

Global Human Resources AG was founded by André van Sprundel in 2000. The company really came about through the growing trend for IT specialists to offer their skills as freelance workers in the industry. These specialists were operating as one-man businesses; therefore, on the one hand, they had to be actively involved in their projects, and, on the other, they had to market their talents to win the next contract. Juggling these two activities tends to be very difficult. Therefore, André van Sprundel recognised a real need for a human resource management agency that could assist freelance IT specialists. Today, Global Human Resources AG employs four internal members of staff and has a present annual turnover of three million Swiss Francs.

Global Human Resources AG recruits from a pool of around three thousand IT specialists in Switzerland. Half of these are freelance workers, while the other half are smaller enterprises offering IT services. The company utilises the services of several renowned Swiss enterprises, which, in turn, use Global Human Resources AG for carrying out sales and marketing activities. They are associated with the company by means of a special partner programme. The company sells this specialist know-how to medium-sized and large enterprises, many of

## The Knowledge Provider

**Global Human Resources AG, based in Baar, Switzerland, specialises in project-based IT resource management. The company sees itself as a knowledge provider and has access to a vast pool of IT specialists, both at home and abroad.**



**Mr André van Sprundel is the CEO of Global Human Resources AG**

which need specialist IT services. André van Sprundel is our interview partner: *“We essentially serve those sectors that use IT. At any given time, we have at least forty to fifty specialists working at the customers’ premises. 80% of our business takes place in Switzerland, but we are also attracting a growing number of international customers. However, we want to strengthen our position at home before considering international expansion.”* Global Human Resources AG is called upon by its

customers as a knowledge provider. Speed of reaction to a customer enquiry is an important success factor for the company, as are personal contact throughout the company’s business chain. *“We know all the strengths and weaknesses of our specialists because we know each one of them*

*personally. Furthermore, we are in close contact with our customers and are aware of their specific requirements.”* In addition to its human resource management services, the company offers “Phoenix - the Knowledge Base”, an intelligent and innovative holistic software solution for personnel management which is modular and scalable. The company holds a number of important certificates, such as those issued by Swiss HR industry associations, authorities, ISO 9001:2000 and data protection GoodPriv@cy. The list of reference customers includes UBS, Swisscom IT Services, Asept, Roche and the Swiss Ministry of Defence.

For 2006, Global Human Resources AG expects between 20% to 30% organic growth. *“We are open for international contracts now - Global Human Resources AG has been registered as a brand throughout Europe”*, as André van Sprundel concludes.



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