

# Five questions to ask an RPO provider.



## 1 Have any references?

Be specific. Ask for contacts at companies similar to yours in size and market.

## 2 How do you plan to work with us?

Discuss details about how the RPO personnel will collaborate with existing staff members. Include some of those staff members in the discussion.

## 3 How will you get to know us?

TRPO should be a customized service. Ask for specifics on how the RPO organization plans to get to know your culture and your goals.

## 4 What's your plan long-term?

Find out, upfront, if the vendor intends to be the strategic partner you need for the years ahead.

## 5 Can you accomplish what we're trying to accomplish?

Outline why your company is hiring an RPO provider. Ask for specific ideas or examples that show the prospective vendor's expertise.

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