

RAISING THE PERFORMANCE BAR FOR SAMSUNG

THE CLIENT

Samsung is one of the world's best-known brands. With a rich history of innovation, it is a global leader in consumer electronics, semiconductors and telecommunications. From smartphones to computers to TVs, Samsung is committed to applying the power of its human resources and its technology to create superior products and services. It is equally passionate about the integrity and effectiveness of its supply chain, holding suppliers to a high and uncompromising standard of excellence.

THE CHALLENGE

Although Samsung worked with a large network of staffing providers within their Vendor Management System (VMS), those suppliers repeatedly failed to provide an Android developer with the skillset Samsung needed to ensure forward momentum on an important project. **The goal of the VMS was an efficient, transparent process that added strong talent to the Samsung team.** The reality, in this case, was a lengthy search that yielded duplicate submissions from multiple suppliers and less-than-perfect candidates.



SUBMITTED **2X** AS MANY CANDIDATES AS OTHER SUPPLIERS

OUTPRODUCED AVERAGE SUPPLIERS BY **3:1** FOR JOB OFFERS

THE SOLUTION

Samsung's talent acquisition program consisted of 35 staffing providers; Triple Crown was not one of them—yet. With more than 40 continuously evolving talent communities of over 5,000 highly qualified software, hardware and data professionals—700+ of whom are available at any given moment, **Triple Crown knew the Android developer Samsung needed was already in their network**, if given the chance to submit a candidate. With a one-shot opportunity, Triple Crown presented an outstanding Android developer. Impressed by the candidate's caliber and Triple Crown's speed, Samsung extended an offer within 24 hours of submittal.

THE RESULTS

Based on a clear demonstration of performance and results, Samsung invited Triple Crown to join its supply network. Within two years, Triple Crown submitted 121% more candidates and received 165% more candidate acceptances than the average supplier, propelling Triple Crown to top ranking as Samsung's #1 tech provider. With Triple Crown raising the performance bar overall for Samsung's staffing supplier network, **Samsung shaved four days from average time to fill and reduced their talent supply network by 57%.** In 2018, Triple Crown was named "Samsung Supplier of the Year."