

The Client

XOS Technologies Inc is the leading technology partner that helps sports organizations better interact with the sports fans through maximized value of digital content and e-commerce services. Besides fan interaction, the company specializes in Facilities Design & Integration as well as Coaching Software Solutions. Through these areas of expertise, The Client helps teams and leagues integrate video, images, data, and interactive technologies via its unique Network and Total Ticketing.

The Industry

Digital Sports Media & Technology

The Challenge

In December 2008 XOS Technologies faced the necessity to create an e-commerce system within its broad network of resources. The system requirements consisted of an integrated content management system (CMS) and user-friendly request-for-quote options, but most importantly the e-commerce system needed to be fully integrated with the existing online business network.

The Solution

To reduce application development costs and focus on its core competencies, XOS Technologies chose to partner with TEAM International.

Scope of the Project

The e-commerce system consists of the following major workflows:

- Customer registration/login and account management
- Order processing
- Content management
- Data filter

The Engagement Model

Dedicated Development Center (DDC)

The Approach

TEAM chose to use Agile methodology to have better opportunities to monitor and assess the project direction throughout the application development lifecycle. Agile development methodology was also chosen to provide the Client with recurring opportunities to calibrate application releases for effectiveness and functionality in the real world.

Number of Resources

- Project Manager 1
- Senior .NET Developers 2
- .NET Developer 1
- Tester 1
- Business Analyst 1

Total 6

Technology Used

- Platform .NET Framework 2.0
- Programming Language C#
- Database server MSSQL 2005
- Windows 2003 Server
- File System NTFS
- Browser IE 6.x +; Mozilla Firefox
- 2.x+ (JavaScript enabled)

Dilemmas and Creative Solutions

When TEAM began to collaborate with XOS Technologies on this project, it was soon discovered that the product concept, while rich with vision, lacked upfront requirements definition. Moreover, the project's first production milestone had a very aggressive deadline for delivery. Solving this dilemma meant proposing a unique solution, coupled with a customized development workflow, to attain all objectives in a small timeframe. The solution was to utilize TEAM's Proprietary CMS & E-Commerce Solution which provides basic functionality to manage and sell products and cross products online. Using Proprietary CMS & E-Commerce Solution allowed TEAM's project team to significantly save time-to-develop and deliver timely the most critical and aggressive production milestone. Additionally, there were some changes in the Scope during the project, so different suggestions and solutions were analyzed and coordinated with the Client to develop the application that meets all of the required parameters and fits all of the customer's needs. To best match the agile nature of the project, TEAM participated in daily requirements calls with the client to assign focus for each day's activities. Webex and Go-To-Meeting sessions served as a guide to the discussions of the previous day's work and upcoming priorities.

The Results

All of the project timeframes were met successfully. In March 2009 XOS Technologies received a completely ready-to-use e-commerce system containing 800 products and easy-to-use content management system. The Client was satisfied with the way TEAM International approached and executed the project, and the client has now offloaded to TEAM a new project to include e-commerce upgrade and expansion.

