CLIENTS PORTFOLIO-SERVICES

Enzigma®
We start where others quit

SINCE 2002

About Us

Enzigma is one of the leading business solutions provider since its inception in 2002. We have been working on various state of art technologies to implement the business solutions for our clients. Our goal has always been to serve our clients to grow their business using our unique solutions. With this goal in mind we have delivered more than 350+ projects for clients across the globe. We have excellent team of business, technology and quality assurance to help achieve our goal and deliver high quality solutions consistently year after year.

What we Offer?

- A highly motivated team of business analysts, architects, development and quality assurance engineers to deliver a complete solution.
- Highly competitive and cost effective solutions
- Extremely flexible pricing models to serve business of all sizes
- Vast and extensive integration experience with Salesforce.com® and other custom applications
- Huge experience in onshore-offshore project management methodologies.
- Unique Product development experience in Salesforce.com® marketplace AppExchange.
- Vast variety of domain implementation experience like Non Profits, Grant Management, Hospitality, Non Profits Project Management, Fitness, E-Commerce, Pathology.

Why Salesforce.com®?

These days it is even more important than ever to run a well-oiled business machine that gives you the repetitive and competitive advantage to stay one step ahead of competition. Salesforce.com® allows organizations to handle all their business applications with a single data model and it all happens through one user interface. Salesforce.com® is a proven leader in customer relationship management. It is consistently ranked top on the chart by industry analysts like Gartner as a best-in-class solution provider, Salesforce.com® is no doubt a market leader in the recent era.

Salesforce.com® Development

Salesforce.com® is a powerful tool for marketing and promotions. We help design and optimize your sales process to maximize cross selling, up-selling and deliver effective personalized marketing to your customers. Using Salesforce.com®, we can have tailor solutions for company's unique business needs. Salesforce.com® can build advanced automation functionality or expand the existing Salesforce.com® CRM solution through powerful custom application development.

Our Expertise

Clouds:
Salesforce.com®, Amazon, Azure

Platforms:
Force.com, ASP.NET(C#)

Salesforce.com®/ Force.com®:
Apex, VisualForce, Triggers, Workflow, Communities, AppExchange Listing

Databases:
Microsoft SQL, MySQL

Migrations:
To/From Salesforce, To/Fro MySQL/SQL Server/QuickBooks

Web Technologies:
HTML5, CSS3, Angular, JQuery

Merchant & Payment:
osCommerce, PayPal, Barclays, Authorize .NET, FirstData, Stripe.com

Mobile Web Apps:
iOS, Android(HTML5 based web applications)

Tools :
Force.com IDE, Balsamiq, JIRA, Confluence, Visual Studio

Salesforce.com® Integration

Software has a tremendous impact on business productivity. Unfortunately, a single application rarely provides visibility into all the data you need to support business decisions, no matter how sophisticated the application may be. With Salesforce.com® integration, you can cut waste and drive efficiency and reduce the costs marginally. We can have integration of the HR, accounting, financial control, point-of-sale, e-commerce, marketing and document management using Salesforce.com®.

Salesforce.com® Implementation

Cloud technologies require an in-depth analysis of your current business situation and your future vision. SaaS is redefining the way business issues can be addressed and helping our clients throughout the product lifecycle. Salesforce.com® ensures high quality cloud implementations which are timely and budget friendly. Implementation is equally as important as development.

Salesforce.com® Data Migration

You may be using other systems today already, and moving to Salesforce.com® can seem a difficult task. Data migration is important, making it essential for businesses to have the proper tools to do so. When moving from one CRM system to another, it is critical that all your data migrates without any hiccups. With various departments within your business (e.g. HR, sales, marketing, accounting, finance), providing everyone access to up-to-date information makes it all the more vital to ensure that during your data migration, everything stays intact.

Third Party Applications

Third party applications found within AppExchange will extend your success in the cloud. Salesforce.com® AppExchange has many solutions for your business, which generally works out of box. Some applications may require extensive configuration to get it to work as per your needs.
In most cases it will be less expensive taking advantage of an existing application instead of building your own from scratch.

Business Workflow Automation

Salesforce.com® Workflow provides a simple point-and-click interface to automate business processes. You can create automatic email alerts for deals over a certain size, auto-assign tasks as a deal moves through the different stages, and more. Complex sales processes can be automated with drag-and-drop actions in Visual Workflow along with custom development. Create workflows that guide sales agents through qualification conversations, intelligently recommend next steps on a deal, or automate manual tasks like filling out orders or putting together complex proposals.

