

SIGNIFY SUCCESS STORY

The Challenge

We were approached by a company which needed strong nearshore support via a Statement of Work (SOW), but were running into a problem: they couldn't find specialists fast enough. Their internal recruiters were stretched, key contract roles stayed open too long and their project delivery was slowing down.

The Solution

From the start of the year, we offered our nearshore SOW solution, designed to be flexible, fast, and aligned with their goals. Within a week, they handed us 3 roles to work on.

By May, we flew to Copenhagen, meeting face-to-face helped us really nail down the non-negotiables: the culture, the expectations, the tech stack. We teamed up with the internal team, tapping into their domain expertise, to source candidates who were both technically sharp and a good fit.

We made sure we weren't just filling roles. We wanted them to feel that working with us meant fewer recruitment headaches, better alignment, and trust.

The Impact

Since our initial hires, we've continued partnering on additional roles and built a steady pipeline of talent. We're now managing the build of one of their newer platforms.

Working with us meant:

- Quick access to skilled nearshore talent.
- Less time spent on sourcing and screening candidates.
- A straightforward, reliable recruitment process with our team providing hands-on support and guidance when needed.

By handling the hiring, we enabled the team to focus on their projects and keep things moving smoothly.