

Mobile eCommerce Solutions, Ready for the North American Market

How Sierra Systems unified thousands of re-sellers on a single eCommerce platform and downloadable app

Challenge

An established North American company had rapidly expanded its client base of re-sellers through acquisitions and organic growth. Each re-seller sold equivalent services but operated with “local variations” - different costs, price structures, and contracts - complicated further by multiple, incompatible, payment systems.

The company looked for a universal mobile-ready solution that could be used by each re-seller and be readily used by the re-seller’s clients for direct purchases.

Solution

On the back of a complex **Microsoft Dynamics 365 FO, CRM, Azure, and .NET-**based solution, Sierra Systems, an NTT DATA Company, built an open API that each re-seller could connect to. Through this custom link, the rates, terms, and key data could be uploaded by the thousands of re-sellers. In recognition of modern market forces, the data could also be easily downloaded by potential clients.

Benefits

The resulting eCommerce marketplace collected data from all transactions in one place, providing corporate oversight while still allowing for regional variations.

The first year saw over 50,000 downloads and over \$1M in sales; the company has seen fantastic growth, adding new re-sellers and customers each quarter.

Sierra Systems is proud to have supported the modernization of this continent-wide eCommerce marketplace, and continues to work with the company, developing new features and preparing the data for the next technical leap.

Contact Sierra Systems today to discuss how our Microsoft and eCommerce experts can centralize, accelerate, and expand your transactions in the cloud.

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Accelerating IT

Contact us to learn more about our award-winning and innovative solutions:
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