



VISTEX CASE STUDY

On-Demand product for SAP partner Vistex across Europe



AT A GLANCE



Location: Germany

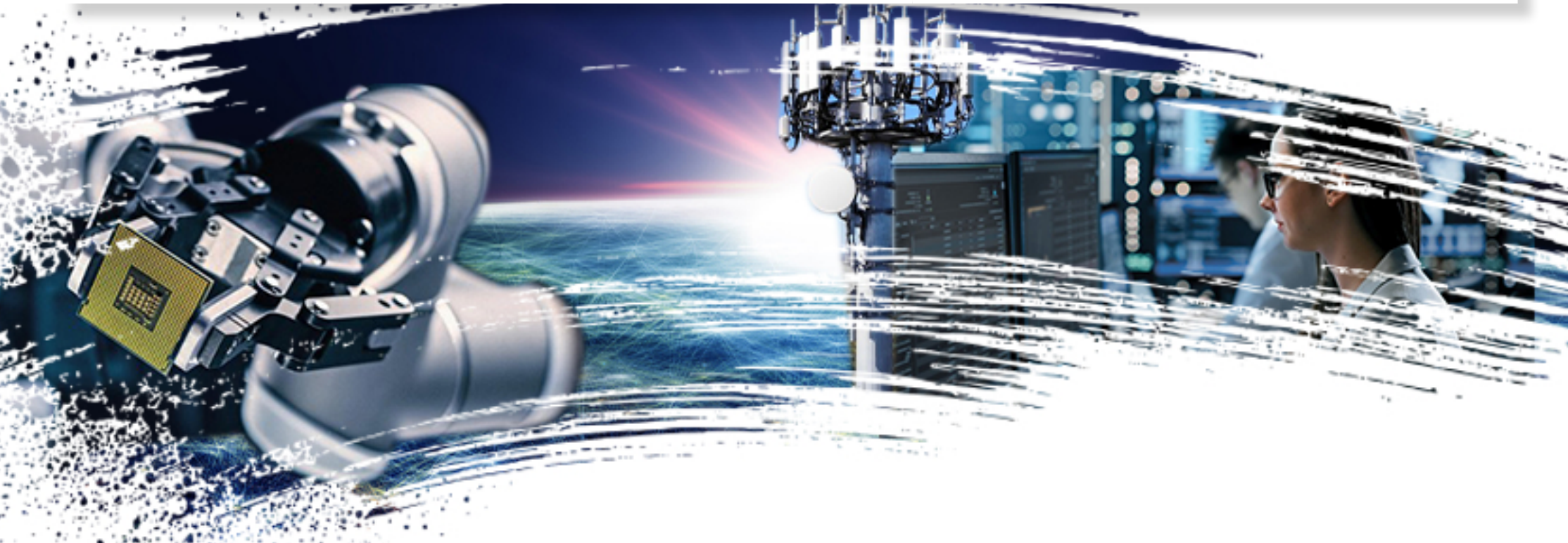
Sector: SAP

Job titles: SAP Consultants

Project timeline: Initially 3 months-trial period, which has now been extended

Services: On-Demand for niche permanent roles

Roles: 10+





BUILD TRUST TO DELIVER

Project Background

After years of experiencing poor service from agencies, Vistex were reluctant to use external help, the constraints on their global expansion – that a skills shortage was causing – finally changed their minds.

Tangent's SAP team had targeted Vistex for several years, viewing this key SAP partner as a desirable client they could help. So, when the head of Vistex's talent had finally exhausted their options internally, Tangent's patience was rewarded, and their On-Demand product swung into action.

Project Solution

The Tangent team's challenge was to hire permanent professionals who were highly experienced and skilled in a very niche SAP Logistics across Europe. Tangent was able to overcome the challenges the internal team had faced through three core strengths:

1. A logistics and compliance team with solutions across each relevant European country
2. A respected network and reputation within the niche talent community
3. The expertise and courage to challenge key aspects of the brief

Focusing on the latter point, the On-Demand team's advice improved three aspects:

1. Improving the offer and policy around remote working
2. Clearly separating the must-haves and nice to have on the skill sets – the initial requirements left a vanishingly small population eligible.
3. Tighter interview process to secure talent

The On-Demand team has placed six professionals who are already supporting SAP / Vistex roll-outs within several Fortune 500 companies on their mission-critical logistics software.

SUCCESS METRICS

3
Senior SAP
Consultants
placed in
Germany



3
Senior SAP
Project Managers
placed across
Europe





CONTACT DETAILS



On-Demand Product

Find out more about out the On-Demand service, which is securing rare talent in a tight market [click here>>](#)

To speak to the On-Demand product lead, email or phone:

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