



CASE STUDY:

Consultis Delivers on Quality and Efficiency with Long-time Customer, Energy Transfer

The Client

Energy Transfer is a U.S. Fortune 500 natural gas and propane company. Since its founding in 1995, it has grown organically and through a series of acquisitions to approximately 71,000 miles of natural gas, natural gas liquids (NGLs), refined products and crude oil pipelines.

The Challenge

Energy Transfer utilizes IT consultants to work on specific projects across its business. It's biggest pain points associated with working with staffing companies included:

- ▲ balancing candidate quality with time-to-fill metrics
- ▲ ensuring a smooth process for hiring managers without creating extra steps or delays
- ▲ converting consultants into full-time employees without needless paperwork or processes

The Solution

Energy Transfer has had a longstanding relationship with Consultis as a trusted staffing partner. Consultis has placed numerous IT professionals at the company since 1997 in client services, network engineering and database administration roles. Many of the individuals are still with Energy Transfer today.

One of those consultants is the company's Manager of IT Security, Mike Boot. He joined the company six years ago through the Consultis Working Interview Program (contract-to-hire plan.) Today, he's the hiring manager for his department, working closely with his former staffing firm to find new workers that are the right fit.

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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



The Result

With the help of Consultis, Energy Transfer's Security team has brought on a variety of consultants, in roles like Desktop Support Technicians and Access Rights Administrators. They attribute their successful relationship to these three benefits of working with Consultis:

High level of quality and care of the Consultis team

"Our account manager is very skilled at his job and consistently goes above and beyond what is expected. What's more impressive is that we see the same level of attention from the recruiters as well as his manager, who can jump in and offer the same personal experience," said Mike Boot.

The ability to make processes simple for the hiring manager

"All staffing agencies try to be facilitators, but our account manager really does that, and more," said Boot. "He works with our internal team to push through the statement of work, managing the process from start to finish. He frees me of the time to do that myself, as well as the stress that comes with it."

Consultis' time approval system is easy to use and understand. The simple, straightforward process can be done right from an email, even sending reminders when approvers need to complete an action. The process to convert consultants to full-time hires is also made easy by Consultis. Boot says that, "The simplicity of it was almost effortless."

Excellent candidate fit, quality and value

While all other benefits are nice, the most important measure of a staffing firm is its ability to deliver the right candidates. To that point, Consultis has delivered in a variety of ways for Energy Transfer:

- ▲ High quality of candidates that are unmatched from even the largest staffing firms
- ▲ On each project, the Consultis candidate is out-performing the other team members by 5-10%
- ▲ Ranked in the top two of staffing firms that recruit consultants for the IT departments
- ▲ Strong working relationship that results in better-fit candidates

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
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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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