

Tailored Management Professional Quarterly Review (Q4 – FY19)  
 Current Reporting Date: March 25, 2019 – June 30, 2019

Q4 Overall Hires Ranking: 1  
 Q4 Spend Ranking: 1

Work Order Activity

Period	Business Organization	Total Work Orders Released	Work Orders Opted Into	Positions Responded Against	% Responded To	Candidates Submitted	Average Response Time (Hrs.)	Candidates Qualified	Submission To Qualified	Interview Scheduled	Candidates Offered	Candidates Hired	% Offer Accepted	Qualified To Hire	% Work Orders Filled	Program Average Time to Fill (Days)	
March 25, 2019 - June 30, 2019	Accounting	13	13	13	100.00%	26	50.79	26	1.00 : 1.00	11	4	3	75.00%	8.67 : 1.00	23.08%	37.00	
	Clinical	10	10	10	100.00%	22	35.36	21	1.05 : 1.00	8	5	3	60.00%	7.00 : 1.00	30.00%	35.75	
	Sourcing & Procurement	14	14	14	100.00%	38	24.85	37	1.03 : 1.00	9	6	6	100.00%	6.17 : 0.00	46.15%	24.88	
	Customer Service	15	15	15	100.00%	29	19.64	27	1.07 : 1.00	9	6	5	83.33%	5.40 : 1.00	33.33%	23.75	
	Finance	11	11	10	90.91%	40	16.00	39	1.03 : 1.00	16	4	4	100.00%	9.75 : 1.00	36.36%	25.77	
	Human Resources	3	3	3	100.00%	12	22.24	12	1.00 : 1.00	6	0	0	0.00%	12.00 : 0.00	0.00%	60.00	
	Marketing	3	3	3	100.00%	6	51.74	6	1.00 : 1.00	0	0	0	0.00%	0.00 : 0.00	0.00%	44.50	
	<b>Total</b>	<b>69</b>	<b>69</b>	<b>68</b>	<b>98.55%</b>	<b>173</b>	<b>31.52</b>	<b>168</b>	<b>1.03 : 1.00</b>	<b>59</b>	<b>25</b>	<b>21</b>	<b>84.00%</b>	<b>8.00 : 1.00</b>	<b>30.43%</b>	<b>35.95</b>	
	<b>Program Average Total</b>	<b>57.86</b>			<b>72.01%</b>		<b>97.05</b>										
	December 17, 2018 - March 24, 2019	Accounting	6	6	6	100.00%	21	12.76	21	1.00 : 1.00	5	0	0	0.00%	21.00 : 0.00	0.00%	34.00
Clinical		4	4	4	100.00%	12	16.69	12	1.00 : 1.00	1	3	1	33.33%	12.00 : 1.00	25.00%	26.33	
Customer Service		27	26	25	96.15%	69	7.20	65	1.06 : 1.00	21	16	10	62.50%	6.50 : 1.00	38.46%	12.72	
Finance		6	6	6	100.00%	18	12.47	17	1.06 : 1.00	5	1	1	100.00%	17.00 : 1.00	16.67%	27.66	
HR Service Center		4	4	4	100.00%	18	8.16	16	1.13 : 1.00	5	3	2	66.67%	8.00 : 1.00	50.00%	36.00	
Human Resources		3	3	3	100.00%	9	17.86	9	1.00 : 1.00	2	2	2	100.00%	4.00 : 1.00	66.67%	42.00	
Marketing		8	8	8	100.00%	30	26.51	29	1.03 : 1.00	10	3	3	100.00%	9.67 : 1.00	37.50%	28.20	
Tax		1	1	1	100.00%	2	8.19	2	1.00 : 1.00	0	0	0	0.00%	2.00 : 0.00	0.00%	20.00	
Technical		9	10	9	90.00%	29	25.00	29	1.00 : 1.00	11	5	4	80.00%	7.25 : 1.00	40.00%	31.27	
