



Case Study

Data warehousing solutions provider looks for assistance with client-server application upgrade with aggressive completion date

Client:

A Global Leader in Enterprise Data Warehousing, Analytic Applications, and Data Warehousing Services

Industry:

Retail

Service Offering:

Staffing Services

- Applications Staffing Services



The Situation: A global leader in enterprise data warehousing, analytic applications, and data warehousing services was separating from its parent company so that each could better focus on its unique strengths and strategic initiatives. The client plans to use this opportunity to further innovations in its already top-notch products, services, and solutions. Organizations rely on the power of the client's award-winning solutions that integrate detailed historical information with near real-time data. This comprehensive analysis of buying trends leads to better corporate decision-making, stronger customer relationships, and enhanced profitability. Although the separation will create two independent market leaders, the client will continue to work alongside its parent company to help businesses maximize the value of customer interactions. The client has been a pioneer in the data warehousing industry for almost three decades, and currently executes more than 1,200 solutions to help over 800 customers improve their competitive positions.

The Challenge: The client was in the process of completing production on a client-server application upgrade that had been promised to its customers by year's end. The application upgrade, which is written in Delphi, had initially been outsourced to an overseas vendor more than two years ago. As the new version neared completion and the application prototype was delivered, the client realized that the overseas vendor lacked an understanding of the necessary business logic despite its technical proficiency. This misguided view led to a gap in the application's usefulness, and the client decided to bring the remaining development back in-house. The redesign of the application's new version posed a staffing challenge for the client, who did not have enough qualified resources to devote to a project of this magnitude and with such an aggressive completion date.

The Response: The client was impressed with TEKsystems'® national recruiting power and immediate turnaround time – it was just what was needed to meet the impending deadline. TEKsystems' previous local relationships with the client's engineering and development teams had demonstrated an outstanding reputation for quickly placing qualified technical resources. As a premier provider of technology staffing and services, TEKsystems offered its Staffing Services®. Despite its master



staffing agreement with another vendor, the client preferred TEKsystems' offerings for this project. Working through this vendor, TEKsystems has had the client's exclusive business for the application upgrade since September 2006. More than 15 consultants have been placed at the client's site, including Java programmers, Quality Assurance, technical writers, and a Delphi programmer. TEKsystems continues to assist the client with its staffing needs for this project, as well as its needs for other initiatives.

The Result: TEKsystems has provided a tremendous amount of support to the client over the project's duration. With TEKsystems' ongoing help, the client has been able to meet the challenge of quickly staffing its team with highly skilled professionals who possess the necessary knowledge and experience. This invaluable service has saved the client the time, hassle, and expense of recruiting and hiring employees for a transitory project. It has also given the client the option to extend permanent employment offers after a set time-period, as well as the flexibility of dismissing consultants at the project's end without any liability. TEKsystems' assistance has helped the client stay on track for successfully meeting its year-end development goals.

The Technology: Java™; J2EE™; Servlets; JSP™; AJAX; Struts; Spring; JSF™; Object-Oriented Design Patterns; Web Services; XML; Soap