

## FLEXIBLE RESOURCING SERVICES

A SOLUTION OFFERING FOR  
TIER 1 ALLIANCE PARTNERS



I.T. Alliance builds strategic alliances with large Tier 1 professional services organisations. We then work exclusively with these Alliance Partners, helping them to sell and deliver IT Projects and Services into their customer base.

Ensuring the availability of skills and resources at the right time can cause unnecessary pain for a lot of IT managers, especially with the current focus on keeping permanent headcount to a minimum. And if there is a shortage of skilled resources available, critical projects and services can be put at risk.

The solution is Flexible Resourcing, which focuses on finding the right individuals or teams to fill resource gaps for our Alliance Partners and their customers. It is a cost-effective way of ensuring access to multiple skill sets over a short period, and adds competence and capability to both projects and services.

Whether our Alliance Partners have a requirement for permanent roles, short-term or project assignments, our flexible resourcing engine can fulfill those needs quickly and efficiently. In the majority of cases, the staff we provide will either be on our permanent payroll, or will be drawn from a list of associates who have worked regularly with us from the foundation of our business. We also have an up-to-the-minute database of over 40,000 professionals who can be called on to fill specific skills requirements.

This self-same resourcing engine is the one we use to staff our own assignments, following the same tried and trusted processes that deliver the appropriate candidates for your particular requirements.

### Key Benefits

The benefits of Flexible Resourcing include the fact that there's no impact on your permanent head count, and your HR and management overheads are not impacted. You also benefit from:

- Fast, reliable and flexible provision of staff
- Availability of the right staff at the right time
- Access to a wealth of technical, service delivery, and project management skills and expertise
- Ability to address temporary skills shortages, holiday leave and long-term absences
- Reduced costs by moving from direct contract resources to managed contract services
- Consolidated invoicing and cost management

## A Framework for Success

Central to our success is a strong focus on understanding your holistic resourcing requirements. Our experienced resource consultants will work with you to fulfill these requirements – not just from an operational perspective, but also from a financial and contractual perspective.

### Key components of our framework include:

- **Service Initiation** - documenting your service requirements, including resource categories, SLA's and reporting requirements.
- **Service Delivery** – working closely with our Alliance Partners to deliver the defined levels of service required.
- **Service Review** – a governance process between the Alliance Partner and ourselves to review past performance and forecast likely future demands.
- **Staff Welfare Management** – working for our resources by providing a connection with our Practice Principals for mentoring, training and HR related issues.
- **Resource Pool Management** – knowing what resources are available at any given time, and balancing the needs of the Alliance Partner and our staff.

## Service Catalogue

- Short-term cover
- Fixed- term assignments
- Permanent placements
- Projects and specialist skills
- Fully managed service

## Maximise the Alliance

We offer a mix of flexible, customised solutions that are second to none and we have the experience and the skilled resources to deliver the level of managed services that you demand.

Our managed service solutions can increase your reach into your accounts – and your margins. We can develop sales opportunities jointly or independently and all services are delivered in your name.

## FURTHER INFORMATION

For more information please contact your sales representative or email [info@italliancegroup.com](mailto:info@italliancegroup.com)

### United Kingdom

T: +44 (0)845 0800575 | F: +44 (0)20 76432201

### Ireland

T: +353 (0)1 8690200 | F: +353 (0)1 8690201

*Technical information in this document is subject to change without notice.*

© Copyright I.T. Alliance Group Ltd. 2014.

*All Rights Reserved. Reproduction, adaptation, or translation without prior written permission is prohibited, except as allowed under the copyright laws.*