

# Case Study

Client - Sunlife Financials

## Hiring delays leading to slow down of globalization efforts

Financial services client had specific targets to achieve globalization of workforce and was keen to setup operations in India. The challenge faced was around slow process and long lead time to get right resources on-boarded. Their current vendors were struggling to meet even 10% of their forecasted requirements for last 9-10 months.

## Outcome achieved

**30%**

Faster response time

**28%**

Lower cost of operations

**2X**

Business growth within first 12 months

## The Client

Sunlife Financials wanted to build their Data Practice in India & were struggling with their existing vendors from over 9+ months to accomplish their plans.

## Challenge faced

Slow process to engage with vendor, Long lead time for resource joining, Higher cost of acquisition of resources, mismatch skill set leading to longer on-the-job training time, higher engagement of managers and SMEs to select right resources.



## Journey to Success

Talally's technology experts did a deep dive with Sunlife hiring managers & provided their consultation on project needs & skill combinations to hire. In less than 3 months, we were able to onboard 30 candidates from our ready pool of resources and by recommending ready to join candidates.

We also used our technical assessment methodology to do technical pre-screening of candidates thereby reducing hiring manager time and effort. Key roles that TalAlly helped fulfill were also niche skills such as Data Architects, Data Designer, Sr. Developer for Informatica, Power BI, Pega Automation etc.

Talally went on to become Sunlife Financials' preferred partner.

# Get In Touch

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