

# Case study: The HR Dept

**£78k**

ARR collectively for  
consultants each year

**87%**

network adoption

**£9.9k+**

saved per client per  
year

## A partnership that works

- **Widespread adoption:** 87% of HR Dept consultancies partnered with Breathe – some since 2018.
- **Recurring revenue:** Scalable commercial value for consultants across the network.
- Support that delivers:** Dedicated
  - account managers, training and collaboration shape ongoing development.
- **Stronger relationships:** Helping consultants build deeper, longer-lasting client connections.

## Simple tools for SME clients

- **Easy to use:** An intuitive system for clients new to HR software.
- **Quick to get going:** Many clients are up and running in under 30 minutes.
- **Everyday tasks made simple:** Holiday tracking, document storage and compliance – all in one place.
- **More personal support:** Frees up time for consultants to offer tailored guidance.

## Results that add up

- ✓ **£78k** ARR generated for The HR Dept consultancies through Breathe
- ✓ **£9.9k** saved per client, per year on HR admin
- ✓ A **scalable, centralised** way to support SME clients
- ✓ A **seamless** path to more advanced tools via [ELMO UK](#).

“The Breathe Partner Programme and The HR Dept is a great partnership. If I ask our account manager for anything, I get an instant response. **We’ve been a Breathe partner for seven years and I wouldn’t have it any other way.**”

– **Kirsty Hammatt**, Director of HR Services, The HR Dept North East Surrey, Kingston and Wimbledon

