

# SIGNIFY SUCCESS STORY

**“A technology platform that connects healthcare facilities with licensed professionals, offering flexible, on-demand staffing solutions to fill critical scheduling gaps.”**

## The Challenge

Our client was struggling to identify top talent in LATAM and lacked a staffing partner who could provide cost-effective solutions on a flexible staff augmentation model. This challenge was having a direct impact on their bottom line, as they were paying significantly higher rates for US resources.

In addition, they faced multiple skill gaps and talent shortages across the IT spectrum, making it difficult to scale their teams effectively. They needed a trusted partner with both regional expertise and the ability to deliver quickly.

## The Solution

We introduced our nearshore resources in LATAM, giving the client both flexibility and cost efficiency. We began by building their entire Mobile team, and due to the success of that partnership, we expanded our support to build out their Data and Web teams.

Through a detailed job briefing on every role and a clear delivery process, we ensured transparency, timely delivery, and avoided over-promising. Within just three months, we placed 20 highly skilled professionals across multiple teams.

## The Impact

By leveraging our LATAM resources, the client saved a significant amount of money compared to hiring in the US, while also benefiting from faster, more scalable team growth.

Beyond filling roles, we also established a multi-year Statement of Work (SOW) covering the entire business. This positioned us as their main trusted staffing partner, enabling us to support multiple departments and strengthen our presence across the US market.