

TeamLease Services Private Limited

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Putting India to Work

TeamLease Services Private Limited

Current

TeamLease Services Private Ltd is India's largest staffing company and the **biggest player** in the temping (temporary staffing) industry today. TeamLease has been recognized for having **pioneered** temporary staffing in India. Currently they have over 65,000 employees on the rolls, presence across 700 locations with 18 offices in India.

They are working to become the largest employer and have hired **somebody every 5 minutes since inception, weekends and nights included**. Their non-visible accomplishment has been building a deep bench to management team and client delivery.

In the permanent recruitment domain, TeamLease Services provides executive search, database selection, advertised selection and turnkey solution, with domain experts to anchor specific industry verticals. TeamLease Services is head quartered in Bangalore.

TeamLease's business caters to industries across BFSI, retail, pharma, engineering, manufacturing, infrastructure, construction, IT/ITES, FMCG and telecom.

TeamLease growth till 2002 - 20th Mar 2009

	2002 - 2003	2003 - 2004	2004 - 2005	2005 - 2006	2006- 2007	2007- 2008	2008- 2009
Associates	800	2500	12600	36000	70,000	80,000	74,000
Turnover (in crores)	2.97	19.81	103.72	266.57	484.55	672.78	704.22
TeamLease Branches	5	9	14	20	22	21	18
Servicing locations	8	23	150	293	464	500	520

TeamLease has seen an annual growth of increase in associates at 212% in the first year itself followed by 404% (04-05), 185.7% (05-06) and 94.4% (06-07). The organizations annual growth in turnover too has witnessed an increase of 567% in 03-04, 423.5% in 04-05, 157% in 05-06, and 93% in 06-07.



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TeamLease rural reach

TeamLease has offices across 18 locations in India. Their network increase has been phenomenal from 8 to the current total of 520 locations across the country allowing them to reach into the heart of rural India.

TeamLease - business units expansion

TeamLease, which originally started with temporary staffing, soon expanded into permanent staffing business as well. Currently, TeamLease has over 200 recruiters working on permanent hiring; mapping client needs across industries and skill levels.

TeamLease's growth was further fuelled by their foray into blue-collar employment, setting up TeamLease Contract Service (TLCS) that caters to the demands of companies in the manufacturing and infrastructure segment. (Further information can be provided on the business units)

60012345 India's Job hotline number – Launched on the 15th of August 08, any caller who calls the hotline number will receive a unique candidate ID and an upto 8 minute preliminary assessment that enters them in our proprietary job matching engine. Candidates shortlisted (based on education and skills) will be invited to take a one hour advanced assessment at 150 centers across the country which will give them detailed feedback based on Knowledge, Skills, Aptitude and Behavior. This detailed assessment substantially increases the effectiveness of our job matching algorithms.

The helpline is available from 8 am to 8 pm on all days including Sundays and is available in eleven languages (English, Kannada, Tamil, Telugu, Malayalam, Hindi, Marathi, Gujarati, Oriya, Bengali, and Manipuri).

TeamLease and Research

TeamLease had undertaken several research initiatives since its inception. Over the last 6 years the organization has become a constant source of information and authority on the employment and Labor market in India. The organization regularly brings out employment surveys, salary primers, employability primers and Labor market reports. (All of them available for download under TL Research).



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TeamLease - addressing three critical issues –

- 1. *Generating employment***
- 2. *Formalizing the informal sector and***
- 3. *Harnessing skill development***

TeamLease works as a liquidity provider in the labor market to address the problem of frictional unemployment where the issue relates to matching the available jobs in the market to the available talent pool. Also, temp employment with TeamLease tends to shift the play to an organized sector employment where all welfare benefits associated with permanent workers are taken care of. The move is to create skill sets and employability to the available workforce by getting them temp jobs that build on the capabilities of the individual.

Advocacy on Labor reforms

At the advocacy level TeamLease continues to push for a much-needed change in labor laws. They are the first corporate voice to address the labor reform cause in India. Currently there are over 25,000 labor laws and they work to ensure job preservation rather than job creation. *(Can provide further information on the same)*

TeamLease technology

TL Net is India's first Temporary job network, providing information on temporary jobs across various industries and functions. This network offers a highly interactive CV builder enabling a job seeker to create a comprehensive CV. Accessibility to-

- Jobseeker
- Clients
- Associate Access

The back end of TLNET; the candidate lifecycle system (CLCS) and The Associate Life-cycle System (ALCS) are a successful combination of people, process and technology, enabling automation of processes at different stages in the business life cycle, increasing productivity and delivering consistent quality services.



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TeamLease journey in brief

TeamLease was started by Ashok Reddy, Managing Director, Manish Sabharwal, Chairman and Mohit Gupta, Director and is currently run by deep bench of professionals managed by the Executive Committee.

The idea of TeamLease came from the reality that the temp market in India did not exist as an organized play while internationally it was an over \$140 billion dollar industry. More importantly, it represented the entrepreneurial triad the co-founders identified for their next venture; fun, profitable and good for India.

TeamLease journey has evolved into a powerful brand in the employment industry in five years, one which is attempting to reduce India's unemployment and raise her labor migration rates by giving the traditionally disadvantaged (less skilled, less educated, people from small towns, first-time job seekers, women, etc) a portal to formal sector jobs. Their motto "Putting India to work".

Media contact

Adfactors PR Pvt Ltd Bangalore

2nd Floor, AL- Latheef Building,
2, Union Street, Off Infantry
Road Bangalore - 560 001
Fax- 41133059

Vikas Kamboj

Tel: 080 – 41133062 – 64

vikas.kamboj@adfactorspr.com

Manish T

Tel: 080 – 41133062 – 64

manish.t@adfactorspr.com