



SUMMIT™

CONSULTING SERVICES

Can Summit help you save time and money?

Over the last 25 years we are proud to say that **100%** of the IT professionals we have placed in Temp to Perm assignments have been converted to full time employees.

Our Services

- **Sales Consulting**

Do you want/need more revenue and productivity from your sales team but are not sure how to get it? Are you failing to meet your objectives? Summit has over 20 years of experience in talent sourcing and development, process implementation and sales force automation.

- **Senior IT Consulting**

Do you have a problem that your staff or IT department just can't seem to solve? Our experienced consultants will identify the problem and provide detailed recommendations that only extensive experience in the Information Technology field can provide.

- **Contingent Workforce**

Do you need extra staff for a short term project? Do you need a full time employee but don't have headcount in the current budget? Our staff will join your project team. Summit professionals function as a member of your staff under your control. Our staff works right alongside your staff meeting all of the requirements necessary to reach your goals.

- **Contract to Hire**

Did you ever hire someone and find out later you made a mistake? Temporarily contract new staff until the time is right to bring them on permanently. This uniquely structured placement service provides you the opportunity to review performance prior to making a permanent hire commitment (try before you buy).

- **Permanent Placement**

As your HR staff knows, recruiting top technical talent is by far their most challenging task. It also seems that when you need to add staff the most is when you have the least amount of time to help HR get it done. Invite us in for a 30 minute Requirements meeting with one of our Business Relationship Managers and we will do the rest. Our expert recruiting services will locate top IT candidates for your staff.

Regardless of the service you choose our overall objective remains the same. We want to provide you with highly qualified Information Technology professionals who have extensive levels of project experience as well as familiarity with your business sector. Contact one of our Business Relationship Managers and tell us how we can serve you.



Benefits of Summit's Services

Sales Consulting services provide:

- Performance analysis and PIP—Performance Improvement Programs
- Job description development and total recruiting/staffing services
- Compensation systems, territory management, lead generation programs
- Channel Development programs

Senior IT Consulting services provide:

- extensive Information Technology experience.
- industry-specific experience.
- knowledgeable personnel with proven track records.

Contingent Workforce services provide:

- peak workload management.
- temporary filling of personnel shortages due to unexpected loss of an employee (Family Leave, illness, death).
- temporary staff only for the time needed.
- immediate availability of technical expertise.
- solutions for projects of flexible duration.
- reduced staffing costs.

Contract-to-Hire services provide:

- pre-screened, pre-qualified candidates specific to your needs.
- a smooth transition to full-time employment.
- a thorough understanding of each candidate's knowledge and abilities before making a long-term employment decision.
- the opportunity to assess each candidate's technical skills and work ethic before they become a permanent member of your team.

Permanent Placement services provide:

- pre-screened, pre-qualified candidates specific to your needs.
- a streamlined search process (you only see resumes of qualified candidates).
- access to a database of thousands of qualified candidates.

Summit understands customer service and is willing to do what it takes to get the job done.

**—Mildred Skinner
VP, Content
Management
B B & T**

We have worked with Summit for the last 6 months to help us add technical support staff and also for their expertise in Channel Sales development. With their help we now have a very structured go to market strategy with the people, processes and procedures in place to ensure we meet our goals.

**—Ellis Gregory
President
EView Technology**



SUMMIT CONSULTING SERVICES

P.O. Box 97963
Raleigh, NC 27624
800-765-4219