



TIRNAV SOLUTIONS

DIGITAL & CONSULTING AGENCY

AUTHORIZED PARTNER



CORPORATE OVERVIEW

2023



ABOUT TIRNAV SOLUTION

Tirnav Solutions is a digital & consulting agency from Mumbai, India with focus on web, mobile and CRM related services and our goal is to help Startups/SMB with cutting-edge IT Solutions delivering delightful experience.

Tirnav Solutions is also an Authorized Salesforce & Stripe Partner.

FIND US ON BELOW PLATFORM:



OUR KEY CUSTOMER



Forgotten Books Valuecart Body Merry

Jayesh Jain, Founder

Over a decade experience in IT industry, always been passionate about innovation and technology. Jayesh currently lead the Organization and responsible for the overall direction & performance of the company and manages the overall operations.

[LinkedIn Profile](#)

OUR SERVICES



Web & Mobile

Develop secure, scalable, and high-performing Web and mobile application



Salesforce development

Unleash the power of Salesforce through custom development & integration.



API Integration

Improve efficiency, automate processes, with API integration.



Electronic Data Interchange

Automate manual traditional process of exchanging the business documents between trading partners using EDI



Google App Scripts

Improve productivity & automate repetitive task using Google App Scripts.



DevOps

Improve collaboration, faster deployment and overall efficiency in the software development process.



Staff Augmentation

Dedicated remote staff for both short term & long term.

OUR TECHNICAL EXPERTISE

List of technologies we
have expertise on.



FRONT END



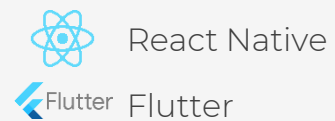
BACK END



DATABASE



MOBILE APP



CRM



SALESFORCE SERVICE



Consulting

Unlock the true potential of your Salesforce CRM.



Implementation

Leverage our expertise on Salesforce Apex, LWC, Aura Component & Visual Force, Trigger, Process builder etc.



Integration

Integrating Salesforce with other CRM, ERP Systems, ecommerce marketplaces or accounting system.



Support

Salesforce Maintenance, Bug-fixes & Administration.



App Exchange

Develop Salesforce applications that can be deployed on AppExchange marketplace.



Lightning migration

Seamless migration Salesforce Classic to latest Lightning Component.



ELECTRONIC DATA INTERCHANGE (EDI) SERVICE

Tirnav Solutions has expertise on EDI integration with any ERP or POS system automating the dataflows seamlessly.



