



THE CLIENT

TD Bank, America's Most Convenient Bank®, is one of the 15 largest commercial banks in the United States with \$134 billion in assets, and provides Customers with a full range of financial products and services at more than 1,000 convenient locations from Maine to Florida.

SOURCING IT EXPERTS FOR INDUSTRY DEFINING BANK ACQUISITION ACHIEVES SMOOTH INTEGRATION, STRENGTHENS AN ALREADY TRUSTED RELATIONSHIP.



“Knowledgeable. Professional. Committed. Global Technical Talent has proven to be one of TD Banknorth Group’s most beneficial relationships.

It is refreshing to work with a company who is interested in a lasting relationship. Additionally, the whole staff at Global Technical Talent has shown an admirable respect for the time of my staff.”

— John C Petrey
Executive Vice President & CIO

THE CHALLENGE

On March 31, 2008 the completed acquisition of Commerce Bankcorp Inc. by TD Bank Financial Group resulted in a deal that made TD Bank the seventh-largest North American bank by branches with 2,100, nearly half of which are located in North America. The deal effectively combined subsidiaries TD Banknorth of Portland, Maine and Commerce Bank of Cherry Hill, NJ, into TD Bank.

At the time of acquisition Commerce Bank had \$50 billion in assets distributed over nearly 500 branches throughout the Mid-Atlantic states and into Florida. Bringing \$58 billion in assets to the table TD Bank had come a long way from its modest beginnings as Banknorth, a small regional bank in Maine. In 2005, Banknorth was acquired by TD Bank Financial Group, a large international banking organization based in Toronto, Canada to become TD Banknorth.

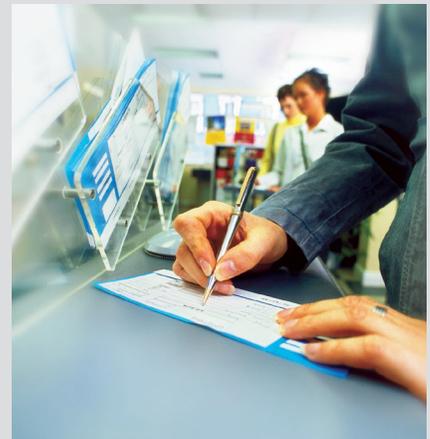
After a series of acquisitions, TD Banknorth faced a constant and critical challenge to successfully integrate the many disparate banking applications and IT systems of regional banks together into one cohesive whole. Lacking sufficient internal resources to accomplish this project, TD Banknorth ultimately determined that Global Technical Talent had proposed extremely qualified personnel at a very competitive cost.

In expanding the company’s integration portal Global Technical Talent was concurrently tasked with recruiting

[over]

VALUE ADDED

- Satisfied the client need for competitively-positioned IT experts in integration software, business analysis and project management.
- Supported the client acquisition strategy by providing the necessary talent to seamlessly integrate a wide variety of IT systems in multiple locations.
- Provided a scalable solution, with a proven ability to grow infrastructure and keep pace with client needs and on-going acquisitions.
- Leveraged our national network of IT talent to find local as well as international candidates.
- Achieved steady year-over-year growth, based on the client’s confidence and our proven track record of success.



THE CHALLENGE—CONTINUED

technical personnel to the bank's largest offices in Portland and Lewiston, Maine. Though challenged by geography and the lack of available qualified talent in the immediate vicinity, Global Technical Talent's national reach enabled it to successfully recruit the necessary technical IT experts that enabled TD Banknorth to seamlessly assimilate and achieve its infrastructure and integration initiatives.

With the Commerce Bank acquisition a series of new challenges—underscored by one of the largest acquisitions in the banking industry to that date in time and the attendant integration of their respective data systems—demanded Global Technical Talent deliver again on behalf of one of its largest clients.

OUR SOLUTION

In partnering with TD Bank on multiple IT personnel placements including network administrators, help desk and user support and an array of integration software specialists to support its Lewiston data center, Global Technical Talent has consistently delivered on its promise to deliver the best-of-the-best professional IT experts on behalf of its clients.

As the acquisition between Commerce and TD Bank progressed and the physical and logical milestones vetted, the integration of data systems gradually took center stage. Critical discussions around the evaluation of resources available internally to support that process and those that could be recruited from external sources began in earnest. Ultimately, Global Technical Talent became one of six preferred talent acquisition providers selected to recruit personnel to oversee and manage the formidable integration of these two financial heavyweights.

The projected 18-month roadmap to "go-live" integration initially required both savvy business analysts and experienced project managers. A portion

of these IT professionals were recruited by Global Technical Talent to Commerce Bank's Cherry Hill, New Jersey location (site of its former data center) and others to TD Bank's data center equivalent in Lewiston, Maine.

For Global Technical Talent the challenges were substantial. While IT professionals with deep banking and financial services experience were highly prized, experience with the industry mainframe application known as Fidelity and familiarity with ALS procedures and Integrated Monetary Processing and Control System (IMPACS) were equally sought. With its national reach, deep database reserves and industry referrals Global Technical Talent was able to successfully recruit individuals with the appropriate technical skills in both locations.

In fact, Global Technical Talent's borderless approach to talent recruitment enabled its selection as one of 40 IT staffing vendors to provide software development talent to TD Bank's Toronto, Canada headquarters, effectively becoming one of TD Bank's preferred international staffing partners.

What began as a relatively small software integration engagement has evolved into a business relationship that now spans multiple states and an international office. In the process of serving the company's internal IT needs, Global Technical Talent has helped TD Bank successfully integrate and future-proof its sophisticated data system profile with more than 60 highly-qualified IT personnel armed with a grasp of emerging technologies and best practices. It's a balance sheet that continues to accrue exceptional dividends for both organizations. ■

POSITIONS FILLED

- Solutions Architect
- Extend Developer
- Perl Developer
- Technical Writer
- Integration Software Developer
- Integration Software Architect
- Project Manager
- Business Analyst
- Security Analyst
- Database Developer
- WAN Analyst



GLOBAL TECHNICAL TALENT
Corporate Headquarters:
28 Deer Street
Portsmouth, New Hampshire 03801 USA