What we do?

- Salesforce.com® Development

- Salesforce.com® Integration

- Salesforce.com® Implementation

- Salesforce.com® Data Migration

- Salesforce.com® Communities

- Business Workflow Automation

- Third Party Applications

- Custom Development using
  .Net technology

- Responsive UI using HTML5, CSS3, and
  JavaScript Libraries

American Red Cross

Background:

The American Red Cross, also known as the American National Red Cross is one of the largest humanitarian organization in the world that provides emergency assistance, disaster relief, disaster recovery and education inside the United States and to other countries with the help of the local bodies known as National Societies of Red Cross.

American Red Cross is one of the leading and one of the largest nonprofit organization in USA and well recognized across the globe.

We are working with them since January, 2013.

Verticals: Disaster Management, Humanitarian Aid

Domain: Project Management

Client Requirements:

American Red Cross responds to an international request for disaster assistance, usually in the form of an IFRC or ICRC appeal or bilateral national society request. Higher management from ARC team makes respective decision on each request. For this, they follow the Approval Process flow. They were mainly looking for -

- Track and analyze various indicators to monitor and evaluate Projects in hand, which might be widely spread across the globe

- Track and respond to appeals by IFRC (International Federation of Red Cross)

- Automated Approval Process flow by generating task for person responsible and their supervisor; and chase them to complete the tasks in time

- Easy way to respond for the person who is responsible to take actions for that particular task

- Single page representation of the complete project information and the actions taken behind it through interactive Gantt Charts, without having to install any tool on local machines

- Support tools to create and maintain Log Frames to plan and monitor Development Projects

Solution by Enzigma:

As per the client requirements, we came up with a customized solution based on Salesforce.com® so that they can easily scale as required and also could deliver first beta release of the project within 5 months of the commencement of the project.

Value Add

- Ground breaking solution in the Non-Profit Project Management Space

- Mission critical and Long Term Project Management Activities became 10 times more efficient

- Transparent and Speedy Project Approval Process

- High visibility of hundreds of projects all over globe in terms of progress, resources, funds etc.

- State of art dashboards for overall project status

Other than Salesforce.com® solution, we also provided integration with other 3rd party tools to save their time and costs in the long run.

Project Salient Features:

• Highly Configurable Automated Approval process which adapts team and type of project, also allows to delegate authority to other users either temporarily or permanently

• Web based Gantt Tool to plan, execute and monitor the Project

• Log frame editor and viewer to plan Goals, Objectives, Outcomes, Outputs of the development projects

• Task Inbox, for each user to focus on tasks which are overdue or due soon

• Indicator tracking entry and viewer, to enter granular data like people reached, resources distributed, etc. by per location, and then summarize in easy to read format in Indicator Tracking Table. American Red Cross management can use such reports to get overview of all projects at once. And provide the same to Donor for their respective Projects which they have funded.

• Detailed Quarterly Report generation which also includes activity chart, Indicator Tracking Table, Resources utilized and pictures from actual site

• Various Dashboards and Reports to get overview of entire Organization Projects and also to get details of any individual Project

Technologies used:

• Salesforce.com® CRM
• Apex, Visualforce
• HTML5, CSS3
• JQuery, AngularJS, Javascript

Tools:

• Force.com IDE
• Apex Data loader
• Balsamiq
• JIRA
• Confluence

3rd Party Integration:

• Geographic Information Systems (GIS API)
• Sencha
• Bryntum Gantt Chart

Background:

NPower mobilizes the tech community to provide individuals, nonprofits and schools the access and opportunity to build tech skills and achieve their potential goals.

The Community Corps is a portal for nonprofit organizations who needs Corporate Volunteers to get their IT related projects done. TCC is a self-registration portal that allows Corporate Volunteers to specify their skills, location and time preferences, so that nonprofit organizations can choose the best match for their Projects.

The system also provides automatic match making between Volunteers and Projects posted by Nonprofits, so better match making is possible in a timely manner. This portal also allows both parties to provide feedback and to log the hours that is spent behind working on the particular project. This helps in reporting for Corporations to track their Volunteers activity and Nonprofits to track their project's status and responses.

