

myApplicants: Applicant Tracking and Hiring for Agencies

myApplicants is a cost-effective applicant tracking solution for providers.

Today's Agenda

- Agency Workforce Management
- 2. HR Challenges Agencies Face Today
- 3. HR Solutions for Providers
 - » myApplicants
 - » myTraining

 - myCommunications
 myMITC Employee Self-Service
 ACA Compliance & Reporting
 Accruals and Awards

 - » Absentee and Late Tracking
 - Employee Database and Reporting **>>**









Agency Workforce Management

About MITC, What We Do, Who We Serve

Hundreds of Agencies Use Agency Workforce Management

- MITC has provided 28 years of continuous service to customers in every state in the USA, Canada, the United Kingdom, New Zealand, & Australia.
- Agency Workforce Management is used by I/DD and Behavioral Health agencies.
- Thousands of employees and managers use Agency Workforce Management every day.





2018 Facts & Figures

- >> 145,680: Number of employees & clients managed by customers using MITC.
- >> **26,763,600:** Number of telephone timekeeping calls managed per year.
- **73,955,516:** Number of time and attendance transactions managed per year.
- **53,922,480:** Number of timecard pre-payroll & billing records managed per year.
- I45: Number of new implementations in progress at the end of 2018.
- >> **15,684:** Number of service requests received in 2018.



Providers Throughout the USA and Canada Use Agency Workforce Management





Available as an Integrated Solution or to Solve Discrete Problems



myATTENDANCE





(@ myAPPLICANTS



Agency Workforce Management Is Used in All Programs





Unlike general purpose systems, MITC provides a complete solution and <u>services to</u> support all the needs of an agency.

Agency Workforce Management Solutions for Staff & Clients

Staff Solutions

- » Time & Attendance
- » Scheduling
- » HR Manager
- » Payroll Integration
- » Applicant Tracking
- » Mileage & Expenses

Client Solutions

- » Door Clock
- » Client Timesheets
- » Piece & Production
- » Scheduling
- » Billing
- » Documentation





Flexible and Modular Solutions Make Up Agency Workforce Management

- » Solutions are modular and scalable
- » Different hardware and software
- Choose a customer-hosted or a cloud solution







What Makes Agency Workforce Management Different?

- Continuous stream of software updates and services designed for agencies.
- Specially trained personnel to help agencies successfully implement solutions.
- Structured implementation plans have been proven at hundreds of agencies.

- » Choose from customerhosted or cloud solutions.
- Software, services, and implementation plans are all designed for agencies.
- » Agency Workforce
 Management includes
 24x365 service.







Causes of the Labor Shortage

Example

 The labor shortage does not have one simple cause. The American Network of Community Options and Resources (ANCOR) released a report in 2017 to address some of the reasons for the shortage, and some of them are surprising. Take a look at a United States Supreme Court case called Olmstead v. L.C. In this case, two women with mental illnesses received treatment at state-run institutions. Eventually, mental health professionals said the women were ready for community-based programs, where they could lead more "normal" lives. However, the women were kept institutionalized for years afterward. They sued, and in 1999, the Supreme Court decided that separating disabled persons from society longer than necessary violates the Americans with Disabilities Act.



Since that decision, the federal government has made policies that encourage more home and community-based care for people in the I/DD and behavioral health communities. The problem, however, is that these policies are not backed with an appropriate increase in funds. If more people want homebased care, more workers need to take jobs as care providers. But if the states are unable to expand their budgets proportionally, wages are stretched thin.



Another reason for the labor shortage is that the working population is shrinking. Too few people are entering the workforce to replace retiring baby boomers. Even worse, the primary direct support professional (DSP) demographic (working-age women) is getting smaller. This means that even if DSP wages increase, there will still be a shortage of workers from the typical DSP demographic.





At the same time, the need for DSPs is rising fast. The Bureau of Labor Statistics predicts that the job outlook for home health aides and personal care aides will grow 40% between 2016 and 2026 – that is much faster than the 7% average growth rate for all jobs.

