

CUSTOMER STORY

# How Milford Blake Used Playroll As a Trusted Service & Compliance Partner

MILFORD BLAKE  
EXECUTIVE SEARCH

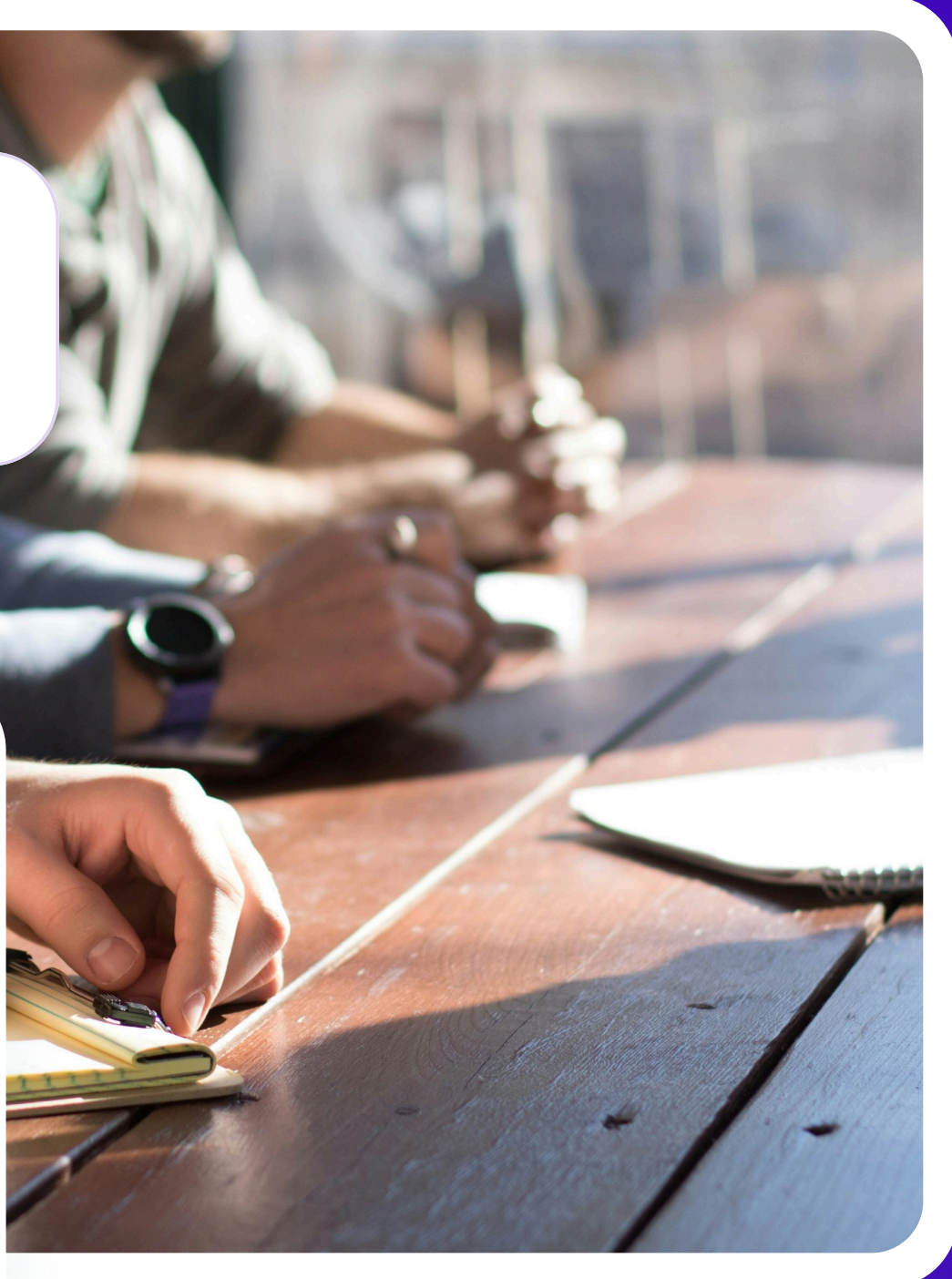


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Industry

HR & Recruitment



Headquarters

Johannesburg, South Africa



Company Size

Startup (<100)



Use Case

Security & Compliance,  
Global Expansion



Playroll  
Products Used

Employer of Record



THE COMPANY

## Meet Milford Blake

Milford Blake is a specialist boutique Executive Search and Headhunting consultancy which focuses exclusively on the Financial Services and Real Estate sectors.

THE PROBLEM

## Red Tape When Expanding To New Markets

Milford Blake offered bespoke executive search support, yet often hit roadblocks in hiring executive talent in countries where their clients didn't have entities. As a leading HR executive search firm, Milford Blake evaluated and utilized other EORs before Playroll, but did not report a good experience.

THE SOLUTION

## Finding The Right EOR Partner

While Milford Blake was focused on expanding their global footprint of client services, they needed an accomplished EOR partner that could take over many responsibilities on their behalf – from compliance with local employment laws and regulations, to providing a platform that could sync employee data and expenses. They turned to Playroll, who ticked all their boxes and went the extra mile when it came to service delivery.



Shari Moskowitz, Director, Milford Blake

Thanks to Playroll, our clients get to hire local talent in any country where they want to expand long before they set up the entity there. Playroll's customer success team is extremely responsive and very knowledgeable. Our candidates-turned-employees have found the platform to be as user-friendly and efficient as our clients have reported.

THE RESULT

## A One-Stop Shop To Tap Into Global Talent

Milford Blake were able to offer their clients one easy solution to employ people in any country legally and compliantly at a fraction of the retail cost. They could also get new recruits up and running much faster than the traditional route of establishing a presence in new countries. Playroll manages multi-currency payroll as well as competitive benefit offerings for priority hires in new markets through an intuitive platform.