

# Your “Greatest Resource” Is Bigger, Cheaper, and Better Than You Think

## “Our employees are our greatest resource.”

This line or some variation of it can probably be found somewhere in the literature of almost every organization in America. But the fact is that employees also represent one of your highest costs, and when times get tight, management looks to make cuts. At that point, employees become your greatest burden.

How can you reconcile the need to retain your “greatest resource” to actually perform work while also trimming expenses? By applying the definition of “resource” to an even larger group of employees—the available workforce outside your organization—and tapping in to this supply as needed without creating a constant drain on that other great resource: money.

Here’s where a staffing agency like Editech comes into the picture. It may sound heartless, but we think of employees as our greatest commodity. The pre-qualified personnel we have available can be dropped into specific organizational slots to accomplish a wide range of tasks.



**You pay no hiring costs, no taxes, no benefits, no training expenses, and no costs for downtime.**

Need a proposal coordinator to pull the pieces together in the last few days before the due date? A proofreader to run one last set of eyes over your annual report? An editor to make sure that sections of a document written by multiple authors read with one voice? Editech has all these personnel readily available, and they don’t cost you a penny beyond the rate for getting the job done. You pay no hiring costs, no taxes, no benefits, no training expenses, and no costs for downtime.

In addition to these savings and the flexibility to respond to specific workforce needs, with many staffing agencies—Editech included—you get top-performing employees, those few who have been shown to produce up to 12 times what the average employee produces. Among the available personnel who have passed Editech’s strict screening process are proposal specialists who have contributed to multibillion-dollar efforts; award-winning journalists and speechwriters; published authors on topics ranging from history and philosophy to nursing and construction; and marketers who have conceptualized, launched, and coordinated campaigns for some of the most well-known firms in the nation.

Even in boom times, you probably couldn’t afford to hire these personnel on a full-time basis, but you can use them selectively to get the benefit of their talents and experience while minimizing costs.

When times are tough, you need to get past the platitudes and reexamine available options for keeping the workflow moving on a reduced budget. A good staffing supplier is not just another vendor trying to drain your resources but a resource itself that can help you cut employee costs and boost performance and output quality at the same time. Call Editech to see resumes of personnel who fit your specific business environment and start truly putting human resources to work for you.