The United States labor shortage is creating stress for employers across the country, but especially for providers serving the I/DD and behavioral health communities. Their work is crucial to the communities they care for, but they are struggling to fill positions. The situation appears more critical by the day. Fortunately, it is possible for an agency to hire and retain employees, even if it cannot raise wages.





What Can Agencies Do

Recruit Creatively

Use A Web-Based System To Track The Entire Applicant Process

- An online system can save you time by automatically notifying passive job seekers of new positions, parsing resumes, and tracking every step of the way, among other things.
- It can also make the process more intuitive for applicants, which makes a good first impression (millennials, especially, expect clean and user-friendly websites).





myApplicants Overview

myApplicants is a robust, web-based, end-to-end hiring solution, offering a line-up including: applicant tracking, preemployment assessments, background checks, drug screens and even the ability to push your new hire data right into Agency Workforce Management with just a click!



myApplicants Overview

myApplicants Has Your Agency Covered

- Branded career site & internal job board
- >> Additional pages & external links
- >> Automated passive job seeker alerts
- >> Custom employment & internal applications
- >> Unlimited custom job templates
- >> Unlimited job screening questions
- >> Push to free job aggregators
- >> Push to paid job board accounts
- >> Push to state workforce sites

- >> Social media integration
- >> Unlimited user logins
- >> Testing and communication inbox
- >> Employee referral portal
- >> Resume parsing
- >> Affirmative Action reporting
- >> Job requisition tracking
- >> Job question scoring/weighting
- >> Calendar events
- Chat support, ticket system, FAQ and live training



Agency Success Story

AGENCY WORKFORCE MANAGEMENT A provider in Eastern West Virginia will save about \$2,000 in click fees alone by switching to myApplicants. Other applicant systems charge a per-click fee, regardless of whether the person actually applies for the position.

The provider previously advertised open positions on Indeed. But after trying myApplicants, the CFO realized that filling positions does not need to cost so much money. Agency Success Story



A provider in Lucasville, Ohio has chosen to improve its hiring and onboarding process using myApplicants. The agency currently advertises open positions through Indeed and by word of mouth, and its website does not have an option for prospective workers to apply.

While Indeed is a popular job advertising website, it does not track applicants through the onboarding process. With myApplicants, the provider will be able to:

- Create job requisitions
- Post on up to 20 job boards
- Build its own interview questions
- Check references
- Generate text messages to applicants
- Send offer letters
- Generate Affirmative Action reports

With these capabilities, the provider hopes to reach more prospective applicants, eliminate unqualified applicants, organize its hiring procedures, and fill all its open positions with well-qualified employees.







How myApplicants Works







How We Do It



500

Job Boards in a single click!







"Quick Apply" Application Start

Available with job boards like Indeed.com and others!







Career Site Application Start

			• Setup Password	our About L
Apply Now	Apply Now	Reation	An account has been created for you using your email address as the username. Please create a password below to allow you to log back into your account.	
* Fields Are Required What is your full name?	with our fast 3 minute application!	Date: 01-	Choose Your Password:	Jobs My A
First Name*	Would you like us to pre-populate your application?		Confirm Password:	
How can we get a hold of you? Email*	Apply with Resume		Confirm Password	d complete all po
Phone Number* Cell \$	Apply with Seek		Save	
What is your preferred method of communication? Text Message	Apply with LinkedIn	· .		
Apply for this Position	No thanks, continue to application			Proceed to Next





Application from a Job Seeker's Perspective

Resume	Please answer the following questions:
Voluntary Disclosure	
Source	How many years of experience do you have in Accounting?*
Submit Application	None
	Less than 1 year 1 - 3 years 3 - 5 years
	Please indicate your proficiency with Oracle:*
	Do you have a Bachelors degree in accounting?*





Application from a Job Seeker's Perspective

 Resume Section - set the parameters to fit your job

Instructions Job Questions	Resume You can provide us with your resume here. You may either upload a file containing a formatted version, or cut & paste a text version in the space provided.					
Resume Voluntary Disclosure Source Submit Application	Ø I choose not to submit a resume at this time					
	GSubmitted Documents					
	10 MB or smaller Choose File No file chosen C Broves Files From Doptox Broves Files From Coople Drive					
	Copy/Paste Text					





