

Openxcell

Empowering Businesses With Innovations

A B2B company that approached
OpenXcell to Transform their
Business

CASE STUDY



Thank you for downloading this case study!

Finding the right business partner is as important as running a successful business. With the right partnership, one can easily ensure the availability of the right expertise to craft innovative products that can help businesses to reach new heights.

This case study elaborates on how a B2B ecommerce platform was able to garner a global client base with the help of OpenXcell's on-demand development team. A solution that was specifically created to provide a secure blockchain network to its buyers and suppliers not only eased out their communication but also helped manage their operations and payment portal.

The astounding success of eProcure over the period of two years can be attributed to the diligent team of OpenXcell that has, and continues to handle the entire operations of this blockchain B2B platform.

Want to read the details of how Openxcell successfully managed to win the trust of its client and deliver the expectations hassle-free? Read on.

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eProcure Intro



Industry	eCommerce
Headquarter	Riyadh, Kingdom Of Saudi Arabia
Offshore Development Centre	Ahmedabad, India
Team Size	20
Platforms	Web, Mobile

eProcure is a B2B SaaS-based e-commerce platform that came into existence in 2018. Designed specifically to secure B2B transactions through smart contract management, eProcure enhances and provides complete transparency of business operations. This highly flexible digital solution has blockchain integrated into the cloud, which encrypts the entire data to make it immutable. Enriched with real-time business tracking features and approval workflow, eProcure provides a dynamic marketplace to its users.

One of the most prominent features that sets eProcure apart is its highly customizable nature which makes it extremely user-friendly for buyers, sellers, customers as well as business experts. Currently, eProcure has a vast clientele all across the globe that rely completely on this blockchain platform for order management and procurement processes.

eProcure's Business Challenge



A leading investment management firm decided to create a secure software solution that could provide a trustworthy blockchain platform to buyers, suppliers, and customers. This solution was conceptualized to eliminate data breaches and mismanagement of commodities in the procurement process. Though our client was ready with the idea, he didn't have any experience in software development and thus, was in search of a highly experienced team that could realize his expectations perfectly. Moreover, the client had a major issue of trust due to their previous engagement with other unreliable sources. He thus needed a team on which he can trust completely to deliver the project. It was in 2018 when the client finally approached Openxcell with the requirements.

Product Key Features



Marketplace



Approval Centre



Smart Contract



e-Auction



Simpler Management



Real-time Analytics

Our Approach

Project Inception

eProcure client approached us in 2018 with an idea to create a software solution that could simplify the eProcurement management for B2B buyers and suppliers.

After requirement gathering and analysis, we created a blueprint to analyze the scope of the project and listed the profiles that we would be required to create a development team.

The project kick-started with the onboarding of 7 in-house team members which included 2 Java developers, 1 private blockchain developer, 3 ReactJs developers, 1 Designer and 1 QA. These members were apprised of the project requirements and trained for the technologies needed to develop the product.



Project Acceleration and Team Creation

Once the team was ready with the necessary training, *a cloud architecture was created by the solution architect in a way to make it compatible with the Hyperledger (Blockchain) technologies.* Simultaneously, a hybrid database schema and system architecture were developed with the help of developers. Gradually as the project progressed, *the buyer and supplier websites were created*



and features like registration, login and marketplace were made functional. The marketplace allowed buyers to explore products and sellers to add products.

In the next two quarters, 2 more ReactJs developers were recruited and on-boarded to help the team in - making end-to-end encrypted APIs, completing the supplier and buyer management module by integrating it with more features.

With the help of the strategic sourcing module on the buyers' website, the buyers were now able to send a request for information, quotation and proposal to the sellers. Parallely, on the suppliers' end, the Proposal management module enabled suppliers to send quotations based on received proposals.

With the commencement of quarter 3, the team of 9 members upgraded the architecture with automation tools to make the deployment faster. The team also introduced an e-Auction feature which brought exclusivity to the product. It was a unique feature specifically integrated to allow buyers to put their requirements forward, to which sellers could respond with the quotation for approval of a deal.

“Incorporation of e-Auction feature was certainly an impressive decision taken by the OpenXcell team. It has become one of the core parts of the product now, and multiple users have already leveraged the benefits of getting the right deals with it.”

Nawaf Alabra

Product Owner, eProcure

In Feb 2019, the team decided to migrate the database from MySQL to CouchDB for improving the speed of the portal. A part of the team also worked to integrate the Smart Contract Management feature into the e-auction module for carrying out business deals securely. While the project was moving ahead, **the client came up with yet another requirement of a mobile application for buyers. For this, 2 more mobile engineers were subsequently added** to the development team and the requirement was delivered timely. In the second phase of 2019, the testing and verification of the solution were initiated. Meanwhile, as the demands were fulfilled on the development end, the team was ramped down by removing the 2 developers whose stints had completed.



