



# Integrating Disparate Data Streams from Hours to Minutes using Boomi for a Fortune 500 Manufacturing Conglomerate



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## Key Issues

- **Fragmented Data Across Systems**
- **Operational Silos and Redundant Efforts**
- **Delayed and Inaccurate Decision-Making**
- **Missed Revenue Opportunities**
- **Compliance Risks Due to Inconsistent Data**

## Solutions

Implemented Boomi iPaaS as the centralized middleware to ensure data integrity, consistency, and auditability across integration projects, integrating systems like Subscription and Entitlement Management.

## Benefits

- **50% accelerated quote turnaround**
- **2x faster quote creation**
- **67% reduction in quote approvals time**
- **Shortening Sales cycle leading to quicker revenue generation**

## About the Customer

The customer is a Fortune 500 manufacturing leader operating across five key segments: Engineered Products, Clean Energy & Fuelling, Imaging & Identification, Pumps & Process Solutions, and Climate & Sustainability Technologies. With a global workforce of over 25,000 employees and an annual revenue of approximately \$7.75 billion, the company is headquartered in Illinois and is recognized for driving innovation and operational excellence across its diverse portfolio.

## Highlights

The customer's decentralized operations caused delays in Sales quote processing and hindered efficiency and decision-making. Aspire recommended a modern data integration strategy with a centralized platform to streamline processes and improve visibility.

## The Challenges

The issue of scattered data across various enterprise systems was a pervasive and significant challenge for our customer. Critical business information was fragmented as it was residing in disparate applications, databases, spreadsheets, and even individual files, rather than being centrally accessible and integrated. This lack of a unified view created numerous problems, impacting efficiency, decision-making, and overall business performance.

Some major issues from scattered data that our customer was facing:





### Data Silos:

Each system operated in isolation, making it difficult for different departments or teams to access and share necessary information. This led to duplication, redundant data entry, and a lack of process visibility. Also Employees spent significant time manually collecting, cleaning, and reconciling data from various sources to get a holistic view. This was time-consuming, error-prone, and delays critical processes.

### Lack of Real-time Insights:

The Decision-makers from our customer side were often relying on outdated or incomplete information because accessing and consolidating data from multiple systems was a lengthy process. This hindered their ability to react quickly to changing market conditions or customer needs.

### Lost Revenue Opportunity:

The Inability to identify customer needs, personalize offerings, or react quickly to market changes was leading my customer to lost sales and revenue opportunities.

### Compliance Issues and Penalties:

Scattered data was making it difficult for the customer to ensure data accuracy, consistency, and adherence to regulatory requirements, potentially leading to compliance violations and penalties.





## The Solution

- ◆ **Aspire's Unified platform service** Aspire's solution was to establish Boomi (Integration Platform as a Service - iPaaS) as the middleware technology that was crucial for ensuring data integrity, consistency, and auditability during integration projects. Also serve as a unified platform for a wide range of integration needs, aiming to Integrate Multiple systems (Subscription Management System and Entitlement Management System) to work automatically based on Events.
- ◆ **Event streams for powerful efficient scalable performance:** Boomi's cloud-native real-time event processing and messaging queuing service called Event Streams was designed specifically for building high-performance, scalable event-driven integrations. The Event Streams allowed for the capture, routing, and processing of events across various applications and systems in real-time supporting multiple messaging patterns, including publish/subscribe, queuing, and first-in-first-out (FIFO), catering to diverse integration needs.

