

CSM

CAREER SERVICES MANAGER



CSM by Symplicity

- The Industry Leader for Over 20 Years

1,200+

CLIENTS WORLDWIDE IN MORE THAN 36 COUNTRIES

93/100

FORTUNE 100 COMPANIES

70%

OF TOP UNIVERSITIES IN THE US

8/10

GLOBALLY-RANKED BUSINESS SCHOOLS

49/50

TOP US LAW SCHOOLS

34 MILLION

STUDENTS AND ALUMNI IN DATABASE

875,000+

TOTAL JOBS, INTERNSHIPS, CO-OPS

70,000+

STEM JOBS

51,000+

GOVERNMENT JOBS

232,000+

INTERNSHIPS

23,000+

NON-PROFIT JOBS

There's a reason CSM by Symplicity has remained the market leader for so long, with the largest market share—1,200+ career centers worldwide (compared to Handshake's self-reported 500) and hundreds of thousands of active employers use Symplicity to connect students and recruiters. CSM by Symplicity is the industry standard because of its robustness and scalability, allowing career centers of all sizes and types maximum flexibility for their specific workflows while connecting recruiters to the largest network of entry-level talent.

THE LARGEST NETWORK OF CAREER CENTERS AND EMPLOYERS IN THE WORLD

No one else has our network of schools, students, and employers. Symplicity has 4x the number of active employers as Handshake, and 4x the number of students. Our students submitted 13.2 million job applications last year—compared to Handshake's self-reported 450,000. The Symplicity network includes 3.4 million recruiter contacts, vs. Handshake's self-reported 250,000 employers.

DOES HANDSHAKE REALLY HAVE "MORE JOBS"?

The real problem we need to solve for is that on-campus recruiting is not an equal opportunity game. On-campus recruiting is biased toward a finite number of high-performing students in a limited set of colleges/majors on any given campus.

Ultimately, Handshake claims you will get more jobs because they make it easier for an employer that wants to post to a couple of schools, to post to 500 schools. We have always believed that enabling employers to blindly post to our entire network of schools will never solve problems for underserved populations on your campus. It will create a ton of additional work on your part to review and approve jobs, but it won't address the root problem.

In fact, making it convenient for employers to post the same biased jobs on multiple job boards may even make the problem worse. In other words, the same students you are already serving will see even more jobs, and the rest will fall even further behind.



OUR UNPARALLELED FLEXIBILITY AND SCALABILITY

Our competitors have very limited reporting, especially when it comes to Career Fairs, where a majority of career fair reporting involves a simple export to Excel. Symplicity CSM is capable of running MANY reports on any data in the system. You can also configure CSM to fit your institution’s individualized needs, policies and procedures, which makes us unique; competitors like Handshake struggle significantly in this area. Across all Symplicity products, customization is one of our strong suits. This comes from serving institutions of all types and sizes around the world for nearly 20 years—from 4-year public institutions and 2-year community colleges to specialty schools.

WHAT ABOUT HANDSHAKE’S CLAIMS OF INCREASED STUDENT ENGAGEMENT?

Handshake’s increased engagement numbers are artificially high because Handshake bombards students with emails that require them to log in into the system to create an account and accept a click-through agreement that grants Handshake virtually unlimited rights to the use of their personal data in perpetuity.

We believe we can help you provide more opportunities to underserved populations without asking you to compromise.

- We believe you should not have to compromise on data privacy.
- We believe you should not have to compromise your relationships with your students and employers.
- We believe you should not have to compromise on product functionality, configurability, and branding.

Futhermore, CSM is the only enterprise-level career services management solution with an advanced API integration layer that will let your career center connect to other important tools, breaking down silos within your campus and providing a more comprehensive experience for users and students alike. Our partner program empowers you to leverage our Symplicity Radius integration layer to provide a seamless experience for your IT staff and users when it comes to utilizing third-party solutions and resources you want to provide to your students. As of today, more than 2 dozen third-party solutions providers have joined our partner program, and the list is growing every day.

CSM’S TOP-TIER CLIENT SUPPORT

We are the only career services vendor who provides clients with dedicated client relationship specialists who are experts in the field and have been in your shoes. We pride ourselves on the quality and depth of our client services—we host hundreds of virtual trainings a year, with in-person training events in nearly every U.S. region and abroad, and have a 96% support feedback rating. Prospective clients who come to Symplicity from other vendors typically cite our client support as one of the most distinguishing services we provide.

WHO USES SYMPLICITY?



UNMATCHED SECURITY

We don’t just “comply” with security standards. We’re the only service provider in our space who has achieved a level of security, accountability and process maturity to achieve ISO-9001, SSAE-16, and CMMI Level 3 and ISO 27001 certifications.



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