



## CLIENT CASE STUDY

# Digica

### The Client

Digica provide a range of infrastructure hosting, operations and systems management services designed to help clients' achieve their business goals by providing end-to-end technology solutions. Application Support is also provided. Clients can house their servers in one of the purpose-built data centres or take advantage of outsourced skills, experience and tools to manage the systems remotely.

### The Situation

Digica was at a stage of fast growth. Being Venture Capital backed they had ambitious targets that their highly experienced, motivated and enthusiastic Managers and Directors were very keen to meet.

Key to their success was the ability to attract high calibre staff at all levels in their business to facilitate the fast growth that they needed.

### The Solution

Charlotte James Associates was retained to search for a variety of staff, notably experienced Managed Services Sales staff, both New Business and Account Management, as well as Service Delivery staff.

### The Result

Charlotte James Associates are now the sole provider of all £60,000+ staff and work to tight schedules.

As part of this ongoing relationship and due to the senior and experienced Associates in the Charlotte James team, we are able to provide Digica with free advice and Consultancy on the growth of their business; helping them to structure strong teams and to attract the best people to a new and growing venture.

Digica have now been acquired by Computacenter (to whom Charlotte James are also a preferred supplier), however, Charlotte James have retained a strategic relationship with the Digica Directors who are delighted to be able to continue to work with Charlotte James on this next exciting stage of the company's development.

“ From my own experience I know Charlotte James Associates provide an excellent service and they deliver the right people. But there is also tremendous additional value in a long term relationship with Charlotte James.”

Nick Jinks  
Sales and Marketing Director  
Digica