



# Pacific Medical Turns to Lanlogic for IT Staffing

Pacific Medical, Inc. needed to hire a qualified senior systems administrator who understood the volatile healthcare industry, as well as its IT environment. They depended on Lanlogic's business expertise and staffing assistance to identify the right person for the position.

## **PACIFIC MEDICAL DISTRIBUTES MEDICAL EQUIPMENT AND ORTHOTICS THROUGHOUT THE WEST**

Established in 1987, Pacific Medical, Inc. is a distributor of durable medical equipment and orthotics; specializing in orthopedic rehabilitation, arthroscopic surgery, and sports medicine. Corporate headquarters are located in Tracy, California. The company operates in seven western states, with a sales force of more than 150 highly skilled representatives.

## **FINDING A SENIOR SYSTEMS ADMINISTRATOR WHO UNDERSTANDS IT AND THE HEALTHCARE INDUSTRY**

Pacific Medical was faced with the challenge of hiring an internal full-time network senior systems administrator engineer to manage its company infrastructure and various IT projects. This position required more than just technical expertise: it required business process knowledge and overall comprehensive awareness of a network's risk impact to Pacific Medical's operations.

Pacific Medical's director of IT engaged Lanlogic to apply its proven IT staffing practices to identify the best possible candidate in the most efficient manner possible.

## **LANLOGIC TACKLES PACIFIC MEDICAL'S IT STAFFING NEEDS**

Lanlogic furnished one of its senior-level, management consultants to complete the following:

- Assess the new role's requirements and scope
- Leverage internal databases and compile resumes from external sources, as required
- Provide primary candidate screening services and initial recommendations on likely candidates
- Provide deeper screening of candidate technical and business process knowledge
- Present final recommendations for selection



"After using Lanlogic for a number of years to support our entire infrastructure, we found ourselves at a point where we needed to hire a full time Senior Systems Engineer. Lanlogic helped us through the entire process. From helping us write the job description, all the way through the multi-step interviewing process.

The expertise that Lanlogic brought to the table helped us find the best possible candidate for the position. We are extremely happy with the outcome of our search and would recommend Lanlogic to anyone looking for assistance in hiring a new IT employee."

**Director, Information Technology**



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## WHAT SEPARATES LANLOGIC FROM THE REST:

### OUR TEAM

The breadth and depth of expertise of the Lanlogic staff allows us to deliver IT services enjoyed by top-tier, global companies – solutions designed to meet your needs now and in the future.

### OUR UNDERSTANDING OF YOUR BUSINESS

Whether you are just starting out or you are already a large organization, we pride ourselves in delivering IT solutions, individually-tailored by Microsoft Certified senior-level consultants.

### OUR PASSION FOR SERVICE

We are available when you need us. We keep your office running and employees productive at all times.

For more information on any of our services and solutions, please contact us today.

## PACIFIC MEDICAL BENEFITS FROM LANLOGIC'S IT STAFFING ASSISTANCE

Pacific Medical received the following benefits from their engagement with Lanlogic:

- A streamlined process for selecting likely candidates
- Access to the existing candidate database of a highly regarded IT consulting firm
- The recruiting and technical experience of an IT manager actively hiring in the current market
- The consultant's understanding of Pacific Medical's environment to help identify the right person faster
- Savings of thousands of dollars from average recruiting fees charged by IT staffing agencies, with a better time-to-hire ratio

## The Value of a Trusted Advisor

Lanlogic offers a number of services to its clients that help them control costs and reduce risk:

- ✓ IT Services & Support
- ✓ Cloud Computing/SaaS/Hosted Services
- ✓ IT Consulting & Project Management
- ✓ IT Assessments & Planning

FOR COMPANIES OF ALL SIZES  
On-time. On-budget. **Guaranteed.**