

Security solution provider accelerates development in tight hiring market

HARD-TO-FIND EXPERTISE SATISFIES EXACTING STANDARDS AND HIGH-TECH NEEDS



SenecaGlobal supplied specialized development talent to help a Series C-funded security solution provider accelerate time to market for its existing product and next-generation cloud-based product.

OUTCOMES INCLUDED:

150%

INCREASE IN DEVELOPMENT CAPABILITIES

2.5x

FASTER TIME TO MARKET

5x

INCREASE IN SOLUTION ADOPTION



SITUATION

A fast-growing security solution provider had experienced increasing sales, taken on an exciting product road map and recently closed its sizable Series C funding. To keep up with demand and turn its new ideas into reality, the company needed to scale advanced technology fast.

However, recruiting and onboarding new engineering talent were key roadblocks in achieving development goals. With customers and investors eager to move forward and see results, the company turned to SenecaGlobal.

PROBLEM

The company's software development team was stretched thin and focused on execution to meet customer demand. Spending so much time doing the work left little time to fine-tune corporate strategy or concept advanced security technologies to stay ahead in its market space.

To achieve the company's development goals, it needed to recruit a team of developers with particular skills in software development, artificial intelligence (AI)

algorithms and security automation technologies who could demonstrate their skills by passing a difficult internal exam process. Those candidates were in high demand and very hard to find.

Overcoming the challenge of finding the right talent in a tight market would require a nuanced solution. With fast-approaching delivery deadlines, delays in recruiting could derail the company's success.

SOLUTION

SenecaGlobal dove in to gain an understanding of the company's culture of innovation, high standards and need for specialized skills. As an early step, SenecaGlobal assigned project managers and developers to two sprint teams to accelerate feature updates for the current product portfolio.

Based on the immediate success of those sprint teams, the company's leaders turned to SenecaGlobal again when they needed to speed time to market for their next-generation cloud-based solution — the company's new flagship product. SenecaGlobal rolled out a third sprint team that brought critical experience in scaling global solutions in a microservices cloud environment.

To simplify recruiting, SenecaGlobal implemented processes to add team members with specialized technology skill sets and backgrounds, who demonstrated proficiency in security solutions. Recognizing the aggressive timeline, the SenecaGlobal team streamlined the process, including mapping procedures to match the company's workflow and structure and conducting rigorous screening exams.

“SenecaGlobal proved themselves immediately. They added so much value at such a high standard that we asked them to work on our in-demand cloud-based product too.”

— CEO, SECURITY AUTOMATION PLATFORM COMPANY

RESULTS

SenecaGlobal satisfied the company's immediate need for in-demand tech talent while meeting the company's recruiting standards — and delivered on the accelerated timeline too. The project capitalized on the SenecaGlobal team's core capabilities, including AI algorithms, security automation technologies and cloud expertise.

With the ideal tech talent on board to deliver a high-quality product, the company's internal employees could focus on core business strategy. In just eight months, SenecaGlobal:

- Enabled faster rollout of the cloud-based solution, which spurred a 5x increase in the adoption of the new flagship product

- Accelerated time to market by 2.5x
- Increased development capabilities by 150%

SenecaGlobal proved that it can solve the security provider's complex technology issues. The company's leadership team sees SenecaGlobal as an extension of its development team that can accelerate its innovation of new products that will drive its business forward.



Focus on security

WHAT'S KEY WHEN YOU'RE DEVELOPING A SECURITY PRODUCT

Do you need to boost your development capabilities?

As you look for a partner to help you achieve short- and long-term development goals, consider these important factors:



EXPERTISE

Deeply knowledgeable of machine learning, AI and cloud development (both native and refactoring)



MINDSET

Able to grasp the venture capital mindset and the need to accelerate development



BUILT-IN SECURITY

Able to incorporate security into product development early



QUALITY

Effective and on top of emerging trends and technologies



ENGINEERING SERVICES

Able to bring the specialized technical skills you need



CULTURE OF INNOVATION

Able to embody and encourage innovation through professional development and incentives



EXPERIENCE

Able to step in and quickly be productive



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About SenecaGlobal

SenecaGlobal accelerates development and reduces time to market for growth-stage software companies that are ready to increase innovation and revenue. Wherever you are on your digital journey, we can provide big-firm service levels and hard-to-find expertise in cutting-edge technologies. Our people-focused culture rewards innovation and invests in employees' professional development. SenecaGlobal brings deep domain expertise in healthcare, manufacturing, security, fintech, venture capital and private equity.