



AEROTEK, INC.

BUSINESS: Aerotek, an operating company of Allegis Group, is the top provider of technical and engineering staffing services in the United States. Aerotek's 2,000 recruiters work with more than 9,000 clients and 55,000 active contract employees. Aerotek's revenues in 2007 hit \$2.7 billion.

LOCATIONS: Aerotek boasts more than 150 offices across the U.S., Canada, and Europe. Its headquarters are in Hanover, Md.

HISTORY: Aerotek started 25 years ago as a small staffing firm that placed technical contractors with aerospace and engineering firms. It is an operating company of Allegis Group, the largest staffing firm in the United States. Other companies under the Allegis Group umbrella include TEKsystems®, Stephen James AssociatesSM, MarketSource®, Major, Lindsey & Africa LLC, and Allegis Group Services®.

RECENT PROJECTS: Aerotek recently has recruited contractors who have worked on the NASA Crew Exploration Vehicle, Phase II; supported the U.S. Army Corps of Engineers Base Realignment and Closure construction projects; and provided maintenance and modification services for military aircraft.

UNCOVERING THE RIGHT EMPLOYMENT OPPORTUNITIES

Aerotek's expertise in matching jobs and people helps engineers and scientists find fulfilling and exciting career opportunities

WHILE MANY ENGINEERS AND SCIENTISTS with security clearances encounter little trouble finding job opportunities—just posting their resumes online likely will lead to at least a few phone calls—uncovering the positions that best match their skills and interests can be more challenging.

That's where Aerotek can help. Aerotek® Inc. is a leading provider of technical and engineering staffing services across the U.S., Canada, and Europe. With its recruiters' extensive networks, Aerotek can identify both temporary and long-term positions that perfectly fit candidates' backgrounds and knowledge. What's more, many are opportunities that few candidates would otherwise hear about, says John Jones, vice president of business development. "Networking is king," Jones says. "For every 10 jobs advertised, roughly nine are not." Instead, they're filled by word of mouth, networking, and staffing agencies.

That's where Aerotek can excel. Its sizable recruiting staff and focus on technical services enable its employees to match potential candidates with a range of positions.

Aerotek recruits engineers, scientists, and various other technical positions on behalf of a number of industries, including aerospace and defense, electronics, architecture, manufacturing, and energy services, among others. Aerotek recruiters work with companies and job candidates in all these disciplines to bring the two together. The company's goal is to match candidates' knowledge, skills, and attributes with the positions that require that specific mix, Jones says.

In fact, its corporate slogan is, "People. Fit. Perfectly.®" By seeking out the candidates who can best fill different roles, Aerotek fosters successful relationships and careers.

Candidates are thoroughly screened, which helps to ensure the best possible match between the company and individual. The process typically includes several rounds of interviews to outline a

candidate's skills and experience and is not complete until Aerotek checks at least two professional references before placing a candidate.

Aerotek seeks out engineering and scientific professionals across the U.S. It uses a variety of means to reach them, including employee referrals, job fairs, advertising, professional organizations, and the Internet.

Its recruiters seek individuals from technicians to recent college graduates to Ph.D.s with years of experience. "We've placed everyone from skilled artisans who work on aircraft and up-arming of vehicles, to engineers working on cutting-edge research and design," Jones notes. That said, Aerotek pays particular attention to individuals with experience within defense research laboratories, as many already have the highest levels of security clearance, as well as experience working on cutting-edge projects.

Aerotek also works with seasoned employees who want to cut back their hours but still continue on the job in a professional capacity, says Jones. Armed with their extensive lists of contacts, Aerotek's recruiters are able to link many such professionals with positions that make use of their knowledge and experience yet offer part-time schedules, Jones says. Similarly, Aerotek can work with individuals seeking either temporary or long-term projects. Many temporary projects turn into long-term ones, Jones explains.

Aerotek also will collaborate with candidates who need to obtain a security clearance and whose potential employer has asked that they get one.

Candidates who would like to continue to expand their technical careers also can look to Aerotek. Engineers and scientists who tap into the range of Aerotek's resources likely will find the positions that leverage their abilities and interests. "By engaging us, candidates join an extensive network that can help them get the job they're looking for," Jones notes. ●