



Case Study

A financial management and advisory corporation awarded preferred vendor status after staffing service managers demonstrated an understanding of client's culture, evolving needs, and technical requirements

Client:

A Financial Management & Advisory Corporation

Industry:

Financial Services

Service Offering:

Staffing Services

- Applications Staffing Services



The Situation: As one of the world's leading financial management and advisory companies, this institution has offices in 44 countries, as well as total client assets of over \$1 trillion. As an investment bank, this company is a top global underwriter and market maker of debt and equity securities. Corporations, governments, institutions, and individuals around the globe look to this company for strategic advice, as well.

The Challenge: TEKsystems® was asked to become a preferred vendor for the staffing services for this company. Hiring more than 3,000 consultants per year, the company was looking for consultants to work under the direction of client managers to complement in-house client technical staff. The company previously had problems finding qualified consultants to meet their business challenges.

The Response: In response to the many requirements coming in from the company, TEKsystems designated an account manager and a recruiter to work on the account to supply only those candidates who best fit the client's needs, each time, every time.

The Result: TEKsystems has become a valuable partner to this company through relationship building, which has allowed us to gain a full understanding of how the company operates. Our ability to provide the needed resources has proven that TEKsystems is an effective partner that understands business needs and technical requirements.

As a premier provider of technology staffing and services, TEKsystems has filled more than 80 percent of the client's requests for consultants, and has successfully staffed entire departments responsible for key applications within the company, including providing more than 12 people responsible for all public Web sites for the company. Under the direction of the company's managers, TEKsystems' consultants have developed three Web sites, one of which recently won the industry top honors for online trading sites. TEKsystems' consultants have become key members of the team and have actually been recipients of awards given at the company's own formal meetings.

The Technology: Visual Basic®, ASP, COM Developers; Visual C++® ASP CON Developers; Visual Basic® SQL, Active X® Controls; DB2® Database Administrators; Oracle® Database Administrators; COBOL CICS DBS Developers; Vignette Developers; Business Analysts; Silk Testers; Manual Testers; Project Managers

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