



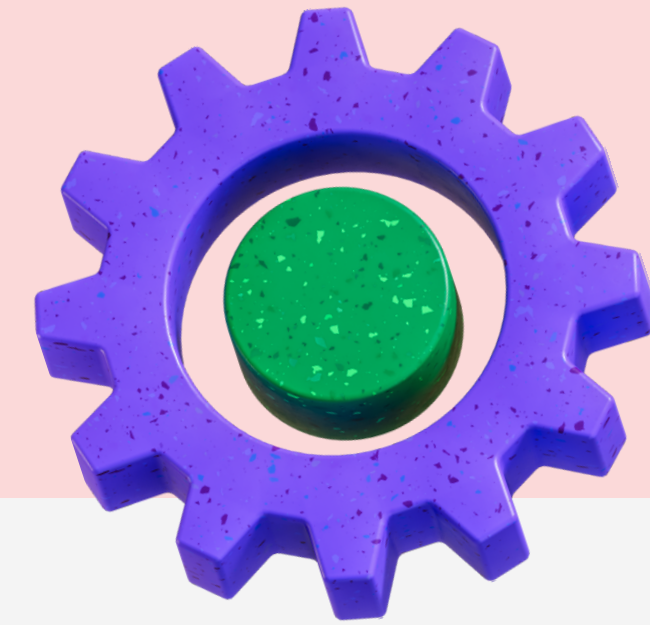
# Customer Case Study

## IVY COMPTTECH

Presented by: Research & Analytics Team

 This event has live translations.

# Agenda



- Client Overview
- Challenges and Objectives
- Our Solutions

- Planning & Execution
- Results
- Testimonials





The slide features a vibrant blue background. In the corners, there are 3D-rendered hands in various poses: top-left shows hands clasped with falling pink confetti; top-right shows a hand pointing down; bottom-left shows a hand giving a thumbs up; bottom-right shows hands clapping with falling pink confetti. The main content is centered in white text.

# Customer Overview

## IVY Comptech Pvt. Ltd.

Ivy has been on an amazing journey. They've grown from a small tech company founded in 2001 in Hyderabad to a global, cutting-edge software and support services provider, partnering with the world's biggest online gaming and entertainment groups. The sheer scale they now operate at is exhilarating and irresistible. Their software is used by millions of consumers around the world, with billions of transactions taking place to head even some of the biggest technology giants. Focused on quality at scale, they deliver excellence to their customers day in and day out.

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# Challenges and Objectives



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## Challenges

- They were not able to close some critical positions for over seven months, with the existing set of Vendors.
- The existing Vendors were giving very poor Quality profiles.
- They realised that they were compromising on their manpower quality and losing their overall technical edge.

## Objectives

- Close some very critical positions Immediately.
- Empanel some new very good Quality Vendors.
- Do a quality performance review and take out the bad performing Vendors.

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# Our Solutions

## Technically Pre-assessed Profiles

The profiles which we source will be technically assessed by one of our Internal Technical Panels (Freelancer/s), before submitting to the Client.

