



## LEADING IT SERVICE PROVIDER SOLVES SEASONAL STAFFING ISSUES, ELIMINATES PROJECT BACKLOG

### Background

The client, a leading IT organization providing 24x7 essential services to the financial community, needed highly skilled Information Security professionals for certain projects. These projects were seasonal however, so employing Information Security professionals on a permanent basis does not make sense from an operational perspective.

This seasonality of demand, coupled with the specialized nature of the required personnel, created serious backlogs as well as project coverage gaps that increased the company's IT risks.

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### Client Requirements

The client required a dependable and reliable source of qualified IT Security professionals on a hire-as-needed basis.

Due to the highly sensitive nature of the financial information that the client deals with, these IT Security personnel needed to be extremely competent and experienced.

The client needed specialized IT personnel that had the following qualifications:

- IT Risk Management expertise
  - Information Security Compliance expertise
  - Excellent negotiation skills
  - Highly self-motivated
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## NPD Global Solutions

NPD Global solved the client's specialized staffing needs and continues to provide highly-skilled resources to the client, maintaining a constant and long-term relationship for several years.

Very few companies can become authorized partners for highly-skilled worker placement because of the level of confidentiality of the information handled and the expected security procedures (such as financial, educational and criminal background checking) – not to mention the required solidity and financial health of the company itself. NPD Global fulfilled all of these requirements and proved equal to the task at hand.

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## Customer Benefits

By leveraging NPD Global's capability to deliver solutions and expertise, the client was able to allocate and take advantage of highly skilled IT professionals that were currently in high demand, thus getting the following benefits:

- Solved seasonal staffing issues
- Acquired necessary expertise for strategic, high-visibility projects
- Realized significant cost savings by hiring personnel on an as-needed basis
- Increased flexibility to respond to specialized projects



### NEW JERSEY-CORPORATE OFFICE

- 3 Lincoln Highway, Suite 102, Edison, NJ 08820
- Phone: 732-902-6344
- Fax: 609-386-7021