Whiting Consulting's Solutions for DataSynapse's Challenges

DataSynapse is the fastest-growing provider of grid computing software for commercial applications today. The company's infrastructure software, GridServer™, creates an on-demand operating environment that powers all types of mission-critical applications, from legacy to web services, across disparate resources ranging from mainframes to desktops.

"Whiting Consulting has the domain expertise I needed," Vizzini explained. "They have a clear definition of what I'm looking for and understand the type of employee who would excel in a high-tech environment."

--Kelly Vizzini, vice president of marketing

Ms. Vizzini brought in Whiting Consulting to help her build the marketing team behind DataSynapse's rapid growth.

DataSynapse's Challenges

- No time to shuffle through volumes of resumes and give each the due diligence they deserve.

- Little time to handle cumbersome first-round interviewing.

- Difficulty in finding candidates with the best skill set to fit in with the Company culture.

Whiting Consulting's Solutions

- Manages both resume screening and first-round phone interviews providing huge time savings.

- Ability to get a sense for a candidate's work ethic and energy level from first-level phone screening.

- Manage both resume review and phone screening.

- Emphasis on building long-term relationships.

- Provide tangible rewards at DataSynapse and other high tech companies.

- Knows the DataSynapse's style and the values important to us in an employee.

- An excellent sense of the skill set and the cultural fit we require.

- Provides all of the benefits of an in-house recruiter, without the costs via a unique model that makes the recruiting effort far more cost-effective than other recruiters. Rather than charging a percentage of the salary for each hire, Whiting provides a complete recruiting service incorporating that all-important first-round screening.

- Based the marketing group's success, DataSynapse now uses Whiting Consulting to find technical sales and service employees.

Concludes Vizzini, "I can focus on what's important to me. I spend my time doing marketing, rather than reading resumes. With Whiting, I don't waste any time talking to candidates who don't match my requirements. I am completely happy with Whiting Consulting and I would recommend them to anyone."