

## An IT Solutions Company

### Challenge

For many companies, just keeping pace with technological change is a huge challenge, since today's cost-conscious, hyper-competitive business environment demands constant applications evolution and renewal. This effort can take businesses away from what they do best. Our IT solutions company required workforce solutions to help its clients achieve both its IT and business objectives, on time and on budget. As the demands of their clients changed, the IT solutions company could not meet these needs with their internal resources. These internal resources sometimes lacked the right skill set, and were required on short notice.

### Solution

Manpower Professional designed a staffing program focused on recruiting and preparing qualified contractors for the highly detailed work, and in meeting the company's availability challenges.

Manpower Professional is constantly building the pool of ready-to-work contractors for the IT solutions company through a relationship approach to targeted recruiting and screening. Manpower Professional's technical recruitment team prepares contractors for their assignment with a customized orientation on the unique IT operation environment. Effective account support and continuous engagement with the IT solutions company allows Manpower Professional to find the right candidates for the job.

### Results

Since becoming a top vendor for the IT solutions company, Manpower Professional's efforts have resulted in an increase in revenue-generating business with their clients, and significantly reduced the response time to find dependable resources that are well-suited for its work. The level of coverage has increased substantially, with Manpower providing higher volumes and higher quality candidates than any other vendor.

Across Canada, Manpower Professional is helping IT solutions companies maintain their productivity and boost their bottom line. Our targeted recruiting approach, customized onboarding translate into highly qualified associates and less turnover for our clients. We partner to provide both workforce flexibility and workforce expansion, whenever it's needed.

Solve your recruiting and retention challenges, with Manpower Professional.



Manpower  
Professional  
saved enormous  
amounts of time/  
effort by locating  
contractors for  
us who fit our  
request profiles.

Manager, Resource  
Deployment

*An IT Solutions Company  
Location: Regina, SK  
Industry: IT Solutions for  
Canada's leading client  
organizations*