

No Slowing Down

Our annual roundup of the top deals in recruiting.

By the Editors

Our report on top RPO deals of 2011 was based on research performed by the editorial staff of *HRO Today*. In some but not all instances, the information was provided by RPO providers themselves. Data was also obtained from the editors' market knowledge of bidding processes and their awards. For each listing, we researched the services and the hiring volumes and verified the information through the client or other sources. We have not listed hiring volumes or the division of exempt and non-exempt because of confidentiality agreements. The listings vary from program sizes that involve 500 hires to 10,000 hires. Volume is not the only benchmark, however, as we considered the breadth of services and the percentage of the talent pool involved in hard-to-fill categories. The deals are listed in alphabetical order by client.



Client: Allstate Insurance Company
Provider: Pinstripe
Services provided: End-to-end RPO
Regions served: North America



Client: Anheuser-Busch InBev
Provider: Ochre House
Services provided: End-to-end RPO
Regions served: Belgium, Netherlands, France, Luxembourg, Germany, Italy, Switzerland, Austria, Czech Republic, Hungary, and UK



Client: Baker Hughes
Provider: Kenexa
Services provided: RPO
Regions served: Americas



Client: The Children's Hospital Of Philadelphia
Provider: Pinstripe
Services provided: End-to-end RPO
Regions served: U.S.



Client: Covance
Provider: PeopleScout
Services provided: End-to-end RPO
Regions served: North America, South America, Asia Pac and EMEA



Client: Covidien
Provider: Alexander Mann Solutions (AMS)
Services: End-to-end permanent RPO
Regions: EMEA and APAC regions, 29 countries



Client: Credit Suisse
Provider: Alexander Mann Solutions (AMS)
Services: End-to-end permanent RPO
Regions: 39 countries



A Korn/Ferry Company

Client: Cummins Inc.
Provider: Futurestep
Services provided: RPO
Regions served: North America, South America, Europe, Africa, Asia, and Australia



Client: Dun and Bradstreet
Provider: Adecco RPO
Services provided: Full-lifecycle RPO
Regions served: North America



Client: Eli Lilly and Company
Provider: Kenexa
Services provided: RPO
Regions served: Americas, Asia Pacific, and EMEA



Client: Fonterra
Provider: Futurestep
Services provided: End-to-end RPO
Regions served: Australia



Client: Ford Motor Company
Provider: Kenexa
Services provided: RPO
Regions served: U.S.



Client: Gate Gourmet
Provider: Adecco RPO
Services provided: Full-lifecycle RPO
Regions served: North America



Client: GE Capital Corporation
Provider: KellyOCG
Services provided: End-to-end RPO
Regions served: U.S., EMEA, APAC



Client: Gerdau
Provider: PeopleScout
Services provided: End-to-end RPO
Regions served: North America



Client: Hill Rom
Provider: KellyOCG
Services provided: End-to-end RPO
Regions served: U.S.



Client: IBM Global Process Services
Provider: KellyOCG
Services provided: End-to-end RPO
Regions served: India



Client: MetLife
Provider: SourceRight Solutions
Services provided: End-to-end RPO
Regions served: North America

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Client: Nestle
Provider: Futurestep
Services provided: RPO
Regions served: North America



Client: Origin Energy (Energy sector)
Provider: Alexander Mann Solutions (AMS)
Services: Contingent workforce management
Regions: Australia



Client: Roundys
Provider: Peoplescout
Services provided: Partial-cycle RPO
Regions served: North America



Client: Telefónica
Provider: Randstad Managed Services
Services provided: Managerial and professional contractor hiring
Regions served: United Kingdom, Ireland, Germany, Czech Republic and Slovakia



Client: Weatherford International
Provider: KellyOCG
Services provided: End-to-end RPO
Regions served: U.S., Canada, Mexico



Client: Wolters Kluwer
Provider: SourceRight Solutions
Services: End-to-end RPO
Regions served: North America



Client: XO Communications
Provider: SourceRight Solutions
Services: End-to-end RPO
Regions served: North America