



IT CONSULTING & PROFESSIONAL SERVICES

103 cloud placements for a VA migration. Our client won the recompete.

A highly visible cloud migration program for the U.S. Department of Veterans Affairs

#1 SUBCONTRACTOR ON THE PROGRAM | **75%** OF SUBCONTRACTOR POSITIONS FILLED | **2 days** MEDIAN TIME TO SUBMIT A CANDIDATE

CLIENT'S CHALLENGE

- A rapidly growing healthcare IT consulting firm had to ramp up quickly with highly qualified technical professionals, cost-effectively.
- Cloud engineering skill sets were in very high demand, making the right talent hard to get in the door quickly for a reasonable price.
- These were consulting roles: Consultants had to interface with key stakeholders at Veterans Affairs.
- With extensive background screening before onboarding, our client had to hire the right candidate the first time or repeat the process.

PRODIGY'S SOLUTION

- Aligned our agility with our client's needs as job requirements continually changed, with a pricing model based on economies of scale.
- Leveraged our subject matter expertise to place 16 skill sets quickly in a rapidly evolving environment.
- Screened every candidate to meet the minimum LCAT requirements and fit our client's culture from a brand representation standpoint.
- Customized our screening procedures for smooth onboarding and met with our client consistently to ensure contractors performed as expected.



BY THE NUMBERS

103

placements Prodigy made on the cloud program.

60%

of subcontractor placements came from Prodigy. We ranked #1 among subcontractors, including one of the nation's largest technical staffing firms.

75%

of the 137 positions released to subcontractors were filled by Prodigy.

2

days was Prodigy's median turnaround time to submit a candidate. The average was 4 days.

5.0

Quality Assurance Surveillance Plan (QASP) score Prodigy helped our client achieve, the highest rating. Cost & Staffing was rated excellent.

Veterans Affairs rated our client's quality of work Exceptional on its Contractor Performance Assessment Report (CPAR). Our client went on to **win the recompet**.



6 KEY ADVANTAGES OF PARTNERING WITH PRODIGY

- 01 Win more business by teaming up with Prodigy during the proposal process.**
We share subject matter expertise on skill sets, regions and pricing, plus free resumes.
- 02 Ensure profitable margins by keeping costs down and quality up.**
No bench, no large-firm overhead. We pass those savings along in competitive bill rates.
- 03 Have the flexibility to hire our best people when the timing is right.**
Hire our best Consultants after only 6 months on contract, with no added conversion fees.
- 04 Achieve an effective balance of your resources.**
Hire niche Consultants and free your key people for your most challenging projects.
- 05 Benefit from a true partnership where everyone wins.**
We decide by what's best for the program, not for Prodigy. When our client wins, we win.
- 06 Look great in your client's eyes.**
Differentiate right out of the gate with talent that fits precisely with your hiring needs.

SKILL SETS WE PLACED

AWS & Azure Cloud Admins

Linux & Windows Admins

Network & Security Engineers

Cloud Engineers

Cloud Developers

Cloud Analysts

DevOps Engineers

Database Engineers

Software Engineers

Splunk Engineers

Business Analysts

Project Managers

Technical Writers

Bring us in at the proposal. Keep us through delivery.

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BUILT IN DENVER
ESTABLISHED IN 2007