

Creation of a Custom SaaS Platform

FORUMTEL

“I would be remiss if I did not comment on the professional job that you and your team did for Forum Mobile. Your ideas and insight truly brought our product to the next level. Your ability to consistently meet deadlines and build for us a web site that did every function that we requested and come up with brilliant ideas for functions that we did not even know we needed was above and beyond the call of duty.

Thank you for always having the time and patience to meet with our executives as well as office staff to explain the functionality that your team built for our web site as well as the ease of use. I most especially appreciate the effort that you personally put into this project and I will never forget the meeting with our client when we beta tested it on location.”

Saul Bienenfeld

BUSINESS SITUATION:

ForumTel was a leading Mobile Phone Operator and consolidator, specializing in high quality handsets and international cellular services. As their distribution widened it became apparent that there was a need to track distribution, rentals, usage billing and commissions. They had a strategic business initiative to offer these telephones as rentals through the concierge desk at hotels, car rental agencies and other travel-related partners.

APPROACH:

InterSoft met with ForumTel to review the business model together with proposed policies and practices of the new offering. Off-the-shelf solutions were explored but proved inefficient for processing the types and volumes of transactions that the business required. A project proposal was prepared, reviewed with the client and modified through an iterative methodology that closely teamed consultants with business resources.

SOLUTION:

Custom SaaS platform was developed that was multilingual (their partners were in Europe and Israel) and scalable to incorporate the branding of each of ForumTel distribution entities. A working prototype was developed within 30 days. As the project progressed an Agile Methodology was utilized throughout the development process in order to successfully react to the rapidly evolving business growth and needs.

RESULT:

Within three months the custom SaaS platform was running in ForumTel offices and with their business partners. The company is able to manage all aspects of distribution and usage and the platform includes a credit card processing module.

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InterSoft Associates is a software development consultancy that, for more than 30 years, has been developing innovative custom solutions that solve complex business problems. **We are proud of our 100% success rate, unheard of in the industry.**

For a complimentary consultation, please contact Hy Goldstoff, Founder and CEO

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