


# Not all Staffing Partners are created equally

Introducing a truly unique approach to winning the war for talent in today's candidate driven market.



**We work with hiring managers, talent acquisition & procurement professionals.**

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We help deliver technology personnel on a contract, contract to hire, payroll and direct hire basis using a 'high touch', customer & candidate centric process called 6 Point Prospecting Methodology™.



Clients come to us when:



# They are:

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- Struggling with delayed projects and deliverables caused by unfilled jobs
- Facing mounting pressure from kicked offers and unexpected attrition
- Worried about morale due to the increased workload on incumbent staff
- Under significant pressure to hire top R&D | Engineering | IT talent quickly
- Losing top candidates to faster moving competitors
- Frustrated with time wasted reviewing low-quality / mis-matched resumes

# They are:

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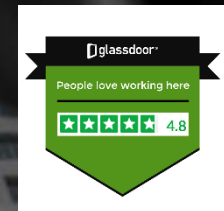
- Seeking a higher level of engagement and sense of urgency than their current agencies are providing
- Interested in partners who add value with unique offerings that improve hiring efficiency
- Wanting access to new pools of candidates other agencies can't provide
- Ready for change





**Our clients realize - to get the best candidates to say 'yes' - they need to engage the agency those candidates want to work with most - Digital Prospectors!**





# Our reputation has no equal

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The only **4.8 star Glassdoor rated** staffing company in New England

The only temp staffing company of less than 1000 employees to be voted in the national Top 15 "Employee's Choice - Best Places to Work" Glassdoor

The only 2023 winner of SIA's **Best Staffing Firm to Temp For** in New England

The only New England based staffing company to be **featured in Forbes, Fortune and Inc. magazine as a Best Company to Work For**

At 83.3, Digital Prospectors has the **highest Net Promoter Score (NPS)** of any New England Staffing company and one that is 3X above industry average.




Our Unmatched Reputation ensures our clients' message is delivered and heard by the most sought after candidates.

Our clients benefit from submittal to hire ratios that are 38% better than the competition.

*\*Data compiled from TechServe Alliances' 2022 OPR report of over 70 IT staffing firms.*





# Our benefits have no equal

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Part of only 3 percent of Staffing Companies that pay 100 percent of their contract employees' health, wellness and retirement benefits.\*

Digital Prospectors has benefit satisfaction ratings that are 55 percent above average North American staffing companies.\*

According to Glassdoor, Digital Prospectors' benefits scored 42 percent higher than the 15 largest national staffing companies and 38 percent higher than the 15 largest Boston area staffing companies

*\*Based on 2022 survey data of 439 North American staffing firms conducted by Staffing Industry Analysts*



# Our compensation models have no equal

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All consultant employees can choose between hourly or salaried  
Consultants can customize the amount of PTO they want to receive  
Consultants get instant access to matching 401Ks  
Consultants can enroll in Bench Time ... or not  
Consultants not needing health benefits can elect a Pay Increase Instead






## Our Unique Benefits & Compensation Models deliver:

- New Candidate Pools
- Higher Acceptance Rates
- Lower Unwanted Attrition





Many candidates  
only consider  
contracting through  
Digital Prospectors

**Because we make  
our people feel like  
valued employees -  
not temps.**





Our clients experience tremendous success and supply rave reviews because our innovative approach is very effective.

Our competitors don't like it because it is very difficult to copy.

The result is fill rates that are 70 percent higher than industry averages.\*

*\*Data compiled from TechServe Alliances' 2022 OPR report of over 70 IT staffing firms.*

In today's hyper competitive job market **hiring success means moving quickly.**

We help our clients **act fast AND avoid making bad hires** by enabling them to 'try before they buy' with our **40 hour guarantee** on all placements.





# The Proof?

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Don't take our word for it, Digital Prospectors continues to win more awards from our clients, consultants and internal employees than any other competitor in New England.



# Clients love Digital Prospectors

This is not our first rodeo. We don't need hand holding and excel with minimal guidance. We are great listeners, we follow the rules and we deliver exceptional results. We are present and accountable and always here to serve you until you are satisfied - every time

**Proof:** 85 percent of our business is repeat business | Best of Staffing - Client Satisfaction 5x - ClearlyRated | Top Temp Firms 10x - Boston Business Journal | Excellence Award 3x - TechServe Alliance | Top Ranked Staffing Firm - Staffing Industry Analysts





# Candidates love Digital Prospectors

We believe that all people should love their jobs so we are always working hard to connect our candidates with meaningful opportunities. They come for our portfolio of prestigious clients and stay for our award-winning service.

**Proof:** Best Staffing Firm to Temp For 5x - Staffing Industry Analysts | Best of Staffing - Talent Satisfaction 5x, ClearlyRated | 4.8 Glassdoor Rating | 2023 Glassdoor Employer of Choice





# Our employees love Digital Prospectors

We believe our team is our most valued resource and we treat them as such. Because the team knows we are focused on them - they can focus on delivering outstanding service to our clients and consultants.

**Proof:** #1 Company to work for in NH - Business NH | #13 SMB Great Places to Work - Glassdoor | 100 Best Companies to work for - Fortune Magazine | Best companies to work for in NH 5x - Business NH | Great Place To Work - Certified





# Our Pledge

On behalf of our whole team, we understand you have many choices when it comes to choosing a staffing partner and we want to thank you for considering Digital Prospectors as one of yours.

## **Our Client Pledge:**

As a company, we respect the enormous responsibility we have to our clients and candidates who trust in us to bring them together in meaningful ways.

We truly care about our clients' business needs and prove that with our daily actions. We will do everything we can to ensure your team is happily engaged with our candidates. We will value you as our customer and never treat you as 'just a billable resource'.

We will provide you quick response and demonstrate sense of urgency when you reach out. We'll ensure your satisfaction through proactive and regular communication - even just to say hello and ask if we can help in any way. We'll listen, work to understand your perspective and help you in any way we can. We'll take great care of our candidates to ensure their focus is centered on you and your project being a success.

Our goal is for all our clients to be so satisfied with our service that they can't help but want to do repeat business with us and refer us to their colleagues to do the same.

Digital Prospectors' success is based on your success and we can't wait to get started.



# We are Recruiters & Proud of IT

Helping clients attract, land and retain game changing talent is our passion.  
We love what we do and the results are PROVEN.

How can we help you today?

[www.digitalprospectors.com](http://www.digitalprospectors.com) | 617-938-6100

