



# TIRNAV SOLUTIONS

DIGITAL & CONSULTING AGENCY

AUTHORIZED PARTNER



**CORPORATE OVERVIEW**

2024

# 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



## 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.

# 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.

# WHY CHOOSE US?

salesforce

Tirnav Solutions is  
Authorized Salesforce  
Partner.

AppExchange link:

<https://appexchange.salesforce.com/appxConsultingListingDetail?listingId=94def745-3d09-4166-9602-1c27e10d94d4>



## A Certified & dedicated team

of qualified and certified Salesforce specialists.



## Customized solutions

to meet the client's specific needs and business requirements.



## Proven experience

and reputation for delivering high quality solutions.



## Innovative approach

and leveraging industry trends



## Exceptional customer

service and support throughout the entire engagement lifecycle.



## Company's ability to scale

resources and adapt to changing business needs

# THE SALESFORCE CLOUD WE HAVE EXPERTISE IN



Sales



Service



Marketing



Commerce



Digital  
Experience



Health



Financial  
Services



Non-profit

# OUR TECHNICAL EXPERTISE

List of technologies we  
have expertise on.

## FRONT END

-  Javascript
-  Typescript
-  ReactJs
-  NextJs
-  HTML5
-  CSS3
-  Tailwind CSS



## BACK END

-  Java
-  SpringBoot
-  NodeJS
-  NestJS
-  ExpressJs

## DATABASE

-  Firebase
-  PostgreSQL
-  MongoDB
-  MySQL
-  Oracle DB

## MOBILE APP

-  React Native
-  Flutter

## CRM

-  Salesforce

# 3<sup>rd</sup> 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
- HelloSign
- Xero



# 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

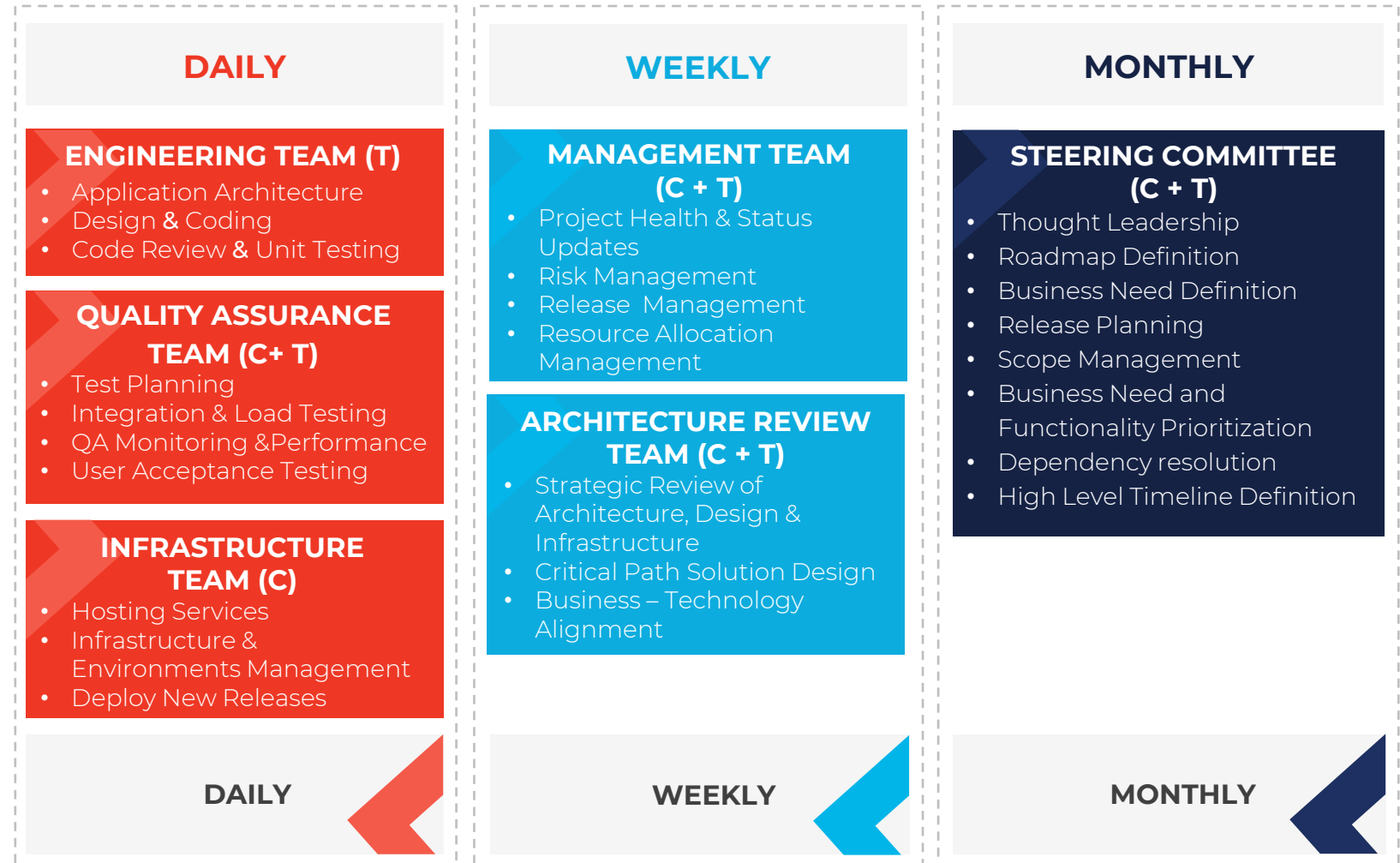
- Slack
- Microsoft Teams
- Skype
- Google Meet
- Zoom Meeting



