



## Whiting Consulting Feeds Prescient Systems' Supply Chain

Prescient is the fastest-growing provider of supply chain planning solutions to the consumer products market space. In 2003, Prescient was recognized by Consumer Good's Technology (CGT) magazine as one of the industry's premier providers of supply chain planning solutions, earning a place in the Top 5 of CGT Elite Best of Breed annual survey and ranking 2nd for overall customer experience.

To find the high-quality employees driving Prescient's success, Prescient founder and president Jane Hoffer relies on Whiting Consulting.

"We have come to rely on Whiting to be the experts at what they do - provide high quality candidates," Hoffer said. "And we've found that the candidates they bring us turn out to be high quality employees."

Prescient has used Whiting Consulting exclusively since 2002 in the role of in-house recruiter. This "outsourced, in-house" approach is one of the things that sets Whiting apart, Hoffer said.

"We like Whiting's approach to being part of our organization," she explained. "It has minimized the effort that we expend on recruiting."

Hoffer lists Whiting's areas of expertise as sales, marketing, consulting and development recruiting for technology companies. Based on their effectiveness as in-house recruiters in these areas, Hoffer said, Prescient uses Whiting to fill its general and administrative positions, as well.

"They have a real ability to interview the hiring manager and really understand the skills and experiences that a candidate will need to be successful," she said.

In addition to bringing in quality employees, Whiting helps Prescient's existing employees be more productive by giving them more time to focus on their business.

"Before, we were inundated with resumes of widely varying quality from multiple recruiters," Hoffer said. "Many recruiters would send over resumes that weren't even a match, and we'd have to sift through them all. Now, we rely on Whiting to do all the screening and present us with only qualified candidates.

"Whiting Consulting frees our managers to focus on what they need to do, which is run the business," Hoffer concluded.