

# The End of

# the World

*(as we know It)*



**Stanisław  
Wąsowicz**

VP of Growth and Partnerships  
at Scotty AI

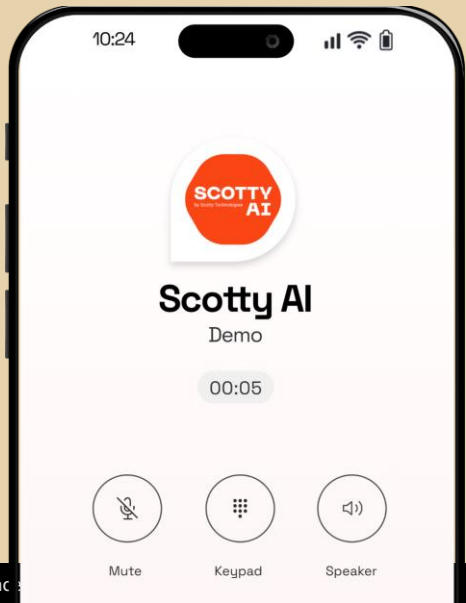


See how AI is changing Talent  
Acquisition and HR ... Forever!

**“AI is replacing  
human labour”**



# AI vs. Traditional Methods: No contest



VS

Sourcers, screeners, interviewers,  
coordinators, admins, schedulers, ...  
(gone by 2028)



# But is this a bad thing

Personally, I don't think so.

# Hiring is broken

Employers and talent are unable to connect



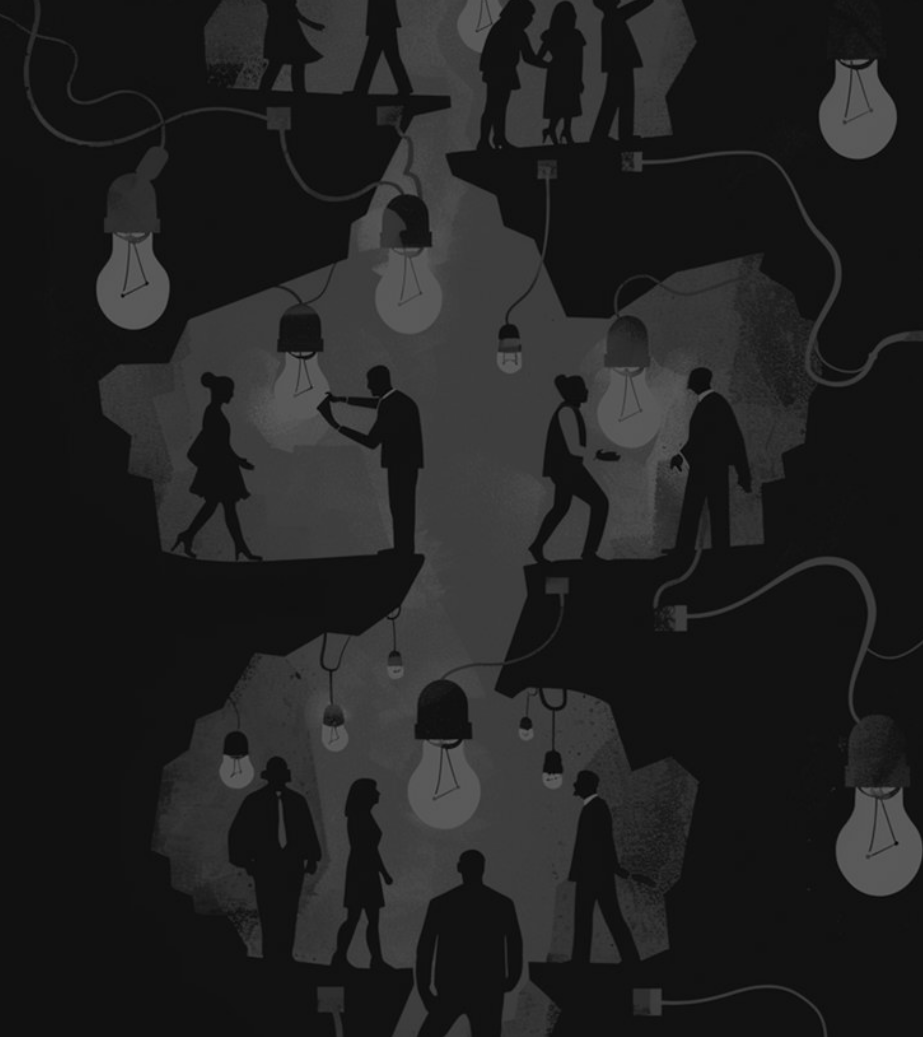
1.

