

CASE STUDY: FINANCIAL SERVICES

ABOUT CLIENT:

One of the largest national financial services firms with over \$800 billion in total assets. They handle 30 million online bill payments on a quarterly basis as well as \$1.3 billion in daily transactions.

SCOPE:

This Client has an average of 2,000 contractor requisitions per year across the U.S., and nearly 60% of this head-count is located in one city.

APEX SYSTEMS RESPONSE:

In 2005, Apex Systems was given a spot on the Client's "Approved Suppliers" list. In order to effectively support this Client, Apex Systems aligned our services and immediately took the following steps:

Aligned 17 Apex branch offices with all of the Client's locations across the country.

Divided our sales team so that each member focuses on a specific line of business, which allows this Client to have a dedicated Apex Systems account manager for all lines of business, including:

- Retail Banking
- Capital Management and Wealth
- Securities
- Corporate Investment Banking
- Commercial Banking

Redeployed recruiters to quadruple the recruiting team which supports the Client.

Committed to opening up an office in another city to support the Client.

Dedicated nearly 40 recruiters in our National Recruiting Center in Richmond, Virginia in order to effectively support the account during the transition.

RESULT:

Within six months of the award, Apex Systems was recognized by this Client for our number of fills (150+) and for growing our national footprint in the account (from two locations to 18). They also recognized our ability to do this organically without the help of sub-vendors. In 2007, Apex Systems filled over 380 requisitions and was given a 100% in 'Service Delivery' in our last quarterly performance review.

MORE INDUSTRY SUCCESS:

From August 1, 2007 - August 1, 2008, Apex Systems placed 2,225 contract employees with clients within the financial services industry.