



# Leaning into disruption

How a global consultancy uses trusted intelligence to deliver real outcomes in an AI-first world.

## INDUSTRY

Technology consulting

## HEADQUARTERS

St. Louis, MO, USA

### AT A GLANCE

One firm.  
Thousands of  
experts.

**25+**

Years delivering outcomes

**95%**

Repeat client relationships

**300+**

Fortune 500 partnerships

**7,000+**

Advisors, engineers, and  
designers

### 01: THE CHALLENGE

## Moving fast without losing your footing.

Five years ago, enterprise technology roadmaps stretched across half a decade. Then they shifted to three years. Today, many organizations are planning just 18 months ahead, and even that horizon is getting shorter. As AI accelerates innovation, the challenge is no longer access to technology. The challenge is applying it effectively in a world that is changing faster than most organizations can plan for. Perficient is not waiting for the dust to settle.

### 02: THE PARTNERSHIP

## Trusted inputs. Trusted outputs.

Perficient uses a balanced intelligence model combining proprietary knowledge, open-source intelligence, and premium analyst research, with IDC helping teams validate assumptions, challenge internal perspectives, and stay ahead of how markets are evolving. The quality of AI-driven outputs depends entirely on the quality of what goes in. IDC fills gaps where consultants may not have deep specialization and gives them the external grounding to give clients advice they can stand behind.

### 03: LOOKING AROUND THE CORNER

## Where trusted research meets instant access.

Walk was among the first beta testers for IDC Quanta, an AI platform built on IDC's proprietary research. For a firm already invested in making consulting more natively AI-enabled, the ability to query trusted IDC intelligence through a conversational interface, with every response grounded in specific research, points directly at the problem Perficient is trying to solve. In a market where trusted inputs produce trusted outputs, having that intelligence available instantly changes how fast and how confidently Perficient can move for its clients.

“You can open up the world and have AI crawl the internet and look at any source of information, but you're going to get results that reflect the internet. It's critical for us to ensure we have trusted inputs to produce trusted outputs.”

**Eric Walk**

Vice President, AI Data Platforms, Perficient



Every market question deserves a research-backed answer.

**Find yours with IDC Quanta.**

Try IDC Quanta →