

## New Recruiting Model Embraced by Hiring Managers and Job Seekers - Propels Accolo to #42 on Inc. 500 Fastest Growing Private Companies in America

Larkspur, CA - September 12, 2007 - [Accolo, Inc.](#), an innovator in professional-networking based [Recruitment Process Outsourcing \(RPO\)](#), today announced that it ranked No. 42 on the 26<sup>th</sup> annual Inc. 500 list of the fastest-growing private companies in America by Inc. magazine - Achieves three year growth of 2564.8%.

“If you want to find out which companies are going to change the world, look at the Inc. 500,” said Inc. Editor Jane Berentson. “These are the most innovative, dynamic, fast-growth companies in the nation, the ones coming up with solutions to some of our most intractable ills, creating systems that let us conduct business faster and easier, and manufacturing products we soon discover we can’t live without. The Inc. 500 list is Inc. magazine’s tribute to American business ingenuity and ambition.” The 2007 Inc. 500 list measures revenue growth from 2003 through 2006.

“Nearly all businesses need to hire the right people quickly, but finding a reliable and accountable alternative to traditional methods and technology is difficult,” said [John Younger](#), President and CEO of Accolo. “Our model makes hiring easier as we become part of a company’s internal hiring function on one side and incorporate a proprietary career network on the other. Our relationship management technology eliminates the need for an applicant tracking system, and our turnkey solution frees our clients from managing a never-ending list of recruiting services, resources and technologies. By having Accolo provide the staff, management, process, technology and aggressive sourcing to find their top performers, our clients can focus on their core business.”

“Accolo’s formula is unique and proven in the marketplace. Based on [10 universal hiring best practices](#), our proprietary referral network of over 600,000 members is augmented by all other sources as needed. To date, our members have referred more than 20,000 candidates, and these referrals serve as our top source of hires. Companies want to increase the probability of a good hire and make measurable improvements in hiring effectiveness, but this is nearly impossible in a tradition model. By systematically treating every job as unique as the person who will fill it, we have proven that this is among the safest and most reliable recruitment methods available,” said Younger. He added, “We are most proud of the accountability, fairness and respect we introduce into the recruiting process, which is in stark contrast to what most applicants experience today.”

[Geoffrey Moore](#), author of *Crossing the Chasm* and *Inside the Tornado: Strategies for Developing, Leveraging, and Surviving Hypergrowth Markets*, emphasized “The concept of Accolo is one that changes the rules. Accolo has looked deeply at the hiring problem from all perspectives, and their combination of technology, process, consulting and systematic relationship building challenges the assumptions about recruiting that most people take as sacrosanct.”

According to *The Hitchhiker’s Guide to the Galaxy*, the Answer to Life, the Universe, and Everything is 42. We believe there is a reason that Accolo is #42 in the 2007 Inc. 500 - Let us answer your questions at [www.accolo.com](#).

### About Accolo

Accolo augments or becomes a company’s internal recruiting department so the company can focus on its core business. Accolo’s unique application of the “art” of recruiting within a highly automated framework, along with a network of over 600,000 members, delivers quantifiable improvements in recruiting quality, efficiency and cost.

Accolo is a founding member of the Recruitment Process Outsourcing Association ([www.RPOAssociation.org](#)) and its investors include Altos Ventures, Vedior (Amsterdam: VDR, [www.Vedior.com](#) ) and TriNet ( [www.TriNet.com](#) ). For more information, visit [www.Accolo.com](#).

### About Inc. magazine:

Founded in 1979 and acquired in 2005 by Mansueto Ventures, LLC., Inc. magazine ([www.inc.com](#)) is the only major business magazine dedicated exclusively to owners and managers of growing private companies that delivers real solutions for today’s innovative company builders. With a total paid circulation of 681,421, Inc. provides hands-on tools and market-tested strategies for managing people, finances, sales, marketing, and technology.

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