



## THE CHALLENGE

### *Disjointed, costly sales and RFP processes*

Nokia Siemens Networks builds some of the largest wireless and wired networks in the world and operates in 200 countries. Upon receiving a request for proposal (RFP), it would take sales representatives four to six weeks to complete the request. RFPs include many calculations, including network configuration, equipment and services costs, customer pricing, and a thorough risk analysis. The cost for these large, complex networks often exceeds \$100 million; sometimes billions of dollars. For each proposal, sales representatives had to turn to four separate applications, including SAP, to get the job done: network configuration, costing, pricing, and final proposal applications. Unfortunately, the weeks-long process was error prone and negatively affected sales.

The company sought to streamline its global proposal processes and consolidate its four applications into one for rapid, accurate proposal generation. In order for the application to be as usable, cost effective, deployable and maintainable as possible, the company decided early on that it wanted to modernize its systems to deliver a single, web-based application. To get the initiative underway, they turned to Munich, Germany -based systems integrator SoftCon, which specializes in the planning, development and integration of Internet-based solutions for enterprises and government agencies.

Independent of vendor input, SoftCon evaluated many application development solutions, based on 17 criteria including:

- The solution's ability to meet every requirement
- Performance
- Rich internet user interface support
- Manageability
- Global service and support
- Ease of end-point application deployment, including a "zero install" model
- Web compatibility for future application modernizations
- Ability to leverage current IT investments in servers, laptops, databases, and other facets of the existing infrastructure

Nokia Siemens  
Networks



## THE SOLUTION

### *Application modernization software from Nexaweb*

Not only did Nexaweb surpass the competition, it also exceeded in its ability to meet the company's most ambitious and vital requirements: overall performance and availability, and the ability to deliver an enterprise-class application running from within a web browser. After Nexaweb sailed through SoftCon's tests, it then met an additional requirement: its platform provided easy integration with legacy client/server and desktop applications, such as Microsoft Office.

Nexaweb's modernization software platform and methodology enabled the network equipment provider to consolidate and transform its four disparate sales configuration software programs into a modern web-based business application. SoftCon used its expertise in software modeling along with tools from Nexaweb to rapidly transform the legacy applications to the new target architecture.

*"Nexaweb convincingly beat out its competition in most of the categories, making it one of the industry's best software platforms for modernizing complex, highly scalable enterprise applications to the Web"*

*Dieter Heyne  
Project Leader  
SoftCon*

# CASE STUDY



## FAST FACTS

### Company:

- One of world's largest telecommunications equipment suppliers
- 60,000 employees in 200 countries
- 1,400 customers
- Networks connect over 1 billion people

### Results

- Consolidated and modernized 4 disparate applications used by sales people to configure and cost network proposals (RFPs) for customers
- Nexaweb selected over other solutions based on rigorous 17-point benchmark
- Nexaweb software eliminated 18 months of manual coding and risk from project schedule
- New web-based system reduces RFP development from 4 weeks to 2 hours
- Application deployment and maintenance costs 60% lower than original system



nexaweb

## THE RESULTS

### *An integrated sales proposal application*

The model-driven transformation process used on the project proved extremely successful. This approach helped to dramatically reduce the amount of time spent developing new code. In fact, 65 percent of the software—2 million lines of code—was developed through a code-generation module, which cut development time for the modernization effort by 18 months.

The modern sales configuration and proposal application can be run from within any web browser, in either online or disconnected modes. All of the information a sales representative needs to access, much of which comes from an SAP back-end, is directly populated into the application for system configuration, pricing, and costs. The web browser-based application provides the identical performance and look-and-feel as any traditional desktop application.

Today, rather than taking four weeks to develop an RFP, sales representatives anywhere in the world can now complete the process in two hours or less. And because it's a centrally managed web application, Nokia Siemens Networks has witnessed a 60% reduction in the operational costs to manage and maintain the software.