

CARIBBEAN BUSINESS

SPECIAL REPORT

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FASTEST GROWING COMPANIES

Cervantes Group: tracing a long road of success

BY CB STAFF

Cervantes Group, a technology and project-based consulting, executive and technology recruitment company, boasts sales of approximately \$1 million a year and is contemplating opening offices in Boston, Miami and Seattle in the next five years, while also adding the expansion of its Puerto Rico and Chicago offices to the company's 2008 business plan.

"As a business, choosing when to expand, how to do it and how much to invest is really the hardest part of being a fast-growing company. The most important part is that we are growing and identifying why, and trying to keep the successful ingredient with us to expand upon it," said Joanna

Bauza, president of the company.

The four main services the Cervantes Group provides are project-based staffing, short-term staffing, executive placement and direct placement of technology professionals.

The company is known for going the extra mile, knowing what to do and most importantly doing what it says it will do. "We are best known for our flexibility, our knowledge of the industry and for the honesty with which we treat our customers," said Bauza. Even though there have been many new contract-staffing providers, government dilution and a banking-industry slowdown, the company has kept at the forefront of business. "We concentrate on the private sector as specialists in the technology search and selection of both

permanent and project-based solutions."

The Cervantes Group is very selective in terms of whom it works with and the types of business deals it chooses to handle. "We don't overextend and we only work with great clients who enjoy working with professionals and competent companies such as ours," said Bauza.

On top of handling all kinds of IT staffing needs, Cervantes Group can also help individuals with career coaching. "If we don't know how to do something, we have no problem with letting our clients know. We know we are successful not by numbers or growth rates, but when our clients say thank you for helping and coming through for them when they most needed it," added Bauza. ■

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for Service"



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