

## Case Study

*How a government authority in South East Asia benefited from a systems integration project*



## Systems integration project for a govt. authority in South East Asia

### Business Challenge

The customer is a statutory governmental authority under the Federal government, focusing on land resource optimization. The customer had two vital roles: developmental and regulatory.

The customer had a land information portal that sells land-related information to public. The existing portal was five years old and was not able to keep pace with the growing business needs of customer. The portal needed re-architecting to exploit the new technologies.

### Mahindra Satyam's Role

Mahindra Satyam showcased strong expertise in multiple technologies and highlighted past experiences. Mahindra Satyam also proposed to leverage the existing efforts put in the applications (reuse) by building on what already existed. This resulted in a strong cost advantage to the client and better time to market. By building the application to be web service-enabled, the customer is able to offer its services to other agencies and therefore get an additional revenue stream.

Mahindra Satyam provided not just software development services but also a complete turnkey solution to the client. The customer was able to leverage Mahindra Satyam's system integration capabilities and get all the services under one roof. These include hardware, hosting, helpdesk (level 1 support), Level 2 support, payment gateways and operations. This relieved the client from committing their management bandwidth on the project and focus on their core business.

### Business Benefits

- Enabled the customer to achieve its growth path planned for the application
- The transactions have doubled since launch, and revenues also doubled in the last one year
- Flexibility in architecture enabled the customer to launch new services on the web site without any challenges