

# The Chartis Group

IVY EXEC

The Chartis Leading boutique healthcare consulting firm

## Client Background

The Chartis Group is an advisory services firm that provides management consulting and applied research to leading healthcare organizations with the goal of improving healthcare delivery. Our client used contingency search firms prior to hiring Ivy Exec and experienced inconsistent delivery, while incurring high fees when they actually did make a hire. They needed a more reliable solution.

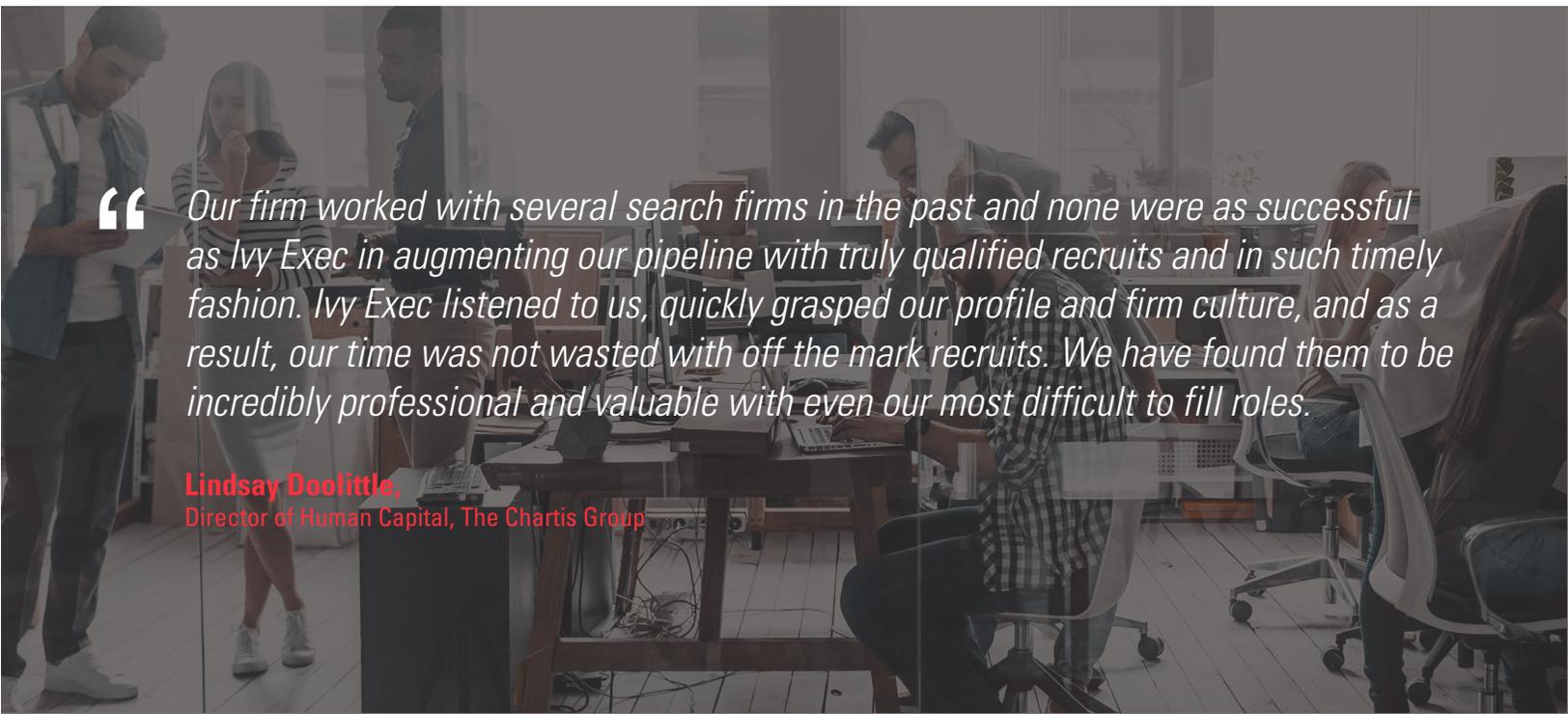
## Mandate

Ivy Exec was engaged to conduct a Top Ten search to recruit a slate of highly qualified consultants with experience providing strategic services to health care providers. After delivering all 10 candidates, the mandate expanded to a monthly pipeline so that they could recruit an ongoing pool of highly qualified candidates for multiple positions.

## Results

Before Chartis began working with Ivy Exec, they had engaged a number of other search firms. This resulted in the receipt of off-target candidates and wasted time trying to educate firms that did not understand the talent market in their area. They complained that no recruiters fully grasped their needs. Ivy Exec did.

During the initial phase of the project, we identified both passive and active candidates for the client by leveraging our experienced research team, state of the art search techniques, and our proprietary membership community of over 500,000 business professionals. We identified a full slate of 10 candidates within four weeks, resulting in two hires at a significant savings compared to traditional search firm fees.



“ Our firm worked with several search firms in the past and none were as successful as Ivy Exec in augmenting our pipeline with truly qualified recruits and in such timely fashion. Ivy Exec listened to us, quickly grasped our profile and firm culture, and as a result, our time was not wasted with off the mark recruits. We have found them to be incredibly professional and valuable with even our most difficult to fill roles.

**Lindsay Doolittle,**  
Director of Human Capital, The Chartis Group