



# Navigating a saturated tech market...

Empowering recruiters to make the best  
technology choice.





**Henna Makwana**

Commercial Success Manager  
Rectec

**6+ years recruitment and  
recruitment tech industry  
experience**



**Talent Acquisition**

**360 degree  
career**

**Agency**



**Tech Vendor**





**Rob  
Green**

Founder & CEO  
Rectec



Empowering Recruitment and Talent  
Acquisition leaders to make smarter  
decisions about the tech they use...

- Achieve more with the time you have
- Automate labour intensive tasks
- Provide your clients and candidates with a better experience
- Tracking new business opportunities
- Manage effective relationships
- Free up your time
- Generate more business
- Earn more money!



# Technology buying is a **big decision!**

TECH PROCUREMENT IS HARD    SUPPORT OPTIONS ARE LIMITING    TECHNOLOGY ADVICE IS BIASED

**SATURATED MKT**

**773**

**ATS**

**241**

**CRM**

**6-8 WEEKS**

Average time to shortlist

**35%**

of recruitment and HR  
organisations fail at  
technology buying



**LOST TIME**



**LOST REVENUE**



**FRUSTRATION**



**POOR DECISIONS**



**CONSEQUENCES**



# WHERE DO YOU START?





# CONDUCT SOME ONLINE RESEARCH?

Recruitment CRM



**38.2 million**  
results



 **GetApp**

"What's the best Recruitment CRM?"

ASK YOUR NETWORK  
FOR HELP...





# ASK AN EXPERT





# ALWAYS

Start with your  
requirements!

## REMEMBER

*You won't know what  
you're looking for,  
until you know exactly  
what it is you need...*



# ALWAYS

Give yourself  
time...

WE'RE TOO SMALL FOR TECH...

A CRM IS AN ESSENTIAL TOOL FOR  
EVERY RECRUITMENT AGENCY



# We've created an award-winning solution, that the industry loves!

WE'VE DEVELOPED OVER 100 TECHNOLOGY PARTNERSHIPS





















Rectec gives you clarity in a world of digital platform confusion, allowing you to make the best choices for your business.



Rectec was easy to use and the perfect recruitment tech business.



We just want to say THANK YOU!!! We are hugely relieved to finally have a CRM/ATS to move forward with.



We were looking for an ATS for a new JV between Sky and Viacom. It's a crowded market but Rectec took a lot of the pain out of the research stage by matching us with suitable vendors. We spoke to a shortlist of suppliers provided by Rectec and from there we landed on our chosen ATS. I would recommend anyone who is thinking about a new ATS or recruitment tech to utilise Rectec.



As we're always trying to be on the frontier of what software we use to evolve our recruitment business, I found Rectec to be a really informative and great user experience for us to find the most suitable CRM for our business. I highly recommend Rectec who go above and beyond to help, even though we're on the other side of the world!



The service was amazing!! Setting out to identify an ATS for your organisation can be incredibly daunting experience - no matter how familiar you are in the TA/HR field. However, Rectec are the road sign to what can feel like a very long and confusing journey. The clarity and ease Rectec provided when running through our requirements was quick and painless. Rectec Compare is easy to navigate, and the knowledge of the account managers is vast.



Rectec stuck with us until the end to make sure we could find a solution that worked. The process would have been infinitely more difficult without their support, so we are hugely grateful and couldn't recommend their service highly enough.

