



**Elegant MicroWeb**  
Delivering the Value of Technology

# Case Study

**Negotiation Approval & Workflow App for UK Construction Equipment Manufacturer Sales Team in India Office**



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# Case Study

## **Negotiation Approval & Workflow App for UK Construction Equipment Manufacturer Sales Team in India Office**

### **The Client**

This Client is based in the U.K. and is a leading manufacturer of earthmoving and construction equipment in India. The Client manufactures a wide range of world-class equipment in its state-of-the-art global factories. The Client has established business operations around the world and creates employment opportunities and programs to enhance skills, support the pursuit higher education and diplomas and create entrepreneur opportunities to help team members excel in their careers.

### **The Objective**

The project objective was to develop a portal and mobile application for the sales team in the India office to facilitate the process of making a sales request to change billing based on current customer negotiation or bulk purchasing agreements and to gain approval management at various levels. All of these requests can be monitored by stakeholders, including the finance team and the solution should support user action to process billing upon final approval. The roadmap for this project would likely include roll-out to other international offices outside India.

### **The Solution**

The Elegant MicroWeb team collaborated with the Client team to define and document requirements and to create a road map for the implementation of the Negotiation Approval and Workflow Application.

#### **The project includes:**

- Cloud-based application development for web and mobile solution
- **Branding, look n' feel configuration and settings**
- Responsive interface with similar user experience across various devices, resolutions and platforms
- Multiple interfaces for various users e.g., Negotiation Requester, Approver, Sales Head, Finance Team, EVP Sales, EVP Finance and Admin
- Role-based access rights and permission to access system
- Intuitive personalized dashboard for each user
- Support for various reports
- Implementation of various business rules
- Application security standard compliance



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### Modules include:

- User management with roles and access rights
- Requests and approval management
- Workflow for approval, challenges, request edits and more.
- Notifications
- Reports

### The Technology

#### Web

- Deployment: Private Cloud
- Front-end: Angular
- Server: .Net MVC
- Database: MS SQL
- Web services: JSON

#### Mobile Application

- Hybrid Ionic Framework
- Android Phones and Tablets
- iPhones and iPads

### Elegant MicroWeb Role

The Elegant MicroWeb team provided support, knowledge and skill in the following areas and activities:

- Requirement understanding and detailed documentation
- Roadmap planning in close consultation with IT managers
- Architecture, development, maintenance and support
- Continuous enhancement, upgrades and roll out for various features
- Testing, including performance testing
- Support for application security audit and testing by 3rd party testing service in U.K.
- User Acceptance Testing
- Implementation, integration and support
- Support and training for users
- Roll out and go live



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### **Conclusion**

The Elegant MicroWeb team collaborated with the Client team to complete development, provide support for 3rd party security compliance testing and roll-out the Negotiation and Approval Workflow Application and deliver the solution to users based on Client requirements. The new solution created a seamless environment where users can quickly learn and complete tasks with

an automated process and workflow for negotiations, pricing changes and approvals etc. This solution reduces the time required to process and complete the sales cycle and ensures that the customer interest is preserved, while improving productivity and assuring an accurate process that is easy to understand, monitor, manage and approve. As Client users embrace this solution, the Client plans to include roll-out to other international offices outside India.



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### **Contact Us**

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