



Recruitment Industry Benchmarking

Measure
Manage
Maximise



What is RIB?

The RIB Index is a management tool developed specifically for the recruitment industry. RIB provides monthly benchmarking data that gives managers the crucial insight that enables them to dramatically improve their business.

Why do I need to benchmark?

If you are serious about improving your company and achieving an industry leading position there's no substitute for a quality benchmarking report.

You only get a true measure of your current position, and your potential success and value, when you measure yourself against market leading companies.

The RIB Index provides recruitment companies with true market leading comparisons far ahead of anything that internal or informal measurements can provide.

Armed with this information you are better equipped to lead the market rather than simply follow it.

"We saved £250,000 by acting on just one insight provided by our RIB reports"

Richard Grace – Managing Director, Gordon Yates Ltd

Benefits of RIB membership include:

Benchmarking with RIB is proven to work and deliver real benefits by:-

- ✓ identifying, and quantifying, your business strengths and weaknesses
- ✓ highlighting opportunities for improving processes and removing costs
- ✓ focusing the business on key areas that drive real improvement
- ✓ enabling management to rapidly implement informed strategic decisions
- ✓ enhancing the profitability and shareholder value of your business
- ✓ adding a vital external perspective to give a true measure of business value

So how does RIB work?

Available over the internet, RIB supplies its members with bespoke monthly reports providing direct performance comparisons on a range of key business indicators. Reports are available against the industry as a whole and in specific sectors.

The information you need to input to drive your reports is quick and easy to complete. Your management reports probably already supply the information required but don't give you the crucial external perspective of how other companies are performing.

RIB has been proven to work for companies of all sizes, and rest assured that it is safe and fully confidential – only you ever see the figures for your company.



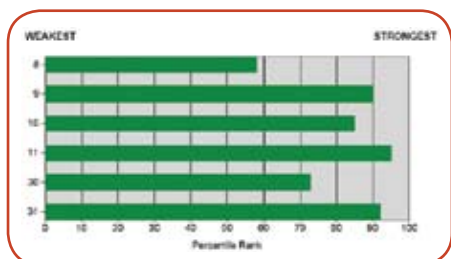


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What do the reports look like?

RIB provides bespoke reports with information presented in both an easy to understand visual bar chart as well as more in-depth data. This enables you to see in greater detail how your performance has improved.



A typical monthly report



A typical analysis chart

How much does RIB cost?

There are two levels of membership available:

- **Full Index:** providing access to a complete range of information vital to drive performance and returns - £150 (+VAT) per month.
- **Essentials:** provides key information central to the operation of a professional recruitment company - £49 (+VAT) per month.

There are no complicated tie-ins with your membership. We simply ask that you provide just three months notice should you wish to leave.

"RIB helped us recognise that our rebates were higher than the Median. Focusing on this area we were able to reduce our rebates by 70% across a 4 month period, with very definite benefit to our bottom line"

Chris Chandler – Managing Director, Phee Farrer Jones

Members

Our membership is made up of a broad cross section of the recruitment industry, representing all shapes and sizes of companies. It's no coincidence however that our members contain award winning recruitment companies and big brand names. The knowledge they gain through their membership helps them stay ahead of the competition.



How much work is involved?

Full Index members find that completing the information each month takes an average of only 20 minutes.

"Inputting information is simple and quick and we get really crucial information telling us how we have performed against our competitors - time very well spent."

Lyn Cecil - Managing Director, Secretaries Plus

Make A Statement!

Membership of the RIB Index is a powerful statement – both internally and externally – that your company is serious about optimising its performance.

Your RIB Members badge identifies your company as a serious operator.



Next steps

To become a member of the RIB Index, visit our website at www.ribindex.com

Simply complete the online application form and a RIB staff member will contact you.

Or if you have any questions or would like further details contact us on:

☎: 020 8544 9807
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