

applications makes visibility troubleshooting much more efficient. They also helped develop a single, integrated platform to handle the complex data transformations using the Tibco Cloud Integration platform.

“It is a very innovative design,” says Harris. “We now have one unified integration platform with the complex data transformation to make the processes as similar as possible. We created our own custom API’s because the transactional volume was so high. Apps Associates was able to utilize these custom API’s to enable more efficient transaction handling than was possible with standard, systemic API’s.”

“This was a complex hybrid cloud project,” said Pandu Prudhivi, Director of Integration at Apps Associates.

“Working closely with the EagleView team we were able to integrate multiple, disparate systems. This allowed us to help EagleView achieve the key business goals they had set for the initiative.”

Systems Integration Yields Significant Benefits

As a result of the integration project, EagleView now has a 360-degree view of the customer and they’ve reduced data errors. They also have just in time support for customer inquiries and real time performance dashboards for the business.

“Now we have single touch transactions,” says Harris. “Before the integration there was dual data entry into multiple systems which can cause mistakes. We are processing millions of transactions per year including account updates, contact updates, and sales transactions. We now have our CRM and our engineering systems in sync passing information back and forth.”

Marketing is now able to create campaigns and tag transactions so EagleView can attribute sales to specific marketing initiatives, a huge benefit for the organization.

Apps Associates also helped EagleView develop an integration solution to support a new, complex subscription model they introduced.

“We were able to design a robust, fully integrated system that will allow us to process these subscription transactions effectively and efficiently,” says Harris. “This is the only way we would have been able to process these transactions without causing serious problems in the accounting system.”

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Apps Associates was key to the project’s success.*

Apps Associates Performance Key to Success

“Our relationship with Apps Associates is absolutely fantastic,” says Harris. “Their team is always coming up with innovative, robust, scalable solutions on an enterprise-wide scale. I have full confidence in them on these very complex projects.”

EagleView is heading to Phase 2 of the project and is planning to engage Apps Associates to help with further integrations.

“Apps Associates was critical in helping us implement this hybrid cloud model,” Harris says. “We had various disparate data models both on-premises and in the cloud and we not only needed to integrate, but we had to transform the data. Integration without the data transformation wouldn’t have worked. Apps Associates was key to the project’s success.”



For more information about Cloud Services from Apps Associates, please visit www.appsassociates.com or call us at +1-855-399-0230.