

Dalton Boggs triples candidate network



Company Profile

Executive search firm dedicated to the Hospital, Healthcare, and Oil & Gas sectors.

Challenges

Increase network of passive candidates

Leverage the Internet effectively

Broadlook's Solution

Profiler
Eclipse
Job Pulse

Results

Tripled their network of qualified candidates in just over 1 year.

Company Background:

Dalton Boggs & Associates was founded over thirty years ago. The key element to their recruiting practice is their ability to produce and recruit highly qualified candidates. They focus on healthcare, and over the years have formed an extensive proprietary network of the field's best people.

A deep understating of the healthcare marketplace is a key value Dalton Boggs delivers to its clients. Their list of clients includes for-profit, not-for-profit, and faith-based acute-care hospitals, as well as the nation's top 100 hospitals and systems. Dalton Boggs also serves national and local insurance companies including HMOs, PPOs, and related managed-care companies.

Challenge:

A key to the success of Dalton Boggs is their extensive network. Their network is dynamic, and needs to be continually grown, expanded and to have the most up-to-date information. Dalton Boggs knew the largest and most dynamic source of information is the Internet. The challenge facing them was to tap this vast and growing source of intelligence in a targeted way. Critical to their needs was the ability to leverage sources that are virtually unknown to their competitors.

Solution:

Dalton Boggs wanted the control to target untapped sources in a way that would give them more time to use their quality search process to engage great candidates. The company turned to Broadlook Technologies because they were impressed with the power and ease in which the Broadlook solution could help grow their candidate network.

They ultimately purchased the Broadlook Suite, including Profiler, Eclipse and Job Pulse. Eclipse held special interest for Dalton Boggs because of its ability to easily acquire virtually untapped sources of information.

Results:

Dalton Boggs has seen a significant impact to the size of their quality candidate network. "For us, it is all about having a deep network of highly qualified candidates," said David Boggs, Managing Partner. "With the Broadlook solution, we have tripled our network of qualified candidates in just over 1 year."

When asked what the Broadlook solution has meant to their business, David put it this way. "Imagine the difference between having your computer do the work or having 2 people spending time building your network." Dalton Boggs has seen the value the Broadlook Suite can bring.

David did have one hesitation about Broadlook. "I think the "secret" is out. **Personally, I would rather my competitors did not know about Broadlook.** It has provided us with a real competitive advantage for us."