

Client:

Asurion

Industry:

Insurance

Headquarters:

Singapore

Project:

SharePoint 2013, custom C# apps

Developing a pipeline for partner opportunities

Challenge

The client wanted an internal process that would allow Asurion Geo Leads and their delegates to submit partner opportunities into their new business pipeline via a "Submit AIC Opportunity" registration form. They wanted this process to be standardized, repeatable and transparent. Also, each opportunity would need to go through four different levels of approval before launch.

Platform

After gaining an understanding of the client's needs and challenges, Miri performed a critical analysis and feasibility study of all the alternative platforms and tools which could potentially fulfill their requirements. The resulting, best-suited platforms included:

- SharePoint 2013
- SharePoint Designer
- Nintex Workflow
- Infowise Technology

Solution

Following a rigorous requirements definition process, our specialists were able to design, develop and test and implement a complete end-to-end robust centralized system, supporting 2000+ users, to efficiently manage inside sales, sales, marketing and service operations. The system features:

- Infowise Technology to enhance the approval process
- Automatically generated projects sub site using Infowise actions
- Multilayer workflow process using Nintex workflow and Nintex Forms
- Automatically generated Partners sub site using Infowise actions
- Various Dashboards using jQuery
- Multiple custom configurable webparts for Projects and Partners Sites
- SharePoint Group for each work stream
- Document Libraries for Project Launch Documentation

Results

This critical implementation was a huge success, leading to a very satisfied client.

Key benefits realized:

- More efficient and fast paced environment to track automation process.
- Project teams are able to move task lists out of the "To-Do List" feature, instead building task lists.
- Combining and organizing key content from multiple project sites into one efficient and accessible framework.
- Quickly create separate subsites under the main site for individual teams and projects.
- Betterment in quality data acquisition.
- Collaboration of Projects and Partners respective to their countries at one place.
- Changed the complete look and feel of the main site and all sub sites.
- Created and Designed Various Data Web parts, Image Sliders, News Events Sliders