

Cloud Services powers growth for Power Technology Startup

Business Challenge: Evolve corporate communications to support growth

Starting up operations in a new market, AAPT India wisely kept initial costs to a minimum using Google email and free business productivity applications. AI Ansari Power Technologies (AAPT) built market share quickly, providing turnkey design, engineering and installation services to municipalities, government agencies and businesses across India.

A key competitive differentiator for AAPT India is their turnkey approach, which requires professional project management supported by shared project data, instant communication and document collaboration. With no technical support and collaboration solutions, the free use Google email and applications became a barrier to growth. The inability of project teams to collaborate in real time was significantly impacting productivity and the need for centralized customer data was imperative.

“IOTAP took the time to thoroughly understand our requirements and propose a cost effective solution that will support our growth in the coming years. Through online collaboration we are able to provide high value services to our customers while minimizing travel costs.”

T.P. Prakasan, AAPT India CEO

Solution Concept: Connect employees, vendors and customers while keeping costs to a minimum

AAPT India looked to IOTAP to evaluate their business requirements and find a solution within their budget. The first step was gaining a clear understanding of AAPT’s collaboration needs, which included:

- lead and proposal management,
- customer and team project update communication platform,
- shared customer and project data,
- shared team calendars.

Adding complexity, not all employees required the same access – many field-based employees only needed basic email while others needed the full set of collaboration tools. Secure, role-based customer and vendor access to project information was also identified as a key requirement.

Solution Design: Enterprise level productivity tools at a fraction of the expected cost

Considering the alternatives, IOTAP’s solution design team knew that an out-of-the-box solution would be the most cost effective route to meet the requirements. Based on their extensive experience with business productivity and customer management solutions, the IOTAP solution architects designed and proposed a unique hybrid approach to the meet AAPT



AAPT India Profile

AAPT India provides turnkey design, engineering and installation services to municipalities, government agencies and businesses across India. With a team approach that ensures professional project management from the top down, AAPT India is setting a new standard of excellence for India’s infrastructure improvement projects.

Infrastructure design and engineering projects

including:

- Power stations
- Climate control
- Plumbing
- Landscaping

Headquarters:

Bangalore, India

www.aaptindia.com

requirements. AAPT needed a platform to build an infrastructure solution that would help grow with the business. IOTAP proposed Business Productivity Online Solutions (BPOS) from Microsoft. Since BPOS is a subscription service, there was no capital outlay required for hardware or installation services. User licenses are paid monthly.

BPOS fulfills all of AAPT's collaboration requirements, including:

- web and video conferencing through Live Meeting,
- document management and portals through SharePoint,
- instant messaging and peer to peer calls through Office Communications,
- day to day business productivity with Outlook email and calendars.

With BPOS, AAPT India's project teams could connect and collaborate with their customers and each other anytime, anywhere. SharePoint portals provide the secure entry point for users to access relevant customer and vendor information.

In addition to fulfilling the collaboration requirements, IOTAP's architects proposed a hybrid solution to connect free email users to their teammates without the cost of BPOS licensing. Those employees with minimal collaboration requirements continue to use Google email with full data capture for history and security.

Solution Benefits: Reduced travel costs and increased productivity

Municipalities, corporations and government service bureaus across India— from Chennai to Mumbai to Delhi – engage AAPT India to design and deliver hundreds of engineering projects. Travel budgets could easily drive project costs up but AAPT India is able to keep communications lines open with clients through:

- online meetings connecting multiple locations and people,
- sharing desktops and documents during online meetings
- project portals to centralize documents and allow shared workspaces.

Less travel allows project managers to focus time on project needs instead of on the road.

As AAPT India delivers a new level of project management to their customers, collaboration within their project teams is critical. With BPOS, time wasted looking for documents and document version issues have been eliminated. The AAPT India project teams use BPOS to:

- answer field questions immediately with instant messaging,
- track document versioning through SharePoint portals,
- find content stored in lists, documents and document libraries through powerful search capabilities.

Delivering complex services in emerging economies challenges companies to be creative with technology solutions. In partnership with IOTAP, AAPT India now has a cost effective solution that fulfills customer and internal needs as a foundation for future growth.

Transform your collaboration environment with IOTAP

IOTAP is a Microsoft Gold Partner with highly trained and certified Microsoft architects, developers and implementation consultants.

Business Challenges

- Complex project management
- Fast growing organization
- Dispersed workforce
- Variable user needs
- Limited budget

Solution Requirements

- Lead management
- Document management
- Project collaboration
- Customer and vendor communication

Solution Components

Customer and Vendor Portals

Business Productivity Online Suite (BPOS) from Microsoft allows growing businesses to use enterprise technology without worrying about capital expenditure, investments in IT infrastructure and resources.

BPOS includes:

- Microsoft Exchange Online for email and calendaring.
- Microsoft SharePoint Online for portals and document sharing.
- Microsoft Office Communications Online for presence availability, instant messaging, and peer to peer audio calls.
- Office Live Meeting for web and video conferencing.