



NRS Global Partners Quarterly Newsletter

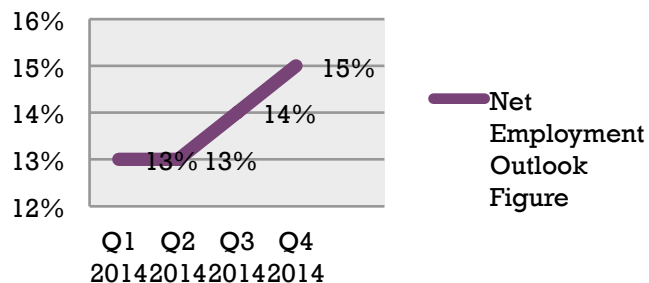
Welcome to the first edition of the NRS Global Partners Quarterly Newsletter! Each quarter this newsletter will outline the business and philanthropic activities here at NRS Global Partners. We want to keep you up to date with recent hiring trends and the latest buzz around industry events. It's equally important for us to showcase our charitable efforts, with the hopes that you'll join us for one of our monthly events!

Q4 Hiring Trends

Q4 proved to be a successful quarter for hiring, both nationally and locally in New England. Permanent hiring was up 27% in the Northeast as Q4 came to a close. The overall employment outlook was also up a percentage point from last quarter, making the outlook for 2015 bullish.

Particularly in New England, the information technology industry continues to grow, adding jobs at a higher rate than any other industry in Q4 2014. Trends include jobs associated with big data, Java and .Net developers, and software engineers.

Net Employment Outlook Figure



From the Editor

NRS Marketing Associate Heather Coyne will be authoring each quarter's newsletter. She holds a Master's degree in marketing is passionate about the staffing business. Each quarter NRS is looking for input from its consultants in the field, and would gladly welcome feedback, testimonials, or interesting content ideas.

NRS Performance

Q4 2014 turned out to be highest percentage increase in revenue from the same quarter in the prior year, a 34% increase from Q4 2013. NRS finished the year with an overall revenue increase of 22% for 2014. Most placements were focused in the IT, Healthcare, and Life Sciences verticals.

Many thanks to all who helped make this happen!

In The Community

In December, the NRS Team volunteered to sponsor and prepare a meal for 75 poor and homeless women and children.



Rosie’s Place, the first women’s shelter in America, provides a safe and nurturing place that helps poor and homeless women and children maintain their dignity, seek opportunity, and find security in their lives. Rosie’s Place provides meals, beds, laundry, showers and access to healthcare providers in order to help women get back on their feet. The NRS team helped prepare and serve a dinner for the women and children that rely on Rosie’s place each day.



Commitment to Giving Back

At the beginning of 2014, the NRS team made a commitment to volunteer its time and services each month to a different worthy cause.

With the new year beginning, we want to reaffirm our commitment to the Boston community and pledge to again volunteer each month. Not only does volunteering benefit the surrounding communities, but it also helps form camaraderie and teamwork within the NRS organization.

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“We make a living through what we get, but we make a life through what we give.”—
Winston Churchill

US Marine Corps Reserves Toys for Tots Program

NRS Global Partners participated in a Toys for Tots toy drive this winter. The Toys for Tots mission is to collect new, unwrapped toys during the fall and winter months in order to distribute them to less fortunate children as Christmas presents. This program is particularly special to the NRS team because many of our employees are either veterans or have spouses currently serving in the armed forces or the reserves.



What's Happening

Take a look at some industry events attended by NRS Associates and Recruiters last quarter. The NRS team also sponsored a healthcare event hosted by HIMSS New England, an organization that focuses on healthcare information management.

The Ladders JobMobile-Boston

The Ladders hosted an event in Boston that brought staffing firms and hiring authorities alike together to discuss the growing trend of mobile job applications and job searches. The Ladders CEO, Alex Douzet, demonstrated how the growing millennial age group will drastically influence the frequency of mobile device use. Thus, companies need to adjust to consumer trends by building mobile websites that produce a seamless user experience. Ease of use is one of the main factors that must be considered when adapting to a mobile website or application. The Ladders has created a new mobile app in an attempt to capture the growing number of candidates and employers that search for jobs on a mobile device.



HIMSS New England The Challenges of Health System Integration for CIOs

New England HIMSS hosted a talk by Scott MacLean, deputy CIO for Partners Healthcare System, on the Challenges of Health System Integration for CIOs. NRS Global Partners was a proud sponsor of this event, which included a dialogue about EHR systems, the exchange of health information, and the technology and security needed to properly implement such systems. Following the presentation was a networking event that brought together people from across the healthcare industry, blending consultants and software representatives alike.

Monster Power Recruiter Workshop

Members of the NRS team took a day out their busy schedules to attend the Power Recruiter workshop hosted by Monster.com. This workshop acquainted recruiters with new solutions to commonly occurring issues:

- Achieving success in Today's recruiting environment
- New approaches for reaching top talent
- Candidate messaging that cuts through the clutter
- Attaining real-world results with social media
- Improving the candidate experience



Consulting/Contract Staffing Highlights

Taking a closer look at our consulting activity last quarter, we experienced continued growth in providing business process solutions and technical resources to the life sciences, financial, and healthcare industries.

Fourth Quarter Highlights

Q4 2014 was an outstanding period in our company's history for consulting, in which we grew our consulting base by 18%, and brought on 10+ new client logos!

We continued our progress in assisting clients with critical projects in areas of HR Business Process Improvement, Financial Operations Management, and within Healthcare with EHR implementations and ICD-10 readiness.

Our organization also recently opened an office in Naples, FL to build our presence in the SWF market, and expand our service offerings in the healthcare segment of our business!

HR Business Process Improvement



In the area of HR, NRS Global has engaged one of our senior HR consultants with a global biotech client for an assessment project, to evaluate its global processes around talent acquisition, performance management, global benefits, and benefits & compensation.

We are assessing their current state processes and making proposed changes in order to prepare our client for a global rollout of a Workday Human Capital solution.

Financial Operations Management

NRS Global was also selected to assist a global online marketer of promotional materials and services with a major systems review of its financial systems, corporate chart of accounts, and financial entities. Our SAP FICO expert joined the team this past summer, and was extended to assist with business process alignment and COA and financial entities redesign and configuration within the global ERP - SAP system.



Healthcare – EHR & ICD-10 Readiness



One of our major projects in the healthcare vertical expanded in scope last quarter with a rapidly expanding hospital system in MA. NRS responded to a request to bring on a team of EPIC testers, to assist our client with remediation testing of their EPIC EHR system to ensure readiness for ICD-10 compliance.