



Case Study

Merger forces large financial services firm to seek assistance staffing high-level Technical Professionals for integration of banking systems

Client:
A Leading Global Financial
Services Firm

Industry:
Financial Services

Service Offering:
Staffing Services
- Applications Staffing Services



The Situation: A leading global financial services firm was in the process of merging with a firm that offered large retail banking center services. The merger was planned to combine the power of investment banking resources with the ease and convenience of retail banking. The new conglomerate would feature enhanced access to market data, proprietary investment research, account monitoring, and more payment and funds transfer options. In order to realize back-office efficiencies, the two companies had to integrate their two, very different banking systems into one comprehensive system.

The Challenge: The client was searching for a select group of vendors that it could rely on to provide high-level professionals for staffing engagements on short notice. The client's normal information technology business model was not designed to support the volume of IT and communications needs that were anticipated over the next 12 months because of the merger. As a premier provider of technology staffing and services, TEKsystems'® staffing delivery model made a favorable impression, and TEKsystems was selected to become part of this team.

The Response: Based on its recruiting abilities, local presence in the affected market, and reputation for outstanding customer and Technical Professional relationships, TEKsystems was selected in 2005 as one of five vendors to work with the client's enterprise division. After meeting with the client to address its project's specific needs, TEKsystems began the recruitment process and placed more than 25 consultants on-site. Since the engagement began, TEKsystems has provided Business Analysts, Developers, Testers, Project Managers, Release Managers, and other mainframe resources that possess retail banking deposits and CICS experience.

The Result: TEKsystems' continuous staffing assistance has moved with the ebb and flow of the client's changing requirements. Using TEKsystems' flexible billing options and hiring only those individuals that are necessary for each phase of the merger, the client has met its budgetary goals. TEKsystems' professional consultants have helped the client effectively navigate the merger process, and realize important



efficiencies in its retail back-office procedures. The engagement is ongoing, and will segue into a similar project with a smaller retail banking center in the Mid-Atlantic.

The Technology: The client's backend mainframe technology is DB2® with VSAM flat files and CICS®.