

CASE STUDIES

CASE STUDY: DEFENSE R&D LABORATORIES

ABOUT CLIENT:

This Client is one of the largest federally-funded Department of Defense Research and Development laboratories. Their mission is to provide solutions for problems critical to national security. They hire contract employees for the various programs they support. Some of their most typical skill set requirements:

- Mechanical Engineers
- Electrical Engineers
- Civil Engineers
- Structural Engineers
- Thermal Engineers
- Optical Engineers
- Software Developers
- Programmers
- Firmware Engineers
- IT Support
- Mathematicians
- Analysts
- Physicists

SCOPE:

Our Client first looked to Apex Systems to fill one of their “niche” skill sets almost six years ago. This was Apex’s first opportunity at filling a requisition for this particular Client. They were hiring a software developer with a very specific skill set and were unable to find the right person through their “Preferred Supplier” list.

APEX SYSTEMS RESPONSE:

Our recruiters and sales force partnered together to find not just one, but two excellent candidates for this Client. As a result, both candidates were hired. Subsequently, we received more requisitions from the Client, on which Apex Systems capitalized. From August 1, 2007 - August 1, 2008, Apex Systems placed 94 contract employees with a wide variety of skill sets, including:

- Technical Engineering Consultant
- Network Engineers
- Budget Analysts
- Mechanical Engineers
- Helpdesk Support
- Database Developers
- Programmers
- Software Developers
- Software Engineers

RESULT:

Since Apex’s addition to their two-tier, seven company “Approved Vendors’ list, Apex Systems has achieved and maintained a fill ratio of over 41% of all of their open positions. This 41% is higher than the rest of the competition, thus leaving the other six companies to fight for the remaining positions. Additionally, over the six years of this partnership, Apex Systems has taken a company-wide approach to ensure Apex is helping them achieve all of their goals/objectives. To do this, we work the entire organization, including:

- Hiring managers
- Human Resources
- Engineers
- Purchasing