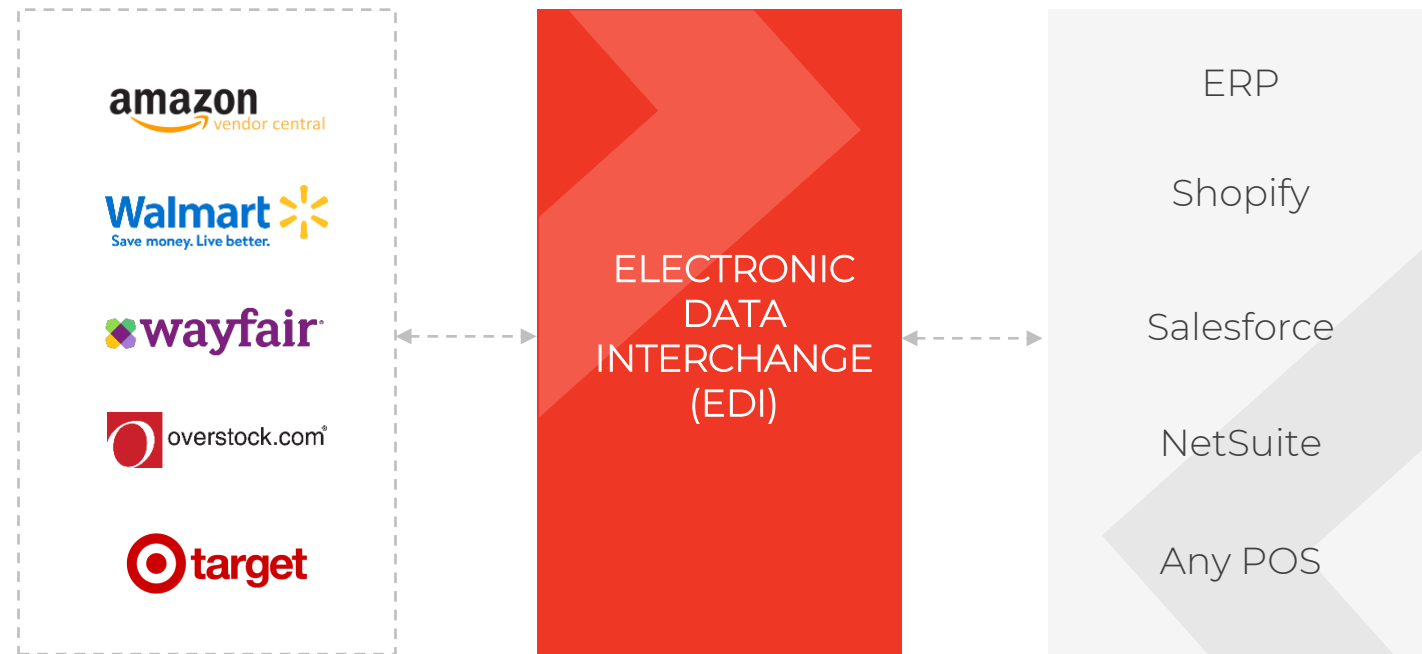
EDI Integration &
Automation



EDI Mapping



EDI Support



EDI X12 DOCUMENTS

List of EDI messages we
already implemented
for our existing
customer.

EDI 850Purchase
Order**EDI 855**Purchase
Order Ack**EDI 856**Advanced
Ship Notice
(ASN)**EDI 860**PO Change
Request**EDI 864**Text
Message

ANSI X12

EDI 997Functional
Ack**EDI 840**

RFQ

Electronic Data Interchange Messages

EDI 846

Inventory

EDI 940Warehouse
Shipping
Order**EDI 945**Warehouse
Shipping
Advice**EDI 810**PO
Invoice**EDI 832**Product
Catalog

3rd PARTY API INTEGRATION



ECommerce

- Amazon
- Walmart
- eBay
- Flipkart
- Shopify
- WooCommerce



Shipping

- UPS
- USPS
- FedEx
- DHL
- Endicia
- ShipStation



Social Network

- Facebook
- Instagram
- Twitter
- YouTube
- Pinterest
- Snapchat



Payment

- PayPal
- Stripe
- Authorize.net
- Google Pay
- Apple Pay
- PayTM

REST / SOAP / GraphQL



Government

- Aadhar
- GST
- E-Way Bill
- E-Invoice



CRM

- Salesforce
- NetSuite
- Zoho
- HubSpot



Communication

- Twilio
- Nexmo
- WhatsApp
- Facebook Msg



Other

- Google Maps
- QuickBooks
- Slack
- Custom API

PROJECT DELIVERY METHODOLOGY



DISCOVERY



- REQUIREMENT UNDERSTANDING
- DEFINE SCOPE OF WORK
- USER STORIES PLAN
- WORK & RESOURCES



2 -4 weeks Sprint

DEVELOPMENT



- DESIGN
- IMPLEMENTATION
- STAGING ENVIRONMENT SETUP
- TESTING & VALIDATION



4-12 weeks Sprint

DEPLOYMENT



- SERVER SETUP
- DEPLOYMENT & GO-LIVE
- SUPPORT & MONITORING
- CHANGE REQUEST MANAGEMENT



1-2 weeks Sprint

PROJECT TOOLS



PROJECT MANAGEMENT

- Jira
- GitHub
- Notion
- Trello



DEVELOPMENT

- Eclipse
- Visual Studio Code
- Postman
- MS SQL Client
- Oracle Toad
- pgAdmin
- MySQL Workbench
- Git
- Maven
- Gradle



