

Case Study: Financial Services Industry

Quote by Chris Fletcher, Director, Consulting Services, Richmond

The Client:

A diversified financial services company offering a broad array of credit, savings and loan products to customers in the United States, UK, and Canada.

The Challenge:

The Client was looking to outsource their network services, while still retaining the knowledge and resources of their current IT team, so they could focus on their core competencies and new business initiatives rather than on the technology to run their business.

The Solution:

The PLANIT team created a flexible staffing model with the ability to hire and retain resources to meet the growing demands of The Client. Key associates were retained and expertise was added, where needed, growing The Client's dedicated team from 15 professionals to a staff of 70.

Additionally, the PLANIT team designed and implemented an enterprise network solution structure allowing The Client's affiliates to be incorporated into one network to achieve greater efficiencies.

The Benefits:

- The ability to scale IT staffing based on business demand without having to hire fulltime resources.
- An on-site team of IT professionals dedicated to supporting a true outsourced network.
- Cost savings and greater efficiencies while maintaining and enhancing levels of IT expertise.

"We were able to show a very large organization that PLANIT has the breadth and depth to design, implement and manage a variety of IT solutions. And, we were able to be successful in working shoulder-to-shoulder with The Client to achieve great success!"