

Strength in Account Management

success though quality

In today's fast-changing business environment, it's increasingly rare to see business relationships that last. Companies change vendors continuously as they seek one that will provide what they need and what they have asked for.

At DISYS, we're the exception to that trend. Our client retention rate is one of the highest in the IT consulting industry, and we're proud that we have earned this loyalty the old-fashioned way—by giving each client the personal attention they deserve.

This approach is evident from the moment we first do business with a client. We begin by gaining a specific understanding of the client's needs, its business culture and its strategic objectives. We then assign a dedicated account executive, who is in charge of ensuring total client satisfaction. In the unlikely event that the client is ever dissatisfied with any aspect of our services, the account executive will do whatever is necessary to achieve a positive end result.

When it comes to recruiting, we take a similar approach. Rather than trying to find "warm bodies," we take the time to make sure our consultants fully meet client expectations. This includes conducting rigorous, standardized and in-person skills assessments to ensure that they have the requisite technical capabilities. In addition, we provide consultants who possess the necessary soft skills and who will be a strong fit in terms of corporate culture, which can be crucial to a successful consulting arrangement

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Our national footprint is another key aspect of our unique approach to account management. With offices in metropolitan areas across the United States, we are able to meet face-to-face with our clients on a regular basis. This,



we believe, is a key to understanding the unique business requirements of each client and a way to demonstrate the old-fashioned client service that is at the heart of our business.

Contact DISYS today to discover the world-class client service that sets us apart.



DISYS
One World. One Partner.