SmartSearch
Inspired Innovation

Client Success Story

For the past 23 years, IT Network has experienced a smooth vendor relationship with SmartSearch.

About IT Network

IT Network was established in 1997 and is headquartered in Redmond, WA. Their business goal is to provide expertise and professionals that meet and exceed the demands and challenges of this ever-evolving information technology marketplace. The mission is to help clients locate and manage their technical workforce by providing talent and to act as a strategic and trusted partner. The recruiters at IT Network attribute their success to their vast technical knowledge, quality of work, people skills, and significant staffing experience as well as the hard-working contractors who make their business possible. They work consistently to connect the client with the human resources they need.

Client Challenge

Prior to becoming a SmartSearch customer, the professionals at IT Network were using manually produced, paper spreadsheets and according to the President of IT Network, Sally Kernan, being able to save data in e-Folders gave them the competitive edge they needed. In one case for a large telecommunications client, being able to quickly and proactively identify candidates for their client's impending openings allowed IT Network to fill 5 of the 7 positions beating out their competition.

Results

The ability to send broadcast emails, save contacts in folders, and to make notes in real-time when sourcing and recruiting has been a game-changer for IT Network. They, also, love having the ability to conduct wide-spanning searches right inside the database. This organized and timely function is what keeps them competitive and proactive with their clients.

IT Network is a long-standing SmartSearch client. Proudly, their "claim to fame" is being the first client to transition to using the Internet for storing data which put them 6 - 12 months ahead of the technology curve at the time.

Client for 23 years

Likely to recommend: Yes

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Creating Win-Win Relationships