

## CASE STUDY: ENERGY

### **ABOUT CLIENT:**

One of the nation's largest electric and gas utilities providers with roughly \$19 billion in annual revenue and approximately 6 million customers nationwide.

### **SCOPE:**

This Client has over 500 contract employees across the U.S. Common skill set requirements include:

- Nuclear and Environmental Engineers
- Hyperion Developers
- .NET Developers
- Business Analysts
- Financial Analysts
- Maintenance Planners and Operators
- PeopleSoft Financials Analysts/Developer (Technical and Functional)
- Project Managers
- Programmers/Analysts
- Technical Trainers
- Outage Planners
- Software Engineers
- Developers

### **APEX SYSTEMS RESPONSE:**

Late in 2006, Apex Systems was chosen as a "Preferred Supplier" of contingent labor for each of our Client's lines of business, and immediately took the following actions to support their industry specific needs:

**Aligned** 30 Apex branch offices with all Client locations across the country.

**Appointed** one lead account executive to serve as central point-of-contact as well as to orchestrate all Apex recruiting efforts for the Client.

**Trained and Developed** a team of recruiters in each Apex location serving the Client to have a complete understanding of the Client's operations as well as the ability to identify candidates with industry-specific experience for all business units. This was especially important in order to successfully identify Nuclear Engineers, Programmers/Analysts, Environmental Engineers and Power Engineers.

### **RESULT:**

Within eight months of the becoming a supplier, Apex Systems ranked number three out of 35 suppliers based on placements (40+ placements in 2007 alone), response time, interviews-to-hire ratio and customer satisfaction.