





Workshop 1



Rapid Validation

Validate & Prototype Your Idea in Just 1 Week

Workshop 2



Idea to Coding

Validation & Development-readiness in 2 Weeks

Workshop 3



App Modernization

Scaling & Transformation-readiness in 3 Weeks

Most Popular



RESEARCH

- Market & User Research
- Product Strategy
- Product Roadmap
- Service Blueprint

DESIGN

- Mockups
- Prototyping
- Design System

DOCUMENTATION

- Business Requirements Doc
- Product Requirements Doc

RAPID VALIDATION

Validate & Prototype Your Idea in Just 1 Week

- X
- X

Low Fidelity Design

- X
- X
- ×

\$10K + HST

IDEA TO CODING

Validation & Developmentreadiness in 2 Weeks

- ×

Mid Fidelity Design

- ×
- **₹**

\$15K + HS1

APP MODERNIZATION

Scaling & Transformationreadiness in 3 Weeks

High Fidelity Design

\$25K + HST



Rapid Validation

UNDERSTAND

 $\rangle\rangle\rangle$

DISCOVER



IDEATE



DESIGN



VALIDATE

DAY 01

Understanding Pain Points

- Introduction, objectives, and engagement
- Understanding strategic and high-level pain points
- Receive business aspirations
- Conducting competitor analysis

DAY 02

User Research

- Analysing user behaviour
- Identifying and Building user personas
- Mapping the user experience for the identified pain point in User journey map

DAY 03

Future State Solution Storming

- Idea generation for solutions
- Feasibility analysis of solutions, impact assessment
- Prioritizing solutions
- Solution mapping with ideal state

DAY 04

Prototype [Internal]

- Creating a low-fidelity
 Design to visualize the
 prioritized solution
- A workable prototype of the design

DAY 05

Workshop Closing

- Detailed Business
 Requirements Doc
 (BRD) for the
 proposed solution(s)
- Workshop summary and feedback



Idea to Coding

 $\rangle\rangle\rangle$ $\rangle\rangle\rangle$ $\rangle\rangle\rangle$ VALIDATE UNDERSTAND DISCOVER IDEATE **DAY 02 DAY 01 DAY 04 DAY 06 DAY 10** Mapping of AS-IS **User Research Understanding Future State Workshop Recap** Pain Points. **Solution Storming Visualizing Future** Introduction. Idea generation for Understanding Analysing user Future state digital DAY GAP objectives, and strategic and high-level solutions behaviour transformation DAY 03 DAY 05 engagement plan Feasibility analysis of pain points Identifying and roadmap Functional team Receive business Building user personas solutions, impact **Detailed Business** interviews in a focus aspirations Mapping the user assessment Requirements Doc group setting Receive team **Experience mapping** Shortlisting solutions (BRD) for the proposed Pain point nominations for the identified pain Creating the product solution identification point roadmap Workshop summary Current workflow and feedback mapping Mapping Solutions to Future mobileLIVE Research and Internal Synthesis Post-workshop Consultation Ideal State User Journey Mapping Industry and Competitive Benchmarking (Research) Mid-Fidelity Design and Support and Prototype **WEEK 01** WEEK 02



Industry and Competitive Benchmarking (Research)

WEEK 01

mobileLIVE

VALIDATE

DAY 15

App Modernization

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Create/Refine Design System

MVP Design *

WEEK 02

PRD for Feature

Requirements

WEEK 03

² Hero Journeys (5 screens each)





Consultation Services

Understanding of the shared expert hypothesis or any of the deliverables



Optional follow-up support or ongoing assistance (Preferably 1 hour after 1 and before 3 weeks)



Resource Access

Information on how to access additional resources, materials, or support post-workshop





Streamlining Order Management in Truck Manufacturing







Manufacturing – Automotive

Revolutionized the equipment manufacturing landscape through a web platform, enabling seamless order placement and real-time tracking for truck manufacturing clients.



Proof of Concept





Real-time Processing



A leading player in the Canadian market, specializing in the manufacture of automotive parts and equipment, sought to enhance its customer service and operational efficiency.

The client had two core objectives for the Proof of Concept: 1) to develop an intuitive application that allowed their customers to easily place new orders and track existing ones, and 2) validate complete integration with the client's ERP and CRM systems.



Challenge



Lack of Real-Time Order Tracking: Customers were unable to monitor the status of their orders, affecting

transparency and satisfaction.



Integration Needs: Existing ERP and CRM systems operated in silos, complicating the order management process.



Solution

Seamless Order Placement: Users can easily navigate through a catalog of company products to place orders on the new web platform.

Real-Time Tracking: Customers gain the ability to track the status of their orders in real time. enhancing transparency and trust.

ERP and CRM Integration: The application was fully integrated with the client's ERP and CRM systems, ensuring a unified workflow and data consistency.

Impact

100%

58%

20%

100% Seamless Integration of the new app with legacy systems 58% Increase in Operational Efficiency Projected through the POC implementation

20% Projected Increase in Sales through the product catalog



Digital Onboarding for Vendor and Customer Integration







Manufacturing – Industrial Machinery

Introduced real-time digital onboarding, simplifying vendor and customer integration and boosting both efficiency and satisfaction.

•••

Digital Onboarding



KYC / AML



Web App Development



A leading company in the industrial machinery and building materials sector was struggling with how they brought on new vendors and customers. The industry's traditional reliance on manual and legacy systems led to lengthy onboarding times, causing frustration and potentially deterring new partnerships.

mobileLIVE enabled the client to increase revenue by enhancing customer satisfaction and loyalty. This was achieved by deploying a streamlined and optimized customer experience.



Challenge



User Experience Friction: The existing complex onboarding experience caused vendor and customer dissatisfaction.



Long Turnaround Time: The average time to onboard new partners was significantly impacting operational agility and market responsiveness.



Efficiency vs. Compliance: Balancing the need for quick onboarding with comprehensive compliance checks and data accuracy.



Solution

Digital Onboarding Platform: Custom web-based digital solution for vendors and customers, enabling instant, secure partner integration.

Seamless Compliance Integration: Embedded KYC and AML checks in onboarding, ensuring regulatory compliance without sacrificing speed.

Streamlining Internal Workflows: Minimized manual tasks, boosting strategic focus in sales and operations.

Impact

50%

35%

28%

50% Increase in Satisfaction Scores from vendors and customers

35% Reduction in Operational Costs through an efficient digital-first solution

28% Increase in Revenue by enhanced customer loyalty and acquisition



Smart Inventory Management and App Modernization





Manufacturing - Lighting

Modernized applications and systems to streamline operations and enhance customer service while reducing operational inefficiencies and connecting disjointed systems.



App Modernization



Recommendation Engine



Workflow Automation



A prominent player in the Canadian lighting industry was leading the market with their quality products but could not reach their full potential due to manual processes, disconnect between their legacy tools, and organizational silos.

mobileLIVE identified opportunity areas, modernized the ERP solution, automated workflows, upgraded the tech stack and features, and improved ecosystem connectivity. The transformation enabled the client to stay ahead in the competitive landscape.





Absence of Forecasting Tools



Inadequate CRM System Implementation



Challenges in Inventory Control



Reliance on Manual-Intensive Procedures



Unstructured Operational Workflows

Solution

App Modernization: Revamped core applications with modern architecture for scalability and performance.

Tech Stack Upgrade: Implemented SysPro 8 and BI Reports, enhancing data analysis and operational efficiency.

Connected Ecosystem: Developed seamless integration across applications and platforms, ensuring real-time and smooth communication between tools and teams.

Intelligent Inventory Management: Enhanced stock and inventory management workflows and incorporated a recommendation engine for stock predictions to streamline supply chain processes.

Impact

80%

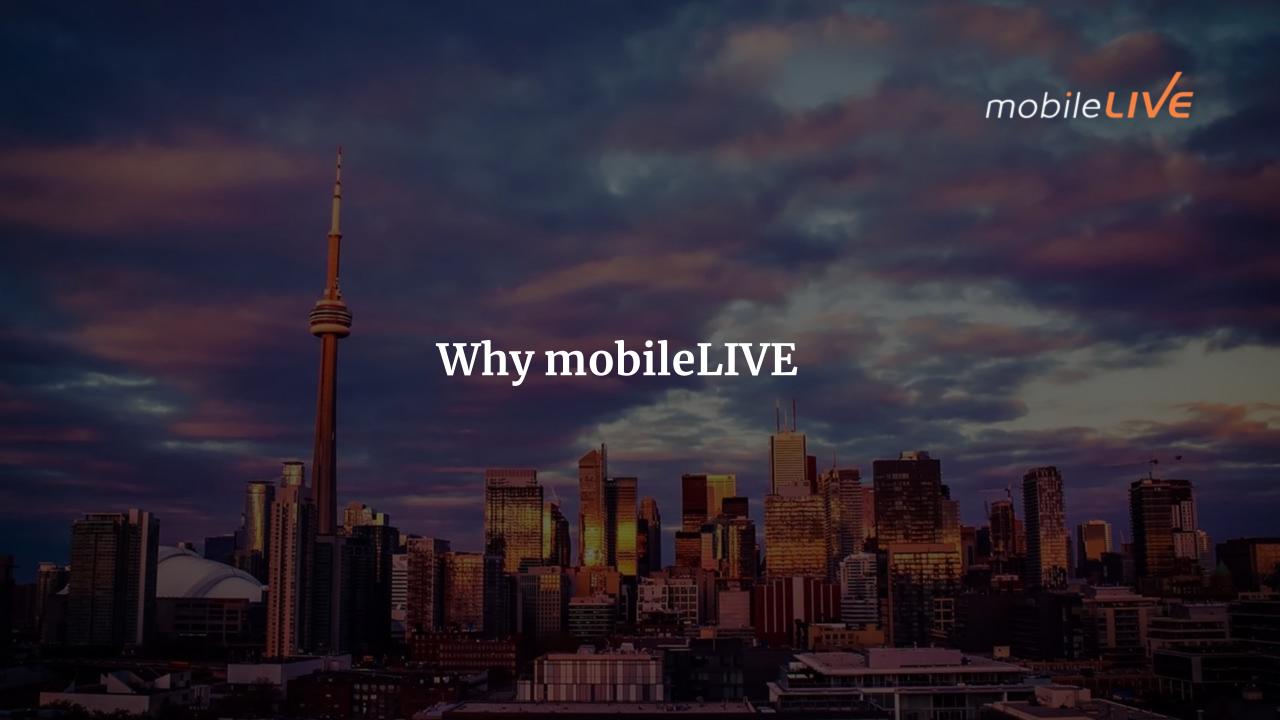
100%

Efficiency Gains
through automated workflows

Decrease in Inventory Costs enabling faster market response times

30%

Automation of work order creation







Your full-service digital team bringing intelligence and efficiency to how you Sell, Serve, and Save.



25+

countries of origin, one team



40+

iconic & Fortune 500 clients



20+

industry awards & distinctions



100%

customer retention





Proven Expertise in Digital Transformation

Recognized for deep expertise in cutting-edge digital solutions across various industries

Holistic Impact

We consider technology, people, processes & culture for comprehensive diagnostic solutions

AI-powered Solutions

We leverage the potential of Artificial Intelligence to enhance digital solutions



Customized Approach

Nothing off the shelf; we understand each client, situation, and solution is unique

Comprehensive Service Offering

A full suite of services to cover all aspects of digital transformation





2023

Softchoice







We're Not the Only Ones Who Think Our Team is Pretty Damn Good





Technology Fast 50
2017 CANADA WINNER
Deloitte.





Technology Fast 50 2016 CANADA Deloitte.



Platinum member

Seven consecutive year 2017 and 2023

37th Fastest Growing Technology Company in Canada 9th among Top Canadian Mobile Technology Companies 33rd among Canada's Fastest-Growing Companies 13th Fastest Growing Technology Company in Canada

Great Places to Work Certified in Canada















16th among Canada's Top New Growth Companies Two consecutive years 2017 and 2018

Momentum Company of the Year Supplier of the Year

SME Excellence
Ontario Chamber
of Commerce

Finalist Emerging Entrepreneur of the Year Diverse Business Development Program

Let us help you design your competitive advantage

Contact us