**Neither hiring  
managers or job  
seekers want to  
talk to us, we are a  
necessary evil!**



2.

**They are nice to  
you, because they  
want you to  
prioritize them...**



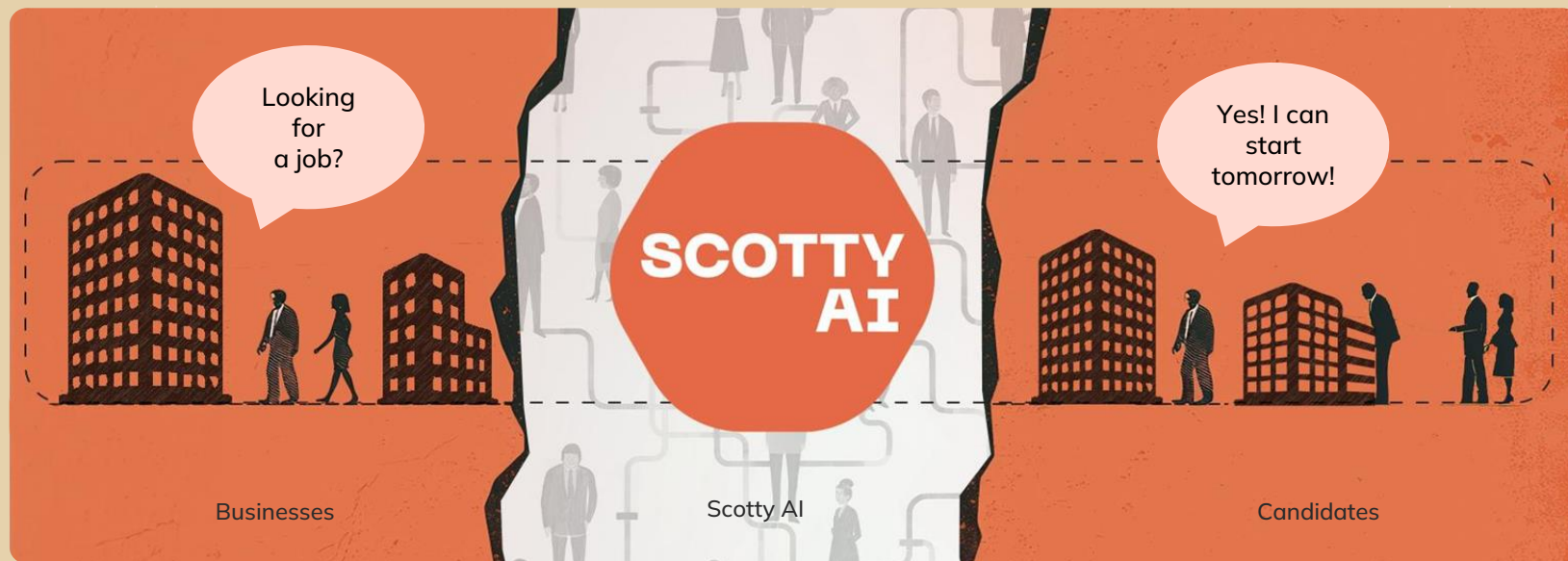
3.

**When a better, faster, and cheaper alternative comes along, they will quickly move over.**



# We can fix it with AI

Scotty applies AI to support and automate the entire hiring journey



# 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!



# Putting it into practice

How PostNL revolutionized recruitment: Delivering personalized HR assistance to every candidate

ScottyAI processes **35.000 applicants for PostNL annually**. They used rely heavily on staffing agencies to do this and are now doing it directly with Scotty AI. This has resulted in far higher conversion ratios, hiring speed and candidates NPS.

