



CASE STUDY: IT Staffing Solution

Consultis Delivers Key Resources for Complex and Geographically Dispersed Requirements at Milwaukee Electric Tool Corporation

The Client

Milwaukee Electric Tool Corporation (Milwaukee) is an industry leading manufacturer and marketer of heavy duty power tools and accessories for professional users worldwide.

The Challenge

Milwaukee's IT organization uses a flexible workforce strategy in its manufacturing plants to maintain optimal staffing levels. By augmenting its existing staff with skilled consultants at its geographically dispersed plants, the IT group can respond quickly to changes in business demands without impacting its core team. As the need for contract field technicians grew, the IT group found it difficult to find technically proficient consultants who could easily assimilate into the company culture — especially in remote locations.

The Solution

In 1997, Consultis met with the Milwaukee IT group hiring managers to learn more about the organization and its IT staffing needs. It was clear that the contract field service technician role was critical to the IT group and finding people with the right combination of technical and interpersonal skills was very important to the hiring managers. "These technicians provide IT and infrastructure support services to all plant employees, and often interact with managers and visiting executives," said Garry Plate, IS Infrastructure Manager at Milwaukee Electric Tool Corporation. "We require skilled professionals who are open, communicative, responsive and reliable."

"I know if I need a technician at one of our plants Consultis will deliver a strong candidate, regardless of the location," said Plate. "They have always found the right person the first time. I don't have to worry when I have an opening at these plants. Consultis gives me peace of mind."

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Consultis Fast Facts

- Headquartered in Boca Raton, Florida with offices in Tampa and Orlando; San Antonio and Dallas, Texas; and Minneapolis, Minnesota
- The Consultis ProveIT Validation Center includes more than 400 IT talent assessments, including .NET, Java, Microsoft, Unix, PeopleSoft, Oracle, SAP, Visual C++ and more
- The Consultis interview-to-placement ratio is five points above the staffing industry standard (Consultis = 31%: Staffing Industry = 26%)
- 96% of all projects Consultis consultants work on finish on time and on budget
- Consultis has a national database of more than 150,000 screened and skilled IT candidates
- Consultis utilizes a proprietary E-submit candidate profile, which gives rich candidate experience and background data in a unique, highly informative and easy-to-read format



Using its comprehensive vetting process that includes in-depth behavioral interviews, reference checks and skill proficiency assessments, Consultis proactively submitted an individual matching the IT group's consultant profile, the candidate was hired for a local contract technician position. Since then, Consultis continues to deliver top resources.

Just a few examples of success:

- ▲ Faced with an unexpected consultant departure at a remote plant in Greenwood, Mississippi, Consultis was able to find a replacement when no other supplier could
- ▲ In need of a bilingual, U.S.-based network consultant for an opportunity in Matramos, Mexico, Consultis came through
- ▲ Seeking professionals who could support two plants and travel back and forth as needed, Consultis found the right people

The Result

By demonstrating a solid understanding of Milwaukee Electric Tool Corporation's culture, IT infrastructure and consultant requirements, Consultis has consistently filled the company's field technician requirements for the past 12 years. Additionally, many of the contract positions were extended for three years or longer and Consultis' professionals remained on board throughout the engagement — ensuring consistent service at the plant and eliminating the cost and time associated with refilling a position.

To learn more about Consultis and our proven record of IT staffing excellence, call 1-800-ASK-COMP or visit www.consultis.com.

www.consultis.com

1.800.275.2667



The Consultis team is dedicated to the success of the clients we serve and the IT professionals with whom we work. Contact the location nearest you to learn more about our exceptional IT talent and career opportunities:

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▲ In Florida, Consultis is proud to be awarded a Florida State Term contract #15-973-561-R

▲ Consultis is proud to be a GSA Contract Holder #GS-35F-0243T