

IT STAFF AUGMENTATION

CASE STUDY

The Challenge - Client #1

A large, public utility company was searching for a reliable, qualified vendor, capable of providing pre-screened, highly skilled temporary staff to augment their own workforce in the area of **Application Related Services**. The Client wanted the flexibility to hire either for specified periods of time, or for project-based assignments, on an as-needed basis.

Required skillsets included

- a) Application Development
- b) Application Architecture & Design
- c) Mainframe Operations System Programming & Support
- d) ERP / Vendor Product Development
- e) Server Operations Programming & Support
- f) General

The Solution

Leveraging our continuously updated library of thousands of pre-screened, qualified candidates, QED National worked to match skillsets and requirements to achieve the best fit for each position. Ultimately, QED National successfully placed 11 full-time Consultants with the Client.

Through quarterly meetings with the Client, QED National maintains highly productive, dynamic and mutually beneficial relationships with all stakeholders. This approach delivers deep client satisfaction, a high level of transparency and trust, and ultimately has created a solid business relationship with the Client.

The Challenge - Client #2

A large NYC agency required dozens of IT Consultants to fill multiple openings in each of several job categories. Job titles included Project Manager, .Net Developer, Database Administrator, Application Support Developer, Business Analysts at multiple levels, Information Security Analyst, Cúram Developer, Mobile Apps Developer, Network Engineer, Senior Business Process Specialist, and User Interface Designer.

The Solution

The QED National recruiting team maintains a continuously updated library of thousands of pre-screened, qualified candidates. The team worked to identify candidates and match skillsets and experience with the Client's requirements in order to achieve the best fit for each position. Additionally, new candidates were recruited, screened, interviewed and evaluated against the Client's requirements in each category and for each job description.

Know Your Candidate

Since 1993, QED National has been providing clients with quality consultants at cost-effective prices. By utilizing our "Know Your Candidate" approach and methodology, QED National successfully supports customers in both the public and private sectors.

To maintain the highest level of honesty and integrity, QED National performs extensive background checks on each of its candidates. This includes checking for criminal records, verification of employment eligibility, and drug testing. In addition, we insist on professional references and check them in a discreet manner without soliciting or badgering.

A combination of online technical testing programs and personalized custom tests are employed to assess the skill level of our candidates. Impeccable standards of respect, privacy and confidentiality are always maintained. All candidates and QED National recruiters must agree on a good fit before the candidate is submitted.

QED National's IT consultants enjoy a comprehensive medical, dental and vision package, 401K plan, TransitChek® and other benefits. The overall quality of the QED National experience has resulted in a very high Consultant retention rate, as well as a Client return rate of more than 95 percent. This has been our winning strategy for decades.

About QED National

QED National is a certified Women-Owned Business Enterprise (WBE) and a trusted IT advisor to both public and private sector customers. Headquartered in New York City with offices in Albany, NY, QED National is driven by 24 years of industry expertise and guided by strong, ethical practices. We help our clients achieve their business objectives by providing innovative IT consulting, reliable staff augmentation and scalable technology solutions that make the most sense for them. Our outstanding service has earned us an extraordinary client retention rate of ninety-five percent.

Let us show you how QED National can help improve your effectiveness and profitability.

Call **(212) 481-6868**

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