



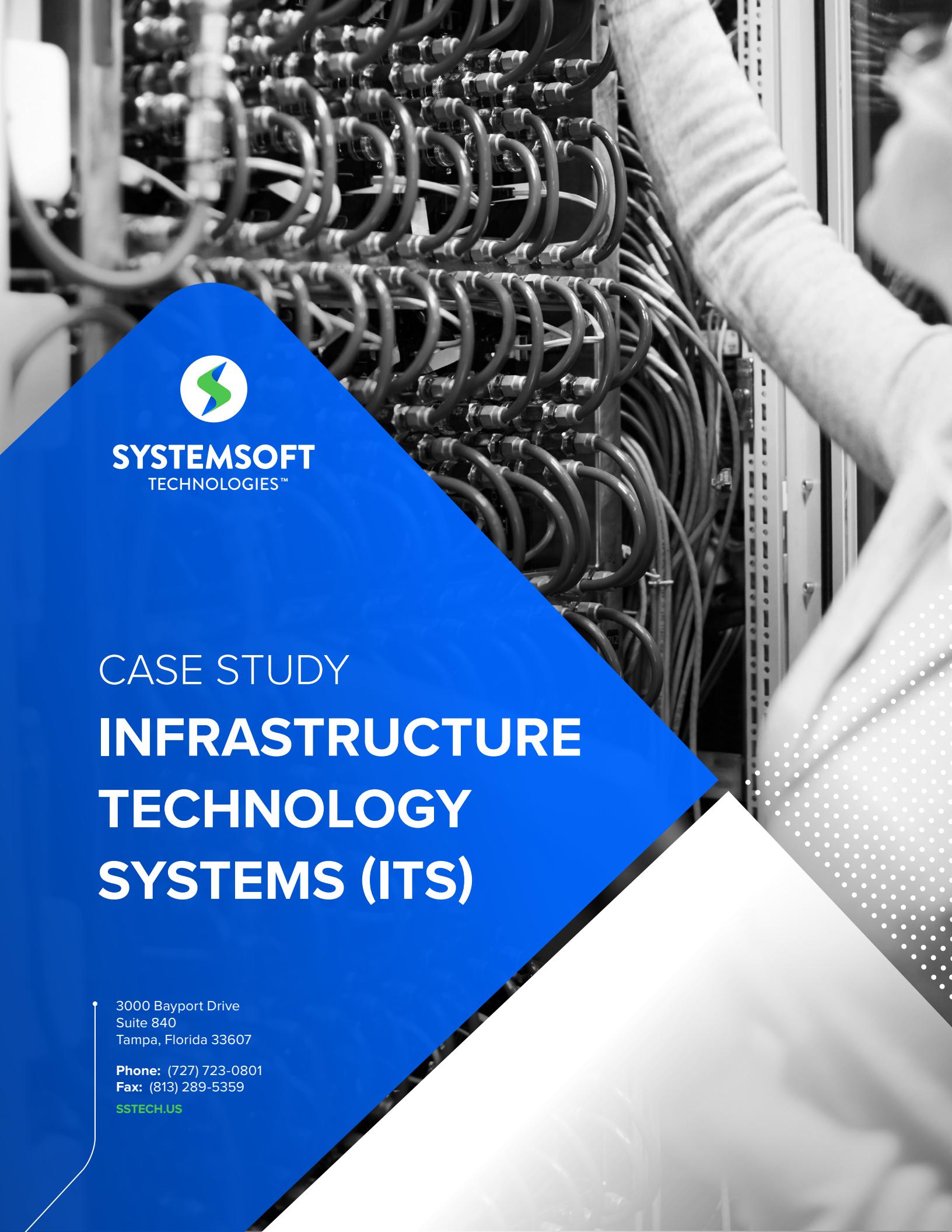
SYSTEMSOFT
TECHNOLOGIES™

CASE STUDY
**INFRASTRUCTURE
TECHNOLOGY
SYSTEMS (ITS)**

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SSTECH.US





Situation

Infrastructure Technology Systems (ITS), a solutions organization, specializes in data center installations and decommissioning.

Looking to grow, ITS planned to consume a larger market share at the Microsoft data center in Boydton, Virginia, where ITS won bids with Microsoft to complete more rack/stack projects. But because of the tight employment market, ITS struggled to hire qualified candidates for its influx of projects.

So, ITS sought a trusted IT staffing partner to quickly submit candidates, thoroughly vet candidates to reduce turnover and manage the timekeeping process to streamline its payroll solution.

Strategy

ITS selected System Soft Technologies and its IT consulting and staffing team, which received the lead from its recruiting team in Raleigh, North Carolina.

ITS brought in System Soft's sales and recruiting teams to discuss ITS's hiring needs. The collaboration proposed various options about how to approach ITS's hiring challenges.

Initially, ITS drove the interview process, placing the first round of candidates. This process by ITS required multiple steps with many contacts within its organization.

ITS rapidly realized System Soft's recruiting team successfully found, qualified and presented quality consultants to ITS on numerous occasions. So ITS decided to turn over all hiring decisions to System Soft. Now, with ITS's blessing, System Soft bypasses the entire interview process and directly places qualified people to work at ITS.

Outcome

Currently, ITS employs 20 contractors placed by System Soft, helping ITS secure more Microsoft projects bids, which, in turn, creates the need for a higher headcount as ITS grows.

Conclusion

By providing unparalleled access to a global talent network, System Soft's strategic IT staffing solutions simplify the recruiting process for any organization. Clients quickly benefit from System Soft's comprehensive and rich set of internal subject matter experts and quality processes that enhance the efficiency of the talent management process, while minimizing operational costs. System Soft's talent solutions offer a vast talent pool across many geographies, enabling clients to position the right talent in various types of engagement models, including onsite, near-shore, offshore, hybrid and flex models.

Organizations of all sizes can benefit from System Soft's collaborative, customizable talent solutions that combine technical skills with the soft skills that are vital to their success.

Learn more about [System Soft's Talent Solutions](#).

ABOUT SYSTEM SOFT

OUR SUCCESS STARTS WITH YOU

At System Soft Technologies (SSTech), we are a family unit powered by diversity, inclusion, transparency, respect, integrity and passion for our clients and our people. Our business growth depends on your professional development, as we collaborate, share ideas and innovation, and invest in our future. By forging a meaningful partnership with our people, we come together with the same purpose, exceeding our goals. This keeps us nimble, ahead of the competition, and on top of our industry. Our continued success begins with you.

Accelerating Innovation.



Microsoft
Partner

Gold Cloud Platform
Gold Cloud Business Applications
Gold Cloud Customer Relationship Management
Gold Enterprise Resource Planning
Gold Application Development



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