## NETWORKING

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

# PROJECT GOVERNANCE TEAMS & TIMETABLE



• Legend: C – Client | T – Tirnav

# CASE STUDY

## CHALLENGE

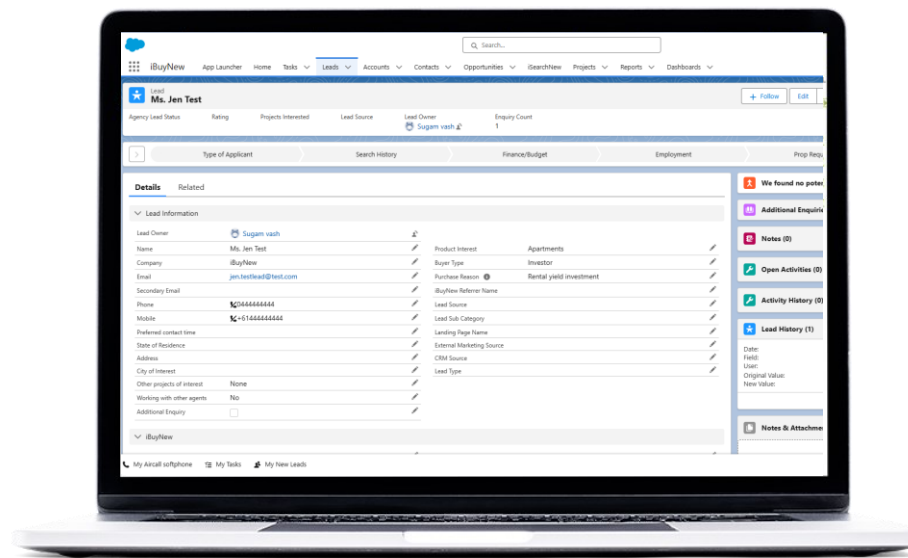
IBN Group faced challenges with their existing Salesforce instance and sought enhanced functionalities and integrations to streamline their business processes.

## 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**.
9. Custom **Dashboard & Reports** for management & teams.

## 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 |  
Dashboard and Report | Skyvia | AirCall |  
Lead Distribution Engine | Zapier |  
PropertyBase | Postman | JIRA

# CASE STUDY



GroundWork London, UK

Industry: 3PL

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

## Tools & Technologies:

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

## 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.
8. **Twilio API** Integration for SMS to end customer for appointment reminder.