We are working with them since 2008.

Vertical: IT-Nonprofits

Domain: Volunteer Management

Client Requirements:

- Allow volunteers to get registered easily and find projects which suits their domain expertise
- Allow nonprofits to get registered and verified by authorities and allow them to post projects easily and quickly
- Allow corporations to track activities of their volunteers to calculate Corporate Social Value
- Allow partners to track activities of volunteers as well as nonprofits which are registered through their reference

Solution by Enzigma:

We have prepared an application where TCC can invite nonprofit organizations and schools to get registered to the portal and post their IT related projects to find appropriate volunteers to work with. On the other side TCC also invites volunteers like corporate employees or university students to get registered and start helping out nonprofits.

- Once registered, nonprofits can post their IT related projects by choosing appropriate templates from the list. They can add-up any other project specific requirements, so volunteers can understand it properly.
- After registration, volunteers can specify their location, their availability, nonprofit type preferences and skills to start searching projects of their choice.
- TCC's automated match suggestion algorithm periodically runs and create match suggestions for volunteers and projects

Value Add

- Enzigma is one of the first to implement the complex volunteer matching algorithm on Salesforce.com®

- Very user friendly and responsive UI without any UI designer thus saving huge cost for clients

- A very unique solution collaborating Volunteers, Non-Profits, Corporations and Partners

- The solution now gives the Non-Profits free access to more than 3000 technical volunteers

posted by nonprofits. These suggestions takes into account the project and volunteer skills and preferences.

- These suggestions are visible on volunteer portal volunteer's dashboard. Volunteers can either express or reject interest in the suggestion.

- If a volunteer express interests in any particular project, then that project's in-charge i.e. nonprofit team is being notified about the same.

- Nonprofit team has ability/rights to either accept or reject that Volunteer's interest.

- If nonprofit team accepts the interest, then that becomes a mutual match between both the parties. They both can then communicate with each other directly.

- Volunteers and nonprofits can also log hours in a way similar to timesheets, so that they can have a record of their time spent on the project.

- Either of both can close the project after completion. Both can submit their feedback about their experience with the TCC's system.

- The system also keeps a periodic check in the middle of project development phase asking both the parties to provide their feedback on how things are moving on.

TCC also provides portals for corporations and partners. Corporations are those bodies which allow their employees to act as a volunteer and help out nonprofits. Partners are sponsors of TCC which provides funding's.

- The Corporation portal provides reports for corporations to keep track of their volunteer activities. They can see the hours spent by their volunteer's and its actual social value in currency.

- The Partner portal provides reports for partners to keep track of volunteers and nonprofits that get registered through their reference. They can see the hours spent by volunteers and its actual social value and projects posted nonprofits and their progress.

Project Key Features:

- Automated project suggestions for volunteers

- Easy-to-use project posting wizards

- Responsive UI for registration and profiles for Volunteers and Nonprofits to provide platform independent access to system

- Follow up reminders for Nonprofits and volunteers for suggestions created and projects posted

Value Add

Technologies used:

- Salesforce.com® CRM
- Salesforce.com® Sites
- Apex, Visualforce
- HTML5, CSS3
- JQuery, AngularJS, Javascript

Tools:

- Force.com IDE
- Code editors
- Balsamiq
- JIRA
- Confluence
- Bit Bucket
- Source Tree

3rd Party Integration:

- LinkedIn: Use of API to access information of already registered LinkedIn users to allow them to get registered quickly with prefetched information
- IRS Database
- Google Calendar

Round Corner Foundation Connect

Background:

FoundationConnect is a 100% online database solution that helps streamline the grant making life cycle. foundationConnect provides all the tools needed to manage philanthropic giving, scholarship programs & similar application-based processes. Built on the leading CRM platform, foundationConnect can grow and adapt to a foundation's evolving needs.

In a 2013 national study of online grant making systems, foundationConnect was recognized for offering excellent capabilities in ease of use, customizable solutions, budgeting, reporting, training and support.

We are working with them since 2007-2008.

