

CASE STUDY

WHITAKER IT THE "GO-TO" COMPANY FOR TOP-TIER WEB AND JAVA PROFESSIONALS.

The Client

This privately held, global financial services conglomerate provides private wealth management and investment banking services for institutions and emerging growth firms. The financial powerhouse employs thousands of professionals worldwide and serves clients in more than 100 countries on six continents.

The Challenge

Significant demand for its expert financial services coupled with the development of new investment opportunities for its clients led to an acceleration of this client's growth. To meet its strategic objectives and successfully complete important IT projects, the financial company needed to source highly skilled professionals with the right blend of business and IT experience.

The Solution

In early 2007, Whitaker IT contacted the client and met directly with its IT director to learn more about the firm's business initiatives, technology and environment. Whitaker's strong track record, partnership approach and demonstrated technical knowledge stood out, and the client sent them a requirement. Whitaker quickly proved its ability by delivering a top Web Developer for the critical full-time opening. Impressed by the quality of Whitaker's candidate and their responsive approach, the client added the staffing firm to its IT staffing vendor pool.

The Results

In 2007, Whitaker became one of the client's three preferred suppliers. In the past year, Whitaker has filled 40% of the client's IT requirements, placing six senior-level consultants in Java development, Java programming, .Net development and Web development roles. Based on its successful service delivery, Whitaker remains one of the client's primary suppliers and is currently filling more complex, hard-to-fill requirements that demand a wide range of skill sets. "Whitaker certainly is great to work with. They provide us with good service, good candidates and open communications. They make it easy for us — that's why we go back to them," said the financial firm's Human Resources Administrator.

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- Human Resources Administrator, Leading Financial Services Company