

## Showcase Project / Case Study

**Background:** Our customer sells drug dispensing robots to pharmacies, they were unable to optimize the configuration of new robots to keep pace with sales volumes because the process was almost entirely manual and data needed optimize configuration was in poor quality and scattered across the enterprise.

**Approach:** Our solution was a holistic and fully integrated automation of the entire process including AI design readiness to help improve the optimization of the configuration over time.

**Solution:** We mentored a new Product Owner and helped the customer decompose the overall solution, determine an MVP, and build out an agile rapid release backlog. We developed an API layer on top of Salesforce to automate the transfer of new sales to the installation team as soon as they're received. We created a master data management repository for Drug data to establish a clean, unified, centralized, and highly reusable enterprise data asset. We built a highly scalable full stack Azure cloud-based web application using Angular, C# and PostgreSQL. We built in an automated testing framework from day one.

**Results:** We quickly got an MVP into the hands of the installation team targeting automation of the most time-consuming tasks in the configuration process. This helped them catch up with their sales pipeline which was critical to the business, given they were looking to be acquired at the time. We got great feedback from the installation team and were able to incrementally automate the rest of the overall process. We'd impressed leadership with our speed and quality and asked to take on additional automation opportunities. They were our first customer and have been a great partner for 2+ years. Cetus Digital knows how to get digital done right!

## From a Customer

"Our partnership with Cetus over the last 12 months has been critical to the growth and success of our business. We have Cetus supporting three critical areas of our organization – data platforms, interface development, