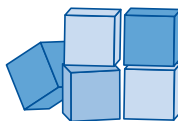


***Building***  
a better workforce  
one step at a time



**EDSI**

PEOPLE • PROCESS • PERSPECTIVE



# PEOPLE

*Your people are your best asset. Identifying the right people with the skills to get the job done is only a part of putting together a team that is positioned to meet the goals and objectives of the company. Finding the candidates that complement your culture assures that you have a fit that works!*

Finding, training and retaining employees is an investment in time and resources. Making a match that fits can directly affect productivity and your bottom line. In today's economy, there is little room for error. Starting over at square one is simply too costly.

Educational Data Systems, Incorporated (EDSI) works with your human resources team to make sure that all things are considered in the planning and decision making necessary to build and maintain the team you need.

For more than fifteen years, EDSI has provided companies like yours with reliable employees who are ready to work. Candidates are matched to your company and the position's requirements. Providing candidates who possess the basic skills required to fill your position is only a part of ensuring a good fit for you and your employee. EDSI helps make sure the fit is a lasting one with support services and training options.



PEOPLE • PROCESS • PERSPECTIVE



BUILD A BETTER **WORKFORCE**

# PROCESS

EDSI's ISO 9001 certified process provides a tested program that has the essential checks and balances in place. In fact, it is our philosophy of doing business. Success is driven by keeping the details outlined and clearly communicated. Process driven progress doesn't just happen – it is planned. We make it our responsibility to keep you informed.

Qualified workers, ready and eager to do a good job are the result of careful adherence to our commitment to quality in the employees we train and everything we do.



*"We are very happy with the referrals EDSI has made to our organization. Candidates come prepared to interview, often with the application already completed. They are dressed professionally and are eager to work. Your screening and training process has helped in their success. We look forward to a long working relationship with EDSI."*

*-Barbara Nesbit, Director  
Bayada Nurses, Harrisburg, PA*



# THE EDSI **APPROACH** – The Path to Job Success

*EDSI knows that a well placed employee is the foundation for engaging and enlisting him or her in reaching mutual goals. We listen to what you need and what's important to you and align that with the skills and ambition of our candidates.*

*Your mutual success is as important to us as it is to you and we take every measure to ensure the right mix is in place. It is important that the candidate grows with the position and the company's needs. EDSI has developed a comprehensive suite of services and training to support you every step of the way.*

## EDSI Employer Needs Assessment

First, we assess your needs. You'll meet with one of our job developers, who will work closely with you to determine precisely the combination of skills and experience required to perform a specific job.

Then, our proprietary job-matching system, Skilldex, will help identify your company's needs based on the findings.

## Applicant Screening

Skilldex enables us to carefully screen each applicant's skills from a number of perspectives to ensure he or she possesses the skills necessary for the position.

## The Candidate Selection

Skilldex is an excellent tool that matches the skills and experience of the candidate with what is required for the job. Candidates that complement the requirements of the position and the culture of the company are presented for consideration.

Once a candidate is identified, we work closely with him or her to prepare for a successful integration into the work environment. Personalized coaching of our candidates provides training that facilitates job readiness and job retention. Based on the identified needs, EDSI will conduct training and interviewing, key messaging for resume and cover letter writing, as well as basic time management advice. EDSI's time-tested process has been developed to ensure that the time you invest in meeting with the candidate is well spent, efficient and productive.

## On-the-Job Support

Once a candidate has joined your team, EDSI monitors his or her progress to ensure your new employee continues to achieve and excel in your workplace.

*"For several years I have successfully worked with EDSI to find candidates to fill many open positions. I am most impressed with their ability to not only suggest candidates, but to identify quality ones that match each open position. EDSI is very accessible and they don't stop searching for quality candidates until they have succeeded. I look forward to continued success by working with EDSI."*

*- Donald Ravenell, PBSI Recruiter,  
Physician Billing Solutions, Inc.*

- ASSESS YOUR NEEDS
- PRE-SCREEN APPLICANTS
- SKILLDEX EVALUATION
- IDENTIFY IDEAL CANDIDATES
- CANDIDATE RECOMMENDATION
- CANDIDATES JOIN YOUR TEAM
- ON-GOING SUPPORT & EVALUATION





# PERSPECTIVE

*EDSI becomes part of your human resources team  
by understanding your needs and perspective.*

## THE EDSI **ADVANTAGE**

***EDSI becomes a part of your human resources team. Seamless and streamlined, we keep your hiring process moving forward in the formula that best suits your structure.***

- Individual support for hiring needs
- Thorough skills analysis
- Steady supply of qualified referrals at no cost
- Shorter hiring time
- Potential tax credits for new hires
- Proven workforce development solutions

### Every Step of the Way

Keeping ahead of industry needs is important to remain competitive. EDSI becomes your competitive edge by keeping a progressive team in place to respond to the challenges and opportunities of each day. We stay one step ahead, so you are ready when the need presents itself for staff, employee training or shifting market needs.

We PLAN to provide you with the PROCESS that keeps in PERSPECTIVE who you need to support your business development and growth.

Contact us to find out how we can help you build a better workforce today.  
Toll Free 800-225-3374

*“I highly recommend EDSI to anyone with staffing needs. Their reputation as being on the cutting edge of training and retention certainly held true for our company. Their expertise was invaluable in our recruiting process, and we were able to make our hiring decisions conveniently and efficiently. Our job developer laid out the complete process from A to Z. Then, all I had to do was make a quick phone call, and I had eager, pre-screened individuals in no time. EDSI has saved me hours and hours of going over resumes and applications.”*

*- Joseph B. McGinn, Vice President of Operations,  
McGinn Security, Philadelphia, PA*



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