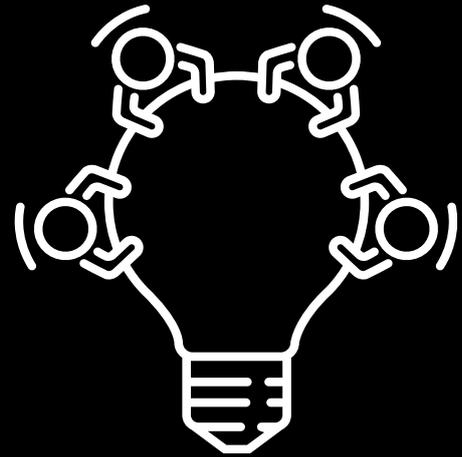


CASE STUDY: HIGHER EDUCATION

# HOW A UNIVERSITY HIRES 15 TECH ROLES IN 3 MONTHS



## CHALLENGE

This university had an immovable deadline to hire 15 Salesforce, ServiceNow and AEM roles from Oct-Dec 2023. The aim was to replace existing expensive and outdated service providers with a permanent workforce. Failure would leave core systems unsupported.

Their talent team was at capacity and, with the IT leader, were looking for a new approach. Existing suppliers had struggled hiring in the technology stacks for several years. Long hire times, resource scarcity, dropouts, failed salary negotiations and sentiment were all factors that needed addressing.

## SOLUTION

We became the TA team's representatives in IT and on the project. Together, we designed the process, the questions, and, using the our world-first approach, built a shared database. This database mapped potential talent pools, tracked progress and captured key hiring metrics in real-time. This enabled data-based decisions fast.

## RESULT

- Our commercial model saved the university 70% on fees
- In just 3 months, ThunderLabs and the university jointly filled 15 targeted roles.

## CALL US

**If your hiring goals outpace your capacity,** CoSourcing gives you the structure and support to keep up. Talk to ThunderLabs.



0412 159 488



[ali@thunderlabs.com.au](mailto:ali@thunderlabs.com.au)



[www.thunderlabs.com.au](http://www.thunderlabs.com.au)