

TopDevz | A Fixed-price Engagement Case Study

Custom commission software for the world's largest medical device distributor



TECHNOLOGIES

Angular frontend,
NodeJS backend,
AWS Aurora /
mySQL database



TEAM SIZE

5



RESOURCES

UX/UI Designer,
Software Engineer,
Project Manager,
QA



ENGAGEMENT TYPE

Fixed-price Project



LENGTH OF ENGAGEMENT

Ongoing 11 months



CLIENT SATISFACTION

96%



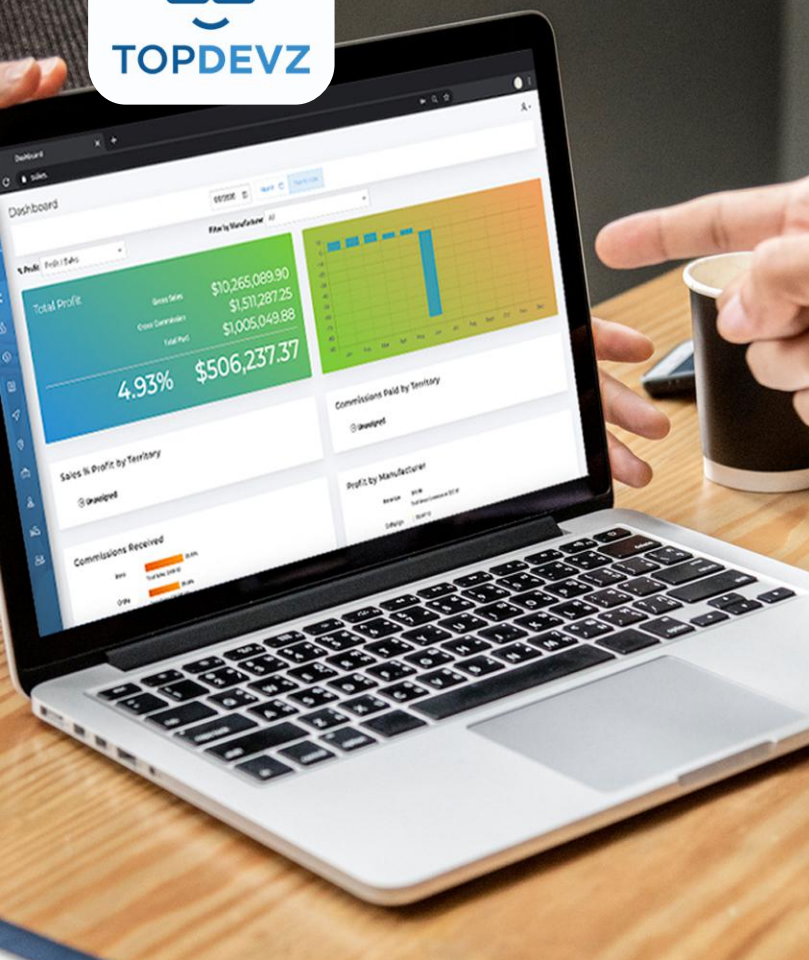
THE CLIENT

Distributing over 25 product lines of orthopedics products across 5 states, this distribution company has been the sole distributor of the largest medical device company in the world for the Midwest region for more than a decade. Thanks to a strong team culture and a competitive commissions plan to match, the business has seen its sales revenue triple in the last 3 years and has had to double its salesforce.



THE CHALLENGE

As the company was experiencing rapid geographical and financial growth, its sales team had increased by 150% in 6 months and the distributor needed to upgrade its commission payment system from a series of Excel spreadsheets to a full-on commission payment software. Looking to build a customized product that he could license to other distributors but with no prior software development experience, the distributor's CEO approached TopDevz with only one requirement: a system that would calculate his team's commission.



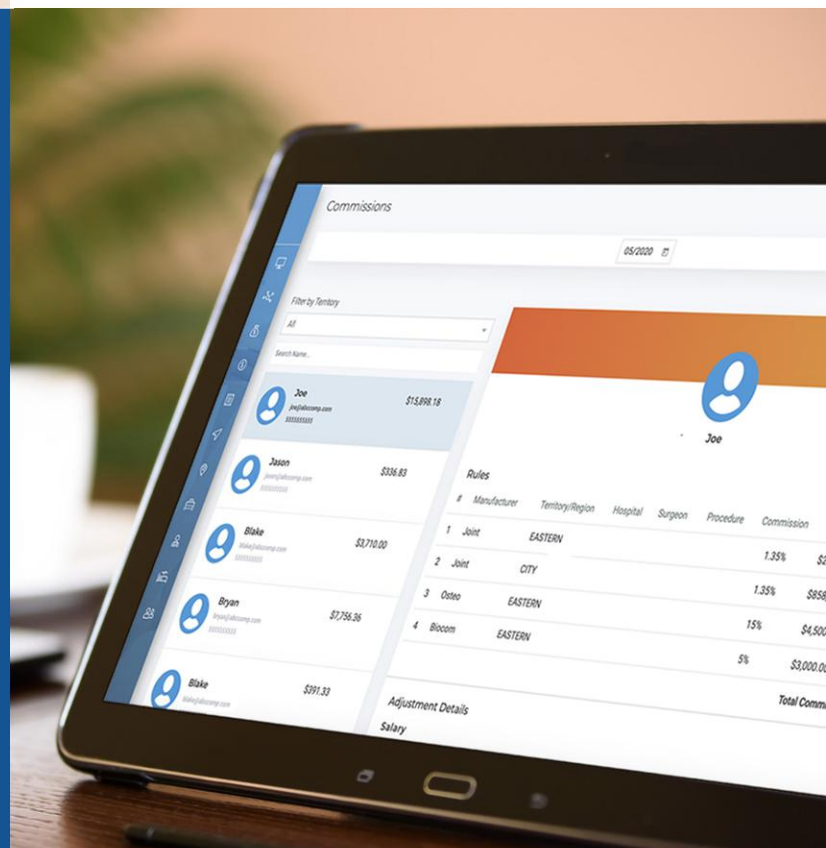
Actual screen capture

TOPDEVZ' SOLUTION

Given such a blank slate to start with, TopDevz suggested exploring the current commissions payment system and building the new system's requirements during a discovery phase. Within a week of acceptance of this model, TopDevz kicked off the discovery phase with 2 senior resources. User stories, wireframes and architectural design were completed after 2 weeks and the CEO was presented a fixed-price estimate for completion. After approval of the estimate, 2 additional software engineers were onboarded to finish and deliver the final product.

THE OUTCOME

The Agile team was able to thoroughly analyze the business' sales data and commissions structure and define the project scope during the discovery phase. The dedicated project manager was the sole contact for the company's CEO during every step of the development process and as he sums it best: "I was really happy with TopDevz and the customer service they provided. TopDevz's excellent responsiveness is a distinguishing factor of their company."



Actual screen capture