



Growing Together ANS

How InfraView helped ANS to grow their teams to drive their business into new technical areas



The UK's Leading Cloud and Digital Experts

£60M Turnover - 300 People

Microsoft, Amazon Web Services, Cisco, NetApp, VMware

The Business Background

ANS are the UK's leading digital and cloud experts, dedicated to helping organisations to achieve their digital ambitions in the cloud and beyond. Specialising in cloud, AI, data analytics and IOT, ANS works with public and commercial sector organisations to provide the intelligence and insights to enhance servers, empower end-users and improve business outcomes. From humble beginnings in 1996, ANS have since grown to 200 employees, sporting offices in Manchester and London with clients across the UK, recording an annual turnover of over £60 million.

The Problem

Since 1996, ANS has made a number of strategic transitions as they have evolved from a hardware reseller to one of the UK's leading cloud and digital experts. As a result of ANS' rapid expansion into the cloud and digital market, they had a requirement to recruit some of the UK's most in-demand technical skills across the following roles:

- Managed Services Engineers
- Professional Services Consultants
- Pre-Sales Solutions Architects
- Project Managers

Using InfraView has saved ANS time and money, allowing them to source the top 3% of technical professionals. This facilitated their continued 120% growth year on year, being named as one of the UK company to work for by the Sunday Times, graduating 65 employees from the ANS academy and ongoing company culture development.

In order to facilitate rapid expansion, ANS needed a recruitment partner who understood their company journey and culture, where to source those hard-to-find skill sets as well as a partner who could offer market insights and analysis to help position their employer brand with candidates.

The Solution

Tim Cazemage and Tim Davey have partnered with ANS for over 10 years, owed greatly to their passion for our niche technologies, market landscape expertise and existing network of known talent. We became ANS' "Gold Supplier" with their technical hiring across Infrastructure & Cloud, and more recently Digital Software.

We delivered not only first-class candidates, but also offered ANS key market intelligence and analysis around technology, salaries and in-demand skills. Our passion for cloud computing and IT infrastructure, coupled with the InfraView Process, offered ANS the service they needed to move their business forward, always going above and beyond to provide a consultative service, as opposed to sending unqualified CV's and candidates.

Over the years, InfraView have built a respectful but personal relationship with ANS, developing direct and longstanding relationships with CTO Andy Barrow, CEO Paul Shannon, Chief Architect Jamie Sinclair and Head of Professional Services Rachel Wood.

The Result

InfraView is ANS' "go-to" specialist recruitment consultancy for technical hires across infrastructure, cloud and digital, placing the following positions:

Solutions:

- Cloud Pre-Sales Solutions Architect
- Modern Workplace/Management Pre-Sales Solutions Architect
- SD-WAN Networking & Security Pre-Sales Solutions Architect
- CRM Pre-Sales Solutions Architects

Professional Services:

- Infrastructure & Cloud Engineers/Consultants
- Modern Workplace/Management Engineers/Consultants
- Networking & Security Engineers/Consultants
- CRM Consultants/Architects

Managed Services:

- 1st – 3rd Line Infrastructure & Cloud Support Engineers
- 1st – 3rd Line Networking & Security Engineers

Management:

- Project Managers
- Project Co-ordinators
- Serviced Delivery Managers

InfraView has worked with all hiring managers at ANS, impressing them with the quality of CV's, the overall level of service and our understanding of the infrastructure and cloud technology landscape, offering insight in current industry trends. Using InfraView has saved ANS time and money, allowing the organisation to source the top 3% of technical professionals available. This facilitated their continued 120% growth year on year and being named one of the best UK companies to work for by the Sunday Times.

Summary

ANS continue to use InfraView to support their hiring function due to:

- Our industry-leading market specialism, knowledge and passion for our niche
- Our extensive pre-existing candidate network of warm and passive candidates with key skill sets
- Our ability to position the business and headhunt the top candidates from their competitors
- Our control at all stages via the “InfraView Process”
- The exceptional ratios of CV sent to interview to placement.

All of this has saved ANS time and money, as well as giving stakeholders peace of mind around the quality of service delivered and resulting return on investment.

The Feedback

"Having worked with the team at InfraView for well over a decade, it was a no-brainer to continue our relationship when the team set up their own practice. They know our business inside-out which helps immeasurably when recruiting based on attitude and culture, rather than simply aptitude. We wouldn't hesitate to recommend working with the team and look forward to partnering with them on any future engagements."

- Paul Shannon, CEO, ANS



InfraView is the leading specialist cloud & IT infrastructure recruitment consultancy, working with IT solutions & managed service providers.

We are dedicated to delivering exceptional service to candidates looking to build careers, and facilitating clients looking to grow the best teams in the industry.

Looking for your next rockstar?

Give us a call on:



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or drop us an email:



info@infraview.co.uk

and visit our website:



www.infraview.co.uk

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