



Case Study

HireBetter impacts OnRamp's success by aligning talent plan with key business objectives.

THE COMPANY

OnRamp is a Data Center operations company that delivers a full suite of Colocation, Cloud Computing, High Security Hosting and Disaster Recovery services backed by Full7Layer Support, that helps their customers build, deploy and manage Data Center operations at each and every layer.

THE CHALLENGE

OnRamp partnered with HireBetter at a critical point in their history. OnRamp was experiencing rapid growth and management realized they started to outgrow their existing team. They needed to add several new key leadership roles, transition several long-time employees into individual contributor roles and build out a team of A-players to sell and deliver their differentiated services.

THE SOLUTION

OnRamp unsuccessfully utilized recruiters in the past and had an overall negative feeling towards recruiters, in general. HireBetter stepped in and facilitated tough, crucial conversations. Through a Strategic Talent Planning session, together we evaluated the skills of their existing team and made recommendations on modifications to existing roles and new ones, which needed to be addressed immediately. HireBetter counseled management through the transition of its former Director of IT to an individual contributor role, allowing Onramp to replace the position with the game changer they needed.

THE RESULTS

OnRamp's team has grown and is now delivering 50% more revenue since working with HireBetter. The new Director of IT quickly gained the confidence of Onramp's clients and brought credibility to the team that influenced a significant increase in sales, including signing its largest client ever in his first 6 months.

Going through the HireBetter process gave OnRamp the confidence to acquire a new data center in Raleigh, NC. OnRamp knew that together we would be able to build the right team to staff it and successfully launch this new venture.

HireBetter continues to partner with OnRamp to address its longer-term talent needs on a proactive basis. 100% of the new hires have been successful—no one has left or been asked to leave the company.

HireBetter has helped OnRamp with numerous new hires, including the following key positions:

- BUSINESS DEVELOPMENT EXECUTIVE
- CHANNEL ACCOUNT MANAGER
- DIRECTOR OF IT
- NATIONAL SALES ACCOUNT EXECUTIVES
- VICE PRESIDENT OF SALES



RYAN ROBINSON
President,
OnRamp Access

“As President, one of the most important things that I can be doing is making sure we have the right team to continue to scale the business, and HireBetter has been a critical partner in us accomplishing that.”