



# Why Your Business Needs a PSL Scorecard

Supply-Side Control Diagnostic for SME Hiring Resilience

## The Supplier Reality

- Unclear which recruitment partners deliver the most value?
- Seeing inconsistent results across your PSL?
- Struggling to measure supplier quality beyond “speed and CVs”?

Without evidence, decisions about who to keep or drop often come down to instinct, not performance.

## The Hidden Advantage

Our PSL Scorecard gives SME leaders a clear, data-driven view of supplier performance.

It turns anecdotal feedback into measurable insight across six key benchmarks, so you can make objective, commercial decisions about your preferred supplier list.

When done right, it:

- ✓ Quantifies supplier value across performance, engagement, and delivery speed
- ✓ Highlights your most effective partners and underperforming suppliers
- ✓ Enables smarter negotiation and better ROI from your recruitment spend

## The Missed Opportunity

Many SMEs renew supplier agreements without analysing delivery quality, cost efficiency, or cultural alignment.

That means wasted spend, missed hires, and relationships that no longer serve business goals.

## How We Help

At Recruitment Collective, we:

1. **Assess** – Score each supplier across six benchmarks: review frequency, coverage, delivery speed, hire quality, insight, and flexibility
2. **Compare** – Benchmark total and average scores, identifying high performers, risks, and improvement areas
3. **Advise** – Provide a visual report and recommendations to optimise your PSL, improve partner accountability, and reduce cost-per-hire

**Result:** a clear, measurable view of your recruitment supply chain and confidence that every partner earns their place.

## Your Next Step

If your PSL hasn't been reviewed in the last 12 months, now's the time. Let's benchmark your suppliers and uncover where your true value lies.

Recruitment Collective - Making SMEs employers of choice