

# Case Study

## IMPORTANT

Due to a governing confidentiality agreement, we've refrained from disclosing actual client and solution names. These have been changed appropriately, to more generic sounding terms and nomenclatures.

### Industry:

General

### Platform:

J2ME

### Business Challenge:

In recent years, mobile phones are finally breaking their limits beyond their traditional use for phone calls, messaging and even emails. Exceedingly mobile devices are network connected, support a high-resolution screen, and are capable of providing rich media entertainment and supporting new types of applications

Today, road warriors and corridor warriors are increasing productivity by connecting to business critical information. Mobile workers are improving customer service and expediting processes through real-time data access and entry.

In this application, client wanted a business solution with an aim to enhance sales force productivity and better management of the entire business cycle

### Business Solution:

The solution was identified as an application divided into two parts i.e. Server application and Client application, The client application resides on user's handset. Whenever the user starts the application, client application fetches the information from server application and provides the user with rich user interface, showing application menu. When user selects any of the menu items to get the information, client application sends a request to the server application. The application is designed to support both push and pull of data from mobile device.

:

# Case Study

## Features: Client side

- Mobile user can login to the application with username & password authenticated from server.
- Can add new lead/prospect Information.
- Equipped with feature to search for a particular contact based on parameters like company name, name of contact.
- True Mobility provided with local on device storage (local sync) as well as server sync facility in real time.

## Features: Server side

- Business Manager can view in real time the progress of each sales force executive's MIS report update in real time.
- Can Create new contact, create events & add new employees
- Can schedule meeting for the different departments.
- Can send sms and compose mails to employees.
- Business Manager gets an insight into all key Information complete contact management in real time as the critical business Information is provided in real time.

# Case Study

## Some Screen Shots:



Log In

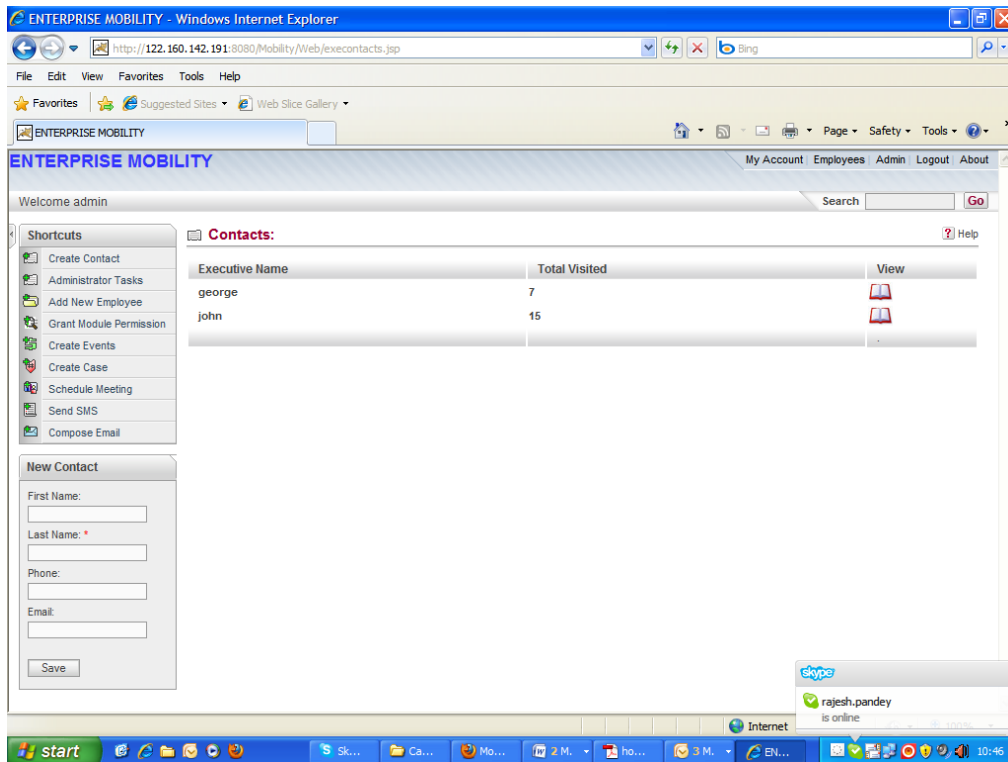


Add new contacts/employees



True Mobility

## Real time Progress of each sales force executive in real time



Executive Name	Total Visited	View
george	7	
john	15	

# Case Study



## Gets an Insight into all key Information

The screenshot shows a web browser window titled "ENTERPRISE MOBILITY - Windows Internet Explorer". The address bar shows the URL "http://122.160.142.191:8080/Mobility/Web/contacts.jsp?data=john". The page content includes the Rapidsoft Technologies logo, a navigation menu with "My Account", "Employees", "Admin", "Logout", and "About", and a search bar. Below the search bar, there is a "Contacts:" section with a table of contact information. The table has columns for First Name, Last Name, Company Name, Mobile No, Email Id, Creation date, and Department. The data is as follows:

First Name	Last Name	Company Name	Mobile No	Email Id	Creation date	Department
raj	kumar	rapidsft	9888881223	mail@info.com	Fri Dec 04 11:10:14 IST 2009	IT
henry	ford	ford motor	9885546612	henry@ford.com	Fri Dec 04 10:42:32 IST 2009	RD
tim	burner	infologics	955664122	tim@logics.com	Fri Dec 04 10:43:44 IST 2009	HR
tim	hen	wellness	45661223	yes@gmail.com	Fri Dec 04 11:08:55 IST 2009	Sales
rupa	kumari	reliance	9873228995	rupa@reliance.com	Fri Dec 04 11:59:15 IST 2009	Sales
ashish	kumar	audi	9999664120	ashish@audi.com	Fri Dec 04 12:07:06 IST 2009	RD
stephen	hawkins	gm	2123568956	steve@gm.com	Fri Dec 04 12:07:06 IST 2009	Operations
john	matthew	suzuki	9845632851	jm@suzuki.com	Sat Dec 05 15:17:17 IST 2009	Sales
mousumi	sikdar	mitsubishi	9999552150	ms@mtc.com	Sat Dec 05 15:17:17 IST 2009	HR
siddharth	kumar	rapidsft technologies	9987563212	siddharth@rapidsft.co.in	Mon Dec 21 16:36:02 IST 2009	Marketing
rajesh	pandey	rapidsft technologies	9988775666	rajesh@rapidsft.co.in	Mon Dec 21 16:46:20 IST 2009	IT
shane	jone	sunrise info	995555541	shane@jone.com	Mon Dec 21 18:53:14 IST 2009	Sales
rajesh	pandey	ibilt	9811903737	rajesh@rs.com	Tue Dec 22 12:06:00 IST 2009	Sales
shantanu	Rsuser	rs	98563214552	test@rr.com	Tue Dec 22 12:26:37 IST 2009	Sales
Shailendra	Pandey	rs	9811236541	gg@fgh.rjh	Tue Dec 22 12:26:37 IST 2009	Operations

At the bottom right of the table, there is a "BACK" button. The browser's status bar at the bottom shows "Done" and the Windows taskbar with the time "10:47".