

Talent - Case Study #2

Data Extract SME

The Challenge:

Our client was expanding its relationship with a federal agency. Initially, a team of three, our client continued to demonstrate value and thus earning more opportunities to grow work. The problem was the federal agency could not keep pace. Information was needed from disparate systems so that work could be performed.

Our Solution:

Understanding the issue and the potential loss of revenue due to the inability to collect consistent data, we proposed a solution. We deployed one of our advanced analytics experts to design a custom data extraction report that would deliver data from over 50 sources. The best part, the report was self-service once we had it built. That meant that, as long as the data sources did not change, our team could finally get access to the data required to conduct the desired work.

The Outcome:

Win, win. The federal agency was able to eliminate manual consolidation of data AND our client was able to get its team billing. Better data, billable hours and a happy client. Maybe that's more like a win, win, win.