



CASE STUDY

SCALING A PIGMENT FP&A PRACTICE IN A SCARCE TALENT MARKET

THE CHALLENGE

A growing fintech consultancy needed to rapidly scale its Pigment FP&A delivery capability. Senior Pigment Solution Architects with strong finance backgrounds were required to lead implementations and engage at CFO level in a market where this talent is extremely scarce, particularly in the US.

THE DIGISOURCED APPROACH

Digisourced applied a relationship-led search strategy, leveraging deep expertise in FP&A and the Pigment ecosystem. The focus was on proven delivery leadership and finance capability, rather than relying on traditional, job-led recruitment methods.

DELIVERY

Senior Pigment consultants were engaged directly from the market, with a high-quality shortlist delivered within three days. The client was able to move quickly and secure critical talent despite intense competition.

OUTCOME

Within one month, the first senior hire was onboarded, followed by two additional consultants.

This enabled parallel delivery across multiple Pigment implementations, improved consistency and quality across projects, and strengthened leadership within the practice.

RESULT

Digisourced successfully scaled a high-impact Pigment FP&A practice at speed, providing the capability needed to support growth in one of the most talent-constrained areas of enterprise finance technology.

TESTIMONIAL

“Harry is very proactive in his communications and regularly checks in to understand upcoming hiring needs. He keeps a strong pulse on the market and is extremely responsive. We received high-quality candidates immediately, and Harry helped us secure three resources with very rare skillsets who have made an immediate high-impact contribution.”

