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Entelligence IT Case Studies

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Consultant Case Study: Pedro Duarte

“I increased my income by 15% in just 2.5 years with Entelligence.”

Challenge: Pedro Duarte was working as a CommVault administrator when Entelligence contacted him. He wasn't even looking for a job; however, once he spoke with President John Biederman, and learned more about the company, he saw an opportunity and took it. Three years later Pedro said, *“Working with Entelligence was the best decision I could have made for my career.”*

The Process: When Pedro started working with Entelligence he was placed as a Systems Engineer with CommVault. Within a month he became a Resident Support Engineer. He loved the travel, meeting new people, and the variety of problems he was charged with solving. Two and a half years later he was offered a full-time, employee position with CommVault as their Regional Technical Account Manager. This position allows Pedro to spend his days handling business critical accounts, a challenge he embraces. Thanks to the choice he made years ago to work with Entelligence, Pedro has the thriving career he always imagined.

What Entelligence Did Better Than Anyone Else: By the time Entelligence had reached out to Pedro, he had already worked with a handful of staffing agencies. He had been unimpressed with all of them and was therefore skeptical of moving forward with yet another technology staffing firm that was making big promises Pedro doubted they would keep. But he took a chance and it paid off in more ways than one.

“I had worked with some of the biggest staffing agencies out there. You've heard of all of them and none of them came close to Entelligence in terms of the training, on-boarding, and ongoing support they offered. From day one I felt like I was part of a family. John became my most trusted

mentor and I knew that no matter what happened in the field, he had my back. In fact, it wasn't just John, but Steve, the owner, and the entire Entelligence team truly cared not just about how I was doing at my job, but about my overall personal and professional growth. I felt taken care of emotionally, professionally and financially. And on top of that, I increased my income by 15% in just two and a half years. Working with them was one of the best experiences of my career. And even though I no longer work for them, they still make me feel like I do."

Consultant Case Study: Mark Goldenberg

"I've never seen that much effort put into an employee before."

Challenge: Mark Goldenberg was working as a contractor in Silicon Valley in UNIX and storage management. The project was coming to an end and he was looking for his next opportunity. Entelligence found him via one of his online profiles. "I was hesitant at first. I had experience working with just about every other technology service firm and as a result, I had fairly low expectations. Entelligence flew me out to meet with the CEO and the entire team and that experience changed my mind very quickly."

The Process: After a weeklong comprehensive onboarding program, Mark was placed as a consultant with HDS. Originally he agreed to a 2-year commitment but eventually that turned into five. "The work I did when I was with Entelligence was phenomenally rewarding. As a consultant my role in each project was crystal clear and once I delivered and met or exceeded the expectations, my job was complete and I could move on to the next project. Because of the support and mentorship Entelligence gave me along the way, I was able to really shine in my role and build my reputation in such a way that I became a trusted advisor. Soon I was given more complex projects with greater responsibility. Eventually, HDS offered me a full time job as the Northern California Principal Technical Consultant."

What Entelligence Did Better than Anyone Else: With years of experience working with firms that claim to provide similar services, Mark initially put Entelligence in the same category. Five years later, Mark believes giving Entelligence a chance was the best move he could have made for his career.

"Entelligence does everything better. From their comprehensive onboarding process to their open door policy, Entelligence is head and shoulders above the rest. At most other firms you're considered a contractor, which means you're just a warm body and you can be replaced. At

Entelligence you're a consultant and your experience and expertise are valued. They are particularly good at identifying the right people too. There have only been a few times in my long career when the people around me were the best of the best. Entelligence makes sure they only work with the best in the industry, and because they had a large number of people working for HDS, I worked with those people every day.

"But perhaps the best part about working with Entelligence was the relationships I built with the team members. From the CEO to my account manager and everyone in between, I knew I could go to them with anything. I spoke with Helen, their Senior Management Consultant, at least once each week to discuss issues at work, my career, and how we could do things better. Entelligence truly cares about their employees, but unlike other technology service firms that just give lip service to that idea, Entelligence proved it to me every single day."

Consultant Case Study: Navid Hassain

"Entelligence knows what's important. ☑ They never fail to do the right and best thing for their consultants."

