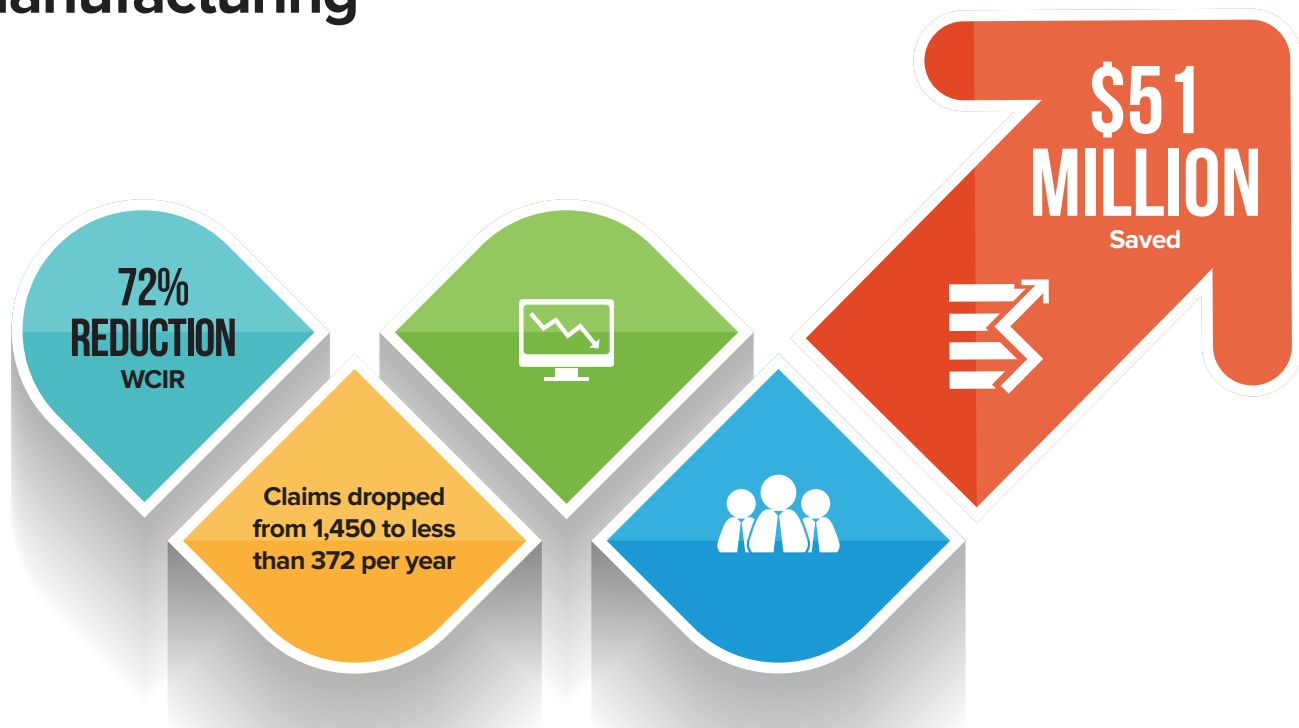


Manufacturing



BACKGROUND

This international company, founded in 1960, quickly gained the reputation of producing a reliable product. The company began acquiring new manufacturing facilities and expanding their product offering. Today the large manufacturing company employs approximately 20,000 people worldwide and has manufacturing and distribution locations across the United States and in more than 20 countries.

CHALLENGE

The company's business was growing — they were hiring and expanding at a rapid rate and, unfortunately, their Workers' Compensation Incident Rate (WCIR) was expanding as well; 1,853 claims in one year, to be exact. They had an incident rate of 16.0. They needed a sustainable, long term solution that would drive results in their hiring practices, that's when they reached out to [Insight Worldwide](#).

SOLUTION

The company implemented Insight's hiring assessment into their application process. The test, easily administered onsite via computer kiosks or handheld devices, allowed hiring managers to immediately screen candidates for behavioral issues. Implementation of this system, coupled with strong hiring processes and a robust safety program led to a 72% decrease in WCIR and a bottom-line savings of \$51 million.



Behavioral Hiring and Job-Specific Assessment

- » \$51 million saved since January 2004
- » 72% reduction in WCIR from 16.0 to 4.5
- » Claims dropped from 1,450 to less than 372 per year
- » Prestigious Teddy Award winner



For more industry specific case studies —

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