

RSG

Case Studies



**HOW DO WE RECRUIT
LARGE NUMBERS OF
HIGH QUALITY
PROFESSIONAL RESOURCE
QUICKLY?**



*"Smart solutions to your recruitment
and resourcing challenges"*





THROUGH KNOWLEDGE-BASED VERTICAL MARKET RECRUITMENT

The Challenge

Lloyds TSB Group was renamed Lloyds Banking Group plc in 2009, following the acquisition of HBOS plc. This made them the largest retail bank in the UK, serving one in three people in the country.

This is the largest ever merger within the European banking sector resulting in a long and complex integration programme. To enable them to meet their change agenda, Lloyds need the skills of interim business change specialists – an unprecedented number of Change Programme Managers, Project Managers, Project Office Managers, Business Analysts and Change Management Consultants - for many different projects around the UK.

In 2011 Sanderson was selected as one of eight suppliers to provide specialist business change contractors to the Group. We've been working with Lloyds Banking Group ever since.

Sanderson's Solution

Sanderson leads the market in business change recruitment – a cost effective alternative to management consultancies in this area. Our networks, reputation and portfolio give Lloyds access to the best interim change specialists in the market.

Our knowledge-based recruitment service, with 170 dedicated recruitment consultants working on Lloyds' requirements in specialist vertical-market teams, has been quick to deliver the experts they really need, saving Lloyds time and money and outperforming all other agencies instead of suppliers.

Having built a real understanding of the business, Sanderson has become a true partner to Lloyds, not just a supplier.

The Results

- Top supplier of Change contractors to Lloyds' projects around the UK between 2010-2012 and top Growth Supplier in 2013
- Top Performing Supplier in 2012 based on delivery rate, CV ratio and compliance
- Over 500 placements delivered with over 300 contractors on Lloyds' sites at any one time
- Effective well structured process - ensuring quick delivery
- Bespoke vetting process - protecting client's best interest
- Significant cost savings for the bank



“Sanderson's contractors power the largest transformation programme this country has ever seen. The relationships we've built in the change space and the specialist knowledge we hold allows us to react quickly to every contractor requirement and deliver the high quality resource Lloyds Banking Group needs to make change happen.”

Jon Ball, Director, Sanderson Recruitment Plc