



STAR BASE
IT that transforms business.™



Case Study: Sweco

Situation: Sweco had an e-commerce site for several years, but customers did not use it much because it was slow and not integrated. They knew that customers wanted to access information via the web, so they asked STAR BASE Consulting, Inc. If they could make some improvements.

Technology: IBM iSeries, IBM Domino, BPCS, DHTML, JavaScript, CSS. The BPCS pricing modules are called dynamically from Domino and orders are seamlessly integrated into the BPCS system.

Solution: The site has all of the functions as the original site, plus more options. The site was given a more professional look and partitioned in to 3 areas: eCom-merce, Cool Tools and an Electronic Price book.

One of the reasons the old site was not used was because of speed. The new site is over five times faster than the old system.

The site has three different access levels depending on who the user is. Customers can place orders and track them, Sales Reps also get access to Cool Tools and an Electronic Price book as well as sales summary data. Finally, Sales Managers can view sales data for each region / sales rep, check on potential problem orders and take action before they become larger issues.

The eCommerce section was enhanced to include not only order placement, but also order tracking, purchase history, part availability, bill-of-material breakout, pricing inquiry and more.

One of the Cool Tools added was to allow many of the parts to be viewable with 3-D drawings. These drawings can be rotated, blown up or taken apart down to the lowest component in an assembly for on-line inspection of each part.

Sales Reps and Customer response has been wonderful. Without any promotion, utilization of the website went up over 800%. Here is what one Sweco customer had to say:

"Very easy website to order on. Great job. I order quite a few things on line and yours is one of the easiest to use. Having the order history right there is really handy!"

"STAR BASE did an excellent job of revising and integrating our site. The utilization numbers speak louder than words."
-- Chuck Loy, IT Director

"The implementation went so well and has been so well accepted that we decided to web enable our other divisions as well. Our other divisions can hardly wait to get these improvements." -- Max Richey, President

Star Base Consulting, Inc. is a Cincinnati IT solutions firm that helps you align IT with business objectives and optimize technology investments. Leveraging deep business application experience in your market we deliver Strategy and Assessments, Technology Solutions and IT Talent on Demand. Our clients benefit from increased productivity, reduced waste and lower costs, greater efficiency and a technology solution that fuels greater revenue and profit. For more information please contact us at **513-245-0400** or visit **www.StarBaseInc.com**.