

How an MRI Network Office increased Billing 9.2% by using a database-expanding tool



eGrabber tools & methodology enabled us to increase annualized billings by 9%, onboard AE's faster and increase billings per employee.

If I didn't believe eGrabber tools, I wouldn't put my neck out to be here talking about eGrabber.

Peter Monsanto
Partner and Owner, Management Recruiters of Portland



The **Management Recruiters of Portland** is one of the Top 50 offices of the MRINetwork. Despite this, their Job Orders and Placements were lower than expected.

The owners – Peter & Steve – found the problem: **Their PCR didn't have enough Candidates & Clients.** The AEs & researchers weren't entering all contacts into PCR.

As a result, AEs didn't find PCR data valuable enough; AEs turnover was high. The AEs who left were taking undocumented contacts along with them. New AEs weren't on-boarding fast because they needed to build their database from scratch.

MR Portland needed a software tool to help out.

- Tool had to aid research department in increasing quantity & quality of Candidate & Clients records
- Tool had to integrate directly with PCRecruiter
- Tool would be successful if it created more valuable contacts than what AEs could do on their own

MR Portland chose eGrabber Tools for MRINetwork after excellent references from other MRI owners.

eGrabber's dedicated MRI-desk provided MR Portland with customized in-depth step-by-step training, recorded training-videos & jointly drafted a Best Practice document.

As the contacts in PCR increased, **results followed:**

- Annual billings increased 9.2%
- Average billing per AE increased from \$120K/year to \$175,000 / year
- All candidate & client conversations are now centrally tracked in PCR. Legal issues reduced
- AEs felt increased value in using the database – an AE recently filled an "Analytical Chemist" Position for a handsome fee of \$38,000
- Average AEs retention age increased. ROI on new AEs increased. AEs closed placements faster



The customized eGrabber Training Guides and recorded training videos helps us onboard new AEs very fast.

Steve Ross
President, MR Portland

I closed a \$24,000 placement within 5 days of getting a job-order. Did a e-blast from eGrabber-built PCR db.

Karen Hartshorn
Senior Account Executive, MR Portland



I helped our Internet Researcher's work even faster on eGrabber by rolling out a separate IP line for them.

Christopher Brownawell
Network Admin, MR Portland

I filled an "Analytical Chemist" position for \$38,000. Used candidates sourced through eGrabber.

Eric Namikas
Account Executive, MR Portland



eGrabber's Solutions for MRINetwork Recruiters

PCR Resume Import, Client Sourcing and Lead Append Tools for Talent Acquisition from Social Networking Sites, Job Boards and Google.

www.egrabber.com/mri

