



# DRIVER AND ASSOCIATE SOLUTIONS WORK TOGETHER TO ENSURE CLIENT SUCCESS

## CLIENT

A top logistics company who provides in-flight products and catering services to international airlines and the travel industry.

## CHALLENGE

The client had an incumbent staffing provider who had been in place for a number of years. When the pandemic hit, they began to struggle to fulfill on their promises. The client suspected that they had become complacent and were no longer improving on their behalf. They took this opportunity to look for different vendors and find the best solution for their emerging needs. Because they needed both drivers and a contingent workforce, they turned to the Staff Management | SMX and Centerline Driver teams for help.

## STRATEGY

Our Staff Management | SMX and Centerline Driver teams wanted to provide a more effective solution and met with the client to understand their current challenges and frustrations with the incumbent provider. Then our team of recruitment experts got to work to find the client the most qualified driver and associate candidates. With our combination of grassroots recruiting and targeted digital strategies, our teams have achieved a 95% average fill rate for the client's hiring classes of both associates and drivers.

Currently, our team works together to ensure the client achieves success. Our Staff Management | SMX team manages food and beverage assembly, equipment cleaning and handling for flight checks. Our Centerline drivers go to and from the facility to the airport fulfilling orders. Because of our solutions, the client now has a dedicated partner who is committed to their success.

## RESULTS



# 95%

Average fill rate for drivers and hiring classes



Faster order fill times

