



## CASE STUDY: Analysts International

### Satellite Forms® Software Provides Quick Turn-around Time for Technology Consulting Firm



"Analysts International has received outstanding feedback from application users and has received more inquiries about the application and our practice than we ever could have expected. Satellite Forms provided us a tool with which we could quickly design the underlying data structures and develop the many different access paths required."

- Kent Barnes, PMP,  
m-commerce practice director,  
Analysts International

#### *The Company: Analysts International*

Analysts International is a premier information technology services company that serves more than 900 corporate and governmental clients. The company integrates expertise into technology applications with an understanding of business issues to help clients make informed decisions about technology and information strategy.

#### *The Challenge: Timely Development of a Highly Visible Application*

A major software provider in the e-business and ERP arena holds an annual conference and user exchange, bringing together over 5,000 participants who share a common interest in the software provider's various modules. Analysts International planned to use the conference to present its mobile computing and m-services solutions. As a demonstration of its m-services capabilities, Analysts International approached the popular e-business and ERP software provider with the concept of providing attendees with a Palm OS®-based application that would replace the paper-based conference agenda. This application would also offer enhanced access to information about the conference's estimated 500 sessions.

#### *The Solution: Pumatech's Satellite Forms Software*

Using Satellite Forms software, Analysts International took a total of three weeks to develop the application and databases. Satellite Forms provided the ability for multiple views and access paths to the base session information, while also enabling users to add selected sessions to the native Palm OS calendar. The rollout was accomplished over the five-day conference, with the final application being provided to an estimated 500 of the 5,000 attendees who were carrying their own Palm OS-based devices.

Satellite Forms provided Analysts International with the tool to quickly meet the demand to design a comprehensive application. One feature that the company especially appreciated was the ability to rapidly share its preliminary prototypes with clients for review and approval.

The solution was developed as a value-added service to a strategic alliance partner. The partner was excited by the overwhelming positive responses about the application. In addition, the traffic to Analysts International's booth at the show proved to be significantly higher with attendees who were interested in both the ability to use the software at other functions they attend and in utilizing the company's mobile computing practice to address their unique problems.


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