

**FOR IMMEDIATE RELEASE**

**hhgregg, Inc. selects PreVisor to increase excellence in staffing during expansion**

*Retail sector growth company signs multi-year commitment for universal talent measurement tools*

**ATLANTA, GA – (PRWeb) Jun 23, 2009** – PreVisor, the global leader in employment assessments and talent measurement solutions that connect hiring decisions to business results, announced today a multi-year contract with new client partner hhgregg, Inc. (NYSE: HHG). Assessment tools will be integrated with the ADP VirtualEdge recruitment solution and used enterprise-wide for filling high volume positions at many levels in the organization.

Headquartered in Indiana, hhgregg has specialized in selling appliances and electronics since 1955. With approximately 4,000 associates in 111 locations, the company plans to open 14 new stores in the next twelve months, staffed with about 1,500 new hires.

The new systems and processes being put in place are part of a larger talent management initiative begun by Cathy Janicki, Director of Human Resources, after a careful evaluation of the entire HR service model.

“Hhgregg’s exceptionally knowledgeable consultative associates and high touch customer service is the core of our business,” explained Janicki. “In order to deliver on that promise, we recruit top quality candidates aggressively. Talent management is one of the spokes in keeping the company culture focused on providing the highest level of customer satisfaction.”

Janicki emphasized, “Regardless of the economy, the company continues to invest in the business and its people. We strive to have the most highly educated associates in the industry, and invest heavily in their training. In order to capitalize on that investment, we must first have a selection process that identifies the best candidates.”

Job types that will utilize assessment include: retail sales associates, consultative associates, customer service representatives, support team members at distribution sites, and management positions. The tests are primarily for general skills and job fit, and will be delivered online in unproctored settings. Behavioral interviews are given to candidates who pass the initial screening.

PreVisor was chosen for the quality of their assessment content and scope of their library. Additionally, Janicki felt their validation process was the most well documented of the considered providers. The initiative also leverages the partnership between ADP and PreVisor, in which PreVisor’s assessments are offered seamlessly through ADP’s VirtualEdge recruitment platform.

“Many of our positions are high volume jobs, with up to a 75% turnover rate – compared to the retail sector average of 120%. We will be looking to improve our numbers,” stated Janicki.

Additional benefits sought by hhgregg from the PreVisor assessments include:

- Quality of hire – linked to actual job performance metrics.
- Strong core skills sets – to deliver on their brand promise.
- Best fit in the job – leading to increased retention.
- ROI measurement – from a business outcomes study.

PreVisor CEO Noel Sitzmann believes the new partnership will help hhgregg to achieve their goals. "Hhgregg is showing profitability and growth in spite of a rough economy. It is certainly attributable to their strong customer satisfaction culture. We will be gathering and analyzing data to help them maximize their results."

### **About hhgregg**

hhgregg is a specialty retailer of consumer electronics, home appliances, mattresses and related services operating under the names hhgregg™ and Fine Lines™. hhgregg currently operates 111 stores in Alabama, Florida, Georgia, Indiana, Kentucky, North Carolina, Ohio, South Carolina and Tennessee.

### **About PreVisor**

PreVisor, the leading global provider of on-demand pre-employment assessments and talent measurement solutions, helps clients connect employment decisions to business results. Following the rigorous standards of industrial-organizational psychology, PreVisor's assessment content accurately predicts on-the-job performance and supports fair hiring practices. PreVisor's solutions help streamline hiring, reduce recruiting and training costs, and improve corporate performance for clients worldwide, including more than 100 of the Fortune 500.

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