

CUSTOMER STORY

How Kolleno Won At Global Expansion Using Payroll To Hire From A Wider Talent Pool

Kolleno.

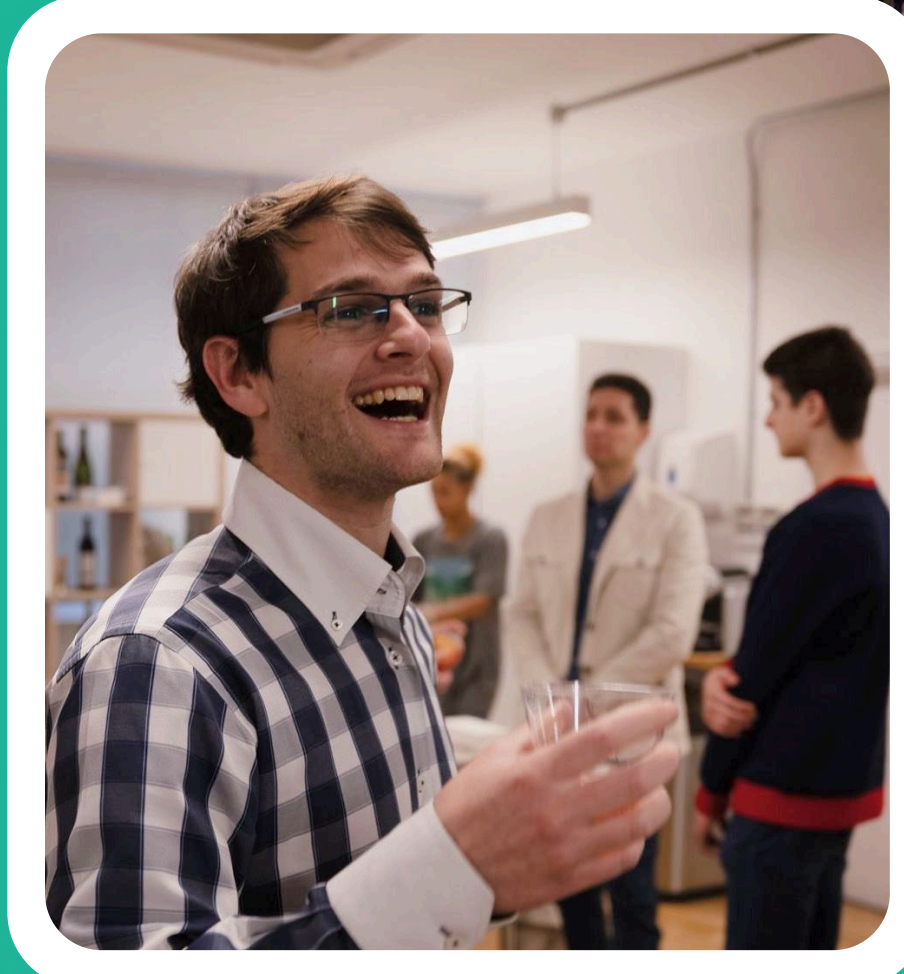


Image Source: Accessed from [linkedin.com/company/kolleno-limited/](https://www.linkedin.com/company/kolleno-limited/)

Industry

Software Development & IT Services

Headquarters

New York City, U.S.A

Company Size

Mid-Market (100-1000)

Use Case

Security & Compliance, Global Expansion

Payroll Products Used

Employer of Record

THE COMPANY

Meet Kolleno

Kolleno is a sophisticated software revolutionizing the way finance departments manage Accounts Receivable. Building a far-reaching service such as Kolleno meant widening the search for global talent.

THE PROBLEM

The Struggle To Hire Internationally

Kolleno, based in the United Kingdom, planned to expand their presence in Canada and find talented software developers in other countries. Although Kolleno was ready to start their international hiring journey, they faced significant hurdles such as the frightening costs of incorporating legal entities and no capacity to go to new markets and establish these entities themselves.

THE SOLUTION

Expert Support To Simplify Global Hiring

While Kolleno was focused on expanding their talent pool by hiring from other countries, they needed a solution that would:

- ✓ Address the prohibitive costs associated with setting up legal entities in foreign jurisdictions.
- ✓ Make it easy to understand the unique hiring requirements outside of their borders.
- ✓ Offer specialized knowledge in recruiting and overseeing an international team at a local level.



Jared Fisher, Head of Product, Kolleno

Thanks to Payroll, we've seen an increase in diversity and innovation because we've got access to a global talent pool. When we're looking for employees we can really look for the best of the best and not just focus on exactly where they are.

THE RESULT

Overcoming All Hiring Hurdles

Leveraging Payroll's extensive network of global entities and subsidiaries, Kolleno navigated the complexities of international talent acquisition. By eliminating the need to establish foreign branches, they saved time and resources and also streamlined the process of onboarding new employees, reducing it to just a few days. Kolleno was able to rapidly scale their teams in Canada and South Africa, setting a solid foundation for their swift global expansion.