Thank You for Applying

Is me i Dear TEST. Thank you for applying with Bank & Trust. Your Application has been flowanded to our HR Department and they will contact you if they need further information, or to schedule an interview. They will contact you if they need further information or to schedule an interview. We appreciate your firms and to forward to newlay your application. We offer many exciting opportunities, please will the job listings page, and apply for any job that may be a fit. Please click the following link to visit our also <u>http://splicationdom/of</u> Sillicented. Sillicented. Human Resources Do hold Ragit by the small. If you have any questions you are invited to email <u>democryprent inflam@epolaretion.com</u> .	1	Human Resources se-4-36920694-0@applyresponse.com via send.applicantemail.com 2:44 PM (5 minute	s ago) 📩	*
Thank you for applying with Bank & Trust. Your Application has been forwarded to our HR Department and they will contact you if they need further information, or to schedule an interview. Your application has been ubwhiled to our HR Department for review. They will contact you if they need further information or to schedule an interview. We appreciate your time and loo forwards to reviewing your application. We offer many exciting opportunities, please visit the job listing page, and apply for any job that may be a fit. Please click the following link to visit our alte: http://applicationdemo2.schedule an interview. We offer many exciting opportunities, please visit the job listing page, and apply for any job that may be a fit. Please click the following link to visit our alte: http://applicationdemo2.schedule Sincerely.		to me 💌		
Your application has been submitted to our HR Department for review. They will contact you if they need further information or to schedule an interview. We appreciate your time and loo forward to investing apportunities, please viait the job listings page, and apply for any job that may be a fit? Please click the following link to visit our site: http://jopdicarterodemo2 . We offer many sections of the place the job listings page, and apply for any job that may be a fit? Please click the following link to visit our site: http://jopdicarterodemo2 . Sincerely, Human Resources		Dear TEST,		
Howard to enviewing your application. We ddin many excling opportunities, please visit the job listings page, and apply for any job that may be a fit? Please click the following link to visit our site: <u>http://poplicationofermol. application.com</u> Bincerely, Human Resources		Thank you for applying with Bank & Trust. Your Application has been forwarded to our HR Department and they will contact you if they need further information, or to sche	dule an inte	rview
addiantes.com Sincerely, Munan Resources			our time and	look
Human Resources			tprodemo2	
		Sincerely,		

Application Submitted

Submission Complete

Thank you for applying with our company. Your application has been forwarded on to our HR De interview.

Sincerely,

Human Resources

Find Out First! Em

(and apply with just a cc



Admin Login Area

areer Websites			
Websites			
- Action Arc of Howard	Open Jobs 5	Applicants to Review 112	https://archoward.mitcawm.com
	Date:	13-Dec-2017	



Jobs Dashboard

c of Howa	ard Jobs Dash	board					
Job Questions	Job Templates	Job Listings	Job Board Favorites				
						🖸 New Jo	ob Listing
Job Title/	Job ID A	dministration	Active F Displaying 1 - 2 4	ilter of 2 Total Jobs			
¢ J	ob Title		÷ Start Date	≑ End Date	Department	\$	Apps
	ministrative Coordinato	r	12-Dec-2017	14-Dec-2017	Administration		75
- Action Ad	vocate		30-Nov-2017	29-Jan-2018	Administration		33
			Displaying 1 - 2	of 2 Total Jobs			





Job Questions

RemyAPPLICANTS	🗈 Jobs 💷 Reports 🖓 Inbox	Search Applicants Q	New Job Question	0	
Arc of Howard Jobs Dashboard	oard Favorites	Q Q An Anton Question Group	Question*		
Coroup Title Administrative Coordinator Position Action	· Action now many years of Administrative experience of you have:	Type Required Dtsqualifier Drop Metru X X ≡ Small X ≡ Small X ≡	O O	v ig p	
	Show Archived		Answer Type* Small Text Large Text Droo Down Menu		





