



## Case Study

Large property and casualty insurance provider required a team of Technical Professionals to improve current pension application in short time frame

**Client:**

Industry Leader in Property and Casualty Insurance

**Industry:**

Financial Services

**Service Offering:**

**Staffing Services**

- Applications Staffing Services



**The Situation:** A Fortune 100 company and worldwide leading provider of insurance and related financial services was looking for an experienced company to assist with the development of additional reporting enhancements regarding its pension application tool. The impact of this project would have a significant effect on the company's financial brokers.

Through this increased functionality, the Pensions TPA Model project would improve the brokers' customer applications for Wealth Management modeling.

**The Challenge:** The client sought to improve the current pension application to enhance their ability to serve their pension customers; however, their initial pension applications were written in Micro Focus Cobol, which did not have the reporting capability that the pension brokers needed from their pension application.

The challenge of their project was further compounded by time constraints. The client's project needs indicated that, to be successful, the company they selected would have only one week to select and engage candidates for the assignment. Additionally, phase one of the project would need to be completed within eight weeks of inception.

**The Response:** TEKsystems® was selected as one of two companies to work on this project, based on the initial proposal competition. As a premier provider of technology staffing and services, TEKsystems was selected to work with this client because TEKsystems was competitive, not just in price, but in our ability to maintain a strong network of Technical Professionals and recruit high quality candidates.

Through TEKsystems formalized interview and selection process, TEKsystems' Columbus, OH office was able to propose potential candidates efficiently and reliably. Because the client's project required a significant level of reporting, it was determined that using Oracle forms and reports would be the most effective solution. This software change necessitated a team with a mixed skill base to include Micro Focus Cobol, SQR, and Oracle® forms and reports, as well as skills Harvest and



Maestro. TEKsystems ultimately assembled a team of six Technical Professionals with the specific skills and backgrounds to fulfill this project. This process eased the managers' concerns and alleviated undue complications by limiting interview cycle times.

As a result of this support, the phase one goals were met, and five of the six candidates made the phase one completion date.

During phase two, three of the Technical Professionals on the assignment were selected to remain on the project past the initial eight weeks to participate in the following two months of the development phase.

**The Result:** TEKsystems was able to ease the client's initial concerns about timing and locating the talent necessary to meet their application deadlines. The client was very pleased with our candidate availability and interview arrangements, recognizing TEKsystems' added value and time savings brought by this effort. Ultimately, TEKsystems success with meeting deadlines in conjunction with our added value allowed the manager to obtain the financial support needed to proceed with phase two of the TPA Pensions project and extended the contracts of several of our Technical Professionals.