



**Digital Guardian** uses a single endpoint agent to defend against both insider and outside threats. The company evolved the product from protecting against internal threats to dealing with external attacks as well.

<https://digitalguardian.com/>

## The Situation

Emerald first engaged with Digital Guardian in 2013, on a contingent basis with no specific point of contact. There had recently been a restructure in senior management, with many new managers assuming board level positions.

At this time, Digital Guardian did not have any internal channels in place for attracting candidates other than word-of-mouth referrals. In Europe, they were experiencing a serious lack of resources and a seemingly very limited talent pool. Head hunting firms

they engaged with seemed to lack a deep comprehension of their requirements.

## The Solution

When Erik Driehuis came on board as the new VP EMEA, we proved our value by placing a UK sales hire with him, efficiently fulfilling this within a matter of weeks. At the time, Erik had no established recruitment partners he could trust, so following the UK placement, Emerald were able to move this relationship forward.

Emerald worked closely with Erik to fully understand Digital Guardian's background, company culture and business processes. We entered in-depth discussions around the technology and the career histories of their existing team.

Utilising this new-found knowledge, as well as our existing skills and experience, we mapped out the market to uncover six perfectly qualified individuals with the ability to pursue the UK sales opportunity.

Convinced by our methods, Erik then enlisted our help on the creation of 'tiger teams' of sales executives across the UK, France, and Germany. To date,

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"Emerald Technology has proven to be an invaluable resource in assisting with our EMEA expansion. Their understanding of our business model and company culture is unique, and they maintain strong relationships with our senior management team. I have been consistently impressed by the speed at which they assemble shortlists, and by the relevance and quality of candidates presented. The individuals we have hired through Emerald have been instrumental to the growth of our team and business, and I look forward to working with them on future hires."

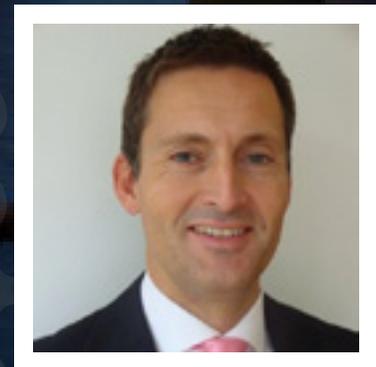
we have placed more than ten people into the European business unit.

## The Results

Digital Guardian and Emerald Technology continue to work in partnership, with a view to doubling the European team as they move towards an IPO or acquisition.

In addition to this, we are creating and engaging with a layer of management within Digital Guardian across central Europe, to whom we offer our value added services, including global expansion and telemarketing.

In 2014, Emerald's contribution accounted for Digital Guardian experiencing their highest levels of revenue on record for EMEA.



**Erik Driehuis**  
Vice President Sales EMEA