

WHERE IT ALL BEGAN

A globally recognized leader and pioneer in digital interactive media, advertising and marketing, our client had worked with multiple staffing agencies, but experienced less success and more frustration in finding the right candidates for their projects. Their strategy of working with multiple agencies resulted in an overwhelming amount of submitted resumes and profiles, and made the process of finding the right candidate in a short period of time far more challenging.

As a result of the nature of their fast-paced business, our client's requirements tend to be unplanned and require urgent attention in seeking immediately available talent with highly specific skills and experience.



TIMING IS EVERYTHING

Bagg Technology Resources, with its well-earned reputation, success and understanding of working within the digital and print media industry, researched our client's needs by reviewing industry news and market intelligence. From this, our relationship management team developed a client profile, with a clear understanding of the type of skilled resources they required, and approached them, unsolicited, with a candidate that precisely

matched their past requirements. The timing couldn't have been better, as the client had an immediate requirement for this type of contractor. Our candidate was immediately recruited, and has been with them for over a year, working on multiple projects.

A LITTLE KNOWLEDGE GOES A LONG WAY

Over the next few months since the initial engagement, it became evident that BTR not only understood this client's industry, but understood their company and their environment, successfully placing highly skilled contractors at a far higher rate than the multiple competitors, and reducing the time from 'need' to 'start' by less than half. This allows our placed candidates to complete their projects in a far more timely and cost-effective manner, and frees up the project managers and team leads to focus on the work, rather than chasing talent.

BROAD SCOPE

Drawing from a contractor pool of over 60,000 candidates, BTR has successfully placed more than 18 candidates in contract and direct hire roles since that first placement, and has earned its place as our client's preferred vendor of record. In their words "We really only use BTR now." Over our tenure with our client, we have filled the following roles with an exceptionally high level of success, and well-below industry level of drop-offs:

- Front-end Web Developers
- Front-end HTML/JS Developers
- Back-end PHP Developers
- LAMP/PHP Developers
- Senior Back-end .NET Developer
- Intermediate Front-End Developers
- Senior Java Developer