



To succeed in business it is necessary to make others see things as you see them.

Global Implementation of Product catalogue and Sales Order Portal



Client Profile

Client is a global multinational company with a presence in over 130 countries and head quartered in The Netherlands with around 25,000 customers. Client is committed to development, production, marketing and distribution of components for commercial vehicle industry to meet the global market demand. Client was looking to develop a web based solution to facilitated their large number of customers to provide easy access to the exhaustive variety of products and the services provided.

Business Need

Gateway is engaged with the client since last 2 years for the development, maintenance and enhancement of an extensive product catalogue for the components of heavy vehicles.

The client was looking for the development of a sales order portal for one of its divisions located in China. Owing to the language barriers, the Chinese Top management from the client's end wanted the development to be carried out in China by local professionals knowing Chinese language

Gateway's Solution

Gateway already has a team of software professionals working for the Product catalogue for The Netherlands division.

In order to support the requirement of Chinese division of the client, Gateway deployed a team at its development center in China.

The overall project engagement includes the technical and domain experts in India along with the Project Mangers from the client's end in The Netherlands and in China.

Engagement included following:

- Idea generation in China
- Conceptualization jointly with India and China
- Approval and Feedback from The Netherlands
- Commercials and client relationship in The Netherlands
- Local Project management in China
- Architecture and development in India and China jointly

Gateway developed following solutions

Product Catalogue (For The Netherlands):

- Exhaustive Product Catalogue
- Multilevel Category Mgmt
- Related Products
- Extensive Search & Filter
- User Roles & Access Rights
- Export/ Import Product Mgmt
- Multi-Lingual for more than 15 languages
- Spare parts Module
- Business Partner Features
- Analytics Integrated

Sales Order Portal (For China):

- Product catalogue extension with custom Kit generation
- Kit ordering
- Order History
- Customer Order Forecast
- Balance payment review
- Order Statistics
- Regional Sales Manager Forecast
- Custom kit verification & approval

Case Study

Benefits

- Globally local engagement.
- Avoiding language barriers.
- Optimal utilization of skills with the team across the globe.
- A local point of contact for client to deal with for delivery.
- Project management handled onsite as well as offsite
- Seamless communication and knowledge transfer across the global teams.

Technology

- Microsoft .NET 3.5 and 4.0
- Microsoft SQL server 2008

Industry

Manufacturing

Screen Shots



Case Study



Gateway TechnoLabs defines designs and delivers IT-enabled business solutions that help Global 2000 companies win in a flat world. These solutions focus on providing strategic differentiation and operational superiority to clients. Gateway creates these solutions for its clients by leveraging its domain and business expertise along with a complete range of services

With Gateway, clients are assured of a transparent business partner, world-class processes, speed of execution and the power to stretch their IT budget by leveraging the Global Delivery Model.

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