Job Posting

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ard Jobs Da		Select a Template New Job Template New Job Template Mchinistrate Conductor: Monday-Friday IS 00AM-500PM (46 hours, fee) Administrate Conductor: Monday- Direct Support Network Direct Support Network Direct Support Network Direct Support Network Direct Support Network	Cancel
Uob ID	All Department	Active Filter	
ob Title		Displaying 1 - 44 of 44 Total Jobs	: Start Date : End Date : Department
	ional at Torrent Row: Non	day-Friday 7:00AM-3:00PM [40 hours]	12-Dec-2017 10-Nov-2017 Torrent Row

Job Template 😧	Advocate				
Copy From Job Listing	Select a Listing \$ (Job Listing Name - Start Date)				
Admin Only					
Job Listing Notes 😯					
Job Title and Descrip	tion for Career Site	ſ			
Indeed Job Type* 🕤	•				
Career Site Ad Title*	Advocate V				
Career Site Ad Description*	File × Edit × Insert × View × Format × Table × Tools × Formats × Paragraph × Font Family × Font Sizes ×				
	 ↔ B J E E E E E E E 				
	Overview: The Arc of Howard County is seeking an enthusiastic, creative multi-tasker to advocate and "think outside the box" to support individuals with intellectual and developmental disabilities.				





Job Dashboard

 Job Feeds, Paid Sites,
 Social Media and Craigslist

	Direct Suppor	r Professional at Torrei
- Action	Administrative	e Coordinator
		Professional (FEMALE
ta Copy Jo	b Listing	Professional: This is a
t Job Boar Ad Traci		ıg Assistant at Beechv
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Status R		Professional (FEMALE
? Job Que	stions Report	Professional at Green





Source Reporting

✓ Action Direct Support Professional					30-Nov-2017 29-Jan-201	8 Residential
Source Analysis Report						
	Appl	icant Flow Conversion	Percentage by Source Top Sou	urces by Hiring Step		
Applicant Flow By Source						
Source	Viewed	Started	Completed	Met BQ	Interviewed	Hired
Arc of Howard Website	4	4	4	4	0	0
CareerCentric	2	2	2	2	0	0
Employee Referral	1	1	1	1	0	0
Indeed	39	39	39	34	2	0
ZipRecruiter Organic	1	1	0	0	0	0
Other						0



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Applicant Dashboard

	oward	Applicant Dashboard	nts 🖹 Job	s ् _{.it} l Reports ्रि Inbox	Search Ap	plicants Q		۱	<u> </u>	•
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Advocate Certified Certified	obs trative Coo e I Nursing A I Nursing A		In-Person In 1st Interview	ail riew Completed terview Scheduled	Bot	qualified]			
				Displaying 1 - 183 of 183 Total Candidates						
		≎ Name	¢ Date	≎ Job Title	≎ Met BQ	÷ Avg Rating	¢ Status			
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	 Action 	Back, Amber	13-Dec-2017	Administrative Coordinator	Yes	**				¢
	 Action 	Helsing, Brenda	13-Dec-2017	Administrative Coordinator	Yes	**				÷





Applicant Dashboard

» Applicant Record View

Applicant Filter:	Gibbons, Joshua (edit) 0 followers	♣ Follow ♀ Send Message			
All Department	 ☑ joshuagibbons01@yahoo.com ✓ (194) 948-5096 ♀ 1376 N 250 W Lehi, UT USA 	APPLICATION STATUS			
All Jobs \$			(
All Application Statuses \$	30-Nov-2017 Harvest Restaurant Food Runner / SOURCE: ZipRecruiter Organic - apply	Busser - Lehi, UT	APPLICATION TAGS		
Active	Application Job Questions Backgroun	Messages			
Job Question Score Above			TIMELINE		
Sort By	Documents	Show: Notes Actions Emails/Texts			
Currently Showing 1 - 119 of 119	Filter Additional Questions Currently Showing 1 - 119 of 119 Employment History				
Davenport, Avery	Office Installers	Supervisor Name: Ed Hanley	email template at 9:16:35 am.		
Hessages	JOB TITLE: Warehouse worker DATES EMPLOYED FROM: Aug/2016	Supervisor Title: Warehouse manager	Generated 30-Nov- 2017 Sent the email template at 8:00:40 am.		
Gibbons, Joshua		OTHER APPLICATIONS No other applications to display.			
Seolas, Gavin P-Nov-2017 Messages					
Rappleye, Morgan	Education College or University				
I-Nov-2017 Ind to Manager Messages	Name: Brigham Young University Idaho Location: ID, UNITED STATES Graduated? No	0			



