



On-Demand Talent Solutions™ for the world's most innovative companies. Connecting extraordinary talent with world-class opportunities.

The Armada Group, Inc  
Phone: (800) 408-2120  
Fax: (831) 515-5111  
info@thearmadagroup.com  
thearmadagroup.com



## ABOUT THE CLIENT

ShoreTel is the fastest growing IP PBX Company worldwide and the leader in customer satisfaction. A leader in the industry, ShoreTel has shipped its pioneering solutions since 1998 and continues to outpace the rapidly expanding IP telephony market with technological advances and sales that are doubling year over year.

## CLIENT SITUATION

ShoreTel is renowned for its leading-edge technology and unparalleled customer service. In order to maintain its leadership position in the mid-market, ShoreTel had aggressive plans to hire a large team of software engineers with deep expertise in telephony systems and applications development. But technical proficiency wasn't enough; new employees needed to be as committed to customer service as they were to developing high-tech voice and data products. Working at top speed to meet the daily demands of the business, the company's human resources department was challenged with finding the time and resources to procure this much needed, highly-skilled talent.

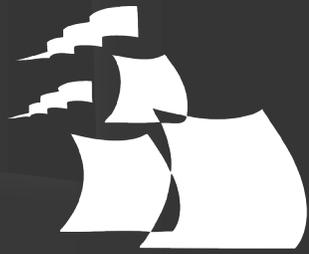
## ARMADA SOLUTION

After careful evaluation of seven technical staffing solution providers, ShoreTel decided to partner with The Armada Group and two other Silicon Valley based firms.

Armada worked closely with ShoreTel's engineering management to develop an in-depth prescreening program for ShoreTel's engineering requirements and recruited the most qualified technical talent from a nationwide candidate pool.

*"The Armada Group takes the time to understand each position and facilitates the placement with both us and the candidate from start to finish. Every person I have interacted with at The Armada Group has demonstrated the same high-level of professionalism and responsiveness."*

*- IT Manager, ShoreTel*



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BEST  
OF STAFFING

CLIENT  
2012

BEST  
OF STAFFING

TALENT  
2012



## RESULTS

Through its pre-screening program and timely delivery of top-notch engineering talent, The Armada Group quickly became a valued ShoreTel partner. Over an 18 month period, Armada recruited and placed 21 high caliber software engineering professionals including:

- Windows architects
- Windows client application engineers
- Embedded software engineers
- Lead embedded Linux engineers
- Software engineers
- IP telephony switch engineers
- Embedded VoIP call control engineers
- Windows QA engineers
- Technical instructors
- VoIP technical support engineers

This added infusion of technical talent has helped ShoreTel continue to develop innovative, award winning new products and substantially increase its market share in the enterprise IP telephony market.

## ABOUT ARMADA

Armada is an On-Demand Talent Solutions™ firm specializing in Software Development, IT, and Technical Project Management. For over 17 years, Armada has delivered On-Demand Talent Solutions for the world's most innovative companies. Headquartered in Silicon Valley, our highly-trained Talent Consultants can help you solve your toughest hiring challenges, quickly and cost effectively.

*"The Armada Group does not force-fit candidates into positions. They respect our opinions and help us find people who best fit our requirements."- Director of HR*