



TECHNOLOGY CASE STUDIES

CASE STUDY 1

A leading international technology vendor approached Eximius Technology for help in resourcing ongoing project requirements across EMEA. The client were going through a period of consistent customer growth which had stretched their permanent resource pool hence they were looking for a partner that could give them swift access to experts across the region to deliver implementations, transformations and upgrades. Their requirements ranged from hands on engineers through consultants and on to programme leadership at a global level.

They needed a partner that could react quickly via a deep network of talent and introduce people at short notice with very specific product knowledge. Many of the projects would also require European language skills.

Eximius Technology organised a virtual talent bench by interviewing specialists across EMEA in advance of projects going live. Weekly resource planning calls were held between the clients internal contract resource management function and the Eximius account manager to identify and align suitable contract talent from this virtual bench which could be deployed within days. The flexibility and high touch nature of this relationship resulted in many successful contract placements over a 6 month period and against competition from two other IT recruitment businesses. Eximius are now the number one contract supplier for this technology vendor across EMEA and looking to work with them in other regions using a similar model.

CASE STUDY 2

An award winning provider of web services to the banking and FS sector approached Eximius when they were undertaking a business structure review with a goal to create a SCRUM team dedicated to their largest UK client. This process included them negotiating a new costs agreement with their end client and they needed current market information about the availability of talent and current salaries in order to do this effectively.

Having successfully recruited for this client in the past Eximius were asked to support the client through this process. Eximius provided example profiles which helped the client benchmark the new positions within their existing business and budget packages competitively for the current market. Ultimately their new structure was agreed and Eximius were retained as the exclusive recruiter for the two permanent positions of Agile Project Manager and Full Stack Developer.

Both these roles were filled within 3 weeks from the brief being issued. The speed of turnaround was facilitated by the sole supplier arrangement and through regular communication with the client which included Eximius administering technical tests to all applicants before they were interviewed by the client themselves.