<b>Total</b>		<b>68</b>	<b>68</b>	<b>66</b>	<b>97.06%</b>	<b>208</b>	<b>14.98</b>	<b>200</b>	<b>1.03 : 1.00</b>	<b>60</b>	<b>33</b>	<b>23</b>	<b>69.70%</b>	<b>9.71 : 1.00</b>	<b>33.82%</b>	<b>28.69</b>	
<b>Program Average Total</b>	<b>55.14</b>			<b>74.13%</b>		<b>84.98</b>											
September 2, 2018 - December 16, 2018	Accounting	4	4	4	100.00%	10	29.67	8	1.25 : 1.00	3	2	1	50.00%	8.00 : 1.00	20.00%	17.67	
	Clinical	3	3	3	100.00%	5	18.80	5	1.00 : 1.00	2	3	3	100.00%	1.67 : 1.00	100.00%	22.00	
	Customer Service	25	24	24	96.00%	68	7.73	68	1.00 : 1.00	22	13	10	76.92%	6.80 : 1.00	40.00%	14.40	
	Finance	2	1	1	50.00%	4	6.35	4	1.00 : 1.00	0	0	0	0.00%	4.00 : 0.00	0.00%	9.40	
	HR Service Center	3	3	3	100.00%	7	30.32	7	1.00 : 1.00	4	3	0	0.00%	7.00 : 0.00	0.00%	40.00	
	Human Resources	2	2	2	100.00%	4	65.71	4	1.00 : 1.00	2	1	1	100.00%	4.00 : 1.00	50.00%	13.00	
	Marketing	3	3	3	100.00%	6	33.22	6	1.00 : 1.00	1	0	0	0.00%	6.00 : 0.00	0.00%	41.33	
	Technical	18	17	17	94.44%	35	37.48	32	1.09 : 1.00	13	7	5	71.43%	6.40 : 1.00	27.78%	18.61	
	<b>Total</b>	<b>60</b>	<b>57</b>	<b>57</b>	<b>100.00%</b>	<b>139</b>	<b>28.66</b>	<b>134</b>	<b>1.04 : 1.00</b>	<b>47</b>	<b>29</b>	<b>20</b>	<b>68.97%</b>	<b>6.70 : 1.00</b>	<b>35.09%</b>	<b>22.05</b>	
	<b>Program Average Total</b>	<b>35.91</b>			<b>76.82%</b>		<b>51.08</b>										
July 1, 2018 - September 23, 2018	Clinical	4	4	3	75.00%	5	21.31	5	1.00 : 1.00	2	1	1	100.00%	5.00 : 1.00	25.00%	44	
	Customer Service	30	30	28	93.33%	90	6.97	84	1.07 : 1.00	25	22	14	63.64%	6.00 : 1.00	46.67%	18.02	
	Finance	9	9	7	77.78%	20	15.79	19	1.05 : 1.00	4	0	0	0.00%	19.00 : 0.00	0.00%	21.13	
	HR Service Center	3	3	3	100.00%	5	5.22	5	1.00 : 1.00	1	1	0	0.00%	5.00 : 0.00	0.00%	30.50	
	Human Resources	2	2	2	100.00%	4	23.61	4	1.00 : 1.00	3	1	1	100.00%	4.00 : 1.00	50.00%	17.00	
	Marketing	3	3	3	100.00%	6	33.33	5	1.20 : 1.00	2	0	0	0.00%	5.00 : 1.00	0.00%	14.50	
	Tax	1	1	1	100.00%	2	11.20	2	1.00 : 1.00	2	1	1	100.00%	2.00 : 1.00	100.00%	19.00	
	Technical	20	20	17	85.00%	29	39.23	29	1.00 : 1.00	8	10	6	60.00%	4.83 : 1.00	30.00%	25.00	
	<b>Total</b>	<b>72</b>	<b>72</b>	<b>64</b>	<b>88.89%</b>	<b>161</b>	<b>19.58</b>	<b>153</b>	<b>1.04 : 1.00</b>	<b>47</b>	<b>36</b>	<b>23</b>	<b>63.89%</b>	<b>6.35 : 1.00</b>	<b>31.94%</b>	<b>23.64</b>	
	<b>Program Average Total</b>	<b>41</b>			<b>83.03%</b>		<b>31.70</b>										