

Fig. 1: Molson Coors Brewing Company (U.K.) & Alexander Mann Solutions RPO engagement *(Source: NelsonHall)*

Expected Benefits	Results
Attract talent with an unknown brand.	Agency usage dropped from 94 to 15 percent.
Connect with the existing workforce and establish brand.	Internal referrals now account for 24 percent of hiring
Lower recruiting costs.	Cost per hire reduced by c. £3,000.
Become an employer of choice.	Addressed work-life balance issues and attracted more women.