



# BOUTIQUE RECRUITMENT AGENCY SOURCIFIC TALENT INCREASES CAPACITY AND SALES BY LEVERAGING KOLLENO

## Introduction

Sourcific Talent is a standout recruitment agency specialising in pre-seed to series B start-ups within the Fintech and SaaS industry. Since 2018, they've excelled in headhunting, employer branding, and connecting clients with a wealth of investors. However, similar to many growing agencies, they found themselves contending with an overwhelming number of administrative tasks related to overdue payments.

## Challenge

With a growing client base and a manual approach to collections, Sourcific Talent noticed an increase in the number of overdue payments. This resulted in time being spent chasing payments rather than supporting clients, and less capital available for further investment. "In recruitment, speed to market is crucial in securing the best talent for clients. Thus, every minute spent on recovering overdue payments is time that is stifling our ability to provide just that." reflected Nathan Davies, Founder of Sourcific Talent.

## Solution

Having worked with Kolleno previously as a recruitment partner, Sourcific Talent was able to see firsthand the value provided by the Kolleno solution.

"Our service offering brought an abundance of clients. However, our growth was quickly overshadowed by an uplift in administrative tasks when trying to collect payments. We knew we needed an immediate solution to maintain the quality of our service."

## Nathan Davies

### Founder, Sourcific Talent

Thus, when they were confronted with the pains of chasing payments, they quickly turned to Kolleno. Beyond the powerful engine that reduced their finance teams' manual workload, Kolleno also integrated seamlessly with Sourcific's system, Xero, and supported their technical enablement with outstanding customer support.

Nathan noted "Chasing payments is never easy; however, as the Kolleno solution offers alternative payment methods, and customisable automated reminders, we were able to quickly see an increase in payments made on or ahead of time, whilst protecting our customer relationships from tougher debt collection techniques."





“Within one month we were able to collect 100% of our outstanding payments. Ever since then, 80% of our clients that typically fell overdue, now pay on time enabling us to take on 4 new high growth clients. This increase in capacity and customer base resulted in a 45% increase in revenue, and we expect that trend to continue to increase.”

**Nathan Davies, Founder, Sourcific Talent**

### Results

Nathan noted “With Kolleno, the aim was to both save time in order to accept new clients, but also ensure we unlock our cashflow to further invest in more technology that would support our ability to offer the highest quality of services to our clients. And with Kolleno, we achieved this with ease.” Saving approximately 8 hours of work weekly, enabled Sourcific to increase their capacity and open their doors to new clients. They have seen their revenue increase by 45% since they began using Kolleno, with that expected to increase further through 2024. The unlocked cashflow and new revenue also supported their aim of investing further in technology that would support their ability to offer top-tier service to their clients.

### Integration and Adaptability

One notable feature about Kolleno is its seamless integration capabilities. The platform effortlessly connected to Sourcific’s current systems, including the Xero software, in just one click. This provided real-time visibility and analytics for all their receivables in one place, which was vital for a company like Sourcific that relies on quick turnarounds.

Beyond the integration, the platform's inherent adaptability proved invaluable. As Sourcific’s needs evolved, Kolleno adjusted accordingly, ensuring their financial operations remained smooth and efficient

### Conclusion

By leveraging the Kolleno system and the team’s expertise, Sourcific was able to transform their collections process. Nathan reflected “They supported us in building our automated workflows and templates for our communication, which were both very effective. Whilst the platform is very easy to use, having a dedicated support team ensuring great ROI and supporting us in maximising the platform’s functionality was extremely beneficial and refreshing to see.”

**SOURCIFIC**  
TALENT

### Company Snapshot

**Company:** Sourcific Talent

**Location:** London, United Kingdom

[www.sourciftalent.co.uk](http://www.sourciftalent.co.uk)

**Kolleno.**

**Partner Name:** Kolleno

**Location:** London, United Kingdom

[www.kolleno.com](http://www.kolleno.com)