

# The End of the World

*(as we know it)*



**Stanisław  
Wąsowicz**

VP of Growth and Partnerships  
at Scotty AI



See how AI is changing  
agency recruitment ... Forever !

# KODAK HEAD OFFICE.



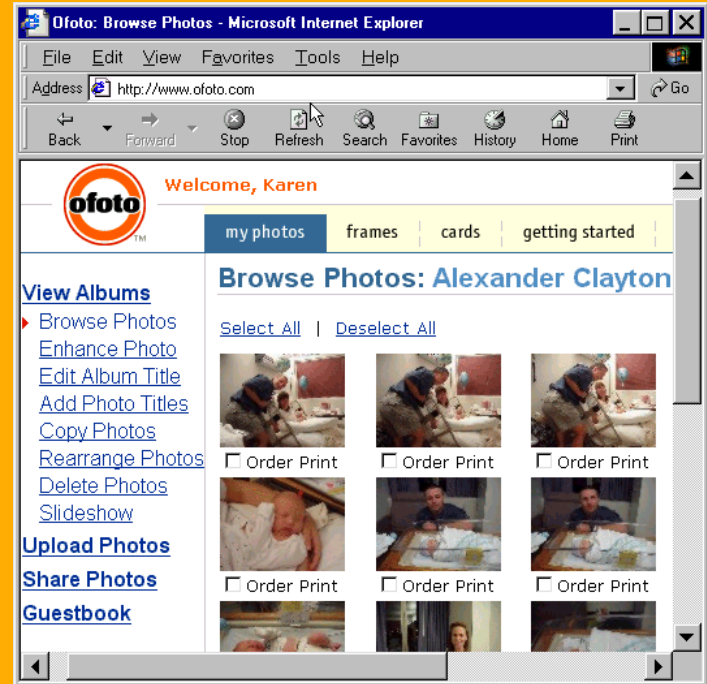
# The world's **FIRST** digital camera!

Developed by Eastman Kodak engineer Steven Sasson in 1975.



# Kodak's online digital photography website

Ofoto was acquired by Kodak in 2001, renamed Kodak EasyShare Gallery in 2005, and shortly thereafter shortened to Kodak Gallery.



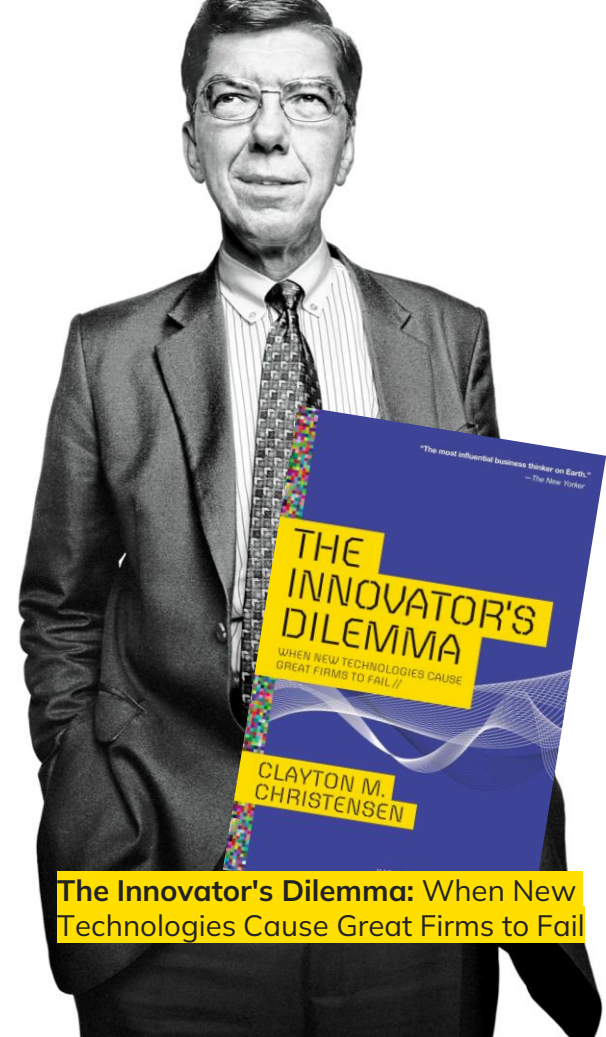
Kodak didn't **fail** because they didn't keep up with technology.