WE'VE HELPED 700+ EMPLOYERS AND AGENCIES ACROSS 29 COUNTRIES







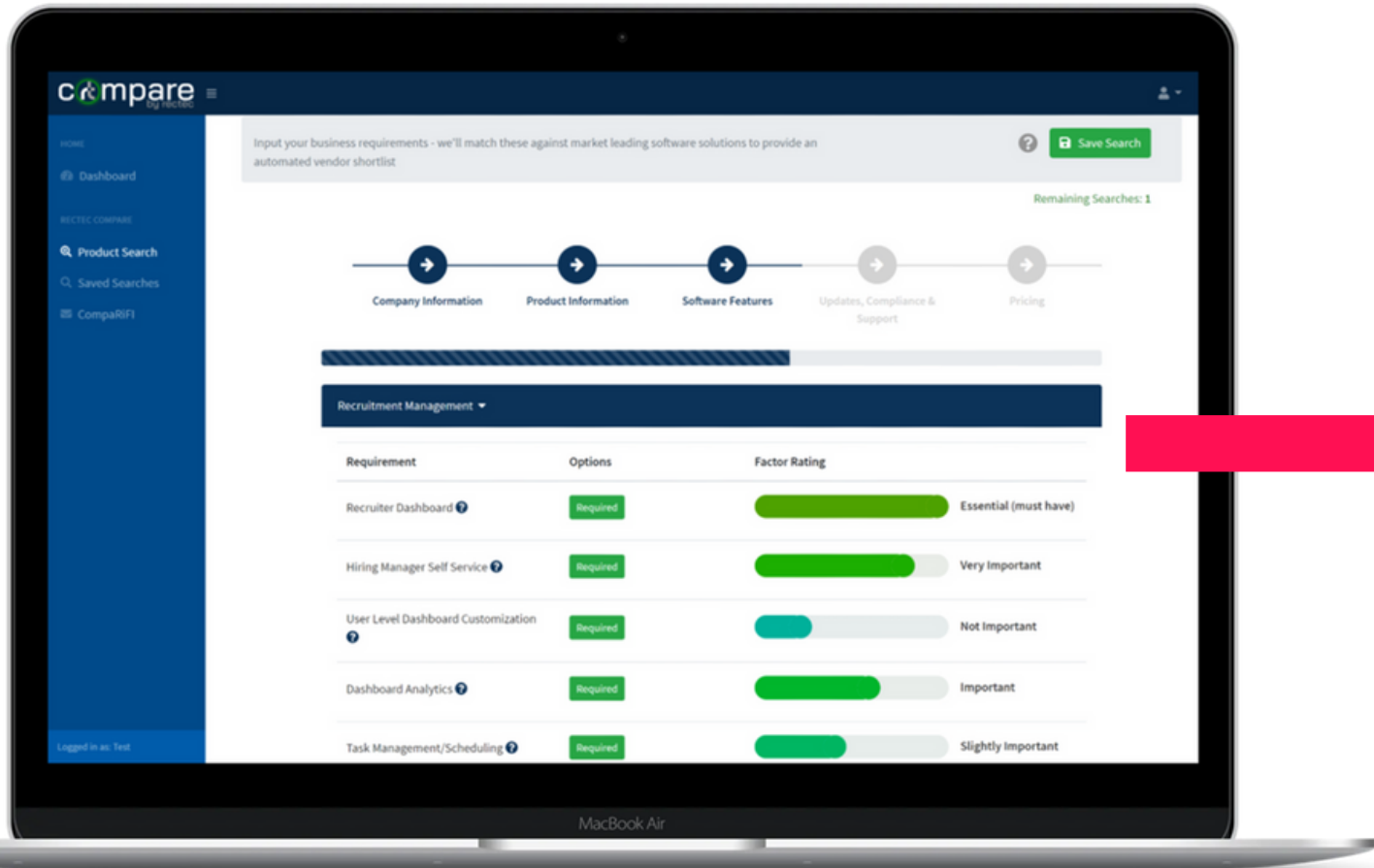




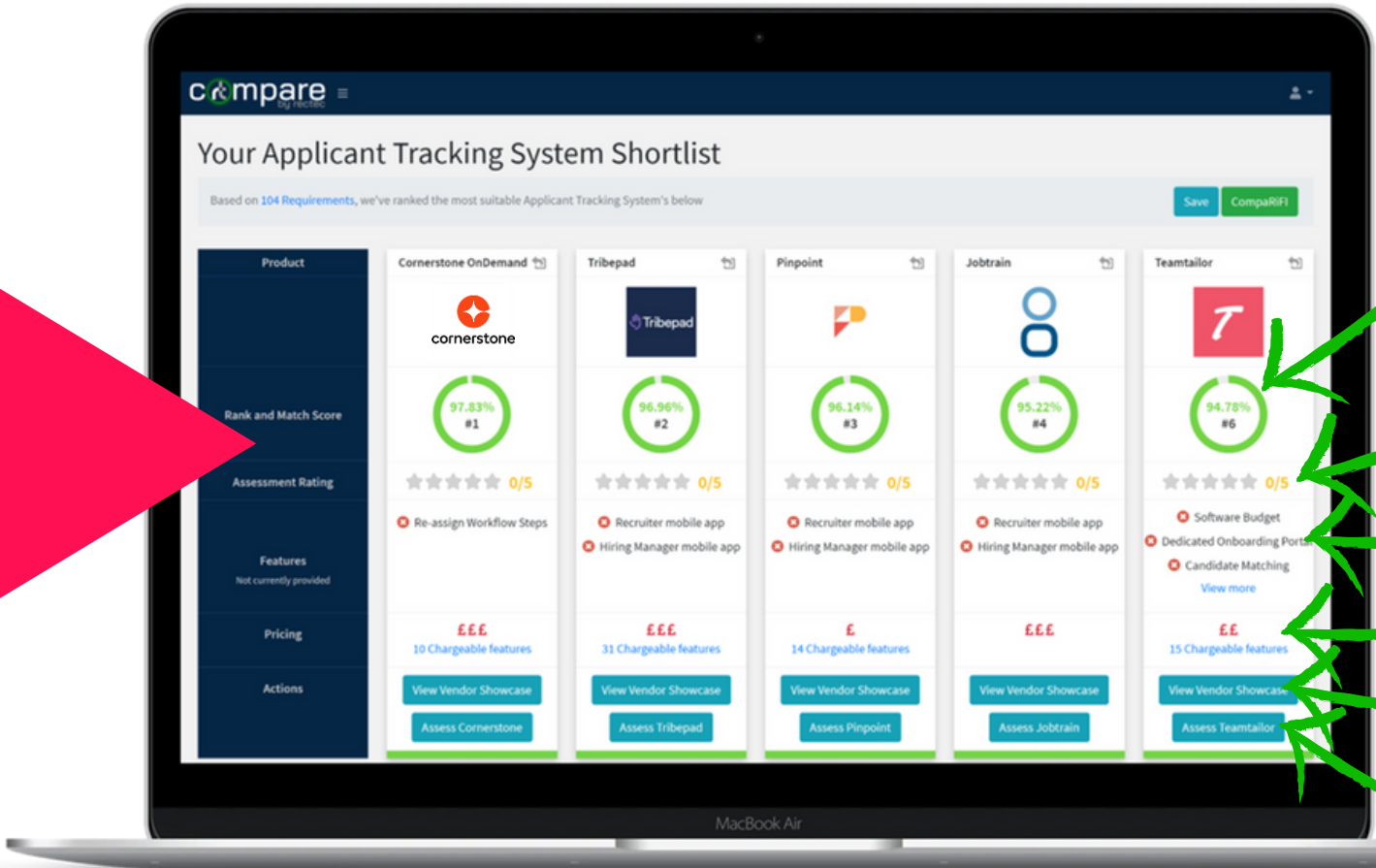
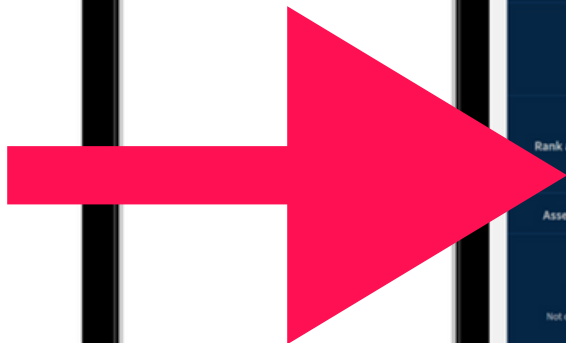




the safest recommendation  
you'll ever make



INPUT DETAILED BUSINESS  
REQUIREMENTS IN 15 MINUTES...



