

Delivering Critical Project Success Through Exceptional Recruitment Support and Resources

Industry: Information Technology and Business Services

Our client is an information technology (IT) company that offers a product and service portfolio featuring personal systems, printers and 3D printing solutions. Founded in 1939, our client has over 80 years of experience and innovation. The client is also focused on human rights, climate action and digital equity, putting together a team of technology professionals who are committed to innovating and reinventing the digital experiences of its customers.

The Challenge at a Glance

Our client was under pressure to ramp up a critical scrum team of 10 individuals. For four to six weeks, our client struggled to accomplish this through their regular internal channels of existing human resources (HR) vendor support. The client's project was also already delayed and they required it to be completed as quickly as possible.

Costly Resources



A large pool of resources was unavailable to our client, resulting in high costs if their hired talent were not a good fit.

Insufficient Bandwidth



Lacking the connections and recruiting bandwidth, our client struggled for four to six weeks in identifying and hiring the right people.

Potential Delays



Our client had concerns about further delays and disruptions that may occur due to the discovery and onboarding processes.

Inadequate Support



Our client lacked the proper resources and support to identify and hire talent for a critical project.

The Bottom Line

Our client was concerned about meeting their project deadline. Since they also lacked an effective process for rapid talent discovery, identification and hiring, there were also issues of potentially overspending and not finding talent who aligned with specific project goals and business needs.

The Solution

Our client reached out to Procom to mitigate any further delays in the recruitment process, leveraging Procom's ability to ramp up, hire and deploy a scrum team of 10 individuals in three days.

Engaged Contractors

Procom's footprint of over 10,000 engaged contractors means 500 to 600 resources emerging from engagements every month and becoming immediately available for redeployment.

Geographic Spread

Procom's network of 10 Canadian offices means the ability to support a large geographical region for local and remote support.

Competitive Bandwidth

Procom's recruiting teams are held at 80% capacity at any given time, which translates into the ability to focus on extra efforts when they are required for critical projects.

Tenured Recruiters

Procom's recruiters have tenure that is double that of the industry average. Seasoned recruiters means less time to identify, source and deliver qualified talent for any client engagement.

Key Improvements

Procom's ability to deliver quickly resulted in the project coming back into green. The overall project team was set up for success in terms of cost and on-time delivery, resulting in no further delays to the internal clients.



Boundless Resources

Our client reached out to Procom again a few weeks later because they needed to hire another large pool of resources.



Continued Success

Over the past 18 months, Procom repeated its model for success in terms of the client's other projects.



Vast Network

The client wanted 45 people onboarded and ready to work within three weeks, and Procom was successful in meeting these requirements.



Seamless Delivery

Most recently, Procom quickly and seamlessly delivered a team of 82 workers in a six-week timeframe.

About Procom

Procom is one of North America's leading staffing and contingent workforce management providers. Our business succeeds because we are reliable, our clients trust us, and we work hard to earn that trust by providing key insights and a commitment to transparency.