“



*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>

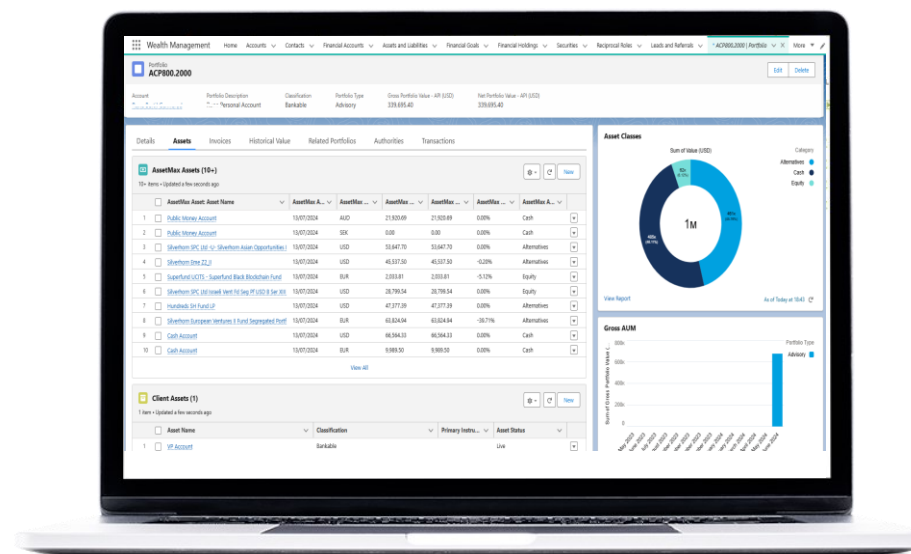
# CASE STUDY



**Aument Capital, Singapore**  
Industry: Wealth Management  
<https://www.aument-capital.com>

## Tools & Technologies:

Salesforce | Apex | LWC | Flow | Batch | Scheduler | Trigger | API Integration



## CHALLENGE

Aument Capital Partners is a multi-family office that provides comprehensive investment services catered specifically to the needs of entrepreneurs. Aument Capital uses Salesforce as main CRM to track their customers portfolios. Client currently uses a third-party software called AssetMax, which stores additional information about their clients portfolio and assets.

Aument Capital wanted the Client Portfolio and assets data from AssetMax to be sync into Salesforce using API daily as well as Monthly to show historical performance in Dashboard & Reports..

## SOLUTION

1. API Integration with AssetMax to download following data:
  1. Portfolio Performance
  2. Portfolio Assets
  3. Portfolio Historical data for Reporting
2. Implemented logic to convert Portfolio Amount from Base Currency to USD to capture portfolio performance using a common currency i.e.. USD.
3. Helped with development of various Dashboard and Reports.



“  
*Jayesh and the team at Tirnav were very impressive. Not only did they understand the problem statement very quickly, but they delivered very high-quality output in a short amount of time. They are excellent at communicating and are clearly very capable. I enjoyed working with Jayesh, and would whole-heartedly recommend him to anyone. I will be using him for future projects.*

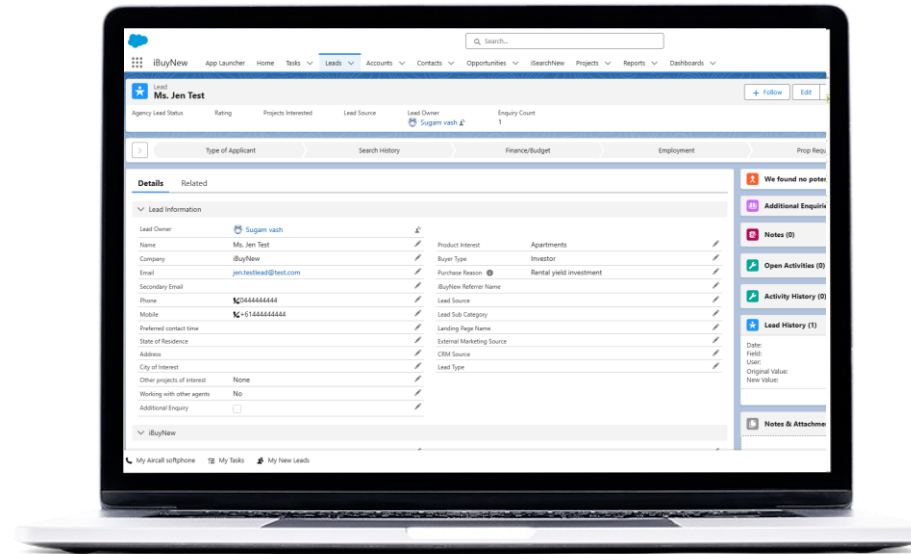
**Source: Salesforce AppExchange**  
<https://appexchange.salesforce.com/appxConsultingListingDetail?listingId=94def745-3d09-4166-9602-1c27e10d94d4>

