



# Partner Success Story

## Challenge

Summit County and surrounding areas have faced an increasing labor shortage, and that has fostered a hyper-competitive recruiting environment in which few winners have emerged. A new approach was needed.

## OPPORTUNITY

**Over time, Gary Miller**, Director of Training and Occupational Development at Kyocera SGS Precision Tools (KSPT), had grown skeptical of efforts to address workforce challenges in Summit County. "I was part of committees and organizations, but rarely did anything get accomplished," he recalls. All that changed when he got involved with ConxusNEO. "They didn't just talk about what needed to change—they followed through," he says. "When I saw momentum being built, I was sold."

## OUTCOME IN PARTNERING WITH CONXUSNEO

**ConxusNEO supplied KSPT with data** that shed new light on regional labor challenges. Combined with the establishment of peer-to-peer and intra-industry networks, Miller and other manufacturers have built connections where none previously existed and forged ties with Summit County educational and workforce institutions. KSPT subsequently recruited eight interns through in-person school presentations that Miller has personally delivered since partnering with ConxusNEO. To date, four of the eight interns have accepted full-time positions with the company. Indeed, the proof of concept is in the name itself—ConxusNEO connects companies with one another, and with educators, workforce, economic development and community partners. "Those connections allow us to share employment strategies, best practices—in some cases, even available talent. From our perspective, this make us smarter, more productive and more profitable," says Miller.

## WHAT'S AHEAD

**KSPTs' peer network continues to grow**—and ConxusNEO has been instrumental in making that happen. But the benefits don't stop there. Manufacturers help shape area-wide vocational curriculum and training based on current employment challenges. Miller concluded, "I'm now part of the President's Advisory Committee for Stark State College, and I also serve on the Strategic Advisory Committee for the College & Career Academies of Akron. Along with other manufacturers, I have a real voice in the future of our workforce, our education system and our community. It's awesome."

For information on how to engage with ConxusNEO, please contact 330.630.9969

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"WHERE ONCE WE USED TO CLOSELY GUARD OUR RECRUITING STRATEGIES, WE NOW SHARE IDEAS, AND EVEN TALENT, THROUGH OUR GROWING NETWORK. THAT'S A HUGE ROI FOR US, AND CONXUSNEO HAS MADE IT ALL POSSIBLE."

—Gary Miller, Director of Training and Occupational Development, KSPT