



SAAB SEA EYE

Saab Seaeye, based in Fareham, UK, is the world leader in design & manufacture of electric underwater robotics. Our relationship started back in January 2021, where we were invited to supply search and selection services on a contingent basis for a number of technical vacancies, after several successful campaigns and developing an understanding of how the business operated internally, Owen Daniels began to explore how we could add additional value; save the business time and money, as well as utilizing the companies brand to improve direct talent attraction.

OBJECTIVES

- To support Saab Seaeye's significant growth plans
- Audit the existing supply chain and manage communication moving forwards
- Provide client with one point of contact for external recruitment services
- Develop internal recruitment processes to improve time to hire
- Develop strategy to overhaul direct talent attraction

TOTAL TALENT MANAGEMENT AT A GLANCE

Saab Seaeye benefited from all of the solutions listed, formulated through our total talent management package, supporting each company as an individual in a flexible bespoke offering.

BENEFITS

- Cost saving
- Frees up HR
- Improves your company compliance
- Enhances career page and recruitment prospects
- Guaranteed fulfillment

SOLUTIONS

In order to meet & succeed the clients expectations, ODC approached each objective with tailored recommendations that would achieve the desired outcome. Saab Seaeye were essentially looking to outsource all recruitment and compliance activity, whilst at the same time, growing their own identity and pushing candidates to apply directly to the business. We decided to introduce a Total Talent Management program which included the following services:

- Implementation of Applicant Tacking System
- Development and management of new careers page
- Implement dedicated Account Manager and Resource team
- Embed and manage IR35 assessment portal

ACHIEVED TO DATE

- 1** point of contact for all external recruitment
- 12** month **Sole Supplier agreement** awarded to ODC
- 45** successful appointments in year 1
- 100%** IR35 compliant
- 35%** cost saving on total margin, including supply of the above services, including all additional systems implemented

SAAB SEA EYE'S TESTIMONIAL

"Saab Seaeye Ltd has been working on an exclusive basis with Owen Daniels Consultancy since early 2021 and they continue to provide a great service in a challenging market. They are responsive, professional, affordable and definitely go the extra mile. They work to understand the brief and keep everyone updated throughout the process.

The team have worked really hard to get to know our business and our hiring managers, which makes all the difference when you are working on a high volume of vacancies. In short, they are an excellent agent who do all the hard work for you and we can't recommend them highly enough."

LYNNE MOODY
HR MANAGER



increase in direct talent attraction through updated careers page



improved Time to Hire



of offered candidates, successfully started

Saab Seaeye have incorporated this Total Talent Management solution for a year, leading to them awarding Owen Daniels Consultancy with a sole supplier contract renewed for a second year running.



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