DESIGN

- Figma
- Adobe XD
- Sketch
- InVision
- Zeplin



COMMUNICATION

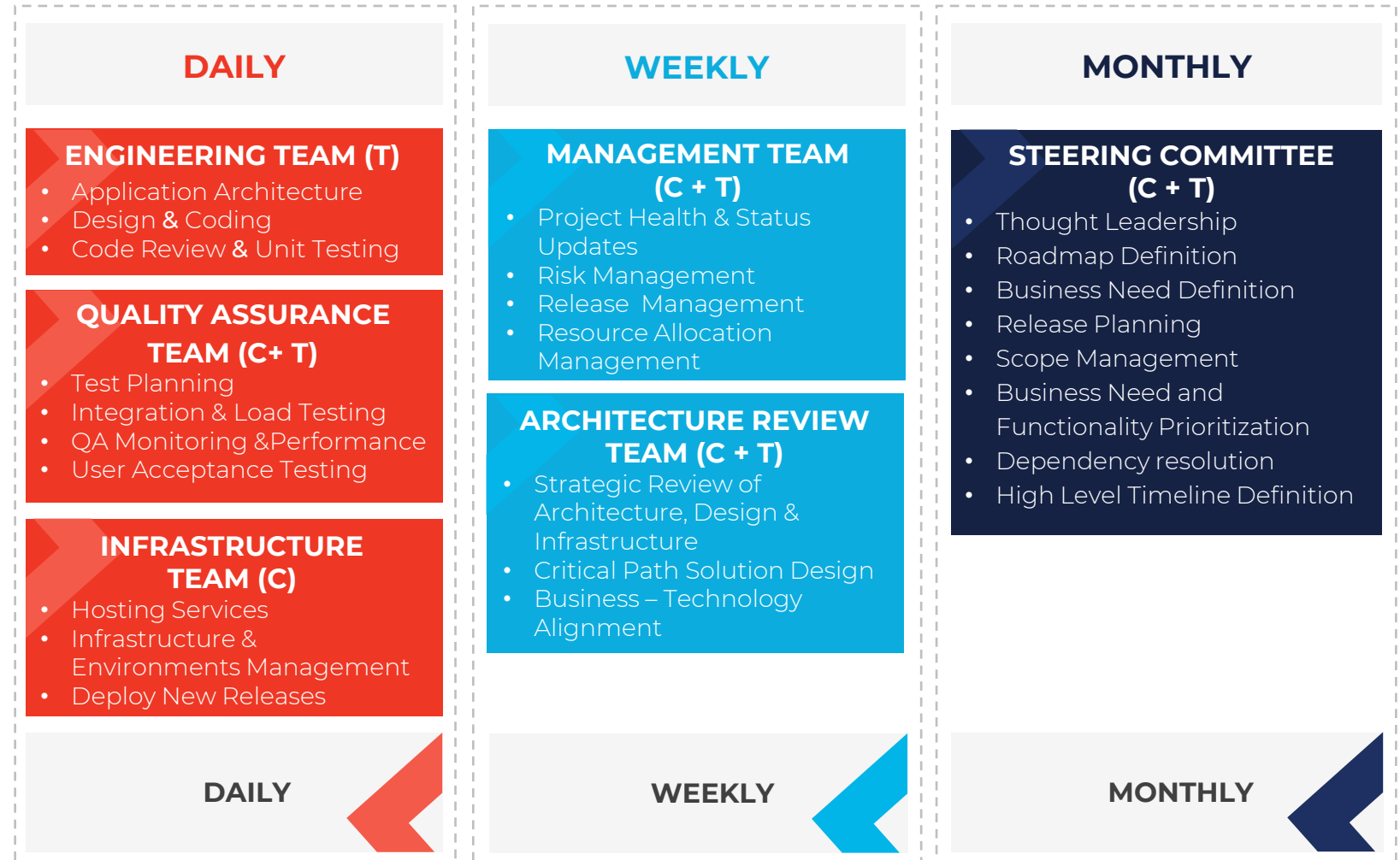
- Slack
- Microsoft Teams
- Skype
- Google Meet
- Zoom Meeting



