

Kovasys IT Recruiters

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Company Overview

- Kovasys IT Recruitment is a specialized North American IT staffing firm (est. 2005) focused exclusively on IT hiring.
- North America coverage (US + Canada)
- We support enterprise and mid-market organizations across Beeline, Fieldglass, VNDLY, Coupa, Flextrack, and other VMS/MSP environments.
- Core Strength: We fill high-demand, niche IT roles that generalist staffing vendors consistently miss.

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IT Specializations

- Cloud & DevOps (AWS, Azure, GCP)
- Software Engineering (Backend, Frontend, Full Stack)
- Data & Analytics (Data Engineers, Scientists, BI, ML)
- Cybersecurity (IAM, SOC, Threat, Vulnerability)
- Infrastructure & Systems
- QA / Automation / SDET
- ERP (SAP, Oracle, Workday, Salesforce)
- Project & Product (PM, BA, Scrum Master, PO)

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Why Programs Add Kovasys

We strengthen supplier coverage for VMS/MSP programs by improving critical KPIs:

- Faster time-to-submit (24–48 hours)
- We reduce MSP workload by submitting fewer, higher-quality candidates.
- Higher fulfillment rates on niche IT roles
- Strong hiring manager satisfaction
- Higher quality, pre-screened candidates
- Gap-Filler Value: Ideal for aged reqs, niche skill sets, hiring escalations, or volume spikes

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Performance Metrics

- MSP response time: < 1 hour (SLA)
- Interview acceptance rate: 95%+
- Assignment completion: 95%+
- Hiring Manager Evaluation to Interview: 40%+
- Interview-to-Offer Rate: 30–50%

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VMS/MSP Experience

- Beeline • SAP Fieldglass • Workday VNDLY • Coupa CW • Flextrack • IQNavigator
- Experienced with full workflow: submittals, compliance, rate cards, onboarding, timesheets, audits, and MSP communication protocols.

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Operational & Compliance Strength

- Dedicated MSP/VMO delivery support
- Fully insured (Liability + E&O + Cybersecurity)
- Background checks & onboarding coordination
- SLA-driven processes
- Market rate intelligence & rate card alignment

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Pilot Supplier Program

Low-risk onboarding option for hard-to-fill IT roles:

- 5–10 req pilot
- Ideal for aged reqs or niche IT needs
- Rapid integration with MSP workflows
- Dedicated IT delivery team

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Geographic, Industry & Talent Coverage

- Full North American coverage (US + Canada), including secondary markets where suppliers typically struggle.
- All major tech hubs (NYC, SF Bay Area, Chicago, Toronto, Montreal, Alberta, Vancouver, Seattle, Texas, Florida)
- Deep pipelines in Software Engineering, Cloud/DevOps, Cybersecurity, and Data
- Industry coverage spanning finance, government, healthcare, retail, utilities, and SaaS

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