



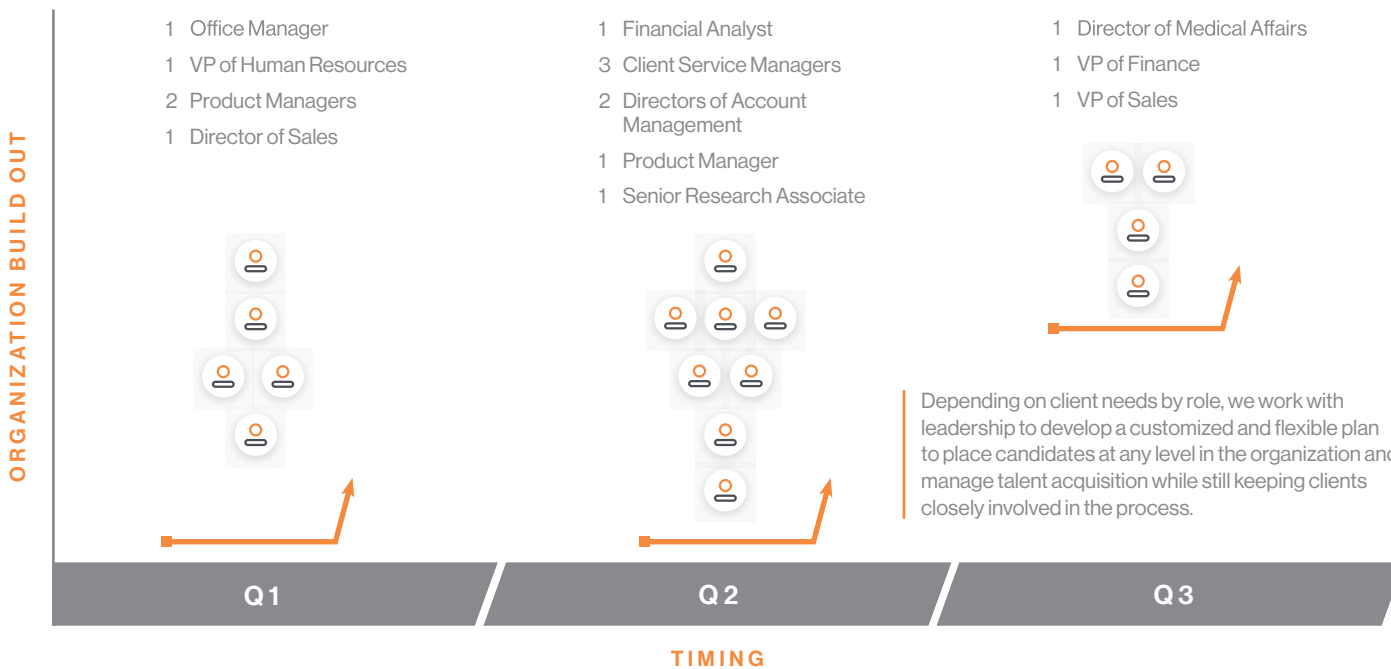
GETTING BOOTS ON THE GROUND

Flexible recruiting capabilities that help high growth companies to scale at all levels in the organization.

ChasmTeam helps high growth clients accelerate their hiring plans at all hiring levels to build out specific functional teams such as sales or product management. We also help early stage ventures build out their entire organization leveraging a recruiting outsource model leveraging our team of experienced recruiters. ChasmTeam can manage the complete talent acquisition life cycle by providing on-site or remote Chasm recruiters augmenting the client's talent acquisition team. Depending on our client's needs, Chasm can also provide interim HR consulting to address their immediate needs.

Unlike traditional retained search, ChasmTeam utilizes a unique economic model to manage client talent acquisition cost.

EXAMPLE OF CLIENT PLACEMENTS WITH ChasmTeam MODEL



Why ChasmTeam ?

ALL LEVELS:

ChasmTeam recruits from the most junior to C-Suite levels for our clients.

TIME TO HIRE:

Access to significant recruiting resources accelerates time to hire.

HEALTHCARE EXPERTISE:

Industry expertise ensures we recruit the most qualified talent.

ONE POINT OF ACCOUNTABILITY

ChasmTeam provides a single point of accountability to manage complexity involving multiple searches and evolving hiring plans.

HR CONSULTING:

Clients have access to the Chasm in-house CHROs to help temporarily manage benefits, compensation, organizational design, etc.

ChasmTeam | Case Study



ChasmTeam partnered with Crossix Solutions to build out their organization leading to a successful exit in 2019.

ABOUT CROSSIX

Crossix Solutions is a leading analytics company working with healthcare and life science clients to plan, measure, and optimize their marketing and communication initiatives. Crossix was acquired by Veeva Systems in November 2019 for \$430M following several years of rapid growth.

ChasmTeam AND CROSSIX

Crossix engaged ChasmRPO in 2016 to help scale their analytics and management team, critical to support rapid revenue growth. By 2019, Chasm placed 40 employees and improved company-wide hiring processes leading up to the Crossix acquisition.

“Chasm helped us build our core competency in talent acquisition, while also serving as our strategic partner in rapidly scaling our analytics and client service team — the most difficult hires. We could not have scaled our organization without Chasm’s unique Team model.”

— **Chris Meyer**
 VP of People & Culture
 Crossix Solutions, a Veeva Company

CRITICAL HIRES AND RECRUITING SUPPORT

CHASMTTEAM — CROSSIX TEAM BUILDOUT

HR/Recruiting

- Chasm Recruiter Onsite
- Chasm Implementation of ATS and Hiring Process
- Placement:
-VP People and Culture

HR/Recruiting

- Placement:
-Talent Acquisition Manager

Commercial Expansion

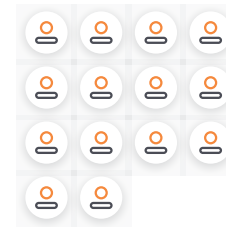
- Placement:
-VP Provider Solutions
-VP CPG Solutions

Product Team Expansion

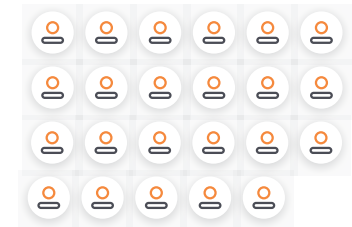
- Placement of 2 Product Managers

Analytics and Client Management Team Placements

14



23



2016 - 2017

2018 - 2019

ChasmTeam Impact

- 40 Total FTE Hires
- Accounted for 50% of Analytics Team growth
- Implemented Hiring Process
- Successful Exit in 2019