

Granger Reis Implements Invenias in order to Grow Global Business Strategically

Company estimates it will save 15 per cent manpower time by using Invenias

19 July 2016

Invenias, the leading cloud-based platform for executive and strategic hiring, has announced today that Granger Reis has deployed its platform in order to provide more innovative services to clients and underpin strategic growth within the company's key markets.

At present, Granger Reis estimates that a quarter of consultant time is spent undertaking repetitive data entry across up to five multiple channels. By streamlining this process through the deployment of Invenias, consultants can save up to 15 per cent in man hours. This allows staff to undertake tasks that will add more long-term business value such as market mapping and intelligence creation.

Granger Reis was established in 2008 and now employs approximately 25 people across the UK and US. Offering three core services – search, interim and consultancy – it specialises in the real estate, industrial, transport and infrastructure markets.

For each brief it completes, a review process with the client is undertaken and the results fed into Granger Reis' Net Promoter Score (NPS), which as of April 2016 stands at an industry leading +45. Feedback from clients, candidates and employees is regularly analysed and used to adapt the company's service.

Richard Milsom, Managing Director and Founder, Granger Reis commented: "Our feedback system has highlighted the importance of continuous innovation, more than anything that's what our clients really value. This underscores my long-held belief that there is no 'one size fits all' for executive search across different vertical markets. To grow our market share we've got to be even more tailored and innovative in how we deliver services to clients. Invenias, without question, will empower us to be more flexible and dynamic, applying the right internal knowledge and resources to the right briefs at the right time.

"We looked at a number of systems, but felt that Invenias was best positioned to introduce business changing technology, integrate new devices and introduce new features and functionalities that would actively support our ambition to become the number one partner in the sectors in which we operate."

Using Invenias, Granger Reis will be able to break down data silos, ensure the integrity of information and capture data more centrally in order to support best practice and knowledge sharing across the business. The platform has been rolled out across three departments and Milsom expects the entire company to be up and running on the platform within the next few weeks.

David Grundy, CEO, Invenias said: "Just like Granger Reis we're continually striving towards understanding where we deliver the most value to our clients and ensuring that our platform provides them with the flexibility needed to innovate, differentiate and support scalable growth. That's why we also regularly measure our customer satisfaction using the NPS framework. It's vital to us a business to ensure that our commitment to continuous improvement is grounded in real client needs. We're delighted to have Granger Reis on board and look forward to supporting them as they grow."

About Invenias

Invenias® is a privately owned software company whose cloud-based platform for executive and strategic hiring enables executive search firms, specialist recruitment companies and in-house executive talent acquisition teams effectively run their business.

Easy to use, cloud-based desktop and mobile applications enable customers to deliver better assignments, build stronger relationships with clients, hiring executives and candidates and transform the productivity of their operations. Incorporated in 2005, Invenias serves thousands of users in over sixty countries across the globe. Invenias is headquartered in Reading, United Kingdom, with additional offices in Europe, the US, Australia and Malaysia.

Invenias has a global strategic partnership with the Association of Executive Search Consultants (AESC). For more details on Invenias, please visit www.invenias.com.

About Granger Reis

Granger Reis provides international executive search, interim and consultancy services to the real estate, transportation, infrastructure and industrial industries.

Established in 2008, Granger Reis has teams of consultants, associates and researchers, many of whom have first-hand client-side experience in their industries, bringing a depth of insight to every assignment.

Their focus is enabling their clients to succeed – and the long-term nature of their client relationships serves as the best evidence that they do so. To ensure they continue to give the service their clients expect and require, Granger Reis conducts regular client experience reviews.

Each assignment is conducted with the diligence and discretion that clients rightly expect, acting with responsibility, sensitivity and integrity at all times.

To discuss a leadership need, or find out more about how Granger Reis can help you fulfil your talent strategy, contact them today on +44 (0) 844 800 0799.

For media enquiries:

Michael House, Aspectus PR,

michael.house@aspectuspr.com

+44 (0)20 7242 8867