By the end of 2019, the team had now added multiple features like order management, smart contract management, and supplier network with chat box to the buyers' mobile application. The development team also started working on the Role Management feature for buyers and suppliers, and the Expert website was created.

As 2020 started, *the system went Live for public use and there were more than 250 users relying on this product* already. As the users started using the portal more and more features were required.



“Cost was never a problem for us. When the team voluntarily suggested ramping down its members, we felt it was not necessary at all. However with that decision it was clear, we can totally trust OpenXcell because it was right to do so when the development was completed.”

Nawaf Alabra

Product Owner, eProcure

Hence, the approval workflow, budget management, and address book were simultaneously integrated into the system and the website was also updated for supporting the Arabic Language.



Team Transition

As we stepped into the first quarter of 2021, it has all been about website optimization, SEO, bug fixes, UI enhancements to improve the overall quality of the solution. Our team size has also been reduced to 3 members that will be further regulated as per the requirements of the project.

The client is highly satisfied with the quality of the product that we have provided him and has insinuated to continue his collaboration with our offshore development team at least for the next few years.

Product Success

99% Software Uptime

Multiple Integrations

**Automated eProcurement
process**

Unique eAuction facility

Highly secured transactions



OpenXcell's Contribution In Client's Success

Client success can be attributed to the unwavering dedication of OpenXcell's team that worked swiftly to provide on-demand solutions to the requirements of the project.

We not only created an offshore team for the project but also changed the team size as and when required. Our constant agility, prompt actions, deep understanding of the requirements, and above all, patience helped the project to achieve success.



Our Success Gears



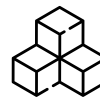
12+ years of extensive product development experience



