

Where IT meets its match

HITECHPROS
La Bourse des Services Informatiques

The way the world works and employs workers is drastically changing. As the workplace landscape continues to reshape itself, more and more employees are opting to become their own boss and set their own employment-related terms. Often, though, entrepreneurs lack the necessary connections and manpower to find and build lasting business relationships. In France, HiTechPros SA, an online IT outsourcing marketplace forum, helps IT companies and independent professionals meet their perfect match on a per-project basis.

Ebrahim Sammour has served as deputy chief executive officer and member of the board of HiTechPros SA since 2007



HiTechPros understands the needs of the clients it serves. "Originally, we were also a tech company looking to hire out our talented staff to other companies," says Ebrahim Sammour, HiTechPros co-founder and deputy chief executive officer. Today, the company has expanded from just a forum where skills and projects are matched to include mediator services between interested parties. This helps smaller, flexible, yet previously more overlooked freelancers connect with quality projects that typically had gone to larger corporations. The IT matchmaker credits its success to its business model's lack of competition. "We have the advantage of time," states Mr. Sammour. "New firms in our industry now have to play catch-up." Another success factor is HiTechPros commitment to quality and satisfaction. "As a service provider, we

do not want to match just anyone to any job. We search out the best candidates," explains Mr. Sammour. For its unique business model and mission to provide excellent service, HiTechPros was recognised with the 2009 Company of the Year Award. The IT platform currently operates in France with a few clients in Belgium, Switzerland and Luxembourg. As it focuses on staying an IT project-partnering leader, HiTechPros plans to duplicate its business model and set-up comparable services in other countries in the coming years. ■

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