

DISYS Earns Top 3 Supplier on FinTech National Talent Delivery Program

Client: An American banking institution specializing in credit cards, auto loans, and consumer and commercial banking.



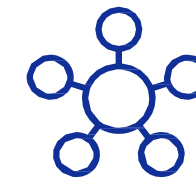
Challenge

- With 7,000 developers to hire, this FinTech leader had engaged a leading MSP to expand their in-house capabilities.
- Resource needs were varied, including technical and financial roles that required specific application, business management, and/or administrative skills.
- Individuals had to fit the dynamic of the local team and company culture, and quickly demonstrate value.



The DISYS Solution

- DISYS set up a dedicated team focused on understanding the needs of different hiring managers.
- This team piloted DISYS' first offshore driven recruiting model, and steadily built a momentum of delivering candidates who supported new apps, new credit cards, and the evolving cloud environment.
- The dedicated team provided continuity that allowed the client relationship to deepen over time, resulting in targeted, highly effective recruiting.



Outcome

- After delivering 127 consultants in 2021, DISYS is on track for 200 recruits in 2022.
- By successfully achieving the client's metrics quarter over quarter, DISYS has received accolades from key executives on the client's team, while being awarded increasingly broader access to hiring opportunities.

