



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

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ABOUT THE CLIENT

Hewlett Packard creates new possibilities for technology to have a meaningful impact on people, businesses, governments, and society. As the world's largest technology company, HP brings together a portfolio that spans printing, personal computing, software, services and IT infrastructure to solve customer problems.

In 2010, HP acquired Palm and its groundbreaking WebOS platform, merging the company into its Personal Systems Group. WebOS creates intuitive and powerful mobile experiences that enable consumers and businesses to connect to their information in more useful and usable ways. WebOS is the operating system run on HP mobile phones including HP Veer, Palm Pre and Treo devices, as well as the HP TouchPad Tablet computer.

CLIENT SITUATION

To effectively compete in the fast growing, dynamic mobile device marketplace, HP initially invested \$1.2B in the Palm acquisition, and is investing another \$2.0B in building out the WebOS platform, cloud platform and related enterprise cloud services product offerings.

Previous management selected a large national staffing firm as the onsite Managed Services Provider (MSP) and single source staffing provider for the entire division. After the acquisition, the new VP of WebOS Cloud Services quickly realized both the Product Development and Operations teams were not getting the service they needed, the recruiters serving them didn't understand their requirements, and provided subpar customer service. He and his management team were also concerned about qualified candidate flow, a low sense of urgency by the MSP personnel, and that the MSP just didn't "get it" when it comes to getting the job done for them.

To solve the problem, engineering management decided they needed to engage specialty suppliers in the Silicon Valley with deep expertise software engineering, IT, and technical project management.

RESULTS

After a thorough evaluation of several Silicon Valley firms, Palm management selected The Armada Group to be one of three specialty suppliers of software engineering, IT, and Project Management talent. Within 3 months of engaging Armada, Armada filled 10 of Palm's most difficult to fill technical requirements, including openings for a Cloud Security Architect, 2 PHP developers, 3 Cloud Services Systems Administrators, 2 Network Security Engineers, a User Experience Designer, and a Cloud Services Product Manager. This equated to 63% of the technical positions Palm outsourced to the supplier base in that 3 month period.

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.

"I've always found the Armada Group to be a ready source of on demand technical capability. Whether short to medium turn implementation services or long term team capabilities augmentation, they've never left me disappointed."

- VP Engineering, HP Palm