

# Global Employment Outsourcing fuels exponential market growth

## The challenge

Vaco, a recruiting service provider, was unable to serve the global staffing needs of a high-profile client, because neither Vaco nor its client had the international presence or employer registrations required to hire employees in the client's desired countries. Vaco, which was already providing recruiter services domestically for this client, was eager to come up with a solution for growing the business relationship.

Initially, Vaco explored opening foreign entities to support the client's hiring needs but soon realized that complying with each country's regulatory requirements would be a long and costly process. In order to satisfy the client's international staffing needs, Vaco realized that it needed the outside expertise of a reputable partner with a comprehensive solution.

**"Our partnership has continued to grow over the years, with our clients electing to place additional business with Vaco, thereby allowing us to grow exponentially both in the U.S. and international markets."**

— Alex Wiesler  
International Project Manager, Vaco



**INDUSTRY**  
Recruiting services

**LOCATIONS**  
U.K., Brazil, Germany,  
South Korea and more

### RESULTS

**\$13 million**

Revenue growth from a  
single client in one year

**22 countries**

Expanded presence  
since 2013

## The solution

Because the chosen partner would be an employment provider for their client, Vaco knew the vendor not only had to be trustworthy and reliable, but also have years of experience in global hiring and employment.

After evaluating several employment outsourcing providers, Vaco decided that Safeguard Global, with its first-to-market Global Employment Outsourcing service and extensive international experience, was the best solution to support the client's immediate needs.

"As an organization, we needed a partner with the international expertise and infrastructure to support our requirements," said Alex Wiesler, International Project Manager.

**"After evaluating numerous options and other providers in the market, Safeguard Global was the stand-out choice."**

## The results

Safeguard Global guided Vaco through complex international employment regulations across 22 countries while ensuring Vaco's client's employees had accurate employment contracts, were registered with local authorities and social security offices, and received all salary and expenses payments.

Ultimately, the strategic partnership with Safeguard Global allowed Vaco to quickly fulfill their client's staffing and employment needs. And by expanding their capabilities overseas to support their client, Vaco gained additional business, leading to significant sales revenue growth. In one year alone, Vaco experienced nearly \$13 million in revenue growth from this key client.

Since partnering with Safeguard Global in 2013, Vaco has continued to grow its service model and provide recruitment services all over the world. Vaco has recruited nearly 200 employees in 22 countries including the U.K., Brazil, Germany and South Korea.

"I would have no hesitation recommending Safeguard Global to any organization that is looking for a solution to employ and pay employees internationally," Wiesler said.

## About Safeguard Global

Safeguard Global builds adaptive solutions for organizations seeking to thrive in the global economy. Through a combination of workforce management data, technologies, services and market expertise, Safeguard Global enables success through smarter, more efficient global employee management, recruitment, payroll, onboarding, expense management and more.

To learn more about the advantages of Global Employment Outsourcing for global expansion and employment, contact us at [hello@safeguardglobal.com](mailto:hello@safeguardglobal.com) or 737-704-2200.