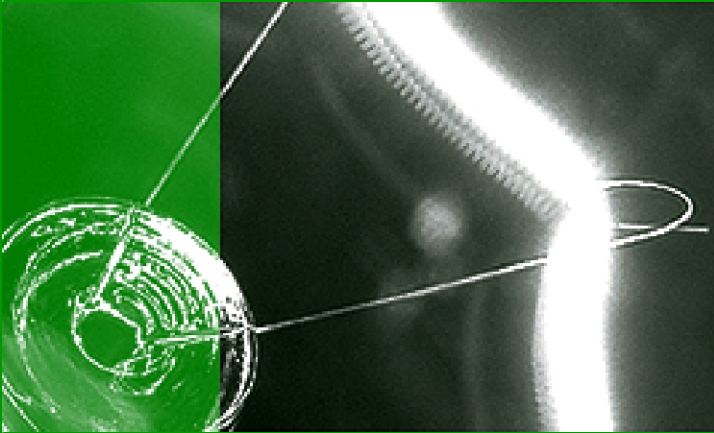




providing
business value

Case Study

LutskMebli JV



About Edvantis Software, Inc.

Edvantis Software, Inc. is a leading provider of software engineering services to high-tech businesses worldwide. On international market since 2000, today Edvantis is a premier Eastern European-based supplier of software development and maintenance. We deliver a range of tailored outsourcing services - business software development, software maintenance and porting, software verification and testing - all united by their focus on maximizing the business value for our clients. Edvantis brings unique advantages which are most fully utilized by our clients in the course of long-term business relationships.

Business Challenge

LutskMebli JV, a Ukraine-based furniture company co-owned by a Dutch manufacturer, required an integrated software solution automating ordering of luxurious made-to-order furniture. The need was initially defined by the customer as facilitating the process of choosing the furniture components by the end customer, rendering basic visualization of the chosen configuration, and comparing the selection's cost to indicative competitive pricing.

Edvantis' engineering team faced a challenge to go beyond developing a technical solution according to specifications, having first to perform thorough requirement gathering and business analysis. Edvantis' analysts closely communicated with many stakeholders at the client during 1.5 months. Certain amount of input had to be gathered from stakeholders at the Netherlands-based co-owner company, which employed Edvantis' skill in international communication.

This work resulted in elaborated specifications which clarified and added practical business sense to initial ideas of the client.

Technologies Deployed

.NET, ASP.NET, ADO.NET, C#, MS SQL Server, XML, WinForms, C++, OpenGL, ANSI C, XML

The Web component is based on ASP.NET technology using MS SQL Server as the data storage. 3D visualization engine is implemented with managed C++ code for .NET platform using OpenGL facilities. All application components are integrated by means APIs, XML, and common data storage.

Value Added by Edvantis

LutskMebli used Edvantis's service as a one-stop-shop for clarifying the business idea, getting it described into tangible technical terms, and actually implementing the software system. Availability of intrinsic understanding of graphical CAD functionality at Edvantis allowed building a high-quality, tailored 3D visualization system which went beyond customer's expectation and earned excellent feedback from the targeted consumer base. Edvantis' focus on maximizing business value in the customer's solution was highly praised by LutskMebli. LutskMebli states its intent to use Edvantis' service in all future business automation activities.

The system allows end users select desired furniture components, their color, shapes, sizes, and placement, and see how the selection will look in a virtual reality environment from various angles, lighting conditions, and perspectives. Edvantis engineers have developed a 3D rendering and visualization engine which has enabled much of the functionality appealing to the users and eventually increasing the lead-to-sale conversion rate.

A Web component of the solution allows customers to place new orders and track the implementation status online. Via a web browser, end customers can be ordering made-to-order furniture with a wide variety of customization options.

At present, Edvantis is working towards adding mobile capabilities to the solution developed for LutskMebli. A furniture designer equipped with a handheld device will be able to come to a customer and show her furniture projects adjusted for her apartment just right on the spot. Using a handheld device with a camera, the furniture designer will be able to display to the customer how the designed set of furniture will look over the actual background. This feature shall take the application to the new level of customer satisfaction thus further facilitating the sales.

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