vardesk
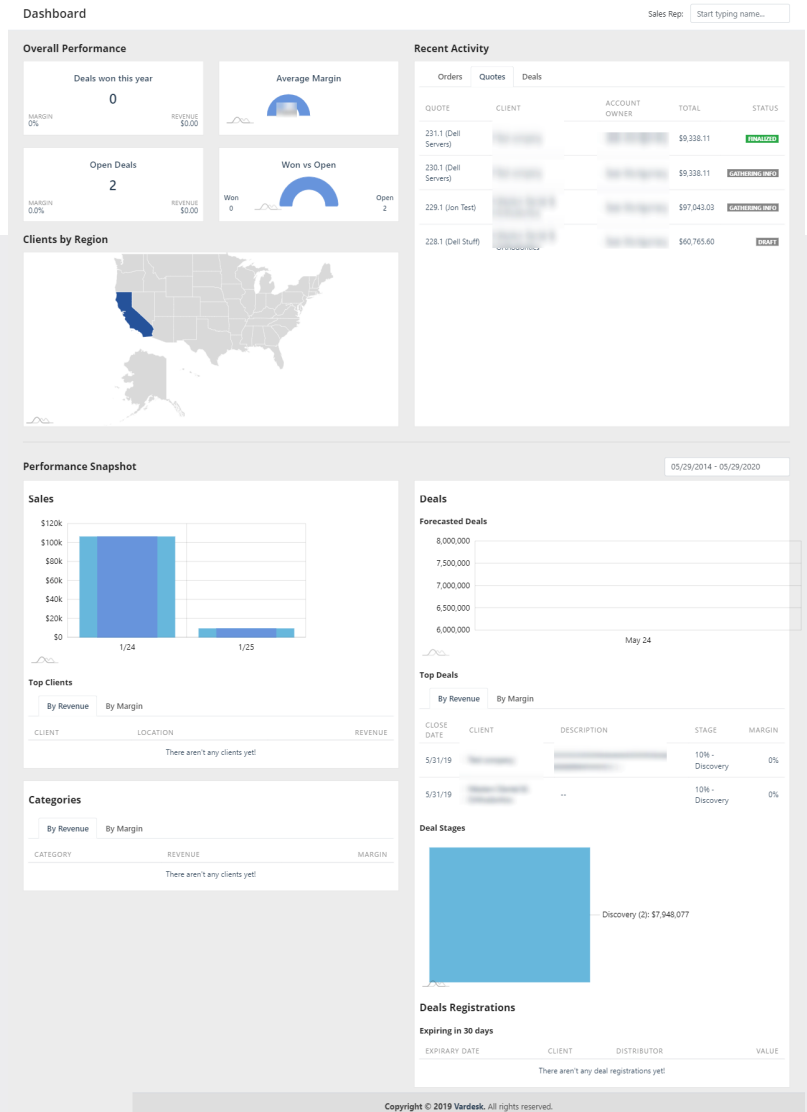
The "One App Does it All" Var Management platform

Like many applicatons, VARdesk was created by someone who was working "in the trenches," identified a wide-spread problem and decided to be the one to fix it. In this case, Krunal Patel was working for a Value Added Reseller (VAR), selling technology to businesses in the enterprise space. Krunal knew that VARs typically use multiple tools to manage a client, and saw the need for one tool that did everything.

Challenge:

As Krunal explains, most VARs have three siloes: sales, operations and engineering, each with their own information and process management needs. The challenge was to create one app that could address it all. Krunal knew what he wanted from an "end goal" perspective, but didn't know what it would take to make it happen.

" I got what was in my head down on paper," Krunal recalls, "and then put that out to multiple companies to get bids. I was looking for a development company that's based here in the U.S., not overseas."

Krunal's decision to go with Metrix Systems was based on two key factors: pricing and capabilities. "With Metrix Systems I got the 'overseas price,'" says Krunal, "meaning the price I would have paid to have this thing built by a firm that's based overseas, from a U.S company. Plus, I loved the fact that they build their apps on top of their own proven platform, Xano. Xano's flexibility meant they could do things faster, and that was very attractive to me." With Xano the developers don't have to "reinvent the wheel" on the backend code--Metrix Systems' team has already developed it, so they would be able to get Krunal's project done much more quickly.
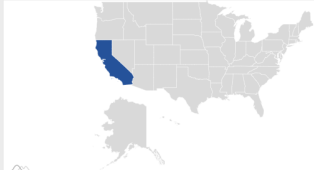
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| Summary | Settings | Billing | Shipping | Ledger | Activity | Attachments | Versions |

TAX RATE:
0.095

ENVIRONMENT FEE:
0

SHIPPING FEE:
0

Enter a percentage value eg. (9.5)

Section

QTY	Title	Vendor Name	Vendor Quote	Collapsed
1	PowerEdge R730xd - [dellstar_1358_A]	Dell	3000014602469.2	⬤