NETWORKING

- Putty
- MobaXTerm
- PowerShell
- Apache
- Nginx
- AWS
- GCP

PROJECT GOVERNANCE TEAMS & TIMETABLE



• Legend: C – Client | T – Tirnav

KEY CUSTOMERS



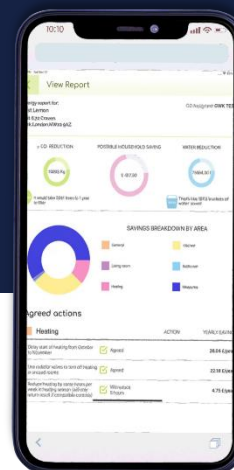
World Depot Inc, US & China

Industry: 3PL

<https://worlddepot.us/>

Tools & Technologies:

Java 8 | Spring Boot | Hibernate | Jira | EDI



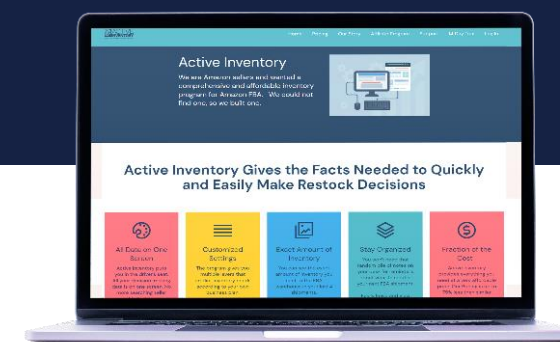
Groundwork Org, UK

Industry: Non-profit organization

<https://www.groundwork.org.uk/>

Tools & Technologies:

Salesforce | Figma | IOS | Jira



History Source LLC, USA

Industry: E-Commerce

<https://myactiveinventory.com/>

Tools & Technologies:

Java 17 | Spring Boot | ReactJS | Postgres
AWS EC2 | Docker | Stripe | Figma

“★★★★★
Tirnav Solution's flexibility to work during the client's business hours has allowed for a highly productive partnership. The team is keen to understand the client's needs and deliver even within a tight timeframe. They're attentive, reliable, and cost-effective.

Source:
<https://clutch.co/profile/tirnav-solutions#review-1919292>

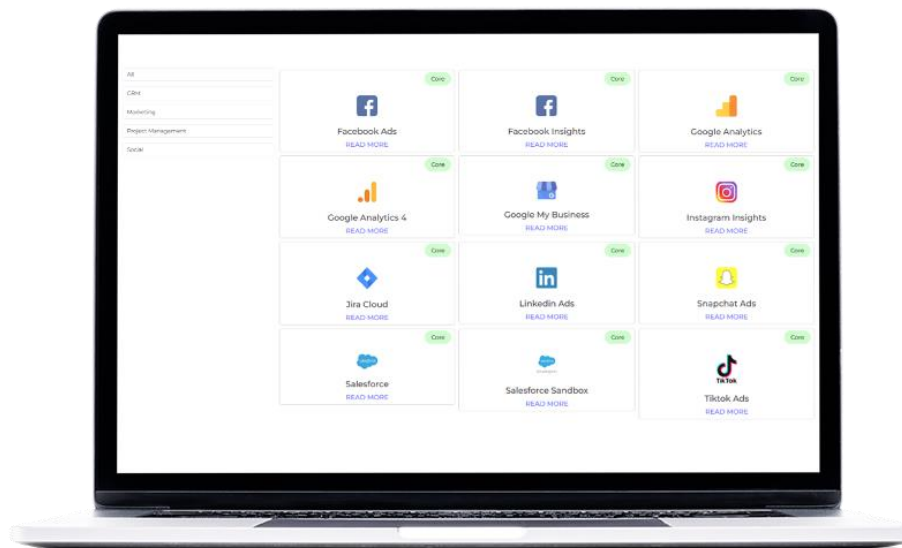
“★★★★★
Tirnav Solutions developed the project and integrated client feedback and testing. Remaining dedicated to their work, they used project management tools that had visibility of the works and progress at every stage. The team had clear communication skills and were in contact daily.