Vertical: Nonprofits - Grants

Domain: Grant Management

Client Requirements:

• Customized UI (Dashboard, External CSS, instructions text, enable or disable functionalities)

• To automate the registration process

• The uploaded documents should scan for the viruses and which should be in customized format

• To have data verification with IRS integration

• To design automated Funds Grant Management System for NGOs

Solution by Enzigma:

Enzigma partnered with RoundCorner and came up with following solution:

• User friendly single page interface to get registered to the portal

• Designed registration process by using GuideStar integration for user simplicity

• Used Symantec Scan Engine for Virus scanning process, which can be customized in which user can enable or disable as per their requirements

• Designed automated Funds Grant Management System for NGOs into 3 modules that are Grantee, Reviewer and Recommender which deals with all the accounting activities

roundCorner

Value Add

• One of the very first cutting edge Grant management solution on Salesforce.com® platform

• The product is being used by hundreds of clients for more than 7 years

• The ease of use has made a huge impact on grant approvals

• One of the best in the Industry in terms of customization and setup time

• Due to its great value the Foundation Connect was acquired by roundCorner in 2014 earlier owned by NPower

Project Key Features:

• 100% native application on Salesforce.com (Earlier the portal was based on .Net technology)

• Easy setup

• Single page interface makes it easy to use

• Robust architecture keeps the support issues to minimal

• Budget management with multiyear commitment tracking

• Features 501©3 verification and OFAC check available on the fly at the click of button

• Customizable Dashboards and Reports

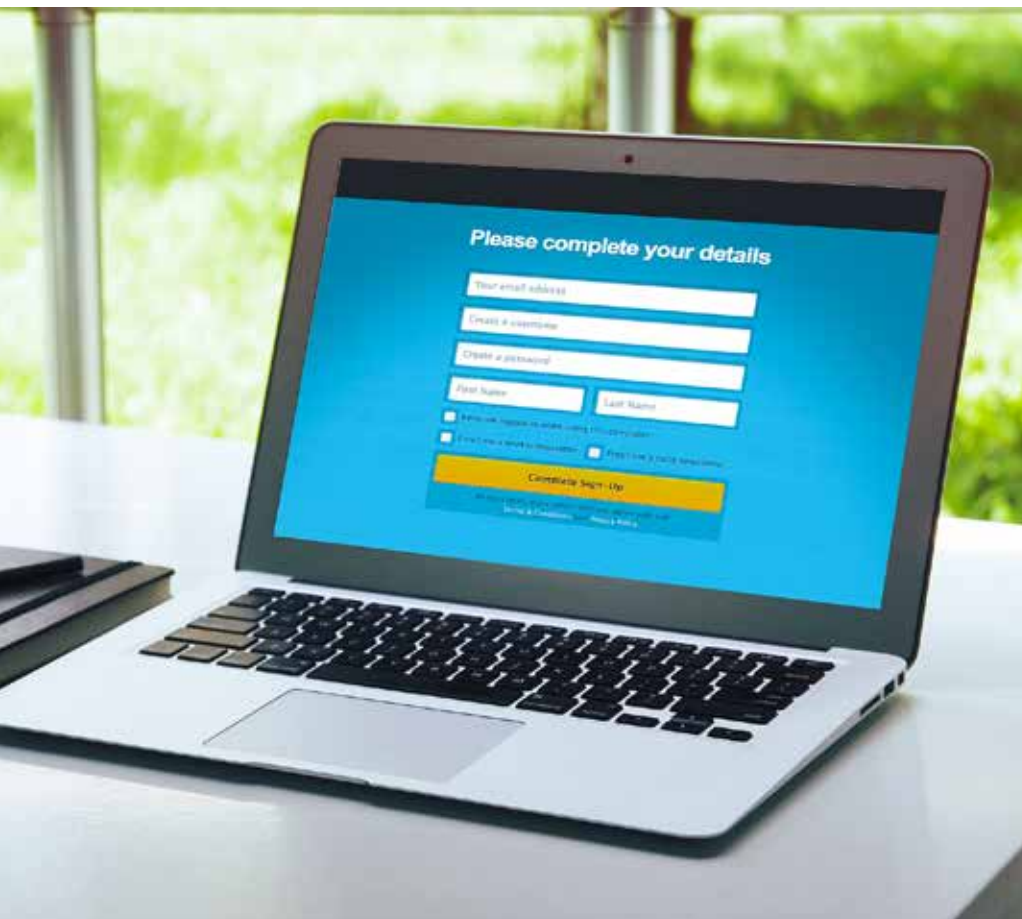• Automated workflows, validations and task management

Technologies used:

• Salesforce.com® CRM
• Salesforce.com® Communities
• Salesforce.com® Marketplace
• Apex, Visualforce
• HTML5, CSS3
• JQuery, AngularJS, Javascript
• C# and ASP .NET
• SQL Server

Tools:

• Force.com IDE
• Microsoft Visual Studio 10
• Balsamiq
• JIRA
• Confluence

3rd Party Integration:

• SOAP, REST with partner API
• Symantec Scan Engine
• IRS Database
• Telerik

Background:

DNAFit offers simple DNA swab tests for health, fitness and diet. It helps to identify individual's genetic predisposition for sporting or fitness profile, ideal diet and personal nutrition needs based entirely on genetics. The DNAFit analysis reports allows you to optimize your training time, maximizing your time spent in the gym or exercising, and achieve your best possible results. Please see the individual product pages for further information.
Each person has a different body type. A certain set of exercise which suits one person may not suit another. DNAFit makes that possible. It analyses the DNA results of a particular individual and based on parameters gives the report on which exercise best suits an individual along with the diet recommendations

We are working with them since 2013.

Vertical: Health and Fitness

Domain: Diet and Gym Plan

Client Requirements:

• Automated Health reports on customer's DNA genes
• Sale DNAFit products with automated payment system
• Maintain all the data in Salesforce.com®
• Maintain Health Clubs and Gyms along with their Trainer information and product and provide a different login
• Maintain different portal dashboard according to the customer language and products subscribed
• Report generation based on DNA gene results

Solution by Enzigma:

Enzigma partnered with DNAFit and came up with following solution:

• Created a multilingual portal which maintains customers with their profile and DNA gene results/reports.
• Created portal which is based on the parameters which generates the reports based on DNA genes with the exercise and diet recommendations to the user in different languages (English and Dutch).
• Provided feature to purchase the DNAFit and 23andMe Products with Stripe payment system and Salesforce integration.
• Created related web services (API) to integrate with old DNAFit system

DNAFit
ACHIEVE YOUR GENETIC POTENTIAL

Value Add

• The solution is worlds one of the first and a future in the health and fitness world

• Within just few clicks generates the personalized gym and diet plan as per the gene type

• Highly configurable options make managing hundreds of products in online store extremely easy

• User field UI and UX on E-Commerce has a huge impact on the company revenue

Project Key Features:

- DNAFit tests are not designed to be used for general health or medical purposes, they are strictly focused on the role our genes play for our sporting or diet profile

- Full and clear information must be made available for the customer to understand the test including its accuracy and limitations

- There must be clarity on privacy and use of customer's DNA

- Risk assessments must use accepted methods and be transparent

Technologies used:

- Salesforce.com® CRM
- ASP .NET MVC 4
- HTML5, CSS3
- JQuery, AngularJS

Tools:

- Visual Studio
- Force.com IDE
- Balsamiq
- SQL Management studio
- JIRA
- Confluence

3rd Party Integration:

- Stripe
- 23andMe
- Azure Storage

Ocean Canyon Properties

Background:

Ocean Canyon Properties (OCP) is a system of privately owned membership resorts.

OCP had requirement of a solution which would achieve cost effectiveness in data storage and reservation system. FTP Attachments provided these services along with secured access to data.

Our highly skilled professional services team also implemented the solutions for their RV and Resort bookings.

We are working with them since 2009.

Vertical: Hospitality

Domain: Reservation

Client Requirements:

• Centralized reservation system for multiple resorts and RV campgrounds across US
• Easy drag and book facility for the reservation agent on the calendar interface
• Execution of several complex business automation rules during the reservation process
• Reporting engine to generate several complex reports
• Customer portal integration with Salesforce.com
• Point of Sale feature
• Invoice, payment and receipt automation

Solution by Enzigma:

Enzigma partnered with OCP and came up with following solutions:

• Reservation system has been built with and intent of providing ease and hassle free reservations for member with pleasant UI and UX

• Allowing agents to make reservation from anywhere in the world

• Automated various complex business aspects like Invoice, Taxes, Payments and many more

• Implemented the reservation system that is totally native on Salesforce.com®

• Integrated their portal for the members with Salesforce

Value Add

• Moved the very complex reservation system from outdated desktop based to Salesforce.com based without cutting down on performance

• Saved long hours of manually sending the reservation data from one location to another

• Saved huge amount of time on maintaining the resort data like rates, service down time etc.

