LEADING B2B MARKETPLACE CASE STUDY

Automating Candidate & Recruiter Documentation



BUSINESS CONTEXT

A leading B2B portal connecting buyers and suppliers across industries manages continuous onboarding of sales teams, support staff, and recruiter-driven hiring. This resulted in large-scale document collection, verification and employee data management challenges.

B2B Marketplace & Digital Trade Platform
Geography: Pan-India Operations.
Scale: Millions of buyers & suppliers | High-volume recruitment ecosystem

BUSINESS CHALLENGES

- Manual document collection from candidates and recruiters.
- Inconsistent verification and validation processes.
- Delays in employee profile creation on HRMS.
- Dependency of payroll on incomplete or incorrect files.
- Lack of visibility into document completion status.

THE KLEETO SOLUTION

To streamline onboarding and workforce operations the organization implemented Kleeto's Document Management and Process Automation platform.

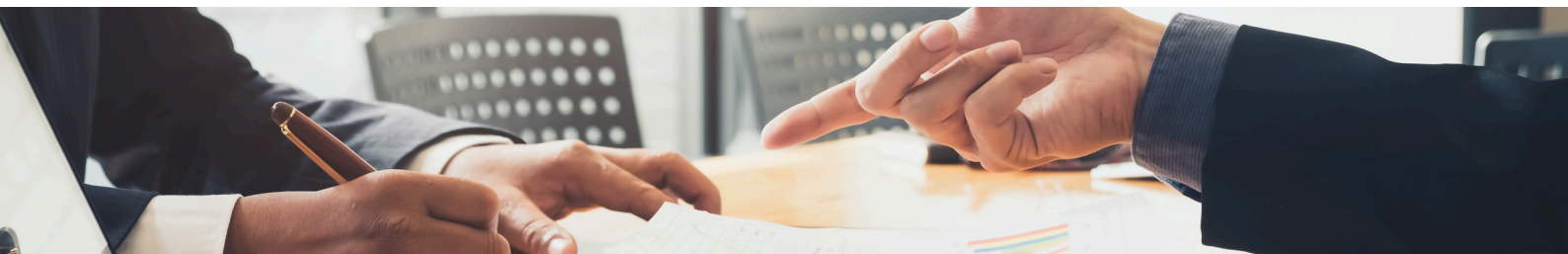
SOLUTION CAPABILITIES

- Centralized digital document collection from candidates and recruiters.
- Verification and validation of documents by Kleeto teams.
- Secure document storage with controlled access.
- Quick Correct employee profile on HRMS with kleeto's helps.
- Real-time status tracking and dashboards.

PROCESS FLOW ENABLED

- Candidates and recruiters upload documents via secure digital links.
- Validates documents against predefined rules and checklists.
- Verified documents are approved and locked in the system.
- Employee profiles are created on HRMS With the helps of Kleeto.
- File completion status is reported to payroll for timely processing.

This automation eliminated manual follow-ups and ensured payroll-ready employee records from day one.





BUSINESS IMPACT & RESULTS

@Kleeto

The implementation of Kleeto delivered measurable efficiency, accuracy and compliance improvements across HR and payroll operations.

Outcome Area	Impact
Onboarding Speed	Faster candidate-to-employee conversion.
Data Accuracy	Validation across multiple hiring Stages reduce errors.
HR Efficiency	Eliminated manual document handling and follow-ups.
Payroll Readiness	Only complete and verified files shared with payroll.
Scalability	Supports high-volume hiring across locations.

With a structured, system-driven onboarding process, the B2B marketplace strengthened governance compliance, improved payroll accuracy, and created a scalable foundation for workforce growth.

KLEETO — INTELLIGENT DOCUMENT MANAGEMENT FOR HIGH-VOLUME HIRING & HR OPERATIONS.

Request A Demo Today

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