

### OrderWork set to capitalize on early market momentum with newly appointed commercial director

**Monday 2nd April 2007:** OrderWork, the trading platform for IT skills, has announced a key appointment to lead its sales and commercial delivery. Tom Bausemer, formerly a commercial director of consulting for Forrester Research Inc., the global IT research company, takes up the position as commercial director at OrderWork. Tom will use his expertise to achieve sustainable growth for the company, streamline the sales process and manage, grow, coach and develop OrderWork's sales force.

At Forrester, Tom managed a \$20m consulting business, and was responsible for a 125% growth to \$45m in just three years. Prior to that, Tom worked for PowerSteering Software as sales director. He managed on-site demos of the company's products and quadrupled sales in one year. Tom's expertise is within the retail sector, technology vendors, large corporate companies and small to medium businesses.

OrderWork launched its IT skills trading platform in the UK only last year and it has immediately caught on. We are on target for a tremendous growth in sales in the coming year said Tom. The concept of trading IT skills is fairly new to the UK, so it is important that we provide our customers with a thorough service and the support of highly-trained technicians.

We are thrilled to welcome such an experienced sales executive to our team. After only 9 months of operations OrderWork has gained immediate traction and momentum working with firms such as DSGI and Microsoft. Tom's appointment is timely as we ramp up to bring on other major new accounts, said Toby Strauss, Executive Chairman of OrderWork.

OrderWork is the UK's first trading platform for IT skills. Launched in summer 2006, buyers can use OrderWork to find extra IT resources when they have peaks in demand; when they need to cover staff for absences; when they need to increase capacity for major projects; and when they need to source hard-to-find skills. On average 1500 jobs are traded per month.

#### About OrderWork

OrderWork, the trading platform for IT skills, is the new way to source and buy a broad range of vetted IT skills across the UK. It services the external IT resourcing market of one hour to three months by providing easy access to essential IT skills. From a single source OrderWork is able to provide access to the best IT skills at competitive rates using its online system. OrderWork is already making projects and expansion more cost effective and manageable by building relationships with suppliers, monitoring the quality of services and delivering capacity across the country. For further information visit [www.orderwork.co.uk](http://www.orderwork.co.uk)

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#### Careers with OrderWork

- [Service Delivery and Resource Manager](#)
- [Account Manager](#)
- [Service Delivery Specialist](#)

#### Press Releases

- [OrderWork Q4 Survey](#)
- [OrderWork partners with DSGI](#)
- Tom Bausemer appointed Commercial Director

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