AUTOMATED COMPARISON AND INSTANT  
SHORTLIST OF BEST MATCHING VENDORS

**RANK AND MATCH SCORE**

**EVALUATION SCORE**

**UNMATCHED FEATURES**

**PRICING INFORMATION**

**VENDOR EVALUATION**

★ ★ ★ ★ ★

**VENDOR SHOWCASE**

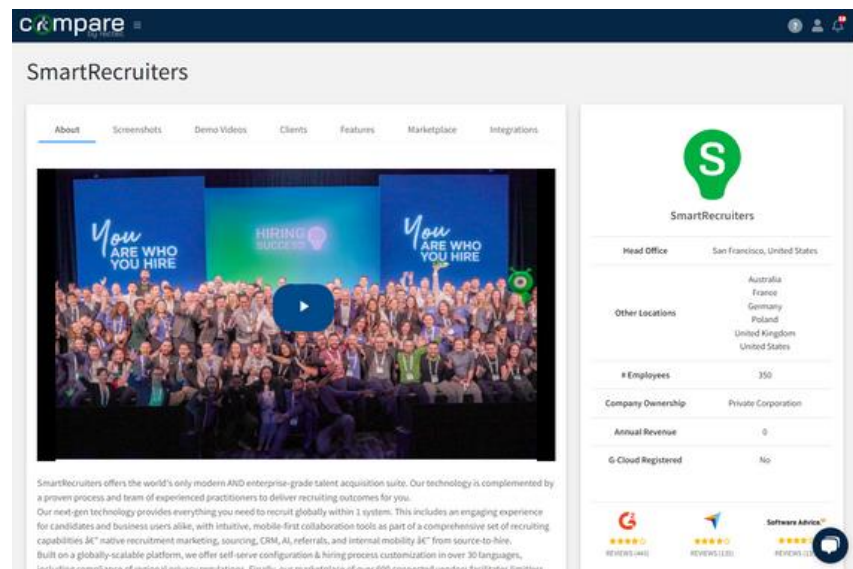
- ✓ SIMPLE TO USE
- ✓ SAVES TIME
- ✓ SAVES MONEY
- ✓ MITIGATES RISK
- ✓ UNBIASED



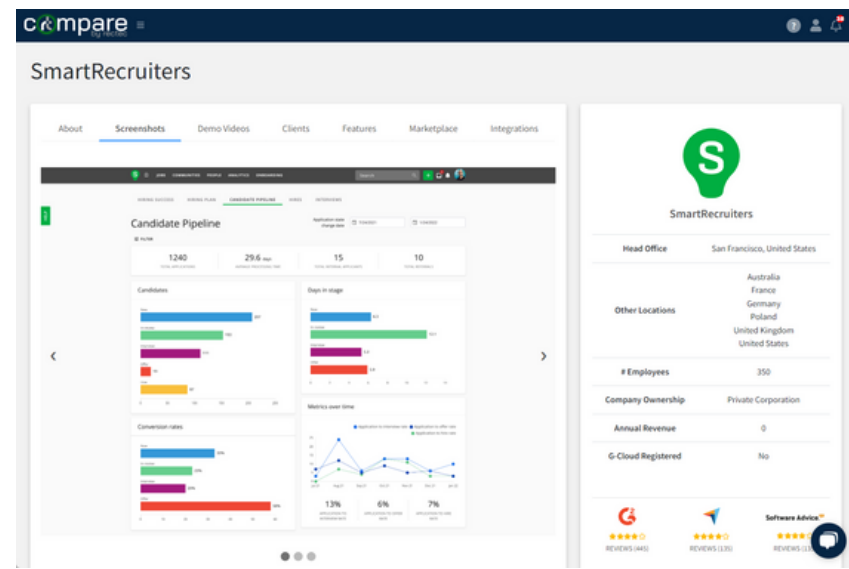


All the information our you need.. in **one** place!

