



# viddi



EPSILON  
DIRECT  
LENDING

Epsilon Direct Lending is an Australian-based funds management company with a team of specialists focused on supporting business growth. They are known for their high levels of experience and deep technical expertise, with the Founding Partners having managed billions of dollars of corporate financing over their careers.

## The Challenge

After receiving a large volume of applications for a vacancy, Epsilon Direct Lending Founding Partner, Joe Millward, knew they needed to find a more efficient recruitment process.

“We had strong interest in our last role, and we tried to do it all ourselves – it was incredibly hard to get through everything. We took a step back and thought there’s got to be a more efficient way,” Joe said.

Processing a large volume of resumes manually just wasn’t feasible in their fast-paced, small business environment. Like every organisation, they wanted to give due process to every one of the great candidates they attracted but reaching out individually just wasn’t possible. They also wanted to make sure they didn’t miss a star candidate just because they didn’t fit the norm on paper.

Joe knew that he had to strike a balance to avoid over-shortlisting too. He had heard of viddi and thought it would be a great tool for Epsilon Direct Lending, so he reached out to the viddi team.

## The Solution

By implementing viddi’s innovative one-way video interviewing platform, the team could now screen and shortlist candidates quickly and efficiently. With viddi at the centre of their recruitment process, they could also streamline candidate communications, from introductory emails to simple instructions guiding them through the process.

The easy-to-use platform enabled the team to set prerequisites for each role, while also giving them the option to screen more applications, so they don’t miss a potential match.



viddi

# viddi



**“As a small business it’s hard to commit to talking to every applicant that might have potential based on their experience. viddi made it so much more efficient for us to screen more candidates,” Joe said.**

Joe could easily share clips of shortlisted candidates with his team to get input on hiring decisions and make informed decisions together.

“Being able to download and share the clips meant everyone could see the shortlisted candidates which was really helpful.”

During the setup, Joe was also impressed with viddi’s service. “Whenever we had questions, we just picked up the phone and the viddi team was able to help.”



## The Results

It wasn’t long before the Epsilon Direct Lending team started seeing the benefits of using viddi.

viddi instantly increased Epsilon Direct Lending’s recruitment bandwidth. Screening candidates became much easier. As Joe noted, “viddi broadened the horizons for us and increased the number of candidates we were able to consider.”

viddi has given the team valuable insights into candidates and has proven a more efficient use of the team’s time, allowing them to consider twice as many applicants.

**“With viddi, we doubled our chances of finding someone great,” Joe said.**

Candidate feedback on the tool has also been encouraging for Joe and the team. “Most of our candidates were familiar with these tools, which made things much easier.”

Across all fronts, viddi has proved to be a huge win for the Epsilon Direct Lending team. Joe is confident that viddi will continue to help the company grow in the future too. “There’s no reason not to use viddi. The productivity benefits are a no-brainer,” he concluded.