**79%** preferred WhatsApp communication, with **21%** opting for phone calls.

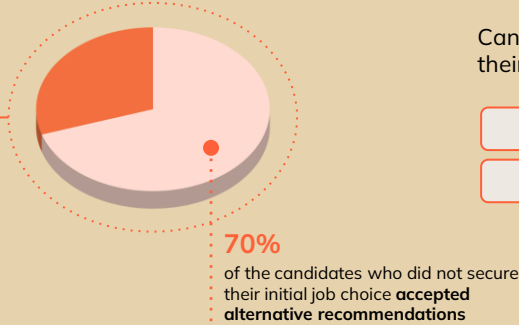
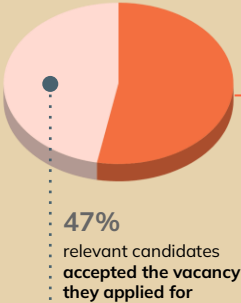
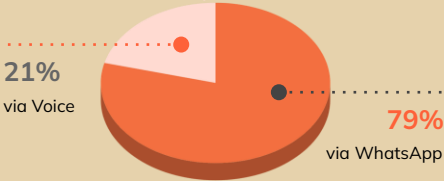
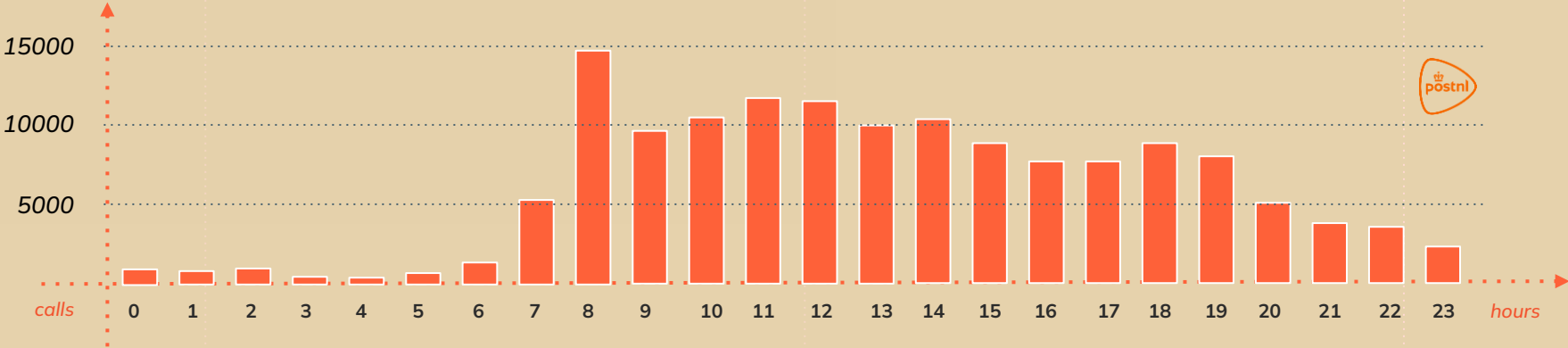
**47%** relevant candidates accepted the vacancy they applied for, enhancing hiring precision.

Among candidates who did not secure their initial job choice **70%** accepted alternative recommendations provided by Scotty.

**47%** of candidates rated their experience with **5/5 stars**, and **41%** gave it **4/5 stars**.

# Be ready when they are

PostNL contacted candidates 24/7, from July 23 to February 24



Candidates rated their experience:

47% rated 5/5

41% rated 4/5 stars



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, 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**

