

## Case Study: HR Partner Programme

**TFM NETWORKS LTD****THE CLIENT**

TFM Networks is one of the fastest growing network operators within the UK. Delivering innovative, secure, value for money and fit for purpose products and services, TFM give their customers a real competitive edge. Being leaders in business only telecoms, they deliver customer specific, secure communications solutions, providing both fixed and mobile solutions that are robust, scalable and focused on business outcomes.

"We had traditionally used Recruitment Agencies for our fast growth, which was a considerable cost to the business. Via Rebecca at My HR Hub we benefitted from the corporate discounts for the Applicant Tracking System and saved tens of thousands of pounds"

CEO,  
TFM Networks Ltd

"TFM have really integrated direct sourcing since working in partnership with My HR Hub and EasyWeb Group. The partnership has provided them technical functionality and expertise which has brought another successful recruitment campaign to My HR Hub and EasyWeb clients."

Founder,  
My HR Hub

**THE PROBLEM**

Whilst typically using recruitment agencies for new roles, TFM were spending in surplus of 20% of the salary for each placement made. This proved exhaustive on their budget and was less manageable to control the applications received.

With a big recruitment drive set in place following a restructure of the financial team, My HR Hub approached TFM with an offering of EasyWeb ATS and EasyWeb Recruitment's online campaigns. This would provide TFM a simple and cost-effective approach to recruiting for their Finance Director, Finance Manager, Credit Controller and Finance Assistant roles.

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**TFM NETWORKS LTD**

"The use of EasyWeb ATS has allowed us to recruit directly rather than use agencies, which has helped us to build our employer brand as well as source some fantastic candidates. "

CEO,  
TFM Networks Ltd

**THE RESULT**

Using EasyWeb's services in partnership with My HR Hub, TFM Networks were able to significantly reduce their recruitment spend, saving them over £40,000 in online recruitment. Alongside this, they were able to effectively reduce their time to hire with the use of video interviewing, which gave TFM the opportunity to shortlist candidates and remove those unsuitable from the recruitment process at an earlier stage.

Using EasyWeb ATS and the online recruitment campaigns, TFM received a large influx in candidates for their roles, and in total received in excess of 250 applications. The campaigns also allowed them to reach candidates in areas such as Australia and continents of Europe, whilst also receiving candidates UK based in London.

Throughout the recruitment drive, TFM received a variety of high quality candidates which resulted in the hiring of a Finance Director, Credit Controller and Finance Assistant. They were also able to secure a candidate for a senior position at TFM in the form of a Commercial Director.

**THE SOLUTION**

EasyWeb ATS would give TFM one central location to receive and manage applications. The system would also provide them an integration with major UK job boards, whilst the online recruitment campaigns would give them access to Industry specific boards.

TFM would also benefit from the new Video Interviewing service provided by EasyWeb, which would allow them to interview candidates in a more time-effective way, which would help to reduce the overall time to hire. These video interviews would also give time back to the hiring managers and provide them the opportunity to interview only good quality candidates.

"My client at TFM Networks were delighted with the quality of candidates, choice of candidates, cost savings achieved, and the brand building that EasyWeb ATS allowed us. The speediness of the campaign allowed us to reduce the time-frame of TFM's recruitment process which gave a better candidate experience to applicants."

Founder,  
My HR Hub