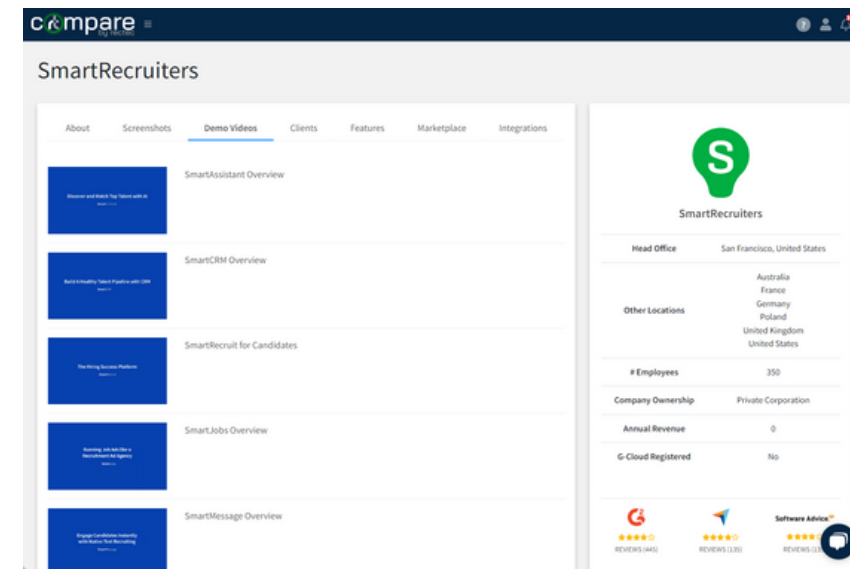
## COMPANY INFORMATION



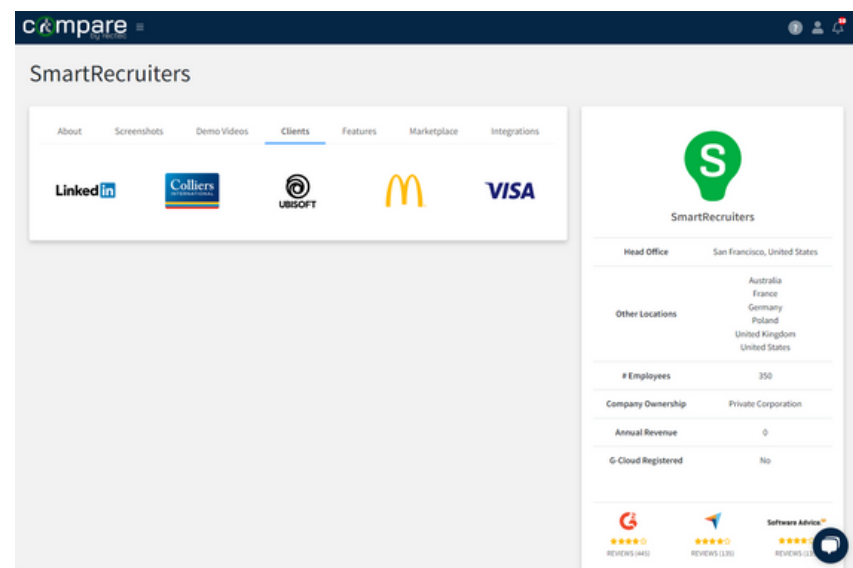
## SCREENSHOTS



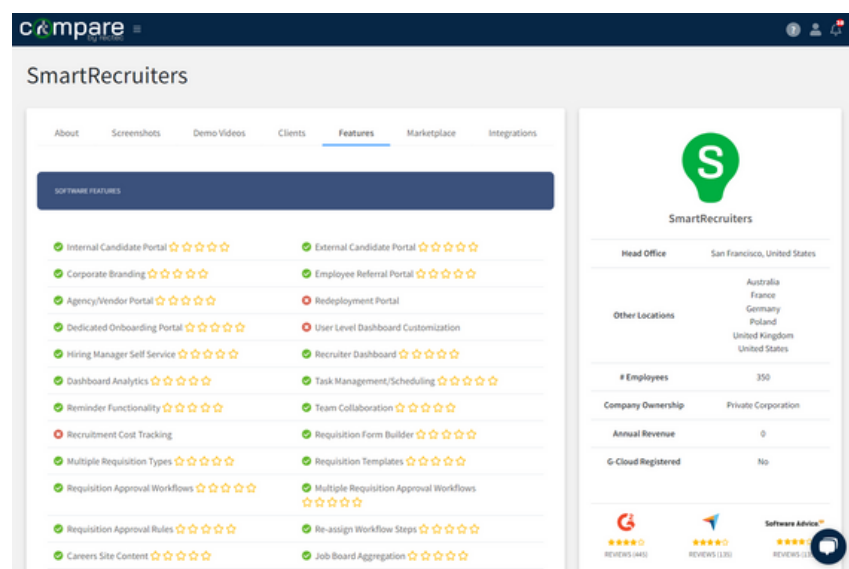
## DEMO VIDEOS



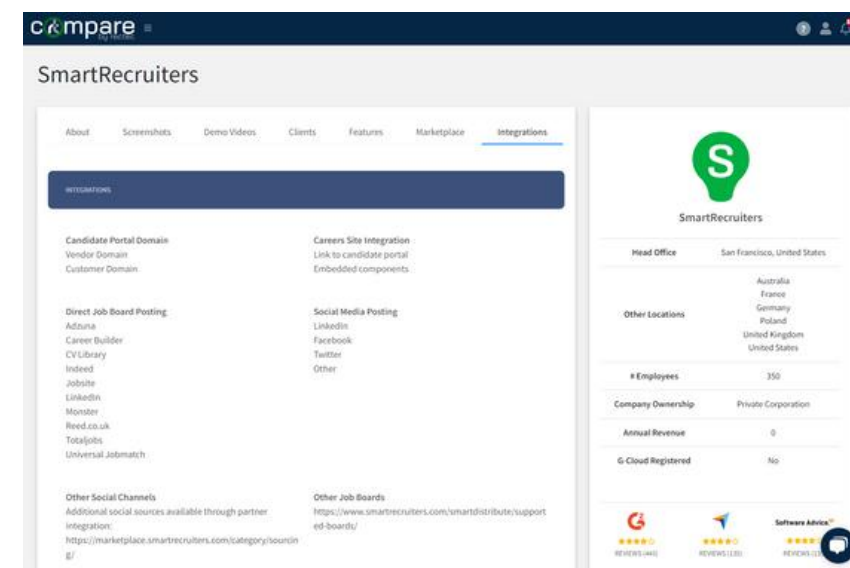
## CLIENTS



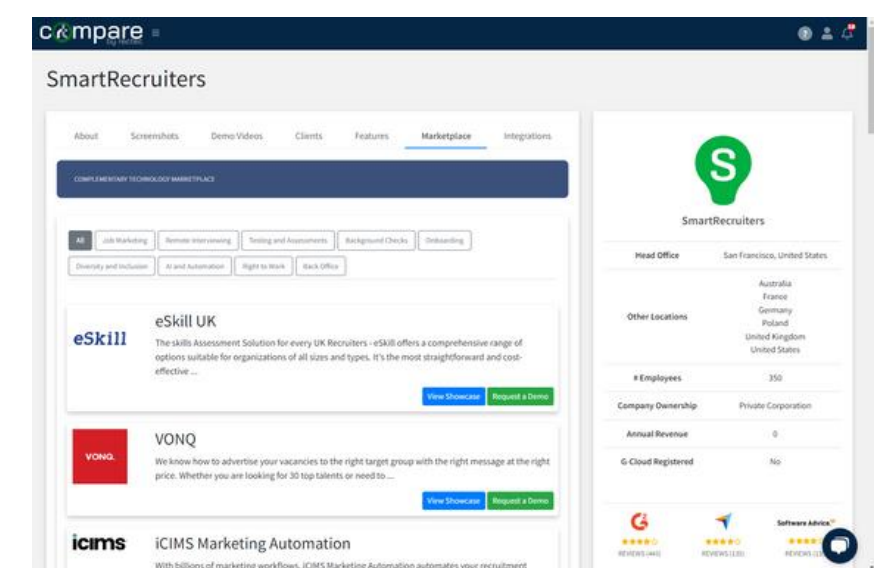
## FEATURES



## INTEGRATIONS



## MARKETPLACE



# compare

by rectec

captured  
**37,737**

software  
requirements

performed  
**349,674**

software  
comparisons

delivered  
**3,693**

software  
recommendations



“ Compare the Market for  
recruitment Software

“ GoCompare for Recruiters

“ The Amazon  
of HR tech

“ Tinder for ATS's





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Connect  
with me



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