



# Belcan

## Case Study

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# Resource Acquisition: Aerospace & Defense Corporation



## Client Overview

A global aerospace and defense company that offers a broad portfolio of products and services in business aviation, combat vehicles, weapons systems, and IT services.

## Challenges

- Current vendors not able to meet resource demands
- Competitive market for highly technical talent
- Faced a key talent crunch in searching for cleared employees
- Long delays in processing security clearances
- Multiple sites nationally with open resource needs

## Outcomes Delivered

- Increased talent supply productivity from effective communication, planning, accountability & ownership
- Risk reduction through implementation of standardized and automated processes nationally
- Improved customer satisfaction from product orders being delivered in a scheduled timely manner, thereby avoiding \$3M+ in contract penalties

## Belcan Solution



- Belcan developed a client dedicated team of expert recruiters to bring focus on key resource needs
- Designed and executed a comprehensive sourcing and recruitment strategy to identify and attract target resources
- Leveraged Belcan existing network of cleared resources
- Aligned with client security process to ensure compliance
- Engaged Belcan field branches through a customer dedicated team for process standardization and streamlined communications

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