

# Making a Mark

*Helping a leading North American service reliability platform expand its Latin American footprint.*

**Client**

Service Reliability Platform

**Services**

Talent Acquisition

**Area of Expertise**

Geographic Expansion

**Industry**

Technology

## Challenge

A service reliability platform sought to expand its footprint beyond the U.S. and Canada via establishing capabilities in Mexico. Objectives included achieving proximity to its Latin American customers, cost savings through reduced hourly rates and a foundation for a future development center.

## Our Solution

Vaco delivered a tailored talent acquisition program for identifying skilled technology professionals to help the company further develop its core product, including new features, enhancements, customization, integration and support.

We organized our talent acquisition leaders in the U.S. and Puerto Rico to rapidly identify 40 bilingual candidates in or near Mexico City. Of the 40 candidates, 20 were short-listed, 14 completed interviews, seven (7) advanced to a second round of interviews conducted by our account executive, and three (3) were ultimately presented to the client and hired by the client. Vaco completed the entire process - from identifying potential candidates to onboarding - within eight weeks.

## Our Impact

Vaco helped the organization achieve its goal of expanding its footprint in Latin America via securing optimal talent. The client's new technology specialists are enabling the organization to successfully grow its business through ongoing development of its enterprise platform solution. As the client's exclusive talent acquisition partner, we continue to collaborate with the organization's Chief Technology Officer to hire additional technology experts. Mexico is one of more than 25 countries where Vaco offers contract, contract-to-hire, direct hire, and managed services.

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With You All The Way. Get in touch today.

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