



CASE STUDY

A cloud project in the public eye



Client

Our client is the leading financial institution in Luxembourg and one of our most prestigious clients in Europe.



Relationship

The client recently hired a new CTO who is a visionary talent and is highly respected for his progressive approach. We've had a strong relationship with the CTO for many years, so when he took on his latest challenge, it thrived again.



Task

Building a diverse team

The client was moving all their activities to Azure Clouds. It's no overstatement to say the whole of Luxembourg had eyes on the project. Our key role was to provide four high-profile software cloud architects. To add to the challenge, they wanted to ensure a diverse team in what typically is a male-dominated environment.



Solution

An expensive headhunt

Azure Cloud is a new technology, so finding the right talent requires an expert eye. We were quick to adopt a headhunting process across Europe. Because high-level software architects are not easy to convince, we collaborated closely with the client to put together an attractive package. We also had to battle language barriers. It's incredibly tough to find an entire team of French-speaking experts with the exact technical skills needed to do the job. We had to shape the client's expectations: if you want a true expert, you have to ease your language requirements.



Results

Expertise and diversity delivered

It took us just four weeks to confirm the candidates – from initial contact to setting up an interview to signing the contract. The final team was culturally diverse – from Romania, Russia, Luxembourg, Germany and France – and included an exceptional female architect. Since the project got underway, the feedback has been excellent. As a relatively new service provider, delivering such a high-profile project has already had a strong impact.

