Size of Workforce

US IT Staff
6.5m

No. of Vacancies
650,000

Cyprus
615,000

New Zealand
2.4m

Switzerland
4.8m

Average Salary In US

IT Person
$68,000

Software Developers
$96,000

Estimated actual cost of an employee
1.25 to 1.4 x salary once on boarded

Estimated total cost of an employee
1.5 – 3x salary

$654 billion
IT employee payroll

$550 billion
Argentina GDP

$25 billion
Ecuador GDP

$12 billion
MacDonalds payroll

$7 billion
Walmarts tax bill annually

20% Typical recruiter commission of first year's salary

12% Typical in-house cost

1 in 5 Chances of a new employee not working out

Total in-house cost factoring in cost of new employee failure

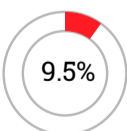Typical time to hire
12-16 weeks if you do it yourself

Using a recruiter
4 weeks

So… difference is a minimum 2 months or 1/6 of a year.
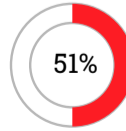**16% of salary** AND **16% of profitability.**

31% Typical Turnover Of IT People Inside A Year

9.5% Among the US top 100 employers

90% In Google

51% Number of employed people on the market looking

300 million Number of Google searches monthly that are employment related
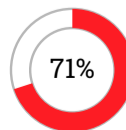
71% Total number for all of workforce looking

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