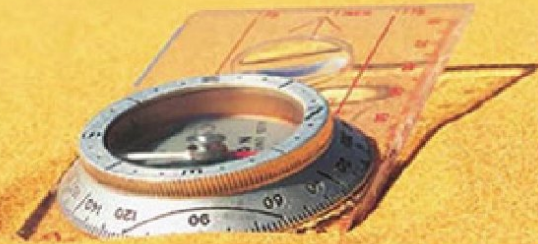


# Case Study

Name : **Anthony Howe**

Job Role : **Delivery Manager, UK**

Company : **CA**



“ I like the quality of candidates that I get through from Acumin. I also appreciate the way that Paul has adapted to my way of working. This makes a real difference. ”

Anthony Howe, Delivery Manager, UK at CA, has been using Acumin Consulting for just over a year.

Anthony initially came to Acumin following recommendations he had received from colleagues and from CA's HR Department. Since this time, Acumin has successfully placed 3 architects within Anthony's team, to focus on Identity Management, E-mail Archiving and Storage. These candidates are all specialists within their fields, supplying CA with gravitas and respect on high-end delivery projects.

## Outline of Case Study:

- Anthony Howe, Delivery Manager, UK has been using Acumin Consulting for just over a year.
- CA are the world's leading provider of infrastructure solutions, including storage and security.
- Acumin has now successfully placed 3 architects within Anthony's team, to focus on Identity Management, E-mail Archiving and Storage.

When asked what he likes about Acumin's service, Anthony replied "I like the quality of candidates that I get through from Acumin. I also appreciate the way that Paul [Specialist Consultant at Acumin] has adapted to my way of working. This makes a real difference."

Acumin managed the recruitment process from initial search and selection, to final negotiations, ensuring that both the candidates and Anthony were kept fully informed at all times throughout the process.

Anthony continues, "The benefit for me of working with Acumin is that they are able to provide quality candidates across the breadth of CA's security and storage product portfolio - not many agencies can do that - you tend to find agencies that offer to service all areas of the business, but without the specialist, high quality candidates. I also like the fact that working with Acumin does not take up too much of my time - we work well together."

Acumin pride themselves on their specialist knowledge of the Information Security, Business Continuity and Storage & Availability markets and the vast pool of specialist candidates that has been built over the last 8 years of operation.

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