Source:
<https://clutch.co/profile/tirnav-solutions#review-1374383>

“★★★★★
The product developed by Tirnav Solutions works as the client expected, demonstrating a great talent for translating concepts into technical solutions. The team is highly communicative and responsive via Skype, and they've been very flexible and accommodating to project changes.

Source:
<https://clutch.co/profile/tirnav-solutions#review-2033561>

CASE STUDY



{everythingData: }

everythingData, USA

Industry: Data Aggregator

<http://everythingdata.net/>

Tools & Technologies:

Typescript | NodeJS | ReactJS |
MongoDB | Google App Scripts |
Google Looker Studio | Postman &
JIRA | Stripe

CHALLENGE

everythingData is a data aggregator platform that integrates data from the most popular data sources on the web and process millions of transactions a day from Facebook, TikTok, Salesforce and more and help user easily connect to all platforms and get your data right in front of you.

They wanted Google Looker Studio Connector with the following features:

1. Data Aggregation from Multiple APIs.
2. Real-time Data Syncing.
3. Data Transformation and Standardization:
4. Authentication and Security

SOLUTION

1. Node.js Backend for Data Aggregation:

We built a Node.js backend that acts as a middleware to collect data from various APIs. The backend handles API authentication via Google Login, data retrieval, and transformation.

2. Custom Data Processing:

For each platform, we created custom data processing modules in Node.js to handle API responses, standardize metrics & dimensions, and ensure consistency.

3. Admin Dashboard:

Dashboard for User to manage the Google Looker Studio Connector API connection and Subscription plan. Admin can use it to view the User and overall application health.

4. Caching and Rate Limiting:

We implemented caching mechanisms to reduce redundant API calls and optimized rate-limiting strategies to avoid overwhelming the APIs.

5. API Integration:

Facebooks Ads, Google Ads, Instagram Ads, LinkedIn Ads, TikTok Ads, Microsoft Ads, Snapchat Ads, Google My Business (GMB), JIRA, Salesforce, Google Analytics 4(GA4), HubSpot, eBay & Stripe for Billing and Subscription.

6. Adding new Connectors every month.

“



Tirnav Solutions consistently delivered tasks on time and within budget. In addition, they quickly implemented last-minute updates requested by the client and were responsive to questions. Overall, the quality of their work was outstanding, and they ensured that the business requirements were met.

Source:

<https://clutch.co/profile/tirnav-solutions#review-2212793>

CASE STUDY

CHALLENGE

Groundwork's Green Doctors are energy efficiency experts who visit people in their homes across the UK, helping vulnerable households to save money and stay warm and well and offer free, impartial advice to help user take control of their bills, save energy wherever possible.

Green Doctor experts wanted an iPad App with customized user interface which is integrated with Salesforce CRM to collect data from customers during a home visit (Green Doctors). The app uses offline capabilities and allows users to see their savings in annual bills through their behavioral changes.



SOLUTION

1. Custom Salesforce development for **data visualization and creating Custom Report** to be sent to user on possible energy efficient usage.
2. Created multiple Enquiry Form using **Visual Force Page**.
3. Developed multiple **LWC Component**.
4. **API Integration** with multiple external services.
5. Migrated **Process Builder** to **Flows**.
6. Migrated **Aura Component** to **LWC**.
7. Implemented **public form** and integrated to directly save the form into Salesforce.



