

Pinstripe Recruitment Process Outsourcing

Vendor Assessment Report Abstract

July 2012

By Gary Bragar HR Outsourcing Research Director NelsonHall

11 pages







Who Is This Key Vendor Assessment For?

NelsonHall's Recruitment Process Outsourcing Vendor Assessment for Pinstripe is a comprehensive assessment of Pinstripe's recruitment process outsourcing (RPO) offerings and capabilities designed for:

- Buyers of RPO, including sourcing managers monitoring the capabilities of existing suppliers of recruitment process outsourcing and identifying vendor suitability for RPO RFPs
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the support services sector



Key Findings & Highlights

Pinstripe, headquartered in Brookfield, Wisconsin, was established in 2005 and has grown rapidly to be amongst the top 5 U.S. based providers in terms of hiring volume.

Pinstripe is a pureplay RPO specialist, focusing primarily on permanent hires. Pinstripe provides:

- Enterprise RPO; end-to-end RPO services which can be provided for the entire company or for a particular location or business unit
- Global RPO; via Pinstripe's ability to provide RPO in the Americas, combined with U.K. based partner Ochre House, which provides RPO in EMEA and Asia Pacific
- Project RPO; Pinstripe's enterprise RPO services for specific projects
- Co-sourcing; use of Pinstripe resources to supplement the clients recruiting team to manage the hiring process for a location, business unit or type of position
- RPO Accelerators; single or multiple services to enhance recruiting for a client

This NelsonHall vendor assessment analyzes Pinstripe's offerings and capabilities in Recruitment Process Outsourcing services. Pinstripe is one of a number of Recruitment Process Outsourcing services companies analyzed in NelsonHall's comprehensive industry analysis programs.

Pinstripe is a pure play RPO specialist, focusing primarily on permanent hires. Pinstripe provides:

- Enterprise RPO
- Global RPO
- Project RPO
- Co-sourcing
- RPO Accelerators

Pinstripe has a shared service center in Brookfield to centralize recruiting activities and increase efficiencies. Branded the Impression Center, the



mission is to ensure direct and immediate access to information regarding each client's talent acquisition process.

Pinstripe targets both mid-market and large clients, including multinationals and its revenue is closely split between both markets.

Scope of the Report

The report provides a comprehensive and objective analysis of Pinstripe's RPO offerings, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphases and new developments
- Analysis of the company's strengths, weaknesses and outlook
- Revenue estimates
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.

Contents

1.	Background
2.	Revenue Summary
3.	Key Offerings
4.	Delivery Capability and Partnerships
5.	Target Markets
6.	Strategy
7.	Strengths & Challenges
	7.1 Strengths
	7.2 Challenges
8.	Outlook



Report Length

11 pages

Report Author

Gary Bragar gary.bragar@nelson-hall.com

Recruitment Process Outsourcing Vendor Assessments Also Available for:

Adecco Alexander Mann Futurestep Hays Hudson Infosys KellyOCG Kenexa ManpowerGroup Solutions Ochre House Talent2 The RightThing