

Case Study



Aspire

- **Company**
Aspire
- **Employees**
100
- **Sector**
Recruitment
- **Services Provided**
Nasstar SilverBullet, International Office Support, Bond Adapt Consultancy and Development, Daxtra Consultancy, Broadbean Consultancy, Business Analytics, Back Office Integration

CUSTOMER SNAPSHOT

Aspire are a specialist Media & Digital recruitment agency in London, specialising in recruiting for the digital, media and marketing industries. In November 2015 Aspire won Agency of the Year, Best International Agency and Best Agency-side recruitment team at the Marketing and Digital Recruitment Awards, and the Sunday Times 100 Best Small companies to Work for in 2015.

// What we have now is an absolutely rock solid platform for fast-track expansion //

Aspire was losing time to server and CRM management. Nasstar for Recruitment freed them to focus on projects which add real business value.

CHALLENGE

When Aspire first came to Nasstar for Recruitment they were buried by daily IT management instead of progressing new projects. Aspire moved to Nasstar SilverBullet, a fully managed hosted IT service, which handled the everyday tasks.

This freed Aspire to focus on better utilising the data within its systems. In partnership with Nasstar for Recruitment, a cutting-edge Salary Survey tool was produced, enabling

candidates to see what they'd earn if placed by Aspire – live, through the Aspire website, based on real data from real placements. Aspire now focus on projects which add real value, instead of everyday IT management.

CLIENT VERDICT

For Chris Chandler, Nasstar for Recruitment is just what his business needs:

“What we have now is an absolutely rock solid platform for fast-track expansion. We've already opened in Hong Kong and Singapore, with essentially a plug and play network, and the efforts the team have made to deliver speed and performance levels there that nearly match those of London have been laudable.

That is all about going the extra mile, and genuinely responding to what clients need. I have a pretty demanding team here and they're straight on it if anything's up – but Nasstar for Recruitment are right back at them, sorting the situation straightaway or escalating it appropriately.

Ultimately it gets dealt with and I am spared all that stress and worry that used to be such a wasteful distraction in the old days. Now I get to concentrate on the business, and that's exactly as it should be.”