# 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

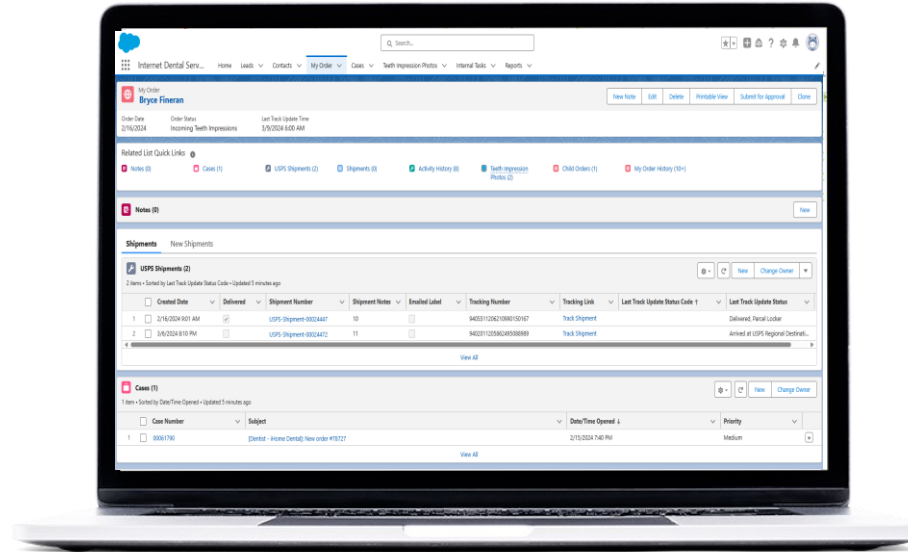
## CHALLENGE

iHomeDental is a network of websites offering teeth devices delivered to your home without a dental office visit.

iHomeDental have an innovative platform on WooCommerce that connects patients with skilled dental professionals who provide a wide range of services in the comfort and convenience of their own homes. iHomeDental leverages Salesforce Sales Cloud to process all the Orders received from their e-commerce website.

## SOLUTION

1. Integrated e-commerce Orders into Salesforce Custom Order Object.
2. Integrated Customer Support with Salesforce Case Standard Object.
3. Map the Order Custom Object with Cases.
4. Created custom LWC Component to map new Order with the Parent Order to maintain Order History.
5. Created a custom LWC Component to view all the customer uploaded images in a Carousel.
6. Rule to prevent duplicate Contact coming from multiple sites.



iHomeDental INC, USA  
Industry: E-Commerce  
<https://ihomedental.com>

### Tools & Technologies:

Salesforce | Apex | LWC | Trigger | 3<sup>rd</sup> Party API Integration | WooCommerce

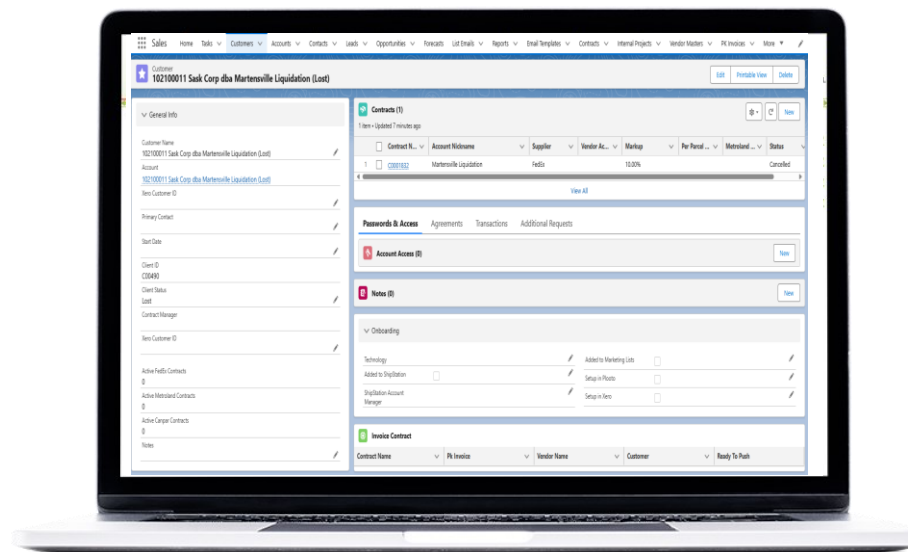
“



*Jayesh is one of the best Salesforce developers that I have worked with on Upwork over the past 7 years. He is very attentive, has great communication skills, and was able to complete even the most difficult tasks including those that required Apex programming. I highly recommend Jayesh and will continue to use his services for years to come.*



# CASE STUDY



**PK**  
ENTERPRISES



**PK Enterprises, Canada**

Industry: Logistics & Transportation

<https://pk.enterprises>

Tools & Technologies:

Salesforce | Apex | LWC | Flow | Java  
SpringBoot | Postgres | Heroku | Xero

## CHALLENGE

PK Enterprises is a closed network supporting Canadian e-commerce and small business entrepreneurs with reduced shipping rates and custom logistics and technology solutions.

PK Enterprises buys and renews shipping services for their clients, getting them the best price fast, and hassle-free, by combining the spend of similar companies within their portfolio.

PK Enterprises manually downloaded the Shipment Invoices and group them by Customer and generate Invoice in Xero. They wanted an automation tool to download the Invoices, group them by Customer as per the Contract and create the Invoice in Xero using the API.

## SOLUTION

1. Developed a **custom ETL tool using Java** to automatically download EDI invoices from **FedEx, Purolator, and Canpar** shipping service providers via SFTP.
2. Processed and cleaned invoice data into a common PostgreSQL database
3. Transferred invoice data to Salesforce using **BulkJob v2**.
4. Created invoices in **Xero using API**.
5. Developed a custom LWC component to view all pending invoices for a particular customer.
6. Implemented CI/CD and DevOps for deploying the ETL tool on Heroku..

“



*Solid performance yet again. Your technical understanding paired with your ability to understand our needs makes the end product better than we could have imagined. Can't wait to get started on our next milestone.*

# CASE STUDY

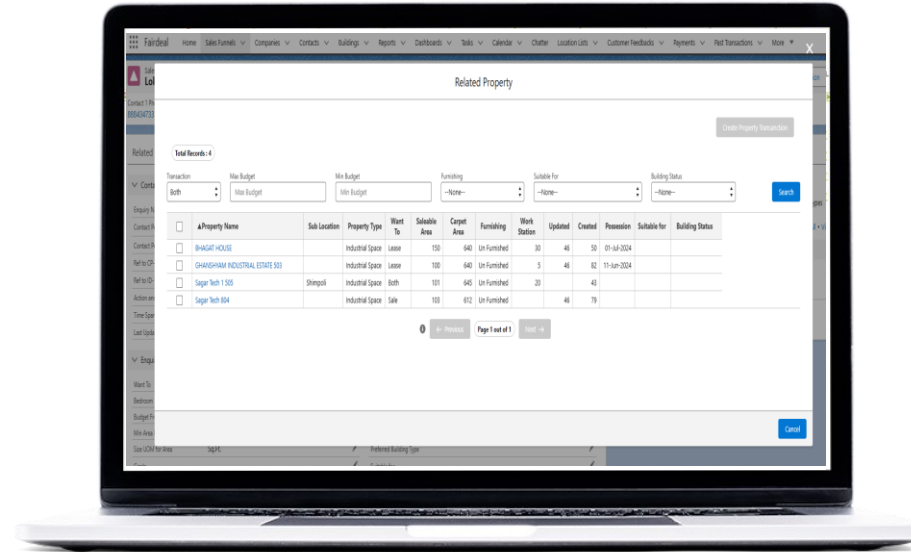
## CHALLENGE

Fairdeal Realtors has been a top-quality expert in the Mumbai commercial real estate market since 1995 and is one of the most respected names in the Indian commercial real estate market.

With over 15,000 commercial properties and 30+ property consultants, Fairdeal uses Salesforce to track new properties and all incoming leads from customers looking to buy or lease property.

## SOLUTION

1. Integrated Salesforce with **Magic Bricks and 99 Acres**, enabling seamless import of new properties and customer inquiries.
2. Implemented a sales funnel to efficiently track customer inquiries..
3. Developed an **LWC component** to display **similar properties** based on customer inquiries and generate proposals accordingly, including search functionality to filter properties and pagination to navigate between records.
4. Configured **sharing settings** to allow property consultants to access inquiry and property data by city..



**FAIRDEAL**<sup>®</sup>  
exceeding expectations

**Fairdeal Realtors Pvt Ltd, India**

Industry: Commercial Real Estate

<https://frpl.in>

Tools & Technologies:

Salesforce | Apex | LWC | Flows | API  
Integration – Magic Bricks and 99 Acres

“



*Really appreciate the quick & to the point response from Jayesh on one of our projects!!*

**Source: Google**

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

# CONTACTS

 [www.tirnav.com](http://www.tirnav.com)

 [sales@tirnav.com](mailto:sales@tirnav.com)

 +91-9860571681

 [Calendly - Tirnav](#)

# THANK YOU!