• State of the art reports and dashboards to track reservations, revenue, invoices, \payments and other data

• State of art drag and book feature on calendar grid for making reservations

Project Key Features:

• Centralized reservation system for resorts and camp grounds

• Advanced UI and UX has very high user adaptability

• Easy drag and book option on calendar grid

• Invoice, Tax, Payments everything is managed in a single system

• Point of sale with bar code reader option

• Reporting engine to generate complex business reports

Technologies used:

• Salesforce.com® CRM
• Apex, Visualforce
• C# and ASP .NET
• HTML5, CSS3
• JQuery, AngularJS

Tools:

• Visual Studio
• Force.com IDE
• Balsamiq
• JIRA

3rd Party Integration:

• PHP Portal

Trimega Labs

Background:

Trimega Laboratories was a leading provider of Drug and Alcohol testing, and helped many families through their tests.
Drug and alcohol misuse can be detected by analyzing results from hair and blood samples, whilst our DNA testing services are conducted by analyzing a buccal cell sample. Their services included: sample collections (ensuring chain of custody), quality assurance, and the interpretation of results in the form of an easy to read report.
They provide expert advice and support in all aspects of drug, alcohol and DNA testing to include expert witness reports and testimony.
The company is proud to have a close working relationship with the UK Nursing and Midwifery Council and its German partner performs numerous tests for driver license agencies.

We are working with them since 2008.

Vertical: Health Care

Domain: Drug and Alcohol Pathology tests

Client Requirements:

• Secure Portal, to get Quote, monitor status of Test Results, Invoices,
   View Past reports
• Automation of report delivery
• Importing test results from HL7, csv files in to salesforce
• Schedule appointment using google Calendar & Salesforce integration
• Sample Collection management Application in IOS, integrated
   with Salesforce and Google Calendar
• Invoicing, Invoice Splitting and Balance due chasing
• High quality printable Reports, generated automatically

Solution by Enzigma:

Enzigma teamed up with Trimega in 2008 to build and automate the entire drug and alcohol testing process. Our team worked as a R&D unit for Trimega and came up with following solution

The system included two components: Base system which was Salesforce native and another one was Portal which was developed using ASP .NET C#, and worked from Salesforce as a database.

• With developed automated process, their users could create
   request for quote form secure portal, and receive the same via
   email, fax or online.

Value Add

• Advanced pathology solution saved
   client hundreds of hours each year

• High visibility on latest status of any
   drug test from collection to
   report generation

• iOS integration improved the
   turnaround time for testing by 20%

• User friendly UI and reliability
   of complex reports improved
   the user adaptability

- Trimega agents could split invoices (invoice can be split between different contacts proportionally automatically).

- Automatic reminders to contact, if their invoice is overdue.

- RFQ wizard to generate quotation on the fly with complex pricing and support for many drugs and options of alcohol testing, with minimal efforts (prior to automation it took 30 minutes to generate quote, and after implementation customer could get quote by themselves in couple of minutes)

- Ability to receive quotes by fax, email or online portal
- Customers could view live status of their tests, results of past tests and history of invoices and their balance due through the secure portal.

- Integrated solution using Salesforce, Google Calendar and iOS to give ability to the schedule appointments of nurses spread across UK, and follow up and update sample collections through their iPhones.

- Various importers were introduced to read a specific format of file provided by the Lab, retrieving the test result data from the file and uploading the same to in to salesforce. Thus integrating various labs to the system to automatically generate reports.

- Sample Collection using iOS application to upload patient pictures in salesforce as an attachment to the Customer record, which was used later to generate automated reports. This app allowed nurses to collect samples on the fly without ever having to visit the office.

Project Key Features:

- Drug and Alcohol misuse testing through hair/blood analysis.

- DNA testing services.

- It helps to court for as an evidence

- It provide expert advice and support in all aspects of drug and alcohol testing to include expert witness reports and testimony

- Sample Collection from home, based on scheduled time using iOS application

Technologies used:

- Salesforce.com® CRM
- ASP .NET MVC 4
- HTML5, CSS3
- JQuery, AngularJS

Tools:

- Visual Studio
- Force.com IDE
- Balsamiq
- SQL Management studio
- JIRA
- Confluence

3rd Party Integration:

- Stripe
- 23andMe
- Azure Storage

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