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Options in the System

0 followers	R Follow	Send Message	C# Add Note	⊖ Print	Actions •
	APP	LICATION STATUS	✓ View Status Che	n to Another	
	A	PPLICATION TA	 Change to Internal App & Send Invite Schedule a Calendar Event Assign Application to an Assigned Us 		
	_	Messages	Attach a Docum Disposition Cod		
	0	THER APPLICAT	View All Notes for this Applicant City Edit Status Dates		
lete.	N	o other applicatio	 ✓ Archive Application Ø Share Application via Email ♀ Spotlight Application to Another Use 		
	т	IMELINE			
	SI	Show: Notes Actions Emails/Texts			





Communication Inbox



Text Usage Data 0 used out of 50 available Plan renews 01-Jan-2018 ✓ Change Plan ✓ Change Plan 5000 texts = \$29/mo 10000 texts = \$49/mo 5000 texts = \$199/mo 20000 texts = \$29/mo





Dashboard

Applicant 🛃 Dashboard 🛔 Applicants 📄 Jobs 💷 Reports 🔾 Inbox

Search Applica Q 📕 🛛 📢 👯

7 0

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Thanksgiving Point Dashboard

5 Refer.io

Activity Overview of Las	t Week -	Coming up th	hls Week +		Conversion Effecti	weness		30-Aug-2	01 30-Nov-201
Opened Jobs	2	Jobs Closing		1	View	s vs. Starts		Starts vs. Comp	letes
Closed Jobs	0	Calendar Eve	ents	0					
New Applicants	20	Applicants w	/No Status	373					100
nterviewed	8								
Total Hired Hired - External Hired - Internal	4			0	-	5.5%	100	82.2%	100
	0	0						30-Aug-2	01 30-Nov-201
Source Performance		Ð	Most Hires				Best Applications per	30-Aug-2 r Hire Ratio	01 30-Nov-201
ource Performance		O Total Apps	Most Hires	,		Total Hires	Best Applications per # Source		01 30-Nov-201 Apps/Hire
iource Performance Aost Applications # Source			# Source	, yee Referral		Total			
iource Performance Nost Applications # Source 1 Thanksgiving Point N		Total Apps	# Source		ite	Total Hires	# Source		Apps/Hire:
Source Performance		Total Apps 99	# Source	yee Referral	ite	Total Hires 14	# Source 1 Twitter		Apps/Hire

