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PROJECT SPECS

Project Type: ERP, CRM, Warehouse Management, Accounting, Analysis and statistics

Technologies: Ruby on Rails 4.0, Nginx, Sidekiq, Redis, Faye, PostgreSQL, CoffeScript, JQuery, Bootstrap

Team: 5 Senior Developers, 3 Middle Developers, 1 Front-end Developer, 1 QA Engineer, Part-time Scrum-Master

Duration: 2+ years

Methodology: Scrum, Kanban

Status: CRM module has been successfully introduced in 20 centers.

TESTIMONIAL

When looking for a strategic IT-partner for the development of a corporate ERP solution, we chose SumatoSoft. The company proved itself a reliable provider of IT services.

We are pleased to mention that the work is done to the full extent, on time and on a high quality level. It complies with the requirements due to the highly skilled project team of our chosen partner.

We recommend SumatoSoft as a reliable partner in the sphere of development and implementation of complex business solutions.



Yuriy Semenchuk,
General Director
of Scalex Co.Ltd.



TOYOTA

Client: Business Car Group (Toyota, Lexus)

Headquaters: Russia, Moscow

Industry: Business & Finance, Transport

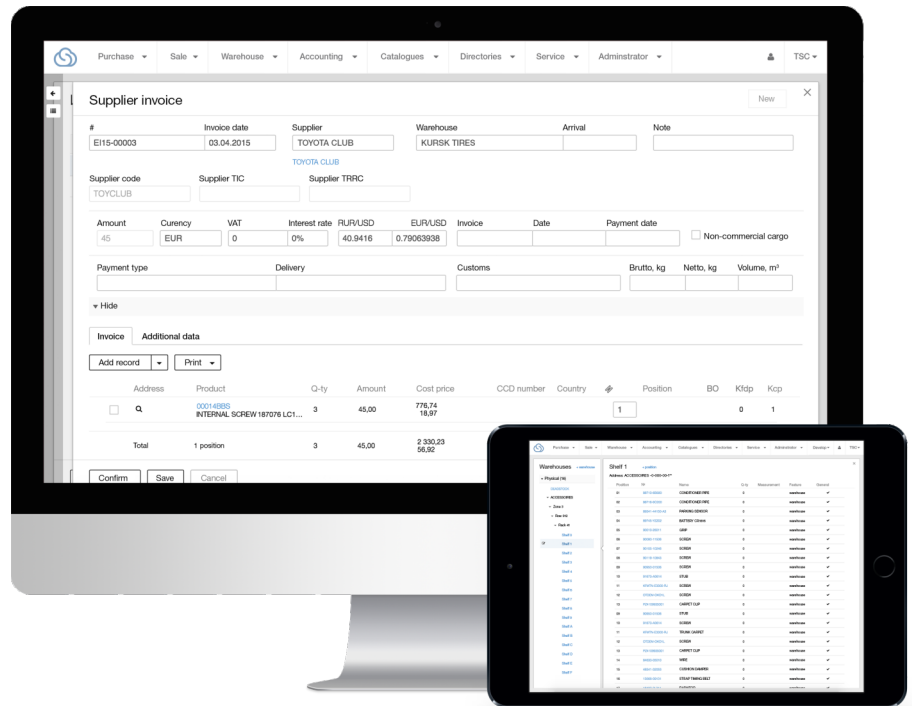
Website: <http://business-car.ru/>

Toyota Custom ERP/CRM System

Scalex is an ERP system developed for the **Business Car Group**, the largest car dealer, representing such brands as **Toyota and Lexus** in Russia. The company has lots of sales and maintenance centers across the country.

The client used to have a **set of old IT solutions** developed more than 10 years ago. These solutions became outdated, didn't meet the modern business requirements of the company, represented uncoordinated tech platforms which support and improvements were expensive and not efficient.

The company plans to develop this complex packaged product and to sell it in future as a SaaS service.



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Client's Business Challenges

The project aim is automation of the all car-dealer's business processes including:

- customer support during a new car purchase (test drive, insurance, credit, trade-in, additional equipment, registration in motor licencing and inspection department);
- customer support in car service (repair, servicing, spares);
- spares purchasing and registration;
- accounting;
- human resource management;
- data analysis.

As some part of the car-dealer's business has been automated, there is a need to integrate new solutions with the working ones and eventually to replace them with new functionality.

Our Solution

To hasten the system development and implementation, and to reduce the time between first release and receiving feedback from real users, we chose **Ruby On Rails 4.0** and the **Scrum methodology** to use.

The system supports various DBMS: **PostgreSQL** and **MySQL**. Native **JavaScript** and **BootStrap** were employed to create interactive UI.

To automate the work with clients, we have developed the most popular module - CRM. The module includes virtual desktops for each employee role interacting with the dealer's clients. The desktop includes the a set of tasks concerning customer support. For services and documents circulation automation we have developed such modules as "Service", "Spares", "Accounting".

OTHER FEATURES:

- The navigation in the system is realized without browser pages reload.
- The application has a flexible security system, which allows adding and editing access rights of the users.
- The system has also an interface for the interaction with the previous systems used by the customer.

Results

After the implementation of the CRM module many **company's processes of selling and servicing cars** were automated, **the company has reduced the operational costs, hastened sales cycles and improved customers retention rates.**

Find Out How We Can Help Your Business

Get in Touch

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