



a case study with...



eucalyptus

Justin Teo | Head of International



What has been the standout positive for you about the Deel x bubb partnership so far?

“Trust...I knew I could trust that Deel would recommend the right partner for what we needed. We threw at them some specific requirements in the UK, Germany and Poland and they introduced you guys, and you guys made us feel comfortable in that you were right for the job”

What other key benefits have you seen in this partnership?

“The level of service from bubb & Deel is equally high touch. We’re a fast growing business who’s expanding internationally at a rapid rate, and this stuff is complicated, so there’s always teething problems and both Deel & bubb are super attentive at fixing things”

What’s been your standout positive about the service from bubb?

“Speed to delivery was number 1. You guys got set up and Talent Partners managed to get to work with limited information. You then delivered outcomes even when outcomes weren’t even properly set out yet”

What else has stood out with the service delivery from bubb?

“It’s reasonably priced; the blended delivery model of Talent Partners in the UK & Poland makes things good value and we’re keeping our cost per hire low. There’s also a high level of value adds in terms of service and tools”

Eucalyptus is one of the main recent success stories out of Australia. Tell us, what’s next for talent & growth?

“We’re in the minority of tech companies raising significant capital right now. We’ve just had a new round of funding, we’re actively hiring in Australia, Japan, Philippines, Germany & the UK, and we’re going to continue scaling at a really ambitious rate. We want to be the biggest Health-Tech company outside of the US, and we’ll be there soon!”

Thanks, Justin!