Challenge: Navid Hassain was working as a consultant at a local company when Entelligence reached out to him. He was in closeout phase of his current projects and looking forward to taking next step in his career. He wanted to continue engaging in more challenging work, have the opportunity to develop highly complex solutions for enterprise organizations, and work with the best of the best in his field.

"I did a lot of research on Entelligence but what really sold me was their highly qualified and approachable team and providing best services to their customers without cutting corners. Entelligence asked me to fly out to meet the team in person. In a way it almost seemed too good to be true. I found out quickly it wasn't. Steve, John and Helen made me feel like family from day one and I knew immediately I wanted to be part of their team."

The Process: Navid was impressed with the comprehensive on-boarding process and he felt thoroughly prepared to begin his assignment. He was the first consultant Entelligence placed at Net App, a company he had long wanted to work with. *"The work I did while I was with Entelligence ticked off every box on my checklist. It was professionally rewarding, it pushed me to acquire new skills quickly, and I was put in a position where solving complex problems every day was a matter of course."* ☑ While a consultant with Entelligence, Navid spent 1.5

years as a Senior Project Manager and was then offered a promotion and a full time position with Net App.

What Entelligence Did Better than Everyone Else: When Entelligence reached out to Navid, he was already in the midst of a successful career. He was looking for an opportunity to grow his career, take on more complicated challenges, and maybe even more importantly, develop as a human being. When he connected with Entelligence and met the team, he was confident he would get the opportunity to do all of that and more if he signed on.

“Most employers, and certainly most technology services firms, are content to treat consultants like me as nothing more than a number on a spreadsheet – someone with a certain task to accomplish but who brings little value beyond the job at hand. Entelligence was a dramatic departure from that. From the moment I flew in to meet the team, I knew it was going to be a different experience. They don’t just claim to value their clients and consultants, they show it every day. I felt supported 100% not only in my job, but in my overall personal and professional development. They asked me what I wanted to accomplish in my career and they made sure that opportunities were made available to me so that I could achieve my goals.”

“They also went above and beyond anything I have ever experienced when it came to recognizing my life and interests outside of work. When was the last time your employer sent your kids or wife personally written and signed birthday cards and gifts? They didn’t just care about me the producer, they cared about me as a father, husband, and community member. Knowing that they cared about me in that way just drove me and motivated me even more.”

“Other companies in every industry should be looking to Entelligence for leadership in this area because nobody knows how to bring out the best in their people like they do. Entelligence knows what’s important. They never fail to do the right and best thing for their consultants. I consider working with them to be one of the highlights of my career.”

Consultant Case Study: Residence Engineer

“Entelligence made doing my job easy.”

Challenge: When this consultant crossed paths with Entelligence he had been working for the same company for 12 years. They wanted him to relocate but he didn’t want to move

his family. He was also ready to take the steps necessary to further his career. Entelligence found him on LinkedIn and he applied for a position.

The Process: Initially he was placed as an engineer at NetApp. He worked there for a year but had to leave due to some family matters. However, a year later when he was able to return to work, he was again placed at NetApp but this time at the highest level as a Residence Engineer. He now helps them with storage related issues, he advises them on best practices, and he makes recommendations on how to educate and train those who sell what NetApp offers.

What Entelligence Did Better than Anyone Else: Having never worked with a technology service firm before, he had no idea what to expect. Now, more than two years later, he ranks his relationships with those who work at Entelligence as some of the most valuable of his life, both professionally and personally.

“Entelligence surprised me from the very beginning. Before I had even met any of the team members in person, I was receiving emails congratulating me on my job. And this communication continued to the point where within just a few weeks of being part of the Entelligence team, I felt like I had known them my whole life. I was more connected to them than I had been to the company I had worked with for 12 years! When I had some family issues that required my presence at home, they stayed in touch and went above and beyond to show my family and me their support. I’ve never experienced anything like that before. In addition, one of the most valuable relationships I have is with Sally, their Business Development Manager. We speak frequently and when I was ready to return to Entelligence, Sally did everything she could to make it happen fast. I’m now working a job I love at NetApp and I have the unwavering support of Entelligence. I feel so fortunate and the best part of all is that I know I can continue to grow my career because of the experience, training, and mentorship that Entelligence provides.”