

| Oracle Contractors .

Cracking the Big 4 Code



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CASE STUDY

Cracking the Code: Breaking Into the Big 4

In August 2024, we achieved a significant milestone: successfully placing a consultant at a European division of one of the Big 4 Professional Services Firms. This victory was not just a testament to our ability to deliver niche talent but also highlighted our persistence and strategic approach to navigating complex client partnerships.

A Relationship Years in the Making



For over three years, we engaged in conversations with the Head of their in-country Oracle practice. Despite our continuous efforts, we faced a familiar roadblock: “You’re not on our preferred partner list, and getting set up could take up to four months.

Besides, we’re not revisiting this process for another five years.” These words underscored the challenge we were up against.

We knew this would take more than conventional methods - it would require innovative thinking, bold moves, and sheer tenacity.

The Spark: A Niche Skillset in Demand



The turning point came when one of our trusted French candidates mentioned an urgent requirement for a European-based PPM (Project Portfolio Management) expert within a project that our target client was managing. This is a rare skillset that the market and indeed the client typically struggle to meet. Recognising an opportunity, we acted decisively.

We took the initiative and found a great fit from our extensive and in-depth network. We obtained permission from the candidate to send their CV directly to the project's hiring PM, who was under immense pressure to deliver. The project's timeline was at risk, and without the right expertise, the entire deliverable could face significant delays.

The “AHA” Moment: Redefining Possibility

This was the moment everything shifted. The hiring PM was quick to see the value of our candidate but encountered the same familiar hurdle: we were not an approved supplier. That's when inspiration struck - we proposed leveraging an existing, empanelled partner to facilitate the placement.

This unconventional suggestion transformed the discussion from “we can't” to “we must.” The urgency we emphasised - that losing this candidate could jeopardise the entire project, resonated deeply with the PM and sparked immediate action.



Turning Obstacles into Action



The hiring PM championed our approach, pushing procurement to expedite the process. Our candidate's specialised qualifications and the risk to the project's success acted as powerful motivators.

Within days, the barriers that had loomed for over three years were dismantled, the partner agreement finalised, and our candidate was placed. What once seemed impossible became a landmark achievement, turning a stagnant relationship into a dynamic and promising partnership.

Impact and Future Transformation

This placement not only saved a critical project but also showcased the exceptional value Oracle Contractors brings as a strategic partner.

The client's trust in our innovative thinking and seamless execution transformed us from an external hopeful into a proven, trusted ally. This success laid the groundwork for future collaborations, proving that we can navigate even the most complex industry obstacles.



Industry-Specific Insights: Meeting Niche Needs

This experience underscored our agility and extensive network in addressing specialised skill gaps. In a sector where precision and expertise are paramount, our ability to deliver under pressure set a new standard.



Driving Success, One Solution at a Time

Our commitment to creative problem-solving ensures we're not just another service provider - we're a partner who tackles challenges head-on and delivers results with speed and precision.



Feeling inspired by the success of Oracle Contractors?

Contact us to discover how we can support your journey in finding
the ideal candidates to elevate your team.



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