Line Items   Bulk Price Modifier   Add Line

QTY	Item Code	Description	Taxable	Visible	Unit Cost	Unit List	Price Modifier	Unit Price	Ext Price	Action
1		PowerEdge R730xd - [d	⬤	⬤	$9,329.25	$0		$9,329.25	$9,329.25	🗑
1	210-ADBC	PowerEdge R730xd Ser	⬤	⬤	$0	$0		$0	$0.00	🗑
1	329-BCZK	PE R730/xd Motherboa	⬤	⬤	$0	$0		$0	$0.00	🗑
1	461-AADZ	No Trusted Platform M	⬤	⬤	$0	$0		$0	$0.00	🗑

Solution:

Metrix Systems took Krunal's ideas and ran with it, creating a cloud-based comprehensive work management platform for VARs. The VARdesk platform's long list of capabilities includes giving VARs the ability to:

1. Manage Contacts, deals, and opprotunities

2. Save significant time upoading Vendor quotes

3. Track orders

4. Give customers access to order information

Metrix Systems has a lot of experience, give excellent advice and are really great to work with.
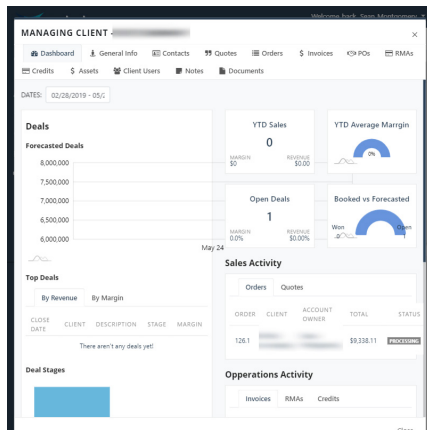- Krunal Patel

Result:

Vardesk is a comprehensive system that gives VARs all of the functionality they need, but at about a third of the cost of what it takes to buy multiple other tools to accomplish the same thing.

"Metrix Systems has a lot of experience," Krunal shares, *"give excellent advice and are really great to work with. Plus, they're flexible. When I wanted to change something they were very accomodating, even though they had to recode things. They understood this is a long-term relationship. Doing business with them was like doing business with your family. I could trust them to work autonomously and do the right thing in the application's architecture, knowing where I wanted to be at the end."*
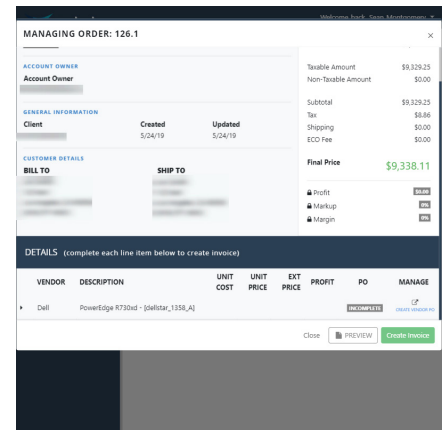
The VARDesk platform's long list of capabilities includes giving VARs the ability to:

Give customers access to order information – Customers have limited access to the system. The customer portal shows quote, order, and invoice history; view credits and expiration of assets.

Manage contacts, deals and opportunities – VARDesk has all of the CRM (customer relationship management) functions that sales people rely on, including insightful analytics with easily customized parameters. For example you can look at sales history for any given time period. "The concept of reporting is old and archaic, on-demand real-time data that you can manipulate is what people are looking for today," Krunal points out.

Save significant time – "Normally," explains Krunal, "when you get a quote from a vendor someone has to manually copy and paste all of the line items into their tool and then apply their mark-ups. Vardesk has a quote engine that lets you import the vendor quotes with just one click. It finds all the line items and lays it out properly. All you do is apply your markup to it. Super Easy!"

"This quoting engine is a really big deal!" Krunal adds. "This is one of the biggest pains that most of the tools on the market either cannot handle at all or cannot do affordably. A VAR with 50 users can save hundreds of hours."

Track orders – When a customer places an order, VARDesk has a step-by-step process for operations to place the VAR's order with the vendor and then track all of the details, such as order numbers, shipping dates, etc. Instead of tracking everything on spreadsheets, everything is done on the same app where all of the other information for that client is stored. If someone in sales wants to check on an order status, they no longer have to email someone in operations to do so.

Technology:

Xano development platform (PHP7)

Services:

Software development, product development, support & maintenance

Timeframe:

2016 - ongoing

About Metrix Systems:

Metrix Systems is a combination of expert developers and seasoned entrepreneurs who know what it takes to get a project launched successfully. Our objective is to empower clientele with the best custom development team. Patrons benefit from our ability to provide bringing high efficiency with fast execution, all while utilizing the most adaptable and versatile software to tackle achieve their goals.

At Metrix Systems we take custom web development very seriously. That is why we have developed Xano, our very own custom development framework. Xano is built on the latest technology, while keeping in mind the importance of providing scalability & flexibility that today's businesses demand.

Our long list of development projects includes systems such as internet of things (IoT), CRM, CMS, ERP, e-commerce, live streaming, social technology and much more.