

TAILWINDS

THE UI FOR AI

BUILT ON  **Amazon Bedrock**
POWERED BY  **IBM watsonx Assistant**

LANDING POINT

Landing Point, a premier executive search and consulting firm, specializes in placing top talent in Accounting, Financial Services, Corporate Services, Legal & Compliance, Tax & Family Office, Technology, and Med Tech roles for companies throughout the U.S. Already recognized by Forbes as one of America's Best Recruiting Firms, Landing Point sought to extend their leadership in the recruiting market by augmenting their high-touch recruitment approach with AI automation.

Through a strategic Proof of Concept (POC) with Innovative, Landing Point validated the potential of AI-powered recruitment automation using Innovative Tailwinds and IBM watsonx Assistant. The successful POC demonstrated the potential of using AI to augment their recruitment workflows while maintaining the personal touch that differentiates Landing Point.

BUSINESS OBJECTIVES

- 1** Validate AI automation potential for recruitment coordination
- 2** Test human-in-the-loop oversight capabilities
- 3** Evaluate integration possibilities with existing systems
- 4** Assess impact on recruiter productivity
- 5** Build foundation for future AI-powered recruitment capabilities

THE CHALLENGE

Landing Point's recruiters spend time on manual coordination between clients and candidates through email, calls, and SMS. This administrative burden was taking away from time they could otherwise spend on the higher-value recruitment and relationship building activities that Landing Point is known for.

The interview scheduling process was particularly challenging, requiring extensive manual coordination that created friction for a recruiter's productivity. Landing Point recognized that automating this process would be a critical first step toward their broader AI transformation goals.

THE SOLUTION

Innovative Solutions designed and implemented a focused POC to demonstrate the potential of AI-powered recruitment automation.

Tailwinds AI Agents: Successfully demonstrated ability to review candidate stages and craft contextually appropriate follow-up communications

IBM watsonx Assistant: Confirmed effectiveness of human-in-the-loop oversight, enabling recruiters to efficiently monitor and approve AI agent suggestions

AI Workflow Automation: Validated automated identification of next steps in the recruitment process, showing potential for significant time savings

Integration Potential: Proved technical feasibility for future integration with existing workflows and systems

The POC focused on validating the core concept of AI-assisted recruitment coordination while maintaining Landing Point's high standards for personalized service. Results showed strong potential for transforming recruitment operations through intelligent automation.

WHAT THE CUSTOMER IS SAYING

"What impressed us most during the POC was how the AI agents could understand context and suggest appropriate next steps, while still keeping our recruiters in control. This balanced approach is exactly what we were looking for. As we continue to build our AI strategy, we hope to continue to work with Innovative because of their expertise in this area."

FUTURE VISION

Once fully implemented, the solution is expected to deliver:

60% reduction in administrative task time, returning 4+ hours per day to recruiters

75% faster interview scheduling process, with 3x improvement in response rates

35% increase in candidate placement velocity

25% increase in recruiter capacity without additional headcount

Foundation for AI-powered candidate matching and predictive analytics

ABOUT INNOVATIVE SOLUTIONS

Innovative Solutions is a Premier Tier AWS Partner specializing in AI-driven digital transformations. With expertise in Amazon Bedrock, IBM watsonx Assistant, and their proprietary Tailwinds platform, Innovative Solutions helps businesses leverage cutting-edge AI technologies to solve complex challenges.

For more information about how Innovative Solutions can transform your business with AI, visit www.innovativesol.com/tailwinds.



innovativesol.com | (585) 292-5070