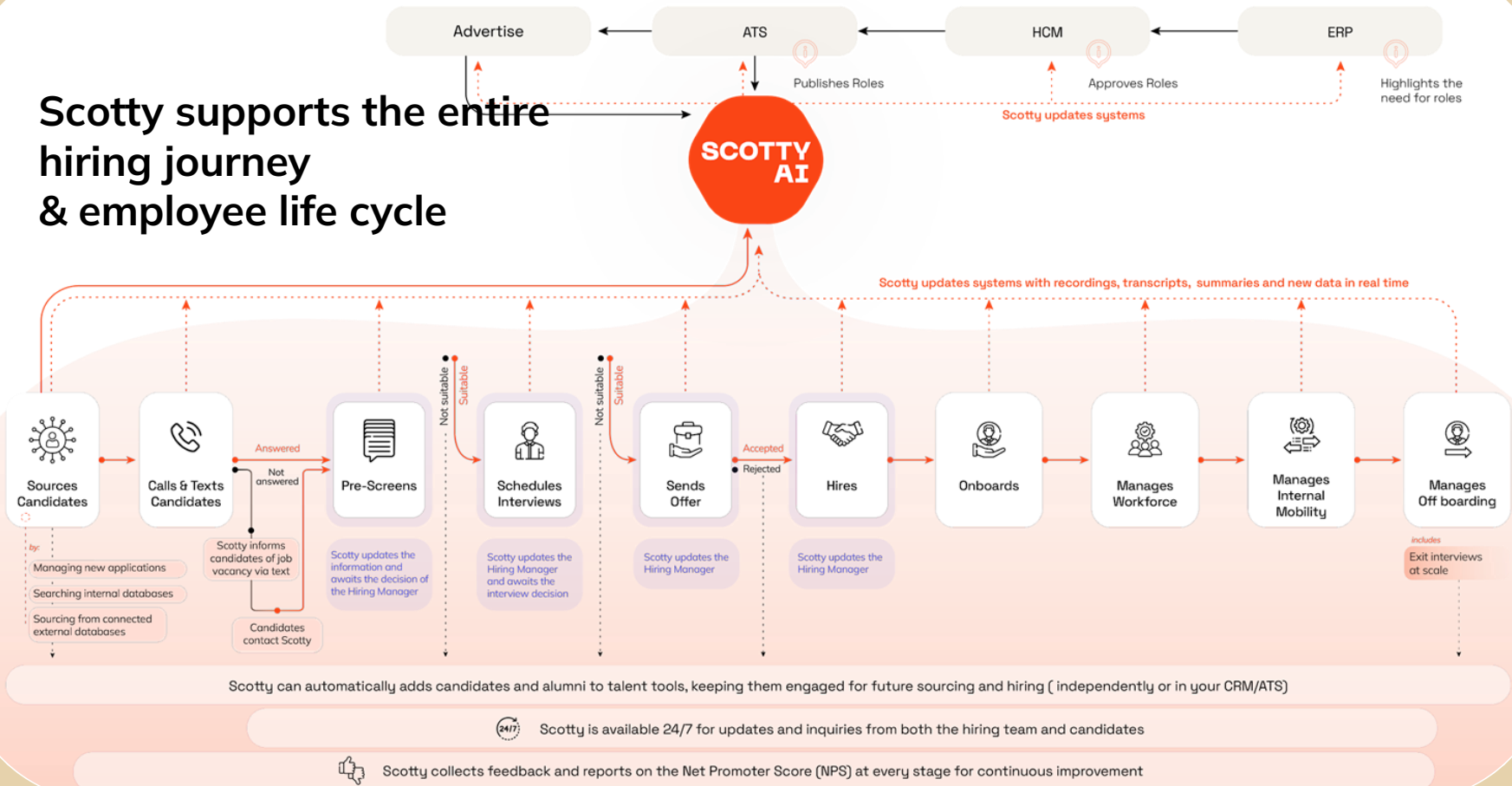
Personalized recommendations  
based on your skill sets and interests



**Guardrails**

Unbiased approach, controlled  
and safe environment

# Scotty supports the entire hiring journey & employee life cycle









**Stantradamus.**

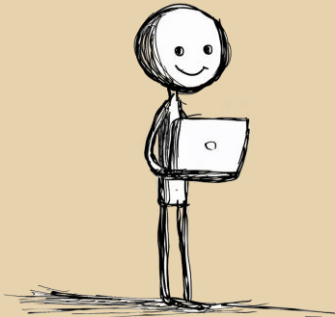
# One day in the future

## Exciting News Awaiting You!



3 weekends from now, you'll start a new job at Company X with a €20,000 salary increase.

## Your passion project becomes your main gig



80% of your job will now be what you love to do.

## Goodbye Mark!



Your going away party is already planned, and 22 people can't wait to celebrate with you!

# One day in the future

## A dream holiday to Peru



A well-deserved family holiday to Peru is booked for you. It's time for rest and adventures!

## Meet Tom, your stellar replacement



Your handover is arranged, and your calendars are synced. Welcome Tom to the team!

# The End

(of the world as we know it)

# The old world might be ending.

But the new one  
is just beginning!



# Thank you!



Let's talk!

**Stanisław Wąsowicz**

Scotty AI VP of Growth and Partnerships

stan@scotty-ai.com

+34 658 061 614