ARYA®
BY LEOFORCE®

How blueStone Staffing Reduces time to submit by 52% with Arya

Arya the AI Recruiting Assistant has helped blueStone reach their recruiting goals with more speed and efficiency

blueStone
Staffing Solutions

Overview

blueStone staffing is a rapidly growing staffing firm that needs to streamline workflows while expanding its talent pool in technology, engineering, accounting, and finance.

Objectives

- Optimize passive and active sourcing channels to build a robust talent pipeline
- Adopt AI to streamline recruiter workflows, efficiency, and stay ahead of the competition
- Empower recruiters to increase the speed, quantity, and quality of submittals

Highlights

In just 6 months, Arya helped blueStone:

1@5K	15%	80%	26%	53%
New Candidates Sourced	Increase in their Bullhorn internal talent pool	Decrease in manual Sourcing work	Improvement in average weekly submittal per recruiter	Reduction in time to submit

Challenges

blueStone Staffing Solutions has served businesses seeking top talent for over 20 years. Founded in 2002, the company has significantly grown its operations and expertise, extending its specialization from mid-market IT to engineering, healthcare IT, finance, and accounting.

Since then, blueStone has expanded its operations nationally, adding James Moloney as Enterprise Vice President of Sales and Client Services to oversee a growing team.

The Opportunity: Scaling the Organization Nationwide

blueStone's internal candidate database lacked the depth and nationwide coverage necessary to accommodate expanded operations. The company needed a solution to build a more proactive pipeline to continue its growth trajectory.

They had tried different AI technologies, but the solutions could not help them expand their talent pool, consolidate their sourcing channels, or streamline recruiting workflows as they hoped.

The Solution: Arya the AI Recruiting Assistant

After evaluating solutions, blueStone chose to implement Arya by Leoforce, Arya the AI Recruiting Assistant because of it's all in one capabilities.

> " We decided to go with Arya because of the size of its database," said James Moloney. "Arya sources talent from over 80 sourcing channels, including sites a recruiter might not have previously visited, like Github. It's a one-stop-shop solution. "

blueStone, Arya, and Bullhorn Integration

In just a few weeks, Arya was seamlessly integrated with blueStone's Bullhorn instance, customized to blueStone's workflow, enabling their recruiters to ramp up their platform usage quickly.

"The client success team really helped drive adoption by being so available to help with training," said James Moloney. "Arya is a pretty simple tool, but the Leoforce client success team is always available to answer questions, which is awesome."

How it works: blueStone and Arya

A job requisition is automatically pushed from Bullhorn to Arya once opened

Arya automatically creates a search and sources a single matched list of candidates from our 80+ sources, blueStone's Bullhorn candidate pool, and their job boards, like Monster and Dice, in seconds

blueStone's recruiters review the candidate profiles, shortlist, and reject, automatically pushing talent back into Bullhorn to build pipelines

"We like the speed and simplicity of Arya; it makes it easier for our recruiters to live in the solution and search all of our job boards at once instead of going from LinkedIn to Monster to Dice," says Moloney. **"Arya saves us time and allows us to reach out to talent before our competitors."**

In just a few months of use, Arya has become one of the most frequent sources blueStone uses to find high-quality candidates. "Arya has helped get higher quality candidates into our database a lot quicker and find candidates that might not be on those job boards," explains Moloney.

Driving Value with Arya

Since integrating with Arya in January, blueStone has increased the size of its internal database by 15%

By leveraging Arya, blueStone's has been able to:

Improve recruiter efficiency with automation

Discover higher quality candidates in less time

Accelerate time to submit to drive revenue generation

Level up new and junior recruiter performance

On average, blueStone's weekly submittal per recruiter is up 26% over the first half of 2023. Arya helped blueStone reduce time to submit by 53% for one of their top customers, a Fortune 100 company.

> " Arya has helped recruiters increase the speed, quantity, and quality of submittals. I just pulled stats for this year, and the team's performance is up across the board. Every recruiter's time to interview and time to hire has improved. "
>
> *Moloney, Enterprise Vice President of Sales and Client Services.*

Looking Ahead

As the partnership expands, blueStone's team is eager to continue increasing automating workflows with Arya. The company uses Arya's centralized communication suite to automate outreach and streamline calls, texts, and emails to reach candidates faster and improve their response rates.
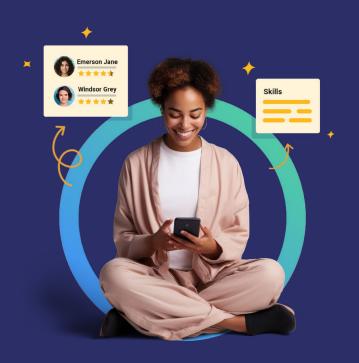
"I would definitely recommend Arya, especially for mid-size staffing agencies looking to level up. Arya has greatly enhanced our database, which has been a huge advantage for us," James continues.

> **"** I would definitely recommend Arya, especially for mid-size staffing agencies looking to level up. Arya has greatly enhanced our database, which has been a huge advantage for us. **"**
>
> *James Moloney, SVP of Sales and Client Services at blueStone Staffing.*

Learn More About blueStone's

blueStone Staffing Solutions is a premier staffing agency specializing in the IT, engineering, healthcare IT, finance, and accounting. The blueStone team is dedicated to connecting top talent with great roles, ensuring a perfect match for both job-seekers and employers.

Level Up Your Recruiting Team with Arya

Arya by Leoforce is the leading AI - powered recruiting assistant, empowering recruiters to reach higher-quality candidates before the competition. Let Arya help you find the talent most likely to succeed in a fraction of the time. See Arya in Action –

Request a Demo

leoforce.com