

“US based Construction company specializing in floor covering uses the Floor Covering System Portal conceived by Fulcrum in order to provide a consistent approach to their sales team for collaborating and estimating floor covering jobs, and to generate customer proposals.”

Industry

Construction

Technology frame work

Ajax
Dojo
Java Server Faces
Spring
Hibernate
Rational Application Developer
IBM DB2
IBM WebSphere Portal 6.0.1
CoqSoft's TreeGrid product
IBM Portal Document Manager



Business Need

The client sales team constituted the main end user base that will use this application. The sales people generally have a very short attention span and are primarily used to dealing with excel spreadsheets so the application needed to provide worksheet like capabilities for project estimations (in a portal environment) and the user experience had to be fast & intuitive.

Solution

Fulcrum aggressively started the requirement gap analysis, design & prototyping phases in the initial two weeks from project kick-off. Fulcrum explored various products that could provide worksheet like capabilities within portal and finalized on CoqSoft's tree grid product for this purpose. In order to get the client's buy-in on this product, Fulcrum created a small prototype using the Tree grid product and successfully demonstrated it to the client. Fulcrum also used cutting edge technologies in

Web 2.0 domain to expedite the development cycle and provide a state-of-the-art solution.

Benefits

- The organization is very responsive, faster and intuitive.
- Cutting edge Web 2.0 technologies were used to increase employee productivity.
- Sales life cycle was reduced considerably.
- The solution created worksheet like capabilities for project estimations in a portal environment which made it user friendly for the end users.

Brief History

The client is a Flooring & Roofing contractor and specializes in floor covering jobs like carpeting, tiling etc. They provide Acoustical Ceilings, Drywall Partitions, and related products and services, employing the latest industry and product technology.