Recruitment of Top Talent



360 Degree Operations Management



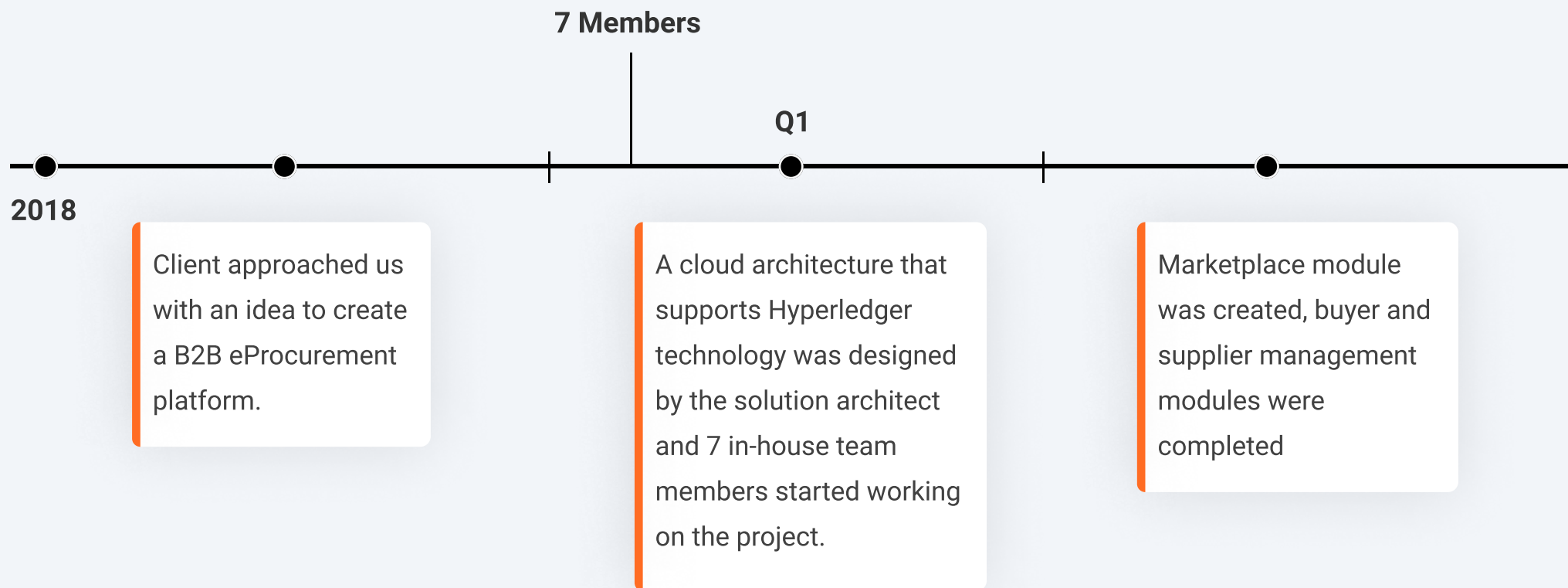
Scalable Model



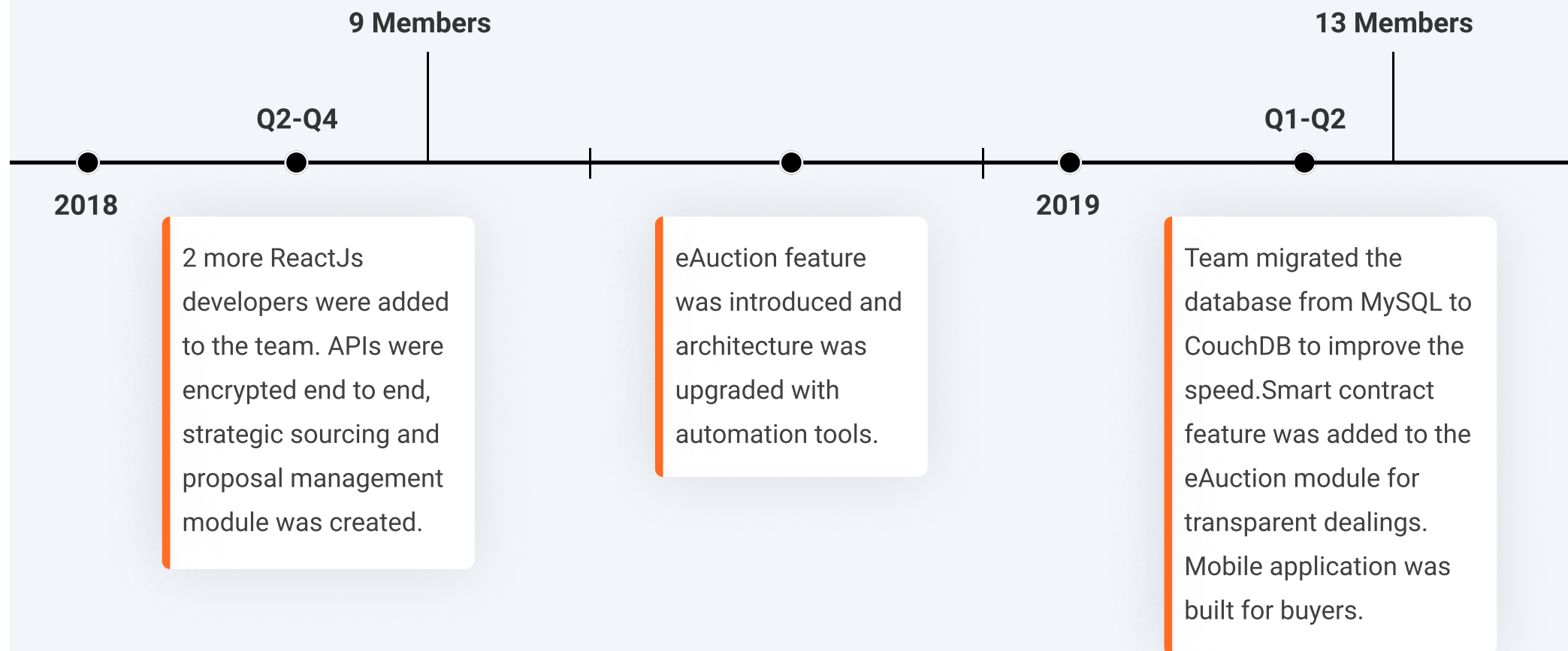
Dedicated Development Centre



Engagement Timeline



Engagement Timeline



2018

2 more ReactJs developers were added to the team. APIs were encrypted end to end, strategic sourcing and proposal management module was created.

9 Members

Q2-Q4

eAuction feature was introduced and architecture was upgraded with automation tools.

