
**CASE
STUDY**

**ANSELL GAINS A COMPETITIVE
EDGE WITH A TAKE-ANYWHERE,
OFFLINE SALES APPLICATION**

<epam>

“EPAM WAS DEDICATED AND PROFESSIONAL AND REALLY CARED ABOUT GETTING OUR DELIVERABLE DONE RIGHT.”

— LOUIS ZIRCHER, DIRECTOR, ANSELL GUARDIAN® TECHNOLOGY SOLUTIONS



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Ansell, a 100-year-old, global manufacturing company, specializes in the production of healthcare safety, industrial, and consumer products. With a wide range of high-quality protective gloves, suits, workwear, and healthcare safety solutions, Ansell designs, develops, and manufactures many products recognized for superior comfort and durability.

THE BACKGROUND: ANSELL'S PATENTED ALGORITHM & NEW SALES PORTAL

Before engaging EPAM, Ansell developed and implemented a patented algorithm to gather data about customer product satisfaction based on information collected at each jobsite. Ansell's objective was to offer a more data-driven, customized approach to selling its products. To support this objective, Ansell developed a new, highly sophisticated portal for its sales team to enable flexible functionality based around the algorithm.

THE CHALLENGE: OFFER ONLINE FUNCTIONALITY OFFLINE

While the algorithm and website worked seamlessly together online, many jobsites lacked internet connectivity, requiring Ansell's salespeople to use pen and paper to record data and then input the collected data into the web portal once back online. This inefficient approach to data collection resulted in forgotten details, order inaccuracies, and wasted time between the sales visit and the quote arriving from Ansell to the customer.

To make the process more streamlined, Ansell asked EPAM to create an offline solution that allowed all necessary information to be entered into a mobile application that would calculate the most effective solution without leaving the client's facility. To replicate and synchronize Ansell's highly complex data model for mobile and offline use cases, EPAM deployed a development team with the exact skillsets needed. The development process was challenging for EPAM, requiring a great deal of patience and attention to detail.

TECHNOLOGIES USED

- Xamarin
- MVVM Cross
- SQLite
- Modern HttpClient
- AutoMapper
- Microsoft Intune
- EPAM In-House App Store



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THE SOLUTION: ANSELL GUARDIAN® MOBILE – A REVOLUTIONARY, REVENUE-BOOSTING APPLICATION

EPAM worked with Ansell to develop a new application – Ansell Guardian® Mobile – to enhance on-the-spot selling ability and allow salespeople to store and calculate info locally via their mobile device. Built with Xamarin, a platform that enables easy cross-platform native mobile development with a single codebase, the application features the following functionality to help salespeople survey and optimize product orders for Ansell clients:

- Ability to be implemented within a single department/facility, system-wide, or globally
- Support of five key functional business areas (Cost Performance, Injury Prevention, Chemicals, Products, Shifts)
- Multiple models for multiple verticals, including Business Guardian, Chemical Guardian, and Safety Guardian models for Automotive, Energy, and Building & Construction verticals, to analyze and bundle needed products for different clients
- Fields to input key data on Critical Observations, Safety, Productivity, Comfort, and Accessibility, enabling the algorithm to consider these factors in its calculations
- Ability to choose default floorplan based on personal, global, or industry-specific floorplans, or create a new floorplan on the spot
- Algorithm visualizations to highlight best products for each client and each application
- Built-in drag-and-drop functionality within a beautifully branded, intuitive user interface (UI)

Building Ansell Guardian® Mobile required EPAM to integrate over 100 data entities and models into the application, allowing the algorithm to connect dependencies between models and recommend a complete line of products to meet the customer's needs. The application is designed to synchronize each survey with the main server once the salesperson connects back at the office, enabling Ansell to collect and analyze a large amount of surveys and calculations to deliver incremental improvements for the app.

QUESTIONS?
CONTACT US AT
SALES@EPAM.COM

 For more information,
PLEASE VISIT EPAM.COM

41 University Drive, Suite 202,
Newtown, PA 18940 USA
P: +1 267 759 9000 | F: +1 267 759 8989

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THE RESULT: A BETTER SALES EXPERIENCE FOR ANSELL CUSTOMERS

With Ansell Guardian® Mobile, the company's salespeople can finally make the most out of the limited time – sometimes 10 minutes or less – they have onsite to survey a client. As a result, Ansell clients are treated to the most cost-effective, optimized solutions for all of their protective needs across multiple models and industries.

EPAM is currently supporting Ansell employees with application training, teaching them how to best put it to use in the field to achieve optimal protective solutions for each client. EPAM puts its all into helping and supporting clients, and as a result, a representative from Ansell had this to say:

“Their fiery spirit and personalities made me feel like a true partner, not just another project.”

LOUIS ZIRCHER, DIRECTOR, ANSELL GUARDIAN® TECHNOLOGY SOLUTIONS

If you're interested in transforming your business with a new mobile application or technology solution, contact EPAM today to learn more about our capabilities in Xamarin, cross-platform native mobile development, and other key areas within our Digital Engagement practice!