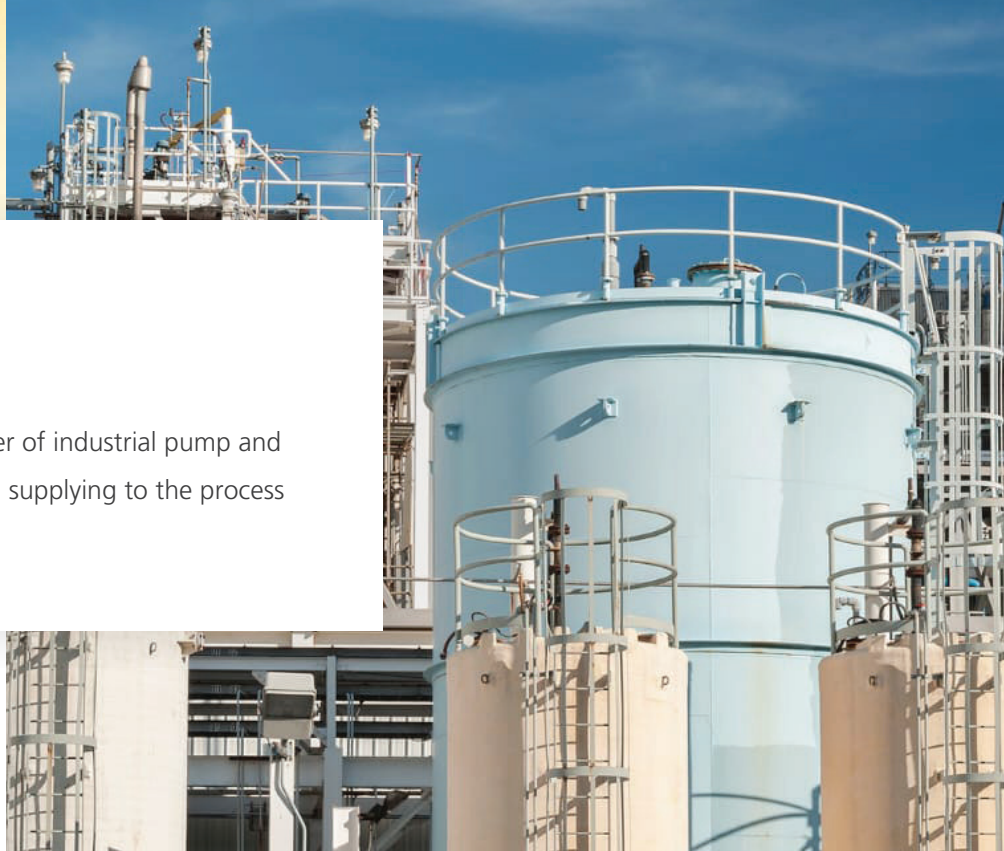


CASE STUDY

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# **B2B E-commerce Store for Channel Partners of US-Based Company**



## Client

Our client is a US-based manufacturer of industrial pump and compressor products supporting and supplying to the process fluid and gas industries.

## Challenges



The existing system was outdated and had limited accessibility for usage.



The system synced only with JD Edwards and not with any of the latest solutions.



Additionally, the client wanted to enable a unified view on the customer front and enhance its global visibility.

# LTIMindtree Solution

- Replaced an outdated e-commerce platform ERP2Web which only worked with JD Edwards with a modern e-commerce platform and deployed it as the enterprise-wide e-commerce solution.
- Integrated Oracle Commerce Cloud with three ERP's (Oracle JDE, MS Navision and Infor Syteline) and CRM applications for global visibility and single unified customer view using Oracle Integration Cloud Service.
- Delivered capabilities for channel partners to streamline:
  - a) Stock quotes for parts
  - b) Customer quotes for parts
  - c) Quotes through OCC and CPQ for units

## Business Benefits Delivered



Enhanced customer satisfaction and informed decision making.



Improved business productivity and accelerated 'quote to order' conversion.



Significantly reduced the turnaround time.

**LTIMindtree** is a global technology consulting and digital solutions company that enables enterprises across industries to reimagine business models, accelerate innovation, and maximize growth by harnessing digital technologies. As a digital transformation partner to more than 700+ clients, LTIMindtree brings extensive domain and technology expertise to help drive superior competitive differentiation, customer experiences, and business outcomes in a converging world. Powered by nearly 90,000 talented and entrepreneurial professionals across more than 30 countries, LTIMindtree — a Larsen & Toubro Group company — combines the industry-acclaimed strengths of erstwhile Larsen and Toubro Infotech and Mindtree in solving the most complex business challenges and delivering transformation at scale. For more information, please visit [www.ltimindtree.com](http://www.ltimindtree.com).