



### **Absolute IT Limited**

Absolute IT is a premium supplier of IT recruitment services. The Company provides skilled personnel to customers through its "Go contracting" and permanent placement services. Absolute IT has offices in Auckland, Wellington and London.

### **Situation presented**

Absolute IT has an established and strong brand presence. The company is enhancing its position in the IT recruitment market – including establishing an office in the UK. The Directors are committed to taking the business to the next level. This included the establishment of a full Board.

### **Solutions provided**

- Initial Advisory Board role, then invited to become Chairman of the group from 2007-2009;
- Reviewed and realigned the structure of the group to best focus the personnel resources of the Company;
- Negotiated a shareholding in the Auckland business with its manager to incentivise and drive growth in the region;
- Determined the business case for a UK office with the Directors, meeting with business partners in the UK and New Zealand.