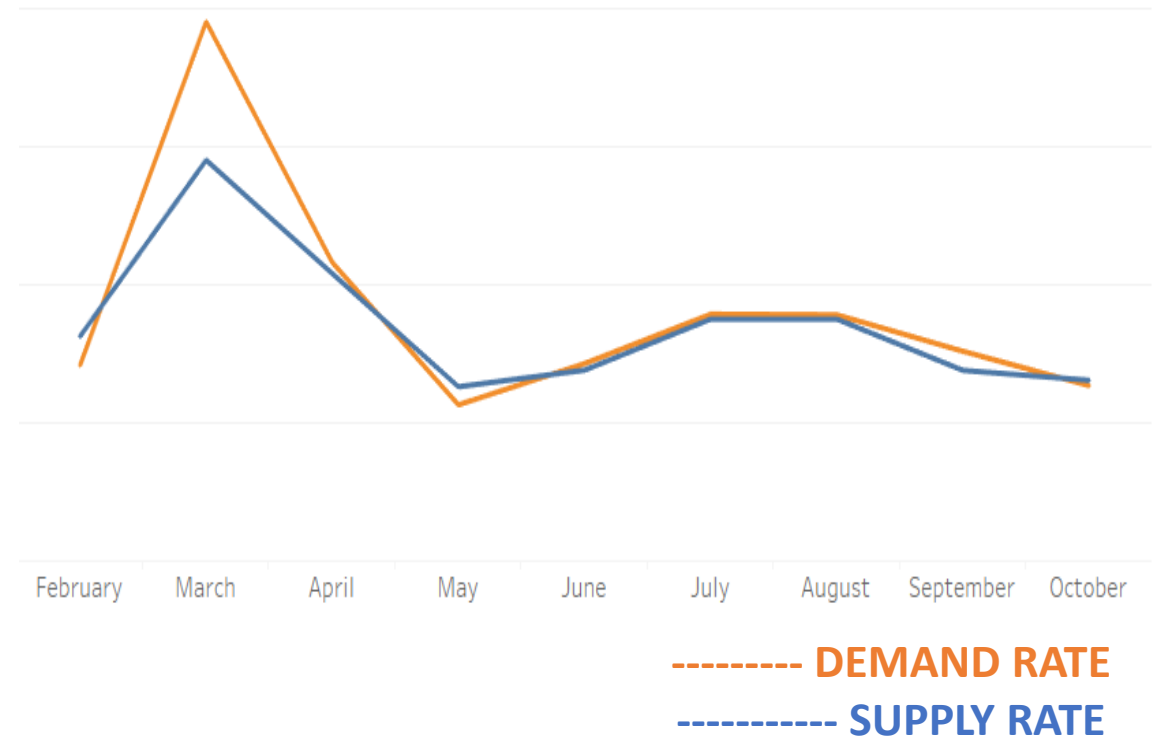
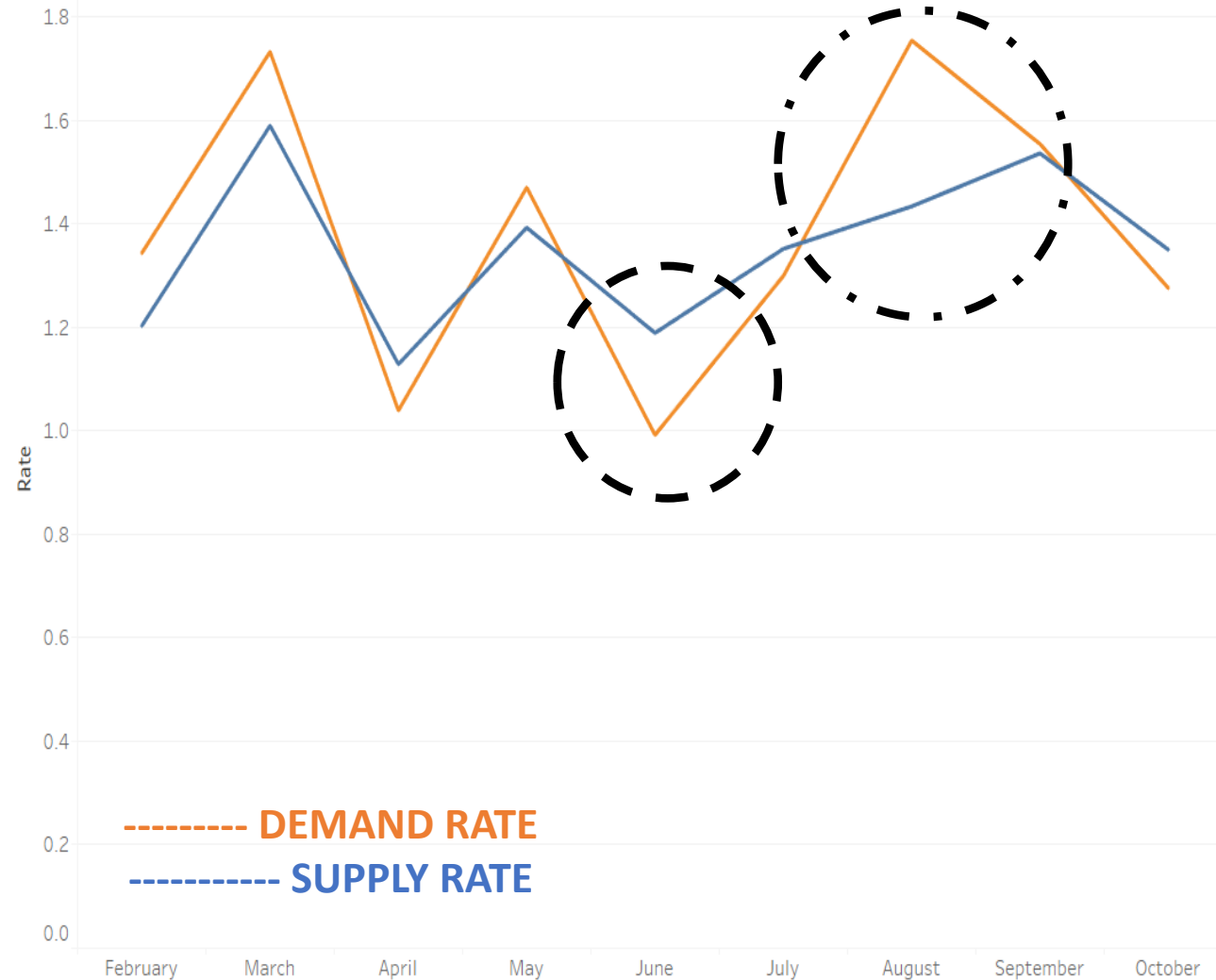


- ✚ Rate of Unique JobID added
- Rate of Unique JobID removed
- ★ Existing(carry-on)JobID rate.

DE-Health-Care



## US-Retail



## DEMAND RATE > SUPPLY RATE

- Opportunity Assessment
  - Job Posting Cost increase per Job-ID – 117%\*
- Help recruiters optimize hiring
  - Right time
  - Save money
  - Hire the best talent

## SUPPLY RATE > DEMAND RATE

- Opportunity Assessment
  - Misses \$100 per JobID
- Recommend Companies to publish more job postings

\* % change of  $\{(Avg. \text{ cost/JobID}(\text{jul. to aug.}) - Avg. \text{ cost/JobID}(\text{year}))\}$

# The Bigger Picture...

- Model Scalability
- Leverage Insight
- Smart Recruiting Process
- Win-Win for all Stakeholders