GroundWork London, UK

Industry: 3PL

<https://www.groundwork.org.uk/>

Tools & Technologies:

Salesforce | Apex | Flows | LWC |
Postman | JIRA | API Integration

“



They are very dedicated and work to meet the challenges via innovative approaches and deliver on the promises.

Source:

<https://clutch.co/profile/tirnav-solutions#review-1374383>

CASE STUDY

CHALLENGE

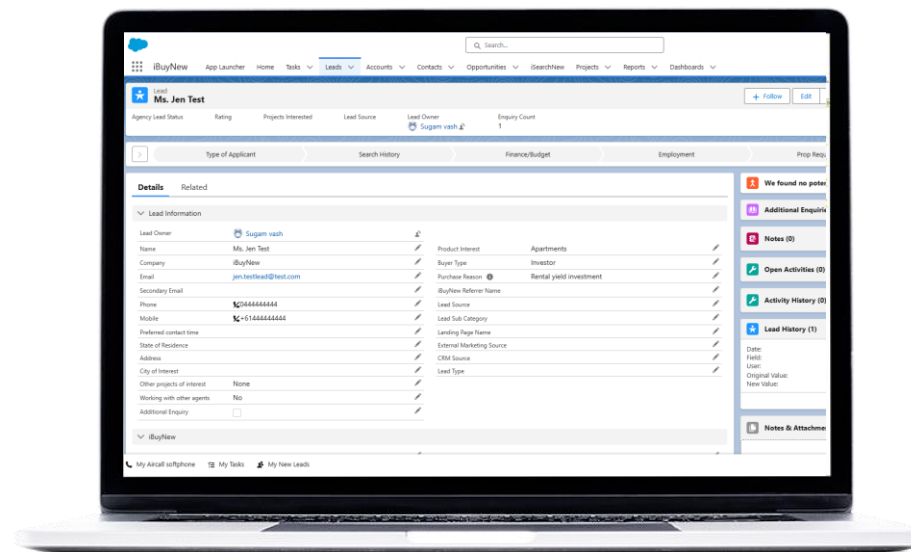
IBN Group faced challenges with their existing Salesforce instance and sought enhanced functionalities and integrations to streamline their business processes.

SOLUTION

1. Migrated Salesforce traditional **Process Builder** to **Flows**.
2. Integrated **PropertyBase** via **Skyvia** to sync data between Salesforce instance.
3. **API Integration** with **Zapier** to send lead data to uFinancial.
4. Integrated **AirCall** for **VoiP call** inside Salesforce.
5. Configured **Lead Distribution Engine** for **distributing leads** between Agent as per the Rule.
6. Developed custom **LWC** Component.
7. Implemented Stage Path for Opportunity.
8. Slack Integration for **Lead Notification**.

RESULT

1. Improved automation and efficiency with the migration to Salesforce Flows.
2. Reduced number of Duplicate leads using Validation Rules.
3. Streamlined business operation by implementing Lead Distribution Engine, effective Task & Events to follow-up with Leads, SMS and Email integration for communication etc.
4. Streamlined communication with AirCall integration for VoiP calls. Tailored functionality and improved user experience with the custom LWC Component.



iBuildNew & iBuyNew (IBN Group), Australia

Industry: Real Estate & Construction

<https://www.ibuildnew.com.au/>

<https://www.ibuynew.com.au/>

Tools & Technologies:

Salesforce | Apex | LWC | Flow | Skyvia |
AirCall | Lead Distribution Engine |
Zapier | PropertyBase | Postman | JIRA

