

## Talentscope helps Lenity Tech add 60k each year to their bottom line through better hiring.



“Talentscope helped us hire 3 Tier I & II Tech Support Reps in the last 2 years generating over 400K in revenues annually and an additional 60K to the bottom-line.”

-- Joel Berger, President of Lenity Tech

### BACKGROUND

Lenity Tech is a MSP and technology integrator that provides IT services to a wide range on industries ranging from n law, healthcare, professional and government services in the greater Southern Ca region

### CHALLENGES

For Lenity Tech, the ongoing need to find qualified Tier I and II Tech support reps has been increasingly difficult since there is now greater competition for this same pool of qualified candidates. Employers today more than ever need to adapt to the changing needs of the current labor landscape and offer an employment value proposition that is “better and different” to a meaningful degree than the candidates next best alternative.

Owners of small to mid-sized businesses often underestimate the amount of time and resources required to find and source enough qualified candidates with the expertise, experience and attitudes they are looking for to make a good hire. To make matters worse, they are often stretched thin without the resources and personnel internally to get the job done effectively.

### SOLUTION

The “Talentscope” difference enabled Lenity Tech to source and hire qualified techs **better, faster and cheaper** and in a more cost-effective manner with **greater peace of mind** for the owner than if they were to try to do it on their own.

In order to source viable candidates, our talent acquisition specialists began the process of sourcing viable candidates along with “passive candidates” those who may not be actively looking and applying to your job post but are open to exploring new opportunities especially if the timing is right. In addition, we optimized the job posting with the right key words to increase the probability that qualified candidates would see the Indeed job posting and apply.

### RESULTS/BENEFITS

With Talentscope’s help, Lenity Tech was able to add three critical hires-capable and productive “right fit” employees that generated over 400K in annual revenues while **adding over 60k to their company bottom- line profits** while saving the owner time and headaches that come with hiring.