3 5 Glassdoor



23 5 Refer.io



Reports

ksgiving Poi	int Reports	
ndard Reports	Dashboard Report Builder	Analytics Visitor Traffic Website Source
e Standard Rep Hire, and EEO i		all applicants by name, keywords, sources, and status to easily find the candidate you need. You can also view Time to Fill, Time
T	litle	Description
	lame and Contact Info Search Report	Search for applicants across all jobs and statuses on your career site by their First Name, Last Name, Email, Phone Number, City, State, and Zip/Postal Code.
Q View K	leyword Search Report	Search for applicants across all jobs and statuses on your career site by Keyword, Zip/Postal Code, Application Data, or Resume Data.
Q View S	ources	Report of all the applicants and the sources they came from.
Q View S	iources By Status	Report of all the applicants sorted by the current status they are in.
Q View S	iources By Status Group	Report of all the applicants sorted by the current application group status they are in.
Q View S	ource Conversion Ratio	This report will show you applicant conversion based on source.
Q View	'ime to Fill	Report of all jobs and how many days passed until an applicant was hired.
Q View	ime to Fill - Advanced	Report of all jobs and how many days passed until an applicant was hired with advanced data included.
Q View	'ime to Hire	Report of all the applicants who applied to a job and how much time passed between application date and hire date.
Q View E	EO1 - All Applicants (Declared)	Standard EEO Report showing the declared genders and ethnicities of applicants through your career site by date of application.
Q View E	EO1 - Hired Applicants (Declared)	Standard EEO Report showing the declared genders and ethnicities of applicants hired through your career site by hire date.
	EO1 All Applicants (Declared & Indeclared)	Standard EEO Report showing the declared & undeclared genders and ethnicities of applicants through your career site by date of application.
	EO1 - Hired Applicants (Declared E Undeclared)	Standard EEO Report showing the declared & undeclared genders and ethnicities of applicants hired through your career site by hire date.
Q View	/eteran Percentage	This report shows you the total number of applicants and the total number who declared that they were veterans (2014 Classification).
Q View	Disabled Applicant Percentage	This report shows you the total number of applicants and the total number who declared that they were disabled.
Q View	ncomplete Applications	Report that includes the name, email, job title, and date the applicant started the application regardless of if they completed their application or not.
Q View	opplication Notes	Report that includes basic information about the applicant and will show the most recent application status note and application note.
Q View	Active Jobs Report	Report that lists all active jobs and all active applicants within those jobs.
Q View	lobs Overview Report	Shows job data and how effective certain metrics are within each job.
Q View J	lob Questions Report	Shows sortable job question data for applicants within a job.
Q View	opplicant Analytics	This is an expanded version of the View Applicants Dashboard with additional percentage columns.
Q View	d Tracking Report	Report that shows all of the postings to different job boards of every job.
Q View	ff. Action Detailed Report	Report that shows Affirmative Action data and the status associated with each applicant.
Q View	ssigned User Report	Report that shows any assigned user, the applicants assigned to them, and the applicants most recent status note.
Q View B	ackground Orders	This report allows you to see all of the background checks ordered and who ordered them.



Users & Settings

Settings	
양 Users	<u>ل</u> ه
A Home	
My Accou	Int
Bill Pay	
Help Cen	ter
📞 Contact l	Js
Logout	

Administrators	Managers	Assigned Users	Employees	Agency Use	ers Req Mass Updat	ce Contacts		
Administrator logins are the main login to your account. They have unlimited access to all jobs, applicants and settings in your account.								
	with access to:							
All Career Si	tes 🗘	Filter						
Nai	ne En	ail		Username	e Phone	Role		
- Action Sm	ith, Karen tra	cy.admin@appprodemo	o.com	tracyadmi	n Not Listed	Administrator		
Show Archive		Business Units	Sources	Statuses	Email/Text Templates	Disposition Code		
Create the statu your applicants need to add new	uses you need to organize are in the review/hiring p / statuses do so by clickin This will ensure past appl	process. Do not change the g on the new application	e titles to something status button and add	tion statuses helps yo with a different mea	ou track where ming. If you	New Application St		
E Contra de	lame			Туре		Checklist		
- Action	Phone Interview Complete	d		Interview Ph	ase			
- Action	st Phone Interview Compl	eted	Interview Ph	Interview Phase				
- Action	st In Person Interview Cor	npleted	Interview Ph	ase				
- Action	Background Check Comple	ted		Interview Ph	ase	x		
- Action	lired			Hired				





Promises & Guarantees

- » 30-Day Free Trial
- » 24 48 Hour Setup Time
- » Unlimited Users
- » No Implementation Fees
- » Dedicated Support& Team Manager





Learn More with MITC eBooks



Check out more eBooks, as well as fact sheets and Agency Success Stories at mitcagencies.com/resources

- Why Employees Leave Their Jobs (and What You Can Do)
- Hiring & Retention: Competing with Walmart, Other Retailers, and Fast Food Outlets
- Why There Is a Labor Shortage and What Agencies Can Do About It
- 12 Tips to Attract Millennials to Your Agency
- Is Your Agency Contributing to Its Own Retention and Turnover Problems?
- How to Mitigate Employee Turnover





Thank You!

With over 28 years of experience, MITC is here to help. Use our expertise, developed from working with hundreds of agencies to help you select the system you need!