



Case Study

Leading property and casualty insurance provider's urgent need for uncommon and highly sought after Technical Professional distinguished TEKsystems as client's strongest vendor

Client:

A Leading Property and
Casualty Insurance Provider

Industry:

Financial Services

Service Offering:

Staffing Services

- Applications Staffing Services



The Situation: Headquartered in the Midwest, this insurer has over 25,000 employees and is served by more than 10,000 agents nationally. With an extremely critical and highly visible project already in progress, this large insurer had an urgent need for a very high-level data-warehousing specialist experienced with Microstrategies Version 7, Oracle®, SQL, and Sybase®. In addition, the project required that the specialist also have ERP experience with PeopleSoft® (financials) and SAP (HR, financials), as well as experience with CRM systems, including Siebel and Vantive. Understanding how difficult these skills were to find, the company immediately contacted its 16 preferred vendors to fill the position.

The Challenge: The client required an uncommon and highly sought set of skills for which there was a serious shortage in the marketplace. Consultants with these skills are generally booked for long assignments and often book engagements months in advance, due to the demand for their talent.

The Response: The local TEKsystems® office called on its national network to fill the position. A TEKsystems location in the Southeast quickly responded to the call, informing the local office that there was a candidate currently under contract with TEKsystems who would soon be available for another contract. Within three days of the request, TEKsystems submitted the candidate to the client. Only one other candidate—who was found to be unqualified—was submitted by the other 15 vendors. After interviewing the TEKsystems candidate by telephone, the client made an offer and hired the candidate.

The Result: As a premier provider of technology staffing and services, TEKsystems quickly met the customer's needs and helped get their high-priority project back on track. Furthermore, because the consultant's level of expertise and productivity exceeded client expectations, the project's estimated six-month time frame was cut in half, saving the client over \$75,000. Today, the vendor manager responsible for this group's staffing considers TEKsystems to be one of the company's strongest vendors.

The Technology: Certification in Microstrategies Version 7; certifications in various Oracle®, SQL, and Sybase® databases; ERP applications, including PeopleSoft® (financials) and SAP (HR, financials), and CRM applications, including Siebel and Vantive