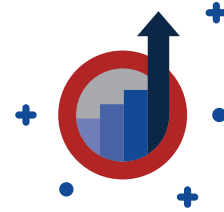
Doherty's employment solutions helped the facility maintain a fully staffed warehouse throughout their busy season. They were able to meet their customers' demand needs and had their biggest revenue year to date.

**With Doherty's help,  
this client achieved  
their *best revenue*  
*year to date.***



## KEY RESULTS

**150+ Interviews  
Conducted**



**45+ New Employees**



**100% Fill Rate Within  
3 Days of New Role  
Opening Up**

**100%**

