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recruitment redefined®

Adam Robinson
Chief Executive Officer

adam.robinson@illumallc.com
312-676-2302



Six Myths About RPO Perpetuated by HR:

- 1. I can do that.**
- 2. If I win, you lose.**
- 3. Reason and Recruiting Live in Separate Universes.**
- 4. Search firms have a lock on talent in 'my industry.'**
- 5. I can put out the fire after it starts.**
- 6. Recruiting is about filling jobs.**



Five Myths About RPO

Perpetuated by RPO providers:

1. There's one right way to do RPO.
2. RFP's are a good way to get deals.
3. Computers will show us the way.
4. We're doing enough.



The Future

- The math will win.
- It's happening already.
- The market is shifting, *right now*.
- Massive technology convergence.





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