They failed because they weren't willing to compete with their **core business model**.



# Adapt before it's too Late.

Clayton M. Christensen coined this as the innovator's dilemma in 1997.



**The Innovator's Dilemma: When New Technologies Cause Great Firms to Fail**

# Introducing Dirk Meeuws

Mysolution, Head of Product



- 👉 The value of talent pooling
- 👉 What is a silver medalist
- 👉 Silver Medalist tracking in Mysolution
- 👉 Lead scoring, based online behavior
- 👉 Outreach to “hot candidates”



LinkedIn

Werk Willem Herman | Contact | Salesforce  
https://mysolutiondemo.lightning.force.com/lightning/r/Contact/0036N00000n4N55QAE/view

Klanten Administratie DEMO Welder - @HEART New chat Snowflake MSFlex API Mysolution FLEX Azure Dev Ops MYS Azure Function M Feature Update MS... MSF Flowtest Dataset session - P...

# Mysolution

Search... 4.1.1 4648.78 KB

Recruitment Home Application Process Search Persons Offertes Matchlist Contacts Accounts Jobs Job Applications Placements Actuele Plaatsingen Al mijn kandidaten \* Scotty Call X

Contact Willem Herman

+ Follow Nieuwe plaatsing Send Email Kandidaat Aanbieden

Frontoffice Backoffice Details Kwalificatie CV Documenten Skills Engagement Q&A Jobdigger More

### Job Applications (2)

Add Person to Job

Job Application Name	Account	Job	Status
A00007438	Blunder Busters	Ploegleider	2.1 Intake planned
A00007399	De koninklijke bijzaak	Carpenter	Application

View All

### Work Experience (0)

New

### Education (0)

New

### References (0)

New

### Job Alerts (0)

New

### Appointment Requests (0)

New

### Question List Invitations (0)

New

Activity Chatter MAIA

Filters: Within 2 months • All activities • All types

Refresh • Expand All • View All

#### Upcoming & Overdue

- 1st Interview | Ploegleider | Blunder Busters 12:00 | 15 mnt
- March - 2024 This Month
- Scotty\_Call Today

To change what's shown, try changing your filters.

Show All Activities

CV Dropbox To Do List History Recente items





# Putting it into practice

How Young Capital redefined high-volume hiring



## Scotty AI

25,000 candidates contacted

5,250 candidates hired at a conversion rate of 21%



## Young Capital's Team

1,000 candidates contacted

40 candidates hired at a conversion rate of 4%

Scotty saved Young Capital **4500 work-hours** by pre-screening and processing candidates **99,7% faster** than its human counterparts resulting in **131,25 x more hires** in the same amount of time at a fraction of the cost!

Who the \*\*\*\*  
is Scotty?

The logo for Scotty AI, featuring the text "SCOTTY AI" in white, bold, uppercase letters centered within a large, rounded orange shape.

**SCOTTY  
AI**

# Operating within every system, channel and device you and job seekers are using.



## Systems of Records

ERP, ATS; CRM;  
HCM; TMP; TMS; HRIS;



## Communication channels

Microsoft Teams, Google Chat,  
WhatsApp, Zoom, Slack, TikTok,  
Instagram, Facebook, Email,  
Telegram



## Telecom providers

Verizon, Deutsche Telekom, T-  
Mobile, Vodafone, Orange, TIM,  
Telefónica, KPN, BT Group, Tele2;



## Devices


Smartphones, Tablet, Laptops,  
Desktop, Alexa, Google Home,  
Amazon Echo, Smart Watches;

