

Success Story: IT staffing done right

Synergis began its relationship with a large utility company in 1998 as a provider of IT staffing for contract, contract-to-hire, project and full-time placements. In the past 10 years, Synergis has successfully placed 650+ contractors in the Application, Infrastructure, Technical Support and Project Management organizations.



Dedicated account management

One of the keys to a successful and long-standing partnership with this client is providing a dedicated Account Manager. With 10+ years of industry experience, she is the single point of contact for their hiring managers. Being at the client's office, when needed, enables her to understand their technology, current and future IT projects, culture and ultimately, their unique way of doing business. We also have a team of dedicated Recruiters supporting the client's hiring requests and a Consultant Advocate to serve our contractors on assignment.

Times, they are changing

Over time, a company's technology needs to evolve. And, in turn, the need for contingent labor changes as well. For years, this client approached its IT staffing needs by working with three primary vendors. But with a new CIO came a change to this approach that included adding vendors to increase the focus on finding top talent.

Additionally, the client went out to bid to find the "best of the best" in IT staffing. Because of our long-standing relationship with the client, Synergis quickly engaged our executive level contacts to prepare to respond to the RFP.

Synergis proves its worth

The client invited more than 50 IT staffing companies to bid. Within nine months, they paired it down to the top eight. Synergis was pleased to be recognized on that list. And we haven't missed a beat since. We've successfully served the client's IT staffing needs through personnel changes, company acquisitions, technology evolutions and more.

Synergis was chosen because:

40
weeks

Average placement duration for this client; the industry average is 24 weeks.

29%

Fill ratio for this client for the last fiscal year, the industry average is 24%.

9.3 out
of 10

The average satisfaction score from hiring managers surveyed about our service.