



# Aspire Systems built a unified mobile solution for a US-based top data center networking solutions and services provider





## The Challenges:

- Time-consuming and error-prone manual entry process with limited access from remote locations
- A need for streamlined workflows and processes
- High dependency on static workstations
- Inability to track and access remote employee information

## The Solution:

- Integrated Oracle EBS for iExpense and Approvals modules
- Real-time view of leads and opportunities in the Salesforce CRM
- Integration of opportunities to MS Outlook for appointments - using Oracle MCS
- Push notifications for real-time alerts, storage collections, analytics & user management

## About the Client

Founded in 1995, Brocade Communications Systems – a leading data center networking solutions and services provider - is headquartered in San Francisco Bay Area, USA. The company has a proven track record in offering infrastructure software and semiconductor for data center, networking, software, broadband, wireless, etc. They aim to solve industry pain points like data backup, storage, server consolidation, and business continuance.

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## The Need

- » Brocade Communications Systems wanted to create a cross-platform mobile application for extending the Oracle EBS ERP modules of iExpense and Approvals. But they only had a “purchase requisition” approval mobile application with a basic user experience, functionalities, and features. As the mobile application had to be developed in a short timeframe (6 weeks), real-time Oracle EBS integration seemed like a significant challenge. A single mobile app must run on iOS and Android phones/tablets.

### The other challenges were:

- » Establishing a secure login from the mobile app using an LDAP directory service and federated services
- » Interfacing with multiple systems like Oracle EBS, Salesforce, and MS Outlook
- » Authentication via a single security credential (SSO)
- » Offline feature for working without data connectivity



## The Results:

- Reduced expense lead time →  
1-5 days to 2-4 hours
- Reduced per transaction time →  
50-60% (expenses) &  
75% approvals
- Decreased approval lead time →  
6-36 hours to  
10-30 minutes
- Total annual savings  
1st year ~ US\$ 600K  
with a ROI ~ 348%

## Aspire's Solution in Detail

The client's IT systems consisted of Oracle EBS 11i for enterprise resource planning with Salesforce for CRM management. So, Aspire Systems first integrated the Oracle EBS for iExpense and Approvals modules. Given that their users required timely information, they were able to provide a real-time view to see the leads and opportunities in the Salesforce CRM. We also enabled seamless push notifications for real-time alerts, storage collections, analytics & user management. So, their users could take all the related data through a single mobile app to manage Oracle iExpense, Approvals, Salesforce leads and opportunities. Furthermore, the solution also came with Oracle MCS-MS Outlook integration for appointments.

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## Benefits

Brocade Communication Systems ensured their users could interface with multiple systems like Oracle EBS, Salesforce and MS Outlook while getting authenticated via SSO (Single Security Credential). They could also leverage the offline feature for working without data connectivity. Aspire's solution helped trigger measurable business outcomes such as reducing the expense lead time from **1-5 days to 2-4 hours**, decreasing the overall per transaction time by **50-60%** for expenses and **75%** for approvals, and reducing the approval lead time from **6-36 hours to 10-30 minutes**. Finally, they also achieved a total annual savings of nearly **US\$ 600K** with ROI of close to **348%** in the first year alone.





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