CASE STUDY

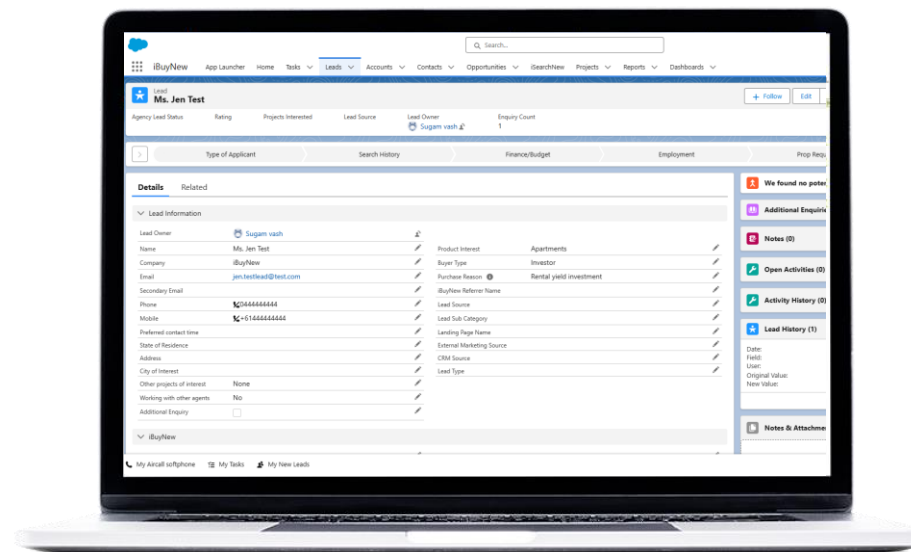
CHALLENGE

Immersive Labs help organizations continuously assess, build, and prove their cyber workforce resilience for teams across the entire organization.

Immersive Labs used Google Sheet to generate Quotation based on Customer requirement. All the rules were hard-coded in Google Sheet and tracking Quotation was cumbersome.

SOLUTION

1. We developed the **custom LWC Component**.
2. All the rules were configured inside Salesforce and can be updated as needed.
3. Final **Quote Price** is calculated based on the formula and stored in Event for tracking whenever a Quote was generated.



Immersive Labs, USA

Industry: Cyber Security

<https://www.immersivelabs.com>

Tools & Technologies:

Salesforce | Apex | LWC | Trigger



Very good company to work with - Any size projects on Salesforce with visual force / API / Apex code & Lightning components they have a very good and vast knowledge to accomplish and train in a very timely manner. Highly recommend for anyone trying to upskill or need help with their projects. Will work with them again!

Source:

<https://q.co/kgs/XPYXq8>

CASE STUDY

CHALLENGE

Client is an active Amazon Seller and they faced the challenge of efficiently restocking their FBA (Fulfillment by Amazon) warehouses. This process required precision in inventory management to avoid stockouts and maintain a seamless supply chain. Sellers sought a program that could automate and optimize the restocking process, ensuring timely and cost-effective replenishment of goods.

They wanted a program to restock FBA (Fulfillment by Amazon) warehouse.

Also, they wanted a SaaS Solution which they can offer to another Amazon Seller offering an insightful and affordable program to restock FBA (Fulfillment by Amazon) warehouse.



SOLUTION

1. UI/UX as per customer requirements.
2. SaaS based application with Multi-Tenant operation.
3. Key Features:
 1. Inventory Forecasting
 2. Order Management
 3. Built-in Algorithm for Restock Predictions
 4. FBA Shipment Tracking
 5. Live Inventory count
 6. Amazon Buy-Box Price
 7. FBA & FBM Item Fees
 8. Unlimited User with RBAC (Role based User Access)
 9. Stripe for SaaS Subscription



History Source LLC, USA

Industry: E-Commerce

<https://myactiveinventory.com/>

Tools & Technologies:

Java 17 | SpringBoot | ReactJS |
Hibernate | Postgres | Apache Kafka |
Amazon SP-API | Stripe | Amazon EC2 |
Docker | Nginx | Ubuntu



Tirnav Solutions' communication and flexibility are outstanding. Initially, I only had a concept. Still, they've worked with me to translate that concept into a very good product. We've made a couple of great direction changes along the way, and they've been very accommodating to those changes.

