REMOTELYME™

teracloud

CUSTOMER SUCCESS STORY

A New Experience Everyone Loves

EMPLOYEES
Soft Skill Insights
More Loyalty
Career Development

CANDIDATES
Greater Interest
Right Fit Validation
Improved Response

HR
Higher Retention
More Candidates
Profit Contribution

CISO
Reduced Security Risks
NIST & Regulatory Compliance
Zero Trust Validation

C-SUITE
More Performance
Lower Budgets
Increased Revenue

Technology Firm Saves Thousands

THE SITUATUION

TeraCloud is leading technology firm owned by VMS Software and consists of a team of passionate IT professionals devoted to the development of tailored Cloud solutions. TeraCloud's team works side by side with clients to deliver unique architecture for their needs.

Clients can leverage the set of Cloud computing services offered to meet industry-specific constraints with TeraCloud engineer certified skill sets. Each solution is specifically designed to follow AWS's Well-Architected Framework and enable AI-infused innovation.

Areas of focus include Generative AI, Security, Migration, DevOps, and Data and Analytics.

Judith Rebsdorf and Sean McGuire are senior recruiters and talent evaluators with TeraCloud based in Europe and the U.S., respectively. Both are required to use LinkedIn, Indeed, and other solutions to find and evaluate candidates. They must also entice candidates to respond so they can conduct interviews. They are then required to discern whether candidates fit the job requirements and company culture, and also have the soft skills needed for success.

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THE PROBLEM

TeraCloud's recruiting team has limited resources and time. Even in the current environment, finding the best candidates is difficult and time-consuming. Once great candidates are located, the competition is always fierce.

To be proactive, Teracloud's recruiters use LinkedIn to source candidates, but doing a thorough review can take time. Human bias and errors can also be factors in missing qualified candidates.

Harvard says 90% of job success relates to soft skills, but these are often hard to discern.

"LinkedIn is a great tool, but doing an accurate analysis is difficult without using AI and other capabilities," says a Teracloud recruiter.

Like many recruiting teams, Teracloud needed to:

- Move beyond difficult, time-consuming, costly, and potentially bias recruiting
- Quickly pre-assess candidates at the top of the funnel to save time and effort
- Fully assess short list candidates to frame conversations and ensure the right fit
- Measure risks, trust, soft skills, leadership abilities, and core values
- Entice candidates by using AI and science-based messaging and guides

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THE SOLUTION

RemotelyMe helped Teracloud solve their challenges and meet recruiting goals with PDQ—a browser app for Google Chrome or Microsoft Edge. The app extracts data from LinkedIn profiles or resumes and uses AI and neuroscience to analyze and score candidates for experience, soft skills, and more as related to job requirements.

Teracloud then uses the Career Quotient Indicator (CQI) Assessment for shortlist candidates to gain deeper insights into risks and trust factors, as well as culture and team fit. CQI also provides AI and science-based messaging and guides to help recruiters entice candidates, remove bias from the interview process, and empower recruiters and hiring managers to ask the right questions.

"This step is crucial in gathering key data to determine the next course of action. It also plays a significant role in mitigating bias during interviews and enhancing our ability to identify potential concerns."

The benefits to Teracloud include:

- Dramatically reduced time and effort to pre-screen candidates
- Reliable science-based assessments on shortlist candidates to ensure the right fit
- Scores for risks, trust, soft skills, leadership abilities, core values, and more
- AI and science-based messaging and guides to entice and interview candidates
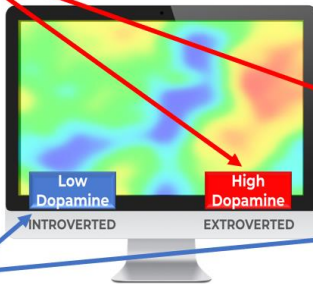
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"By leveraging the suite of solutions from RemotelyMe, Teracloud has significantly reduced the TA team's recruitment hours and streamlined the time-to-fill process. This has enabled us to hire candidates whose motivations align with the job description and culture fit. The impact on the business includes the ability to hire quickly, leading to improved revenue generation."

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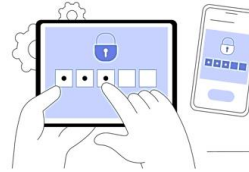
What We Offer

HERMANHR™

Predictive Risk Scores	Personalized Training & Hiring	Adaptive Insights	HRM
Know who's at risk in only nine minutes.	Recruiting & training based on risks & roles.	Personalize access & authority based on data.	Behavioral science training increases retention 16X.

Low Dopamine · High Dopamine
INTROVERTED · EXTROVERTED

Emotive · Instinctive · Logical

Engagement
30 Days · 90 Days

INSIDER THREAT?

PHISHING FAILURES?

PASSWORD PROBLEMS?

Based on learning styles, roles & risks

HERMANLEARN™
Career Advancement Platform

Higher trust equals higher security compliance

NIH National Institutes of Health
Turning Discovery Into Health
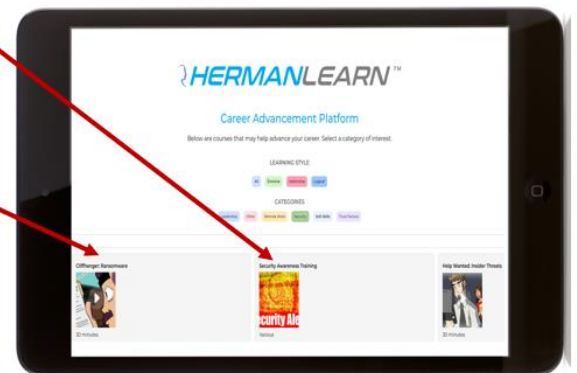
Improves trust, leadership & engagement

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Why We're Different

Our Science

Visual Neuroscience Assessment

Low Dopamine

INTROVERTED

High Dopamine

EXTROVERTED

Customized videos influence answers

93% reliability

Patent pending

Predictive Biomarkers

NOREPINEPHRINE

Logical

Emotional

Instinctual

GABA

Introverted

ACETYLCHOLINE

Extroverted

DOPAMINE

CORTISOL

Reactionary

OXYTOCIN

SEROTONIN

Conflict-Avoidant

Brain Profiling

6-I   5-I   7-I   6-E   5-E   7-E

4-I   3-I   2-I   4-E   3-E   2-E

8-I   1-I   9-I   8-E   1-E   9-E

Security & HR Risks

O*NET, SHRM, NIST, CIS, Harvard, LinkedIn Data

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