



Onsite Presence Facilitates Strong Relationships

A Case Study

CLIENT

With over fifty years of history in more than 60 countries, our client is a global provider of sorting technologies and solutions for the mail, parcel, baggage and cargo-handling industry.

HISTORY

In an effort to accelerate access to talent, the client selected Acara over a previous vendor in 2014. As the client's primary vendor, we deliver wide-ranging talent, while also utilizing 10 suppliers to consistently fill job roles ranging from engineering to LI assemblers, and even field service technicians.

CHALLENGES

The market is often tight and finding quality candidates for more specialized positions can be difficult. Acara often must encourage both clients and suppliers to engage more out-of-the-box thinking to find jobseekers not initially considered, but who potentially make excellent candidates.

SOLUTIONS

Acara has deployed a Work Nexus-automated master vendor program and onsite presence at the client's Irving, CA headquarters positions us as an extension of the client. This has been key to our success. Our onsite manager ensures that we remain in full communication with the HR team, allowing us to remain in sync and make timely suggestions. This onsite presence also allows our manager to monitor drug screening and background checks, when necessary, strengthen relationships with the internal workforce, give presentations, and aid with any other needs. As the client's primary vendor, our strong relationships fostered with our Tier II supply base deliver high staffing efficiencies, even in difficult conditions and during crunch times.





RESULTS

Acara is a consultative, value-add partner, relied on by client stakeholders not only to fill open orders, but also to continually evolve the process and maximize success.

476

Acara-recruited placements



270

Acara-payrolled placements



213

Tier II supplier placements managed



About Acara

At Acara, we know that productivity is about more than just man-hours. The greatest efficiencies and highest yields are found at the intersection of ingenuity and effort. They are the consequence of sound business relationships and the foresight that comes with experience.

For 60 years, we've approached every job with a high-touch, consultative approach that affords us a clear vision of our clients' evolving needs, and it's why we consistently employ the latest recruitment and management innovations on the market. Acara is in the business of scouting talent, evaluating human potential, recognizing similitudes between people and employers, and changing lives in the process. Because in an increasingly commoditized world, we believe some things still deserve a personal touch. Finding the right fit is one of them.

Simply stated, we see fit.



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