Source:

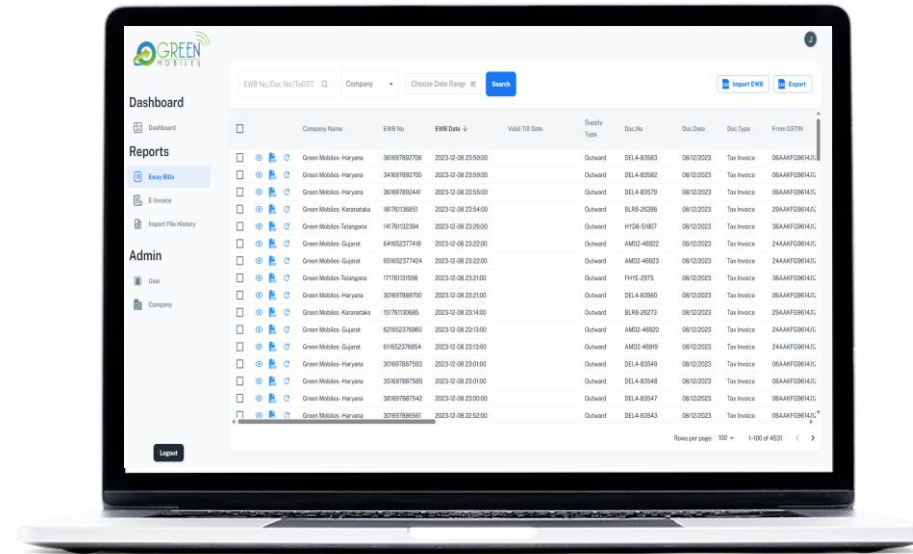
<https://clutch.co/profile/tirnav-solutions#review-2033561>

CASE STUDY

CHALLENGE

Client is one of the major mobile phone distributor for a well-known brand in India with offices in 17 Indian States.

Client wanted a single-view compliance dashboard application to view all the EWB and e-Invoice generated for all their GSTN.



SOLUTION

1. UI/UX as per customer requirements.
2. EWB & e-Invoice API Integration with Government authorized GSP.
3. EWB and e-Invoice PDF generator with QR Code.
4. Single & multiple PDF Export.
5. Daily Cron Job to download EWB and e-Invoice for previous day.
6. Google SSO using OAuth 2.0
7. Unlimited User with RBAC (Role based User Access)



Green Mobiles LLC, India

Industry: Distributor

<https://deadpool.greenmobiles.in/>

Tools & Technologies:

Java 17 | SpringBoot | ReactJS |
Hibernate | MySQL | Docker | Nginx |
Ubuntu

CASE STUDY



World Depot Inc. World Depot Inc, USA

Industry: Logistic & 3PL Provider

<https://worlddepot.us>

Tools & Technologies:

Java 17 | SpringBoot | Hibernate |
Electronic Data Interchange(EDI)

CHALLENGE

World Depot is a global logistics and ecommerce 3PL solution house for both international and domestic businesses.

World depot wanted to integrate Electronic Data Interchange(EDI) in their own custom ERP for the e-commerce integration to sync data between the Seller & Retail Vendor.

SOLUTION

1. Electronic Data Interchange(EDI) integration with:

1. Target.com
2. BestBuy
3. Wayfair
4. BFD
5. Walmart
6. Amazon Vendor Central

2. Shipping label generator

3. EDI messages (X12):

1. 850, 855, 856, 860, 864, 810, 832, 846, 940, 945, 997, 824

“



Tirnav Solution's flexibility to work during the client's business hours has allowed for a highly productive partnership. The team is keen to understand the client's needs and deliver even within a tight timeframe. They're attentive, reliable, and cost-effective.

Source:

<https://clutch.co/profile/tirnav-solutions#review-1919292>

CONTACTS



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[Calendly - Tirnav](#)

THANK YOU!