



CASE STUDY



Client

The client covers a group of brands, including divisions focused on telecommunications and technology. As the group has grown, it has also integrated companies specialising in IT and the public sector.



Relationship

We have worked with the client for over five years. We work with several of their departments, with 25 consultants providing permanent support. Two years ago, they created a team of around 50 who offer security services to a wide range of IT clients, currently supported by five of our consultants.



Task

Dual support

We're engaged in supporting the growth of the team in two ways: as a classic consultancy, providing resource services, and as a 'train higher' where they employ a Halian consultant for six months with the possibility of a permanent position.



Solution

An expansive talent pool

With the client being an international company, French and English are the key languages. This lingual flexibility gives us the freedom to explore talent across Europe – putting skills and technical expertise at the top of the agenda. As the team's profile continues to rise, they're looking for a higher and higher level of candidates. This ambition empowers us to showcase our tech talent to its fullest – whether that's presenting an architect for the Cloud department or senior security engineers.



Results

Growing together

On average, half of our consultants are internalised after six months or a year – a credit to their impact and expertise. This success has built real trust between both parties, with our human and flexible approach ensuring our relationship continues to grow. We're already in contact with new departments across the group.

