



Impellam Group

Project Services

Delivering Results with Statement of Work (SoW) Solutions



What is SoW?

A Statement of Work (SoW) is an outcome-based contract that ensures projects are delivered on time, within budget, and with the right expertise. Unlike traditional staffing models, our SoW solutions provide specialised professionals to complete defined projects, milestones, or deliverables—without the burden of managing contractors.

Whether you need a full team to execute a complex initiative or niche experts to enhance your internal capabilities, Impellam Project Services SoW solution offers a structured, results-driven approach that keeps your business moving forward.

Why SoW? The Business Case

Companies are increasingly turning to SoW engagements to gain access to expert skills and knowledge, reduce operational risk, and ensure projects stay on track. The use of SoW in workforce strategies has grown significantly, with more than 60% of companies leveraging SoW contracts to drive business transformation.

With the global demand for highly skilled technology professionals outpacing supply, businesses need a solution that ensures expertise is embedded into their transformation efforts—without delays or cost overruns. Our SoW model provides the agility and accountability needed to maintain progress while mitigating talent shortages.

Is an SoW Model Right for You?

A Statement of Work solution may be the right fit if:

- ➔ You need **specialised professionals** for a defined project, ensuring expertise without long-term headcount increases.
- ➔ You require **clear deliverables, timelines, and cost predictability** for critical initiatives.
- ➔ You want **end-to-end project management**, freeing up internal teams to focus on strategic priorities.
- ➔ Your organisation lacks the **in-house expertise** to execute a complex technology initiative.

Key Benefits of Impellam's SoW Solution

- ➔ **Clear Cost Structure:** Fixed pricing models provide transparency and financial control.
- ➔ **Expert Talent on Demand:** Immediate access to highly skilled professionals across multiple domains.
- ➔ **Reduced Administrative Burden:** We handle compliance, reporting, and performance tracking.
- ➔ **Faster Time-to-Value:** Pre-vetted experts ensure projects start and finish on schedule.
- ➔ **Scalability & Flexibility:** Scale teams up or down based on project requirements without long-term commitments.
- ➔ **Mitigated Risk:** We manage deliverables and milestones, ensuring accountability and success.

Believe in the power of work

What Types of Projects Use SoW?

Our SoW model supports a wide range of initiatives across industries. Popular use cases include:

- **Cybersecurity & Risk Management:** Security audits, vulnerability assessments, compliance initiatives.
- **Cloud & Infrastructure Migrations:** Transitioning to AWS, Azure, or hybrid environments.
- **AI & Machine Learning Implementations:** Developing predictive analytics, automation tools, and AI-driven applications.
- **ERP & CRM Deployments:** Implementing and optimising platforms like SAP, Salesforce, or Workday.
- **Software Development & Modernisation:** Custom application development, API integrations, and legacy system updates.
- **IT Service Management & Support:** Help desk optimisation, ITSM implementations, and network monitoring.

The Cost of Stalled Technology Projects

Technology project delays come with a significant price tag. Research shows that over 70% of digital transformation projects fall behind schedule or exceed budget, costing businesses millions in lost revenue, inefficiencies, and missed market opportunities (Source: McKinsey). The reasons vary—talent shortages, lack of expertise, internal bandwidth constraints—but the impact is the same: slowed growth and rising costs. Putting an SoW model to work means injecting expertise, speed, and precision into your projects.

With a structured approach to execution, SoW ensures that technology initiatives stay on track, reducing the financial and operational risk of delays. By leveraging SoW, companies can minimise disruption, meet deadlines, and keep their competitive edge.

Why Impellam Project Services?

At Impellam, we know technology inside and out. With deep networks of pre-gelled, highly skilled technology professionals, we deploy the right expertise exactly when and where you need it. Our ability to scale teams for specialised, high-impact projects ensures that your transformation initiatives are executed with precision—without slowing down business momentum.

We don't just fill roles—we deliver results. Our teams are built to drive efficiency, speed, and innovation, ensuring that your most critical projects are completed on time and with measurable impact. With decades of experience in workforce solutions, Impellam Project Services provides organisations with the expertise, governance, structure, and execution needed to drive business success. Our SoW solutions are built for companies of any size, across any industry, ensuring transformation efforts remain on track without disrupting core operations.

Case Study: Impellam and Microsoft USA

Impellam has a proven track record of delivering successful SoW solutions for industry leaders. In 2008, we began our partnership with Microsoft, resulting in over 1,084 assignments to date. Our services have included SoW engagements, contingent vendor staffing, and direct hire placements. Notably, since the launch of the Support for Mission Critical (SMC) partnership, we have made 74 Premier Field Engineer/Customer Engineer placements.

This initiative involved building Microsoft's first-ever customer engineering team—a high-performance group dedicated to supporting Microsoft's largest global enterprise customers. This program continues to scale, reflecting the success of our SoW delivery model.



Let's discuss how we can support your initiative with the right talent, management, and accountability.

Contact Steve Corbett today to explore a tailored SoW solution for your business.

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