# Unlike human beings, Scotty can:

 **500.000**  
Conversations  
simultaneously


 **24/7**  
Responsiveness, through  
voice and text

 **+140**  
Languages  
available

 **Omnichannel**  
Connect all your communication  
channels and platforms

 **Integrations**  
Seamless integration across all  
systems of records

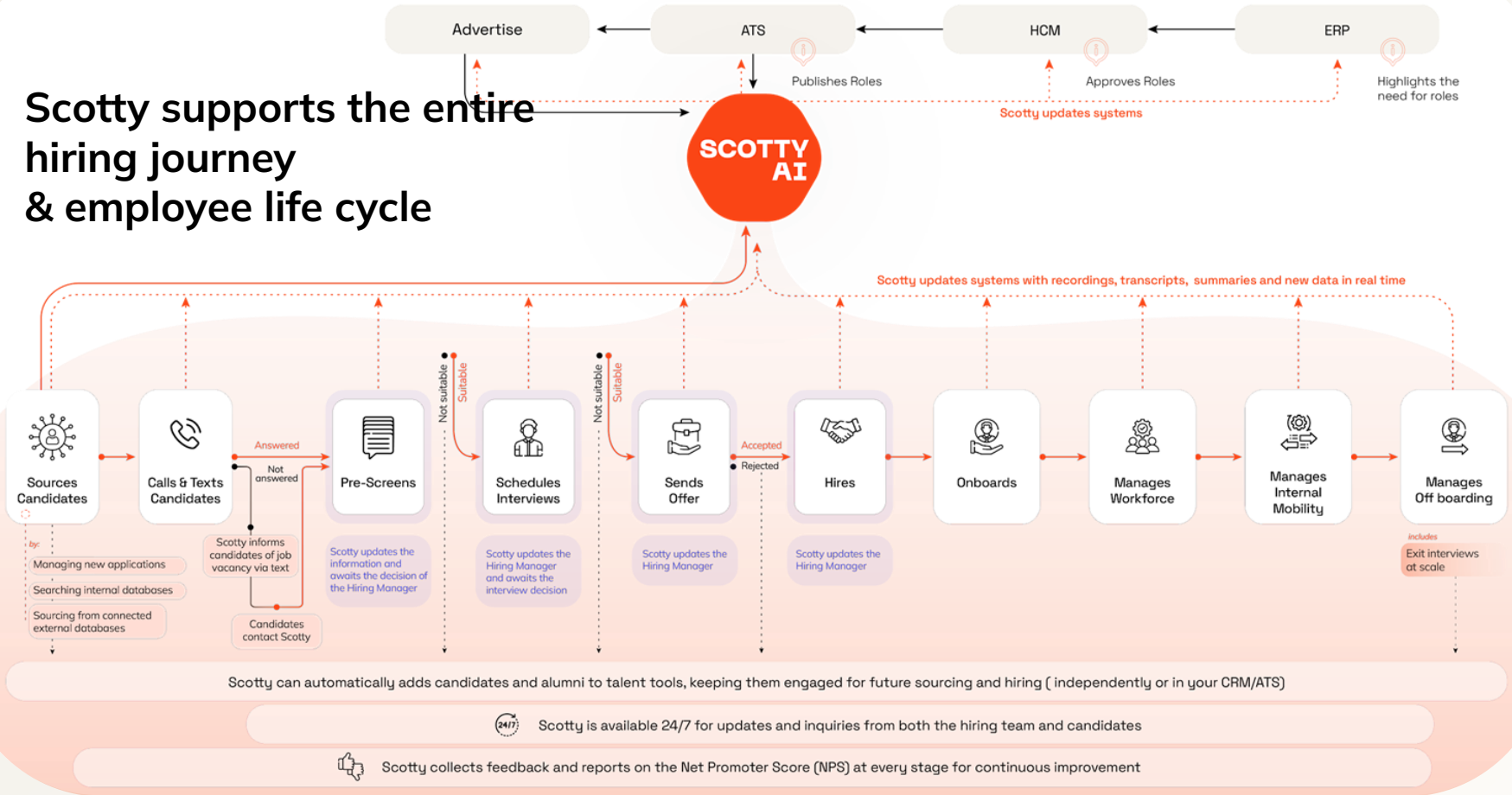
 **Less errors**  
Tasks are performed consistently and  
correctly, every time.

 **Hiring journey coverage**  
Effortless management from  
sourcing to off-boarding

 **Instant matches**  
Personalized recommendations based on  
your skill sets and interests

 **Guardrails**  
Unbiased approach, controlled and  
safe environment

# Scotty supports the entire hiring journey & employee life cycle



Scotty can automatically adds candidates and alumni to talent tools, keeping them engaged for future sourcing and hiring (independently or in your CRM/ATS)

24/7 Scotty is available 24/7 for updates and inquiries from both the hiring team and candidates

👍 Scotty collects feedback and reports on the Net Promoter Score (NPS) at every stage for continuous improvement

# The old world might be ending.

But the new one  
is just beginning! 🤞



# Don't get left behind like Kodak!





# Thank you!



**Stanisław Wąsowicz**

Scotty AI VP of Growth and Partnerships

stan@scotty-ai.com

+34 658 061 614



Let's talk!

