

# CASE STUDY

## PEO - Educated Recruitment

Date: May 2021



### The Client

Educated Recruitment are an award winning education recruitment specialist. Started by MD Marie Cleave back in 2013, it is now one of the most well-known recruitment brands across the South West of England. With strong organic growth built on values of exceptional service and putting people first, the ER team go from strength to strength.



### The Challenge

Following a number of legislative changes throughout the late 2010s, the ER team noticed a steady increase in payroll enquiries. Valuable time was being lost at key points, and the ER brand was being affected. Something needed to change. In discussion with People Group, they decided to take a look at People PEO.

### The Result

Under People PEO the contractor is quoted their genuine gross pay rate, unlike umbrella where they are quoted the limited company rate. This makes it simpler for everyone and easier for the contractor to understand. As a result the numbers of people contacting PGS and ER with queries and questions dramatically reduced. In fact, the ER team have seen a subsequent increase in loyalty and contractor referrals since adopting PEO.

"We've seen enquiries reduce by 90% since adopting PEO, which has had a really positive impact, particularly on Friday when we need to focus on Monday placements. PEO also aligns much better with our brand and values, offering transparency, and a hassle free experience for contractors, which is a real selling point." **Says Office Manager, Emma.**



### What the Client Said

*"The team at People Group do so much more than just payroll for us. They protect our brand by providing transparent and efficient solutions like PEO, where no questions need to be asked. They guide us through legislative changes and allow us to focus on being great at what we do."*

*"We've achieved significant cash flow savings based on their advice, helped by favourable credit terms, and the support provided particularly during COVID19 has been first class."*

### About People Group

For the past 15 years we've been supporting recruitment agencies, businesses and contractors with the very best services. In that time, we've harnessed technology and used our expertise to rethink and reinvent compliance and payroll for the better. We've optimised the underpinning processes, so that they're as efficient as possible and deliver tangible time and money savings for our customers.

