

Remy Staffs Faster and Better Via the Web

The Customer

Remy Corporation is a leader in integrated staffing and recruiting solutions for the enterprise software industry. The company offers consulting and permanent placement recruiting services, enterprise application integration, RFP review, a Business Alliance Network, and Customization Exchange. Founded in 1999, Remy has offices across the country.

PeopleSoft Products

PeopleSoft for Staffing—Front Office, Payables, Receivables, Billing, General Ledger

Operating System

- Database: Oracle
- Operating System: Unix
- Hardware: Sun



Speed. Efficiency. Today the people of Remy Corporation are working smarter. They're working on the web.

Remy Corporation, a recruiting and staffing company, uses pure internet PeopleSoft Staffing to simplify the process of matching the right person to the order first, tracking orders, and managing billing and payment. PeopleSoft Staffing helps Remy manage its entire business—from recruiting and hiring, to maintaining its sales pipeline, filling an order quickly, and tracking profitability.

After a quick implementation—seven weeks—the benefits were immediate. Remy has an integrated system accessible from the web anytime, anywhere, that satisfies customer orders quickly, manages their progress, and analyzes profitability. Staffing gives Remy a better perspective on its business.

“This is leading edge technology,” says Andrew Albarelle, principal executive officer of Remy. “We have an edge over our competitors and the competitive edge with our clients because of our speed to market.”

“There’s nothing out there that can beat PeopleSoft on the speed of searching and the integration,” he says.

Making Use of Remycorp.com

Remy’s pure internet system starts on its home page, www.remycorp.com. Here, candidates seeking to fill out an application find a link into PeopleSoft Front Office, a relationship management, recruitment, order management, and search and match tool. They click on the link, fill out an application, and hit send.

Also from the website, applicants access Remy’s jobs database. By filling in search parameters, candidates can find jobs of interest and apply online immediately.

The system automatically notifies the appropriate company contact of a new application, and stores it in the database for easy access. If the recruiter wants to schedule an interview, she clicks on the applicant’s email link and sends a note requesting an interview.

Looking to fill open jobs, recruiters can search on any information in a candidate’s file—years of experience, skills, availability, licenses, certifications, salary requirements, and more to find the right person. PeopleMatch immediately finds all candidates who meet the requirements so Remy can quickly fill the job. The reverse works too. If a candidate in Houston wants a job, Remy can pull a list of its clients there that might need someone with her skills to see if there’s a need.

Or, a Remy client can go to its website and search for talent on their own. Remy grants password access to its clients, who can then search its employee database for workers on their own time.

The bottom line: If Remy can fill a job faster than its competitors, its clients are more loyal. And Remy is more profitable. In fact, with PeopleSoft, Remy expects to double its revenue in one year.

“We’ve quadrupled the number of interviews we book because we know what candidates we have and where the jobs are,” says Albarelle. “PeopleSoft has helped us maximize the resources we have. We’re using our current candidate pool to satisfy the customer orders we have so we don’t have to spend money and time trying to recruit.”

The Back Office

But Remy says without PeopleSoft Payables, Receivables, Billing, and General Ledger, PeopleSoft Front Office would not be as efficient.

As with all PeopleSoft software, Remy’s applications are integrated. So while Front Office is helping Remy build sales, the other applications are capturing the information they need to pay, bill, and analyze. Billing collects employee hours and generates an invoice. That information is automatically sent to Receivables, which alerts Remy when the bill is past due, and to General Ledger for profit and loss analysis. It’s giving Remy a new look at its financials.

“I can drill up and down to track profit and loss, to see if business is good with a client,” Albarelle says. “How is our ROI with that client, or are they strong in the first quarter but cold the rest of the year? I need to know that so we can gear up during their busy time. We can note such schedules in PeopleSoft so we know financially what to expect.”

In addition, with Staffing, Remy gets realtime data, something it’s never had. Before, management analyzed profitability only at the end of the month, after reconciliation. Today, Albarelle says he can look at the metrics daily—number of calls made, how many assignments filled, or the profit margin at a certain rate—and use the information to make necessary changes. Remy can be more proactive.

Overall, by putting business on the web and streamlining processes, Remy has eliminated many manual tasks, improved information accuracy, saved time, and improved its relationships with its clients.

“We had so many dissimilar systems and nothing was centralized so our recruiters couldn’t search from a single database. There was no integration with back office,” Albarelle says. “Now that we’ve pulled it all together we are so much more efficient. The business we’re closing now and the efficient way we’re closing it is incredible.”

“This is leading edge technology. We have an edge over our competitors and the competitive edge with our clients because of our speed to market.”

Andrew Albarelle
Principle Executive Officer,
Remy Corporation

CUSTOMERS • SUPPLIERS • EMPLOYEES

People power the internet.™ 

PeopleSoft, the PeopleSoft logo, PeopleTools, PS/nVision, PeopleCode, PeopleBooks, and Vantive are registered trademarks, and PeopleTalk and “People power the internet.” are trademarks of PeopleSoft, Inc. All other company and product names may be trademarks of their respective owners. The information contained herein is subject to change without notice. Copyright © 2001 PeopleSoft, Inc. All rights reserved.

PeopleSoft, Inc. Corporate Headquarters
4460 Hacienda Drive
Pleasanton, California 94588 USA
Toll-free 1 888 773 8277
Tel 925 694 3000
www.peoplesoft.com