

CASE STUDIES

CASE STUDY: INFORMATION TECHNOLOGY

ABOUT CLIENT:

A leading provider of enterprise software applications and services to the education industry across the world. Their clients include primary and secondary schools, higher education facilities and corporate and government entities.

SCOPE:

This Client has more than 100 contractor requisitions per year across the U.S. The most common skill set requirements include:

- Database Developers
- Software Engineers
- Unix Administrators
- Product Managers
- Technical Support Managers
- Windows Administrators
- Project Managers

In 2005, Apex Systems signed an agreement with this Client to provide staffing services in the Phoenix, Arizona area.

APEX SYSTEMS RESPONSE:

After initial discussions with the Client, Apex took the following actions:

Adjusted our recruiting efforts to most effectively support our Client, including:

- Having our technical recruiters meet with hiring managers directly to discuss skill sets that would enable our Client to succeed within their respective industry.
- Participating in technical interviews with our candidates to better understand the technical requirements and thus, better screen future candidates with specific industry experience.

Dedicated to meeting quarterly with key Client stake holders in order to solicit feedback on all of our performance metrics including: fill ratio, turnover rate, overall quality of service and pricing. These meetings also give Apex and the Client the opportunity to discuss best practices, latest trends affecting their industry, labor pool availability, as well as any pricing guidance.

RESULT:

Within six months, Apex had earned 100% of our Client's market share against our competitors. Additionally, 78% of our contract employees placed on-site thus far have gone permanent with our Client. Because of our success with this Client, Apex Systems is not only their number one staffing supplier, but also a contributor to their overall success as a company.