



CLIENT SUCCESS STORIES

TeamSoft's ability to provide exceptional recruitment, contracting and training services has earned it a reputation as the best IT services provider in the region. Read on to learn how our team has helped clients achieve critical business objectives.

Precisely matched project experts accelerate drug development firm's project success

The Client

A renowned drug development solutions organization, this worldwide client provides leading biotechnology and pharmaceutical companies with the critical analytics and support services needed to quickly and effectively move medications from inception through regulatory approval.

The Challenge

As the demand for the company's services escalated and strategic expansion efforts increased, the company needed to augment its project teams with external IT resources. In addition to requiring supplemental resources for large IT projects in toxicology, chemistry and clinical pharmacology, the client needed an interim leader for its PMO office.

To add to the complexity, the client acquired a firm with multiple locations. Bringing these offices and employees on line and up to speed without impacting service delivery required a very aggressive IT integration effort involving over 100 resources and a rigorous timeline. With its key resources involved in ongoing projects, the client needed to source an extremely capable project manager to successfully direct the integration project.

The Solution

Having worked with a number of IT resource providers in the past, the client's global IT vice president knew there was a wide disparity in what these firms promised versus what they delivered. Her goal was to identify an IT staffing company that delivered top-notch project professionals for critical projects and decreased the amount of time managers were investing in the hiring process.

"They send well-vetted professionals who will work effectively in our environment and know our technology. In fact, TeamSoft has the highest hire ratio of any service we work with."

– Vice President, Global IT

TeamSoft was one of the firms selected to supply project staff, and proved to be unlike any other firm the client had worked with. All TeamSoft candidates underwent three interviews (including two conducted by technical experts in the candidates' fields) and a background check prior to being submitted on a requirement. The vice president immediately noticed a significant difference in the quality of TeamSoft's consultants. "One thing that really stands out is the scrutiny with which TeamSoft screens its people," said the vice president. "TeamSoft has never sent a candidate who was a waste of my time. I think that is a huge differentiator as it saves us tons of time and gets our projects started when we need them to."

TeamSoft soon became the primary supplier of contract, contract-to-hire, and direct-hire IT resources in project management, business analysis, application development, technical writing and IT management roles and provided a highly seasoned, well-respected and PMI-certified manager to serve as the company's interim PMO leader.



CLIENT SUCCESS STORIES: Worldwide Drug Development Solutions Organization

Because of its outstanding track record, TeamSoft was chosen to deliver a highly capable senior project manager to lead the mission-critical, integration initiative. Over the course of six months, TeamSoft's project leader spearheaded the integration team's efforts in:

- Understanding the critical timelines and interdependencies for telephony, networks, systems, applications and data
- Migrating 400+ users to a new e-mail solution
- Cutting over all new sites on four successive weekends replacing every PC and domain user, rerouting networks and testing everything prior to the users returning on Monday
- Migrating four critical applications

Not only was the integration project completed on time, the initiative was recognized as one of the client's key 2006 IT achievements.

The Results

Through the years, TeamSoft has developed a close relationship with the client's business and IT leadership that has resulted in a true partnership based on TeamSoft's profound understanding of the client's needs and an appreciation of its business objectives. TeamSoft consultants have helped the client achieve successful, on-time delivery of key business initiatives.

"TeamSoft listens to our needs, works collaboratively with our managers, and delivers well-rounded candidates who actually know what they are talking about," concluded the vice president. "Their consultants are always prescreened not just for technical skills, but for cultural fit as well. They send well-vetted professionals who will work effectively in our environment and know our technology. In fact, TeamSoft has the highest hire ratio of any service we work with."

