



Client Success

THE EXECU|SEARCH GROUP

PROFESSIONAL SERVICES | HEALTH SERVICES | TECHNOLOGY

EXECU|SEARCH PARTNERS WITH THE BEST: NET AT WORK VCTO & MANAGED IT SERVICES



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CHALLENGE

Execu|Search's technology infrastructure had grown stagnant and the smaller MSPs it was working with lacked the advanced capabilities needed to support the company's growth and expansion.

SOLUTION

The company partnered with the Net at Work Managed IT Services and Virtual CTO programs to bring — and keep — its technology out in front.

IMPACT

- Access to a vCTO and the entire managed services team brings unparalleled expertise in house
- Single strategic partner provides comprehensive service offering to offices and personnel throughout the country
- A dedicated strategic advisor helps map, monitor, and direct technology initiatives to company's best advantage
- Cloud at Work ERP hosting service streamlines and simplified deployment of mission-critical applications

Since its inception in 1985, The Execu|Search Group has helped over 35,000 companies find talent — filling more than 100,000 jobs. With nearly 250 employees across the U.S., the company provides direct hire recruitment, contract and temporary staffing, and workforce solutions for a broad range of sectors. Execu|Search sought a technology partner to help it grow smarter, leaner, and more agile, and it found that partner in Net at Work and its Managed IT Services Group.

TIME TO EMPLOY NEW TECHNOLOGY

As Execu|Search grew, its technology infrastructure had remained largely untouched. "We were so focused on growing the business, we didn't pay much attention to our network and servers, and definitely weren't doing any long-term technology planning," says Mitchell Peskin, President, Permanent Division at Execu|Search. "I think many companies find themselves in that same situation. Technology changes faster than many of us can keep up."

The company had been using a series of small managed services providers for several years, but they were largely reactionary services with a technician called in as issues arose. "As we grew and matured and opened up multiple offices, we recognized that this approach wasn't ideal," recalls Peskin. "We needed to partner with a firm that could better support us — one that's available 24/7, and one that has the advanced capabilities and skillsets to help us map our technology investment going forward. That's when we found Net at Work and their Managed IT Services group."

HIRING THE BEST TEAM

Net at Work Managed IT and Hosting Services is designed for growing companies like Execu|Search. And when combined with an extension to the program, the Virtual Chief Technology Officer (vCTO) offering, the services form an ideal technology ecosystem to allow companies to thrive.

"What we needed, in addition to managed IT services, is much of what the traditional CTO role in a company provides," Peskin notes. "For a time we considered hiring a CTO, but when we learned about Net at Work's program, we saw clear advantages. Even the best CTO's cannot bring the broad and deep skillsets that an entire group like Net at Work possesses."

CLIENT SUCCESS: THE EXECU|SEARCH GROUP

“With Net at Work we’ve gained access to a broad and deep technology skillset that you simply don’t find with other service providers.”

VCTO AT WORK

Through the vCTO program, Execu|Search gains a dedicated strategic technology advisor that fulfills the traditional role of a CTO plus the combined resources of Net at Work’s entire Managed IT Services team.

Execu|Search’s vCTO has become a critical part of its leadership team, developing technology roadmaps, facilitating budget planning, assisting with application and technology vendor selection, and even providing business continuity planning services.

“We find tremendous value in the Net at Work vCTO partnership,” says Peskin. “We could not hire a CTO and gain the subject matter expertise we have through Net at Work. Our advisor oversees everything — they are continually looking at budget, forecasting and helping us stay ahead of the curve.”

READY TO MEET THE CHALLENGES

The Managed IT Services program has both strategic and practical

benefits as Execu|Search discovered during the pandemic. “We had quick success with our work-from-anywhere initiative that’s due to Net at Work and the investment in technology we’ve made. Our systems were all ready and up to the task.”

Net at Work even handled packing up and arranging for the storage of servers and workstations when the company closed two of its offices during the shutdown. “It’s really a full service offering,” Peskin adds.

HOSTING PLATFORM WORKS OVERTIME

Execu|Search has found additional value in its relationship with Net at Work. In addition to its Managed IT Services and vCTO programs, Net at Work’s cloud hosting division, Cloud at Work, hosts the company’s mission-critical Applicant Tracking System (ATS), its Sage 100cloud ERP application and its internal HRMS.

With one provider accountable for both its technology infrastructure and its forward-facing technology tools, Execu|Search has added convenience — and confidence.

“Net at Work handles all the application updates for us and ensures that our vital software systems are always available, backed up and secure,” says Peskin.

UNLEASHING SUCCESS

“It’s an advantage to have a technology partner that knows our business so well and is able to support all aspects of it, says Peskin. “With Net at Work we’ve gained access to a broad and deep technology skillset that you simply don’t find with other service providers.”

With help from Net at Work’s Managed IT Services and vCTO programs, Execu|Search has gone from a reactionary approach to its technology — one where it simply fixed what broke — to a forward-thinking, visionary approach. As a result, the company is able to leverage technology for strategic gain.

“Net at Work is embedded and invested in our success,” concludes Peskin. “They keep us informed, they keep us up and running, and they keep us out in front so we can all focus on growing this business.”

Net at Work — Business Performance Unleashed.

Net at Work provides their clients with the vision, leadership and support of a Virtual CTO. This allows them to focus on their core competencies knowing they can fully rely on Net at Work to implement technology solutions that unleash new levels of efficiency, performance and success. With experience across virtually every business discipline, the Net at Work team supports over 6,000 organizations in making software, systems and people work together in achieving their core organizational objectives. Their comprehensive range of services and solutions include ERP, CRM, Employer Solutions, eCommerce, Payments, to Cloud and IT Managed Services. From the company’s founding in 1996, Net at Work has garnered wide industry recognition as problem-solvers and promise-keepers, which are the foundational principles on which all their client relationships are based, and that their clients say they value the most.