

## About

- 16 employees
- Based in Bryan, TX
- Software consulting firm
- Founded in 2005
- [www.frogslayer.com](http://www.frogslayer.com)

## Overview

- Frogslayer designs custom software products that speed time-to-market and maximize revenue.
- As the company grew, so, too, did the need to hire. CEO Ross Morel, relying on cluttered spreadsheets to track applicants, found it difficult to get hiring input from his team.
- Today, as part of a collaborative, selective hiring process, Morel and his team easily screens hundreds of applicants per role.
- Morel credits his new Resumator-powered process for keeping turnover at bay, as well as for bringing in marquee clients and more revenue.

## Problem

As Frogslayer's growth in the tech industry took off, so, too, did the need for a recruiting platform and better organization. "I was tracking everything in a spreadsheet," says CEO Ross Morel. "It was insane, with color coding and numbering—it was a mess." His search for a professional recruiting platform began.

## Solution

Ross quickly discovered that he wanted more functionality and flexibility than the average ATS offers. "I wasn't too impressed with other systems," he says. "They were really limited in terms of capabilities." Ross also found the other systems prescriptive, with rigid workflows and inflexible reports, neither of which would work for Frogslayer, where hiring is specialized and selective. "I knew The Resumator would be fantastic because it allows you to customize your process and be really choosy," he says. He also knew he'd be able to use The Resumator to ease hiring communications. "Within The Resumator, you can comment, ask for feedback and upload and download. It's flexible and collaborative."

## Results

Today, Ross' focus is where it should be—on making quality hires. "We don't sell products; we sell our knowledge and ability to deliver value to clients," he says, explaining why it's crucial that his hires be right.

With The Resumator, the task is easier than ever. Ross and his team of elite engineers communicate while screening more than 200 applicants per hire in a process that lets everyone quickly hone in on the most motivated, compatible people. "As a result of our Resumator-powered hiring model, our turnover is zero, and our collective value has skyrocketed," says Ross. "We've seen that reflected in

our billing rates and in the type of work we're winning—bigger, better, longer-lasting projects.”

After several great hires through The Resumator, Ross has built a team of high-caliber engineers, adding value to the Frogslayer brand and attracting key clients like Microsoft and Dell.

### **The Bottom Line**

The Resumator helps Frogslayer hire and retain performers who add value to the business and attract high-profile clients, which in turn results in more revenue and a stronger brand value.

### **Header quote**

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