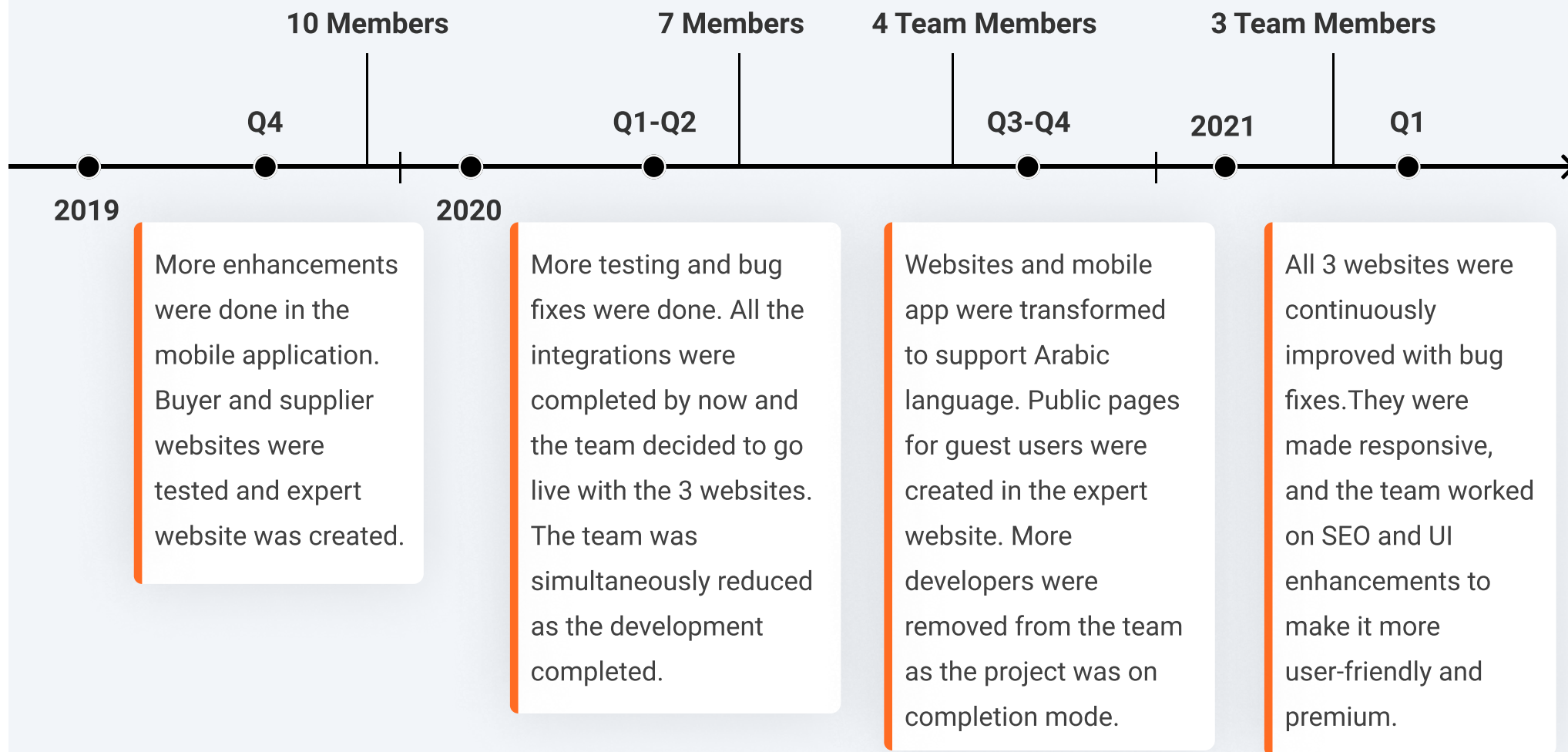
2019

Team migrated the database from MySQL to CouchDB to improve the speed. Smart contract feature was added to the eAuction module for transparent dealings. Mobile application was built for buyers.

13 Members

Q1-Q2

Engagement Timeline



Technology Stack

Front-end

ReactJs

Back end

Java

NodeJs

Database

MongoDB

MySQL

Framework

Spring Boot

Other technologies

Twilio

AWS



Client Achievements



300+ Customers



**Highly secure
eProcurement platform**



Optimized workflow

Client Testimonial

"We are so proud to have worked with OpenXcell. They have been extremely patient in fulfilling all our demands on time. In a project like this which needs multiple processes to be looked after, it is commendable that OpenXcell's team has excelled by far, on all our expectations. They certainly outdid what I had imagined."

Nawaf Alabra

Product Owner, eProcure



Conclusion

eProcure has been an absolutely intriguing project for OpenXcell. The entire journey has brought value to both the parties in the form of learnings, implementations and profitability out of developing a premium quality product. Moreover, our client was able to focus on his main business while our team was providing 360 degree support by gathering the right resource pool on-demand, sizing the members as per the project requirements as well as relieving the client from tedious recruitment procedures.

At OpenXcell, we have always believed in delivering ease of business by ensuring reliable services and holding on to the quality of work we deliver to all our clients. Our partnership fosters trust, innovation, transparency and growth certainty which guarantees success of our esteemed clients.

Thank you for your time!

Contact Us

Want to scale your business with our seasoned product development team? Let us know your requirements.



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