IT Staffing Support for Financial Service Provider

PROJECT DETAILS

🏷 **Staff Augmentation**

📅 **Jan. 2005 - Ongoing**

💲 **Confidential**

> "*Hengtian provides popular technical solutions and training that we can't get internally.*"

PROJECT SUMMARY

Insigma Hengtian Software Ltd. has continuously helped a financial service provider with developing and maintaining more than 30 of their applications. They have been in partnership for 15 years.

PROJECT FEEDBACK

Insigma Hengtian Software Ltd. submits their deliverables in high-quality. Their team will keep growing by 5-10% every year. They are flexible with timelines, as shown by their expertise in technical solutions.

The Client

Introduce your business and what you do there.

I am the Senior Manager of the company that provide application development and maintenance services to the APAC region and also some IT solutions to Global. Our company is a world-leading financial service provider.

The Challenge

What business challenge were you trying to address with the vendor?

Our company started the engagement with Hengtian since 2001. In 2005 the need of resources was increasing significantly in order to meet the growing business in APAC market.

Hengtian has been recognized for its stable and high quality service. They also offer flexible service model which can be adjusted as per client needs, and provide multi-role professionals, such as technical team leader, business domain expert, scrum master, etc.

Senior Manager, APAC App Development Company

Financial Services

CLIENT RATING

5.0
Overall Score

Quality: 4.5

Schedule: 4.5

Cost: 5.0

Would Refer: 5.0

The Approach

What was the scope of their involvement?

Hengtian provides professional IT services, including but not limited to: customized product development, professional full-lifecycle project delivery, fintech solution design, AI technical support and high-quality resource provision. The technical talents they provide are experienced Java, .NET, C++ developers and test engineers.

From the service provider's company, what is the team composition?

Our team provide development and maintenance services to the APAC region and Global sometimes for more than 30 applications. And all those applications are supported by Hengtian team. Their roles include Project manager, Scrum Master, Business Analyst, Software Engineer, QA Lead, and QA Engineer.

How did you come to work with the vendor? Where did you find the vendor?

In early 2000, one of our most important trading systems encountered crashes very frequently due to the rapid business growth. Our company hired many American and Indian vendors to repair the system without success. However, it took only half a year for the vendor-Hengtian's team to complete the reconstruction of the trading system. The new system achieved great success, which deeply impressed the executives in our company.

Due to Hengtian's excellent service, we're still cooperating with them closely today.

How much money have you invested with them?

We invested about 1,200,000 US Dollars with them initially. As the relationship continues, the actual figure keeps growing.

What is the status of this engagement?

The collaboration is continuing with lots of project going on.

The Outcome

What evidence can you share that demonstrates the impact of the engagement?

Hengtian team always deliver in high quality. The team size keeps growing in past 15 years and will increase by 5-10% headcounts in the coming year. We have a good relationship with Hengtian and would like to have further cooperation.

How did the vendor perform from a project management standpoint?

They provide a flexible way to meet the deadline and the cost, as well as the quality. Hengtian provides popular technical solutions and training that we can't get internally.

What did you find most impressive about them?

Delivery in high quality, various technical skills.

Are there any areas they could improve?

Exploring in-depth cooperation using cutting-edge technologies

Insigma Hengtian Software Ltd.

services@hengtiansoft.com
+86-571-88270208
en.hengtiansoft.com