INTERNATIONAL TIRE MANUFACTURER MODERNIZES LEGACY APPLICATION TO SCALE FOR NEW GROWTH AND BECOME CLOUD-ENABLED

CAMSO BACKGROUND

Camso, formerly Camoplast Solideal, is an off-the-road tire manufacturer and sells through a variety of distribution channels – the dealer network being one of the most important. Dealers in this network service large, corporate accounts which often have hundreds of branches throughout the United States (e.g. Sunbelt Rentals).

To support this enormous network, Camso developed a custom invoicing system for both Independent Tire Dealers (ITDs) and corporate customers to streamline the process of customer billing and commission calculation. Over time, the application began to show its age, became error-prone and crashed frequently. A significant amount of technical debt had been accumulated in this legacy application. It was affecting performance, user experience, maintainability, and the ability to enhance features necessary for future growth.

Camso relied on this legacy application, but desired new features and a cloud-enabled platform that could not be supported with its existing fragile codebase. Camso needed a reliable application that allowed for multiple corporate customer accounts (the legacy application only supported one), the ability to export and integrate data with their ERP system, more flexible commission calculations, and the ability to have varying price lists that could be uploaded on-premises and edited in the cloud.

THE APPROACH

Camso partnered with Acrowire to determine the most appropriate solution for their invoicing system. The application could be refactored or re-implemented with newer technology. Due to the mountain of technical debt and the extensive list of new features desired, the decision was made to rewrite the application with more modern open source technologies. Acrowire used an iterative development approach which consisted of specific objectives, clear deliverables and client demonstrations for working code. Individual components were designed, developed and tested in short two week sprints. This approach ensured the application was meeting both timelines and objectives. A distributed development team was assembled and resources with specific expertise (e.g. security, database, etc.) were enlisted for developing components as needed. Acrowire used onshore technical resources to lead the project, manage the sprints, review the code, perform deployments, and coordinate with client personnel. Where possible, Camso leveraged Acrowire's offshore resources to realize a 30% cost savings for the duration of the project.

THE OUTCOME

In re-building Camso's invoicing system, Camso is now able to easily manage invoicing for multiple customers, including over 1,000 customer branches, 600+ ITDs and 900+ different product codes. Multiple levels of dealer pricing and commissions have been established creating a more intelligent and incentivized platform for Camso and its dealer network. By re-developing this application with modern technology, Camso now has greater access to accurate information, stability for a crash-free experience, and scalability for future growth.

PROFILE

INDUSTRY

Manufacturing

GLOBAL DISTRIBUTION

100+ COUNTRIES