# Consulting Firm Faces Challenges with Under-Leveraged and Decentralized Data Environment

## Customer Profile

A large multinational company that provides consulting for management, technology and security services,

- 22,000+ employees
- $5+ billion in annual revenue

**Kforce helped centralize the company's data, providing essential cost savings and skilled resources.**

### Challenge

The leadership team faced limitations to make informed, strategic business decisions due to decentralized data sources across 80 offices globally—resulting in year over year revenue declines. Creating a centralized enterprise data warehouse proved challenging due to geographic separation of data and would require:

- Alining business functions to a solution design
- Selecting the right technology solution
- Acquiring the best, in-demand talent to build the solution

### Solution

Kforce leveraged Business Intelligence (BI) expertise to create a plan. We also facilitated business and technical design sessions to align BI strategy with business goals, recommend technologies to meet those goals and create workforce plans to implement solutions. Kforce's data warehouse implementation utilized scalable, adaptable and flexible delivery models to ultimately give the customer an unprecedented view of new strategic opportunities.

### Outcome

With a "single version of the truth", the leadership team embarked on a five year strategy of global initiatives to reverse revenues to original levels. In the process they exceeded net income beyond initial projections—positioning the company for future growth.

# Kforce's Delivers On-Time and Under Budget Solution

## Professional Services | Case Study



## Challenge

One of the largest multinational companies of management and technology consulting services—with 80 offices spanning the globe—faced what many organizations experience: decentralized data environments providing limited leverage for strategic business decisions. The company's solution was simple: build a centralized enterprise data warehouse.

As with many enterprise-level initiatives, the implementation faced several obstacles:

- Addressing vast geographic separation created complex business dynamics

- Selecting the right technologies to support its new BI strategy

- Aligning business functions to operate in an enterprise data environment

- Securing the volume of niche skilled resources to ensure successful implementation

The company turned to its longtime partner, Kforce, to help with its large-scale BI needs.

## Solution

Kforce's BI practice leaders began by facilitating discovery sessions with the customer to understand the goals of the initiative. We advised on:

- Overall BI strategy and alignment with business goals/objectives

- Technologies needed to meet business goals

- Resources needed to meet budget and timeline

With an understanding of the customer's overall strategy and current state, Kforce recommended technologies that would provide a scalable framework to support its current and future BI strategies/initiatives.

KFORCE®

## Solution (continued)

When the company decided on an Oracle hardware and software platform, the resource planning process commenced. Kforce's BI experts leveraged a vast and highly scalable portfolio of BI resources in key technical roles, and worked with the organization to map resource needs. After a resource plan was established, Kforce implemented a proven resource acquisition program to deliver a cost-effective solution that could acquire the resources the company needed—within budget and on time.

Kforce accomplished the company's initiatives through a seamless delivery of data warehouse and BI resources, using talent from the national network.

## Outcome

Kforce was able to provide advisory services to help the company navigate the necessary systems while providing highly-skilled resources. Kforce was able to help the customer by:

- Implementing an enterprise data warehouse solution—on time and on budget

- Achieving implementation cost savings by engaging resources on a just-in-time basis

- Driving invaluable business insight from their aggregated data

Kforce helped centralize the company's data and help achieve "a single version of the truth," which could be a basis to provide strong guidance on its strategic direction in the future.

## About Kforce

Kforce is a leading Technology and Finance & Accounting professional staffing services firm with a national network of over 60 offices, two National Recruiting Center locations in Tampa and Phoenix and more than 2,000 staffing specialists. Annually, we engage over 23,000 highly skilled professionals in both flexible assignments and direct hire placements with more than 4,000 customers of all sizes, including 70% of the Fortune 100.