

# Our UK businesses

Harvey Nash Group is a £1bn global professional services organisation with three key areas of focus: technology recruitment, IT solutions and leadership services. With 36 offices across three continents, we partner with clients, helping them unlock the power of individual and team talent. In the UK we operate five brands.



## The brand in a nutshell...

## Positioning in sector, and unique selling points

## One or two great examples of our work...



Harvey Nash is the Technology Recruitment and Solutions division of the Group. The team numbers over 200 in the UK, and it provides:

- **Technology search** – appointing CIOs, CDOs, CTOs and other 'C' level technology executives.
- **Technology Recruitment** – recruiting hard-to-find technology experts on a contract or permanent basis.
- **Workforce Solutions** – helping organisations simplify complex resourcing problems through managed services.
- **IT Solutions** – providing Statement of Work, or outsourcing through our NashTech division.

- **Totally dedicated to technology:** Recognised track record from over three decades in the sector.
- **Global reach, local touch:** Flexible, personal approach and in-market presence, with the scale and reach of the global Harvey Nash Group.
- **Our knowledge, and our focus on inclusion:** We publish the world's largest study of technology leadership. We were the first recruitment company in the world to be accredited by EY's National Equality Standard.

**Maersk:** Appointed key hires in technology leadership team including Group CIO and Group Chief Data Officer. Helped deliver the next layer of technology experts.

**TNT:** Using Harvey Nash's Managed Services, TNT were able to save over £1m+ in the running of their technology team.



Alumni / Harvey Nash is the Leadership Services division of the Group. In the UK we provide three key services:

- **Executive Search** – appointing senior executives, on a retained basis, typically with salaries of GBP120K – GBP300K.
- **Board appointments** – appointing chairs and non-executives to boards, typically in organisations up to FTSE 250 size.
- **Leadership Services** – providing consultancy and assessment to improve the diversity and performance of executive teams and boards.

- **Our focus on three key sectors:** Healthcare & Academia, Consumer & Industry, and Technology.
- **Recognised:** Our Consumer and Healthcare teams were rated as the No.1 Executive Search business for appointments up to £200k by Executive Grapevine in 2018.
- **Our scale and reach:** The consultants within Executive Search work globally, delivering searches across the world.

Appointed Chair and Chief Executive of the **NHS Confederation**.

Appointed Leadership Teams for clients such as **Lactalis, LEGO, Lindt** and **Le Creuset**.

Higher Education clients include **University College London, University of Queensland, Cardiff University, University of Essex**.



NashTech are experts in technology with 2,000 award-winning team members based in our development centres in Vietnam. We have extensive knowledge and capability across a broad range of technologies.

We offer two key services:

- **Software development**
- **Business process solutions**

- **Robust governance:** Our Quality Management System (QMS) underpins everything that we do. We use the tools of CMMI Level 5 v2 and our centres are ISO 27001 accredited.
- **Expert on/offshore engagement:** We deliver projects using an onshore-offshore model where you have a locally based Engagement Manager, plus an offshore Project Manager and Business Analyst.
- **People:** Long-term client relationships define us and that's because we believe that people matter and results count.

**Open University:** We've been the OU's technology partner since 2015. We initially delivered a major upgrade of OpenLearn, the free online learning platform.

**Achilles:** Replaced 30 legacy applications with a single technology platform using a scaled Agile framework and DevOps methodology.



Crimson is a recruitment and IT solutions business based in Birmingham. We provide 2 key services:

- **IT solutions** – Crimson helps large and mid-size organisations get the most from their Microsoft cloud investment.
- **IT recruitment** – Crimson simplifies the recruitment process, helping hiring managers find the best contract, permanent and senior IT talent in established and emerging technology disciplines.

- **Our culture:** We were recently named one of the Sunday Times 75 Best Companies to work for in the Midlands.
- **Our commitment to skills:** Crimson has its own IT Academy, where apprentices complete a degree level IT apprenticeship and Microsoft qualifications.
- **Our insights:** We produce specialist reports for industries such as Housing and Higher Education and host monthly events for the IT community and hiring managers.
- **Our expertise in Microsoft:** We are one of four premier Microsoft Gold Partners in the UK.

**University of Salford:** Delivered a unique personalised student experience consolidating a wide range of data and using Microsoft Dynamics 365.

**Meggitt:** Played an instrumental role in a global transformation programme by supplying 40 SAP specialists for this global engineering group.



Spinks are the tech talent partner to the start up, scale up and fast growth tech industry. Our extensive range of services includes:

- **Tech & Digital talent** – contract and permanent, including: Software Development, Engineering, Big Data, Product Owner, UI/UX, QA and DevOps.
- **Leadership recruitment** – To alleviate the pressure of executive search.
- **Spinks on Site** – on-site presence to enable your business to attract, engage and retain tech talent.
- **People Reach** – to establish your employee value proposition.
- **Creative talent** – attraction and engagement with the best creative talent in the marketplace.

- **Our growth mindset:** Understanding the talent landscape to help our customers save on both time and money. A people-first approach when scaling and retaining your teams.
- **Our community:** We engage tech and digital communities across the technology lifecycle on a daily basis, through events and engagement.
- Our commitment to **inclusion and diversity** has been championed for over a decade through our initiative #YouEqualTech and annual D&I events.

We are partners with **Computer Weekly** and **Tech Talent Charter**, providing the tech community with events and industry insights.

We provided the Spinks on Site solution to **Moteefe** and **Bought by Many**, with over 50 placements to date.