Mindtree

Welcome to possible

Next generation SaaS solution with end-to-end ownership for a leading mobile sales force automation solution provider

The customer is a leader in devising and implementing 'automated retail execution'. They provide next generation, world class mobile solutions for field sales, marketing, merchandising and direct store delivery operations of consumer products enterprises.

Business challenge

- The customer's business was destabilized when Microsoft shifted from Windows CE 6.5 to Windows Phone, as their offering was predominantly on Windows CE 6.5.
- There was a need for server reengineering to manage the future business and multitenancy.
- HTML5 was required for uniformity in client and web application, while supporting multiple devices.
- Ease of customization and ability for both multitenant and on-premise deployment was essential.

Business impact

- Multitenant solution consolidated multiple customers on the same instance, resulting in effective client density per server instance.
- Enabled customer to add products to their portfolio and strengthen their market leadership.
- Offshore support significantly reduced customization and maintenance cost thereby improving profitability.
- Leveraging our expertise, a next generation product is being engineered to stay ahead in the market with multiple mobile platform support.

Our solution

- A visioning exercise gave visibility and direction towards the SaaS based product roadmap and the set priorities.
- Different architectural options were analyzed and the one which aligned with the customer's business goals and product roadmap was chosen.
- The multitenant product was engineered based on product vision and architecture guidelines.
- Multitenant implementation and integration with tenant provisioning tool enabled efficient tenant management.

- 'Tenant aware services' were introduced for easy customization.
- Customized UI controls (including jQuery grids) were developed to be used both on the desktop browser as well as client (mobile) devices, with priority on Android.
- Agile implementation approach enabled the business to give presentations / demostrations and to keep their customers engaged.

About Mindtree

Mindtree is a global information technology solutions company with revenues of over USD 430 million. Our team of 12,000+ experts engineer meaningful technology solutions to help businesses and societies flourish. We enable our customers to achieve competitive advantage through flexible and global delivery models, agile methodologies and expert frameworks.