

InfraView

# Making it happen Cancom

How InfraView helped Cancom to grow the teams that pushed their annual UK



Cloud & IT Infrastructure Solutions & Managed Services Provider

£1.6Bn Turnover - 4000+ Employees

Microsoft, HPE, Cisco, VMware, Citrix

## The Business Background

---

Cancom are a German-owned, leading European technology solutions and services provider / technology Value-Added-Reseller with a yearly turnover of over £1.6 billion. Cancom UK currently has a yearly turnover in excess of £100 million. The business is a Tier 1 Microsoft, HPE, VMware and Cisco partner and through key acquisitions across their divisions are looking to continue their growth financially and culturally.

## The Problem

---

Cancom's challenge was much like other leading, ambitious IT solutions providers who use InfraView for their recruitment needs; finding a consistent stream of high-quality IT Infrastructure & Cloud Computing specialists with the key niche skill sets Cancom UK needed to progress and innovate.

InfraView's Co-Founder Tim Davey was well versed in the business' success and ambition, having worked with Cancom UK since 2010 when they were operating under their previous name OCSL.

As InfraView went from strength to strength, so did our ability to better service Cancom with the niche channel experts their business needed to progress. These key hires have helped to extend the company's growth, and through acquisitions have seen their annual UK turnover rise to over £100 million.

During the period of 2010 to 2016, Tim worked as the exclusive Recruitment Partner of the Consulting, Professional Services and Project Management divisions at OCSL. In that time, he used an extensive network of industry-leading candidates with niche skill sets and experience to source a total of 31 people across PreSales, Consultancy, Microsoft, Citrix and Project Management.

In 2011 Tim placed Mark Skelton, the current CTO of Cancom UK, and continued to develop a fantastic working relationship.

## The Solution

---

In 2016 Infraview was founded and from previous work with Cancom UK, we quickly rebuilt our relationship as an exclusive supplier for Consulting, Professional Services and Project Management.

The reason for InfraView's continued success in sourcing the top talent in our niche is the strength of our process. From extensive consultations with Cancom UK and Mark Skelton, Tim was able to develop a detailed requirement analysis based on desired niche skillsets, company USP's and culture fit.

Since 2017 our relationship has really flourished, effectively aligning Cancom's recruitment needs with our developed InfraView Process to increase hiring efficiency, saving Cancom time, effort and money.

Having taken the time to fully understand the business' journey, culture and hiring needs, Tim was able to consult on where InfraView could instantly add value and support to their hiring process and where they would find their needed cloud computing experts.

As InfraView went from strength to strength, so did our ability to better service Cancom with the niche channel experts their business needed to progress.



# The Result

---

Across our working relationship with Cancom UK since 2017, we have placed numerous key hires including:

- Practice Lead Azure Consultant
- 8 Microsoft Senior Consultants (Azure / Modern Workplace)
- 4 Microsoft Consultants (Azure / Modern Workplace)
- 1 Network Consultant
- 5 x Senior Project Managers

## Summary

---

Cancom continue to use InfraView – Specialist Cloud & IT Infrastructure Recruitment 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 Cancom 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 Tim and the team for over 10 years, we were very comfortable continuing the relationship as they built InfraView. The team have always been very close to our requirements and have helped us find some top technical talent over the years. We know with InfraView’s know-how we always get quality candidates for the roles we hire for. They know our teams well and have a good grip on the technology landscape so know how to filter the searches accordingly. The team’s network is also very valuable and really makes a difference as the IT world is becoming ever more competitive for the top candidates.”

- Mark Skelton, CTO, CANCOM UK

To discuss how we can apply the “InfraView Process” to your hiring needs please contact Tim Davey or Tim Cazemage on **020 3617 1040** or visit our website [www.infraview.co.uk](http://www.infraview.co.uk) for further information.





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:



020 3617 1040

or drop us an email:



[info@infraview.co.uk](mailto:info@infraview.co.uk)

and visit our website:



[www.infraview.co.uk](http://www.infraview.co.uk)

**#LoveOurNiche**