## Immediate Joiners

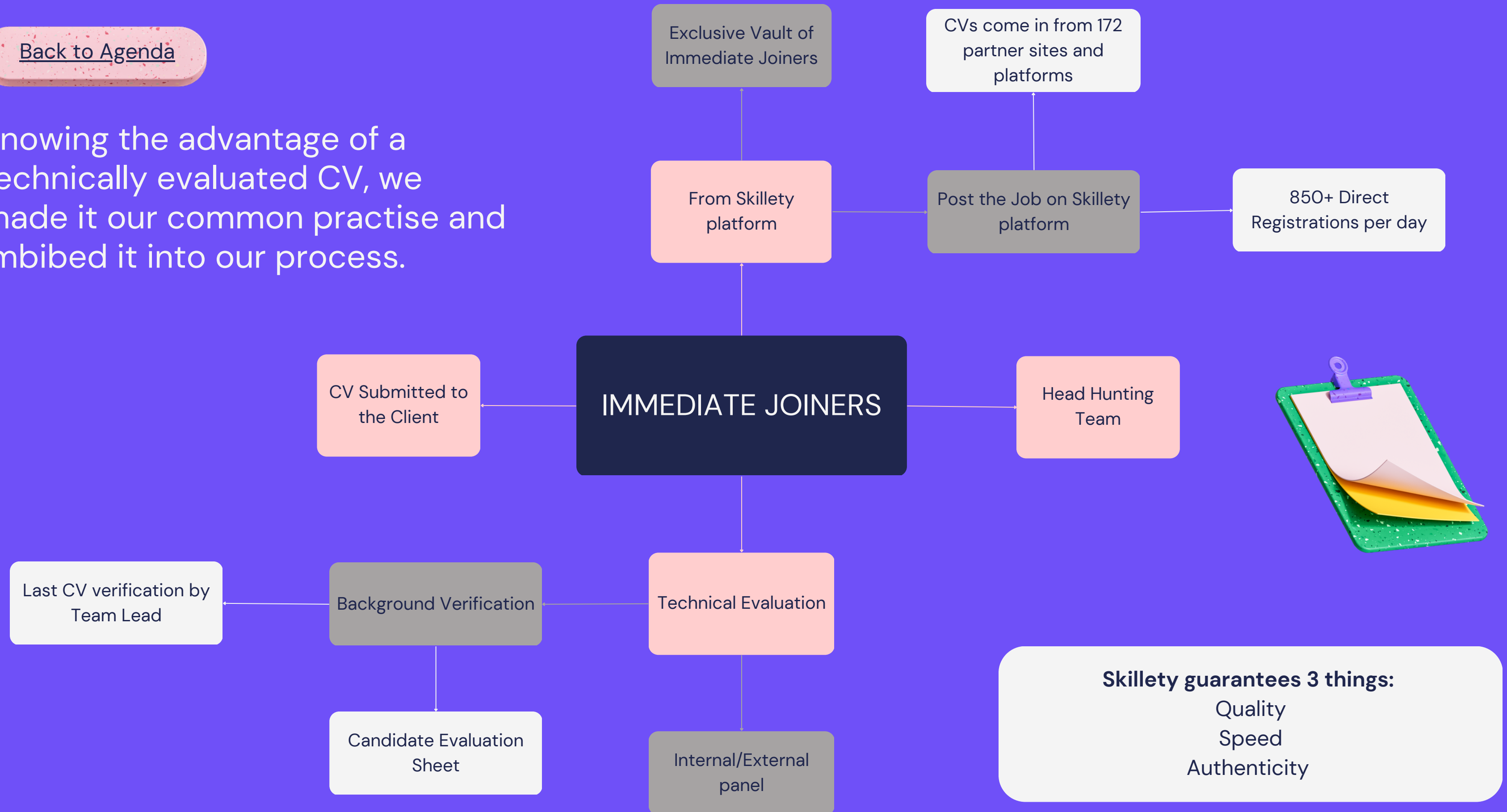
Candidates who can pick up their Offer and Join them within 15 days or less.





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Knowing the advantage of a technically evaluated CV, we made it our common practise and imbibed it into our process.



**Skillety guarantees 3 things:**

- Quality
- Speed
- Authenticity

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# RESULTS

- ✓ They gave us a Target of 6 Offers in 10 days, for achieving 3 Joinings. And we achieved 3 Joinings in 13 days out of just 3 Offers.
- ✓ The technically pre-assessed CVs did the magic. We had literally zero rejections at the Screening level. This saved time, effort and instilled confidence in the Client.
- ✓ We disrupted their standard practice of 6 Offers for 3 Joinings and established trust in our Process by achieving 3 Offers and 3 Joinings. Overall Offer to Joining conversion ratio went from 50% to 85%.



- ✓ Gained the Client's respect by pushing them to purposely release the Offers on a Friday evening for a Monday joining schedule – decreasing any possibility of Offer shopping.

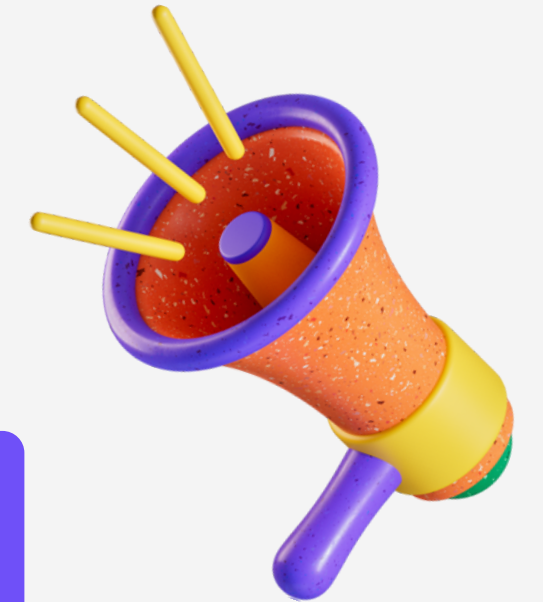
By the end of that year, we had done 67 Joinings with them, from 79 Offers  
– clocking an all time best record of 85% Offer to Joining ratio.

# Testimonials:



We have been working with Skilley since January 2021. They are competent and excellent in getting quick joiners to the team. I would strongly recommend Skilley to any organisation.

Kavitha Katakam, Manager – Talent Acquisition, IVY Comptech.



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# Get In Touch



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