



Microsoft Singapore - Regional Solutions

Business Transformed: Efficient and productive business planning process via centralized web based solution

Customer Introduction

Regional Solutions APAC is the internal Microsoft team responsible for all Line-of-Business applications across 9 subsidiaries.

Businesses supported by the team include: Sales, Marketing, Services and General & Administration.

Business Situation

Microsoft subsidiaries conduct fiscal year business planning during April to June timeframe. The Planning process is owned by the subsidiary Business Planning Manager (BPM) with the involvement of the subsidiary management team.

The planning process requires subsidiary management to work together to define and align on strategies and campaigns, to create an integrated subsidiary business plan.

In previous years, subsidiary management has used a variety of tools and templates to document their plans. The lack of a common repository for planning presents several problems:

- Inconsistency of data when the BPM integrates individual plans
- Time burden of integrating up to 50 business plans
- Versioning challenges among subsidiary managers

Microsoft was looking for a partner who could understand their business requirements and develop a solution to be rolled out within a 3 month timeframe.

Infinity was chosen due to its superior processes to manage a project under rapid time constraints, knowledge of .NET 2.0 and track record of quality software deliverables.

The Challenge

Upon completing the detailed business requirements, Infinity was faced with the following challenges:

- To design a system that captures the business requirements of various sub teams in its entirety within a web based system.
- Develop an intuitive user interface which would appeal to business users, require minimal training, and achieve maximum adoption.
- System had to meet high availability (24/7) and performance levels since it was to be used by more than 400 users for mission critical financial year planning.
- Integration required with Report Builder and Office 2003.

Case Profile

Business Planning portal/Asia Pac Planning tool for Microsoft Regional solutions team

Duration:: 4 man months

Environment:: Windows 2003 Server System with SQL Server 2005, Visual Studio .NET 2005

Technology used:: ASP.NET 2.0

Services:: Product Design and Development

Results:: A centralized tool to capture, organize and report on business planning data. Avoid countless scores of excel / PowerPoint files and manual hours spent on collating data.

Welcome demo

Home

Manage Users

Create Strategy

Create Campaign

Create Activity

Manage Strategies

India

- Strategy 1
 - + Campaign 1
 - Campaign 2
 - + Campaign 3
- Strategy 2
 - + Campaign 1
 - + Campaign 2

Home > Strategies > Strategy Business Planning Portal

Strategy Name *

Campaign Name *

Campaign Owner *

Campaign Opportunity Statement *

Expand All

Investment	
Marketing	BIF
<input type="text"/>	<input type="text"/>

Revenue Objective +

Developer Tools +

Non-Revenue Objective (KPI) +

Partner Capacity Check +

Citizenship Objectives +

Screen capture of the Business planning portal for Microsoft Regional Solutions. Data shown is for illustrative purposes only.

Infinity's Solution

Infinity successfully delivered a solution that could

- Capture information about marketing Strategies, Campaigns and Activities during the business planning cycle.
- Make reporting and data drill down easy.
- Integrate with Microsoft Report Builder and Office 2003

Results and benefits

- Successfully developed an intuitive tool that could capture Strategies, Campaigns and Activities during the business planning cycle
- Centralized the process to capture, organize and report on business planning data.
- Helped avoid countless scores of excel / PowerPoint files and manual hours spent on collating data.

infinity

Transforming businesses

Infinity is a Software Product Outsourcing company that helps ISVs and software companies build competitive products to achieve market leadership and product excellence.

Balancing time to market pressures and superior quality is our forte at Infinity, and that is the essence of the value we bring to our clients. We bring you the much needed technical expertise, outstanding people and quality processes to build great products, on time.

Visit Infinity at www.infinity.com

Locations: Singapore, USA and India

Global Head Quarters

Infinity Pte Ltd.
31 Science Park Road
#01-08, The Crimson
Singapore 117611

Phone: 67735126
Fax: 67797957