**STC:**

A major player in the automotive industry was facing a tough proposition in integrating data from its retail outlets with optimal back office manpower utilization. Because of data volumes their current integration solution (based on legacy systems) forced them to choose between flexibility in trend analysis and operational costs. They were unable to perform ad-hoc reporting and insight perceptions.

Our Strategy and Technology Consulting practice conducted an analysis to quantify the problems faced by the business users and the data managers. They then applied their knowledge of current best practices in data visualization and big data to identify the right approach to solve these problems. In a seamless transition to the next practice area, the approach was implemented using our rapid iteration methodology. We built a custom application that made the business managers less dependent on canned reports and external assistance.

The new solution allowed for data integration with minimal effort. Insights and trends were presented to business users in their domain vocabulary, with visualizations that conveyed them effectively. The new access to information enables our client to better respond to changing market dynamics and use business data to capture new market opportunities quickly.

**EPS:**

A long time customer of ours was facing a dilemma: they had a desktop application, but meeting the evolving business needs was becoming more and more challenging. A cloud solution was the obvious choice, but some of their important clients were concerned about their data leaving their secure premises. The CIO was leading the charge, but the in-house expertise in cloud and data security was limited.

We offered help in choosing the right cloud solution. Our wide exposure to multiple cloud platforms and partnerships with some of the leading providers meant that we could foresee some of their implementation challenges. Once the solution was agreed on and the challenges identified, the transition to the next phase was seamless. We implemented the solution and securely deployed it to Amazon Web Services. Though the solution ran on AWS, it was cloud agnostic and could be easily deployed to a private cloud if the need arose. We also leveraged some of our multi-tenancy libraries that have yielded great results on other solutions.

Our customer is now able to ensure customer satisfaction and strengthen his client relationships.

**PLS:**

An on-demand sales solution startup was planning to break into the next league. They had prepared the road map, and had a good understanding of the requirements of their customer base and the supporting business model. Their most pressing need was for a long-term engineering partner who could share the development effort with equally high quality standards. This was five years ago, today they are the global leader in their segment.

Our involvement over that time has diversified from development to all other parts of the software lifecycle. We have assisted them on prototyping, design, architecture, documentation and quality assurance. We are also helping them on the customer and domain specific implementations for some of their Fortune 500 clients. Our technical publication team has helped them develop context-sensitive Online Help, Training Manuals, User Guides, and collaterals in numerous formats. Our team chipped in to cover many areas, including preparation of demos and prototypes for their first ever user conference that was held with great success.