



## **Case Study: Staff Augmentation**

### **Business Need:**

One of our largest customers provides internet, voice, data, and data center services. The company was making strategic acquisitions, experiencing nationwide growth that triggered a rapid build-up in contingent staffing across numerous geographic operations causing costs to outpace revenue in regional labor markets. As a result, the Company began searching for a strategic staffing partner to help reduce costs and administrative expenses.

### **Solution:**

The client decided to partner with Keshav Consulting Solutions (KCS) because KCS recruiters have technical degrees in engineering and/or computer science and quickly understood the requirements and could interpolate skill sets of candidates for a likely fit quickly. After a thorough evaluation of the client processes and goals, KCS utilized its comprehensive candidate screening process to vet candidates. KCS recruiters were able to quickly identify candidates with proven experience in design, installation, configuration, and provisioning of voice and data networks across 10 U.S. States. These candidates were a fit technically and culturally, thereby enabling Windstream to shorten fulfillment cycles and increase productivity.

### **Benefits:**

KCS helped deliver the following:

- 30 percent cost savings from the previous year
- Hired over 100 additional candidates in less than 12 months
- Significantly shortened both provisioning and fulfillment cycles
- Seamlessly integrated candidate management resulting in increased efficiency and reduced costs