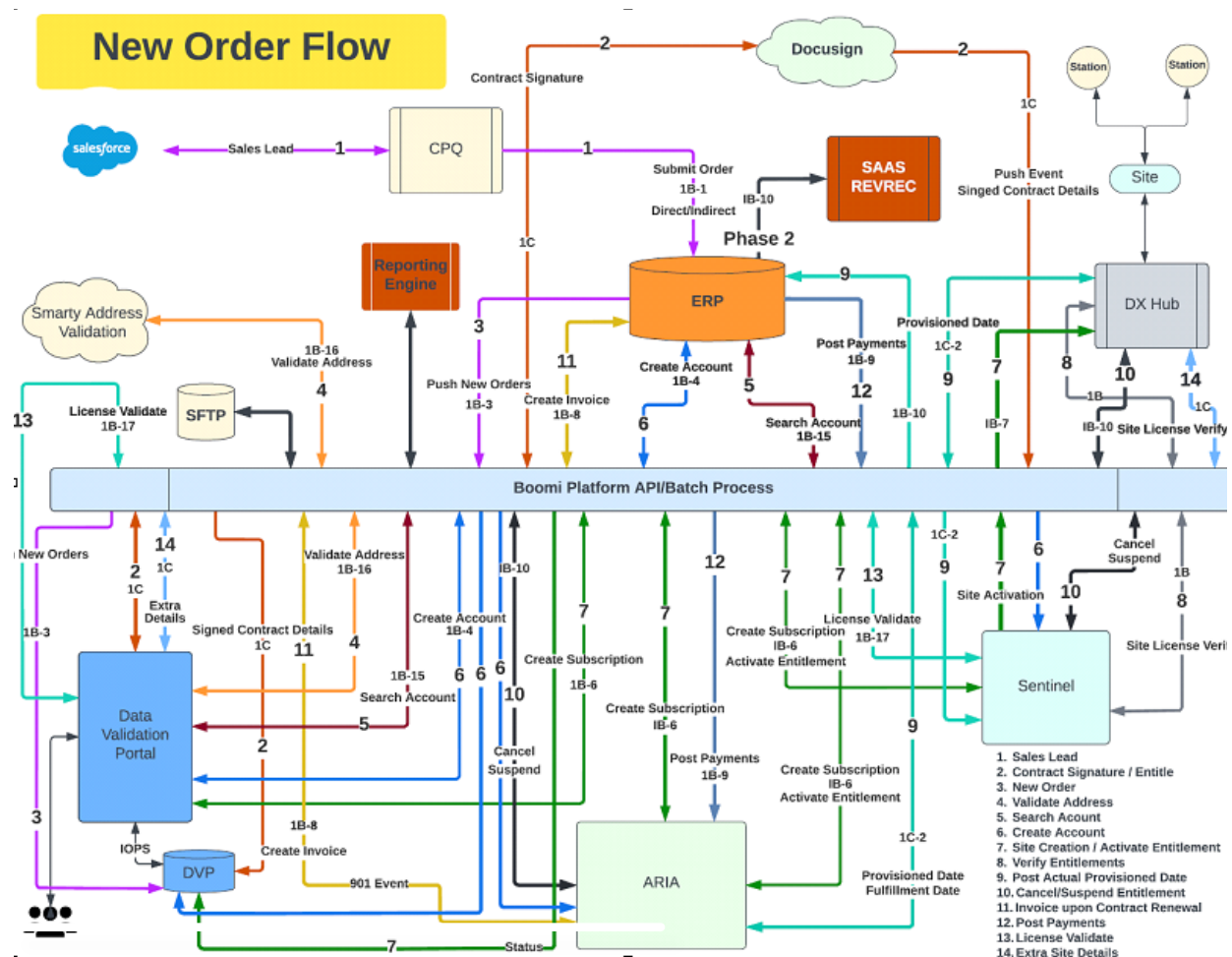
We also utilized various prebuilt accelerators like.

- **Apache Kafka:** For building scalable and fault-tolerant event streaming pipelines.
- **Azure Service Bus:** Microsoft's fully managed enterprise message broker
- **RabbitMQ:** A widely adopted open-source message broker. These connectors abstract away the complexities of interacting with these event brokers, allowing developers to focus on the business logic of their integrations.

Many best aspects of Boomi were used like.

- » **Pre-built Connectors:** Leveraged Boomi's 1,500+ connectors to quickly integrate multiple enterprise systems, reducing custom coding efforts.

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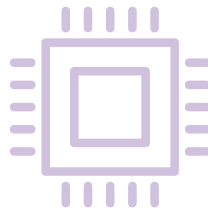




## The Results

- Reduction of average quote turnaround time (e.g., from 48 hours to 24 hours, a 50% improvement). Faster response times can lead to higher win rates as customers receive information quicker than competitors.
  - Decrease in average quote creation time (e.g., from 30 minutes to 15 minutes, a 50% improvement). Frees up sales representatives' time to focus on more selling activities, potentially increasing the number of quotes generated.
  - Reduction in average quote approval time (e.g., from 12 hours to 4 hours, a 67% improvement). Faster approvals prevent delays in getting the quote to the customer.
  - Decrease in the average time from quote to order (e.g., from 5 days to 3 days, a 40% improvement). Shorter sales cycles lead to quicker revenue generation.
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## Technology Snapshot



- » **Boomi Atmosphere – Integration Platform**
- » **Boomi API Management**
- » **Boomi EDI Trading Partner(B2B) Platform**
- » **Azure Cloud Services with NetApp as NFS**



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