

SQL Server Guru on site in Gibraltar within 3 days

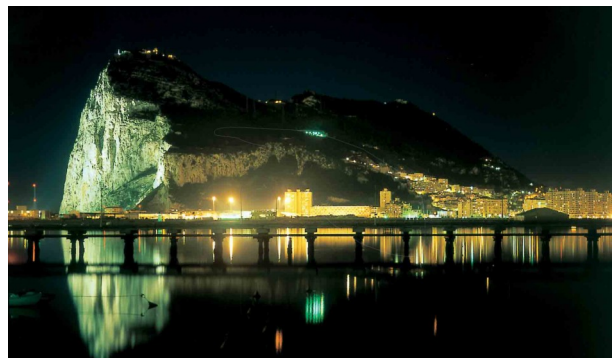


Based in Fleet, Hampshire, Teksys is a specialist Microsoft services business providing a range of consultancy, software and support services to optimise customers' Microsoft-based infrastructure platforms.

In addition to being a Microsoft Large Account Reseller (LAR), Teksys holds six Microsoft Gold competencies and, according to Managing Consultant Alan Schreiber, is one of a very small number of organisations that can provide customers with end-to-end Microsoft infrastructure optimisation services.

Teksys was initially approached by ICS DreamTeam about 2 years ago and although the company had no requirement for DreamTeam's services at that time, maintained contact as they recognised that DreamTeam's capabilities could well be of interest in the future.

Some 18 months ago, Teksys became more and more involved in delivering solutions based around Microsoft's SharePoint technologies to the education and public sector. Contact with DreamTeam was re-established at the same time that Treesje Verlinden joined ICS Solutions as DreamTeam's Resourcing Manager to take an active role in managing the direction of DreamTeam and the agile resourcing services that it offered to Microsoft development Partners.



We were extremely impressed

From our initial conversations with Treesje, we were extremely impressed with her professional attitude and appreciation of the requirements of the Microsoft development community," explained Alan Schreiber.

"We could see that we could well have a requirement for the services that DreamTeam could deliver in the future."

One of Teksys' long term clients recently approached Teksys with a request for a complete overhaul of their SQL Servers. Based in Gibraltar, this large, off-shore gaming company had enjoyed rapid and substantial growth and urgently needed an on-site SQL guru to undertake a variety of projects including a complete health check and overhaul of its 40 SQL Servers.

"We no longer need to interview and assess temporary staff. When we need external expertise, we can take DreamTeam on trust."

Alan Schreiber
Managing Consultant, Teksys

Outside our levels of expertise

"We did not have that level of expertise in house," continued Alan Schreiber. "As a company, our business model has always been to concentrate on the consultancy, software and support services that we are good at, and to outsource to partners when we have requirements outside our own areas of expertise."

The extremely positive impression that DreamTeam had made with Teksys encouraged Alan Schreiber to reach for his telephone and discuss the Gibraltar project to ascertain whether they would be able to deliver the necessary resource.

"One of the problems was that our client wanted an SQL guru on site, in Gibraltar within a few days," explained Alan. "To our surprise, not only did DreamTeam have a highly qualified and capable candidate, they arranged to have this person at our client's Gibraltar offices within 3 days of my initial phone call."

So impressed was the off-shore gaming house with DreamTeam's levels of professionalism and expertise, they asked Teksys to oversee the complete consolidation and management of upgrades of their 40 SQL Servers. With the DreamTeam guru already on site, the original 2-week project was extended to 8 weeks.

DreamTeam was spot on

"Our client was delighted with the professionalism that we and DreamTeam brought to these projects," said Alan. "DreamTeam was spot on, both in

identifying our requirements and in getting a Consultant onsite in an extremely short time scale."

Teksys continues to partner with DreamTeam, calling on specialist skills as and when needed. "We used to hire temporary staff ourselves, conducting interviews, undertaking technical assessments and ensuring that the candidates would fit within our own, and our clients' business processes and culture," added Alan. "Even then it was still a risk and we had no real guarantees that the external resource would deliver the levels of competencies and professionalism that we needed. We don't have to do this with DreamTeam – we can take them on trust."

BENEFITS

- Access to a fully certified and trained team of Microsoft specialists
- Rapid response — consultant on site, in Gibraltar, within 3 days.
- Professionalism and technical capabilities resulted in additional projects.
- Outsourcing to DreamTeam reduced risk and costs of hiring temporary staff.
- Partnership between DreamTeam and Teksys benefited both organisations and clients.