

## Proc case worked with its technology partner Affinity Systems on enterprise database strategy and vendor selection projects

### Affinity Systems Inc.

Client since August 2004  
Location: Toronto, Canada  
Industry: Technology



### Client Overview

Affinity Systems is an IT consulting services organization based in Mississauga, Ontario. Over the years, Proc case and Affinity have forged a growing partnership. Although some might see the two as competing organizations, there are numerous areas in which the two companies augment each other, ranging from the shared clients to complementary technology expertise.

### Client Objectives

Affinity has a client that is a leading book and music vendor in Canada. The client needed help in procuring a new "Master Data" solution to centrally manage key organizational information. A joint Affinity and Proc case team was retained to interview key client personnel to gather and synthesize the system requirements. The documented requirements were then used to form the basis for an RFP (Request For Proposal) to qualified vendors. The engagement included managing the RFP process, and the evaluation and selection of the eventual winning vendor.

### Proc case Contribution

The required Master Data solution included a repository that would allow Indigo to centralize information on all products that Indigo dealt with. The Master Data solution also encompassed a single view of all Indigo customers.

The joint Affinity and Proc case project team was made up of senior personnel with the depth of experience required to quickly delve into the relevant business issues and processes, and to translate them into business and system requirements. The team had to quickly come up to speed on the Indigo current state, and to conceptualize the planned future state. This was no easy matter because both the current and future states were constantly evolving. The team dealt with a changing landscape that included parallel projects that were replacing Indigo's retail POS, replacing the warehouse/distribution management system, and another project whose goal was a wholesale revamp of the online ecommerce site.

### Technology

Affinity's client uses a mix of technologies, from Microsoft .NET to IBM WebSphere, from Microsoft Windows to IBM AIX servers. The Master Data solution was not necessarily limited to those technologies currently in use, but this was certainly a factor under consideration.

### Results

Affinity and Proc case were able to manage the information gathering and RFP process leading to the selection and eventual contract for the winning vendor. Subsequent to the contract award, the Affinity and Proc case team was further engaged to provide additional direction and knowledge transfer to the winning vendor, on behalf of Indigo, in recognition of the deep understanding that the project team had acquired.

Proc case is able to leverage its team of expert consultants on projects and work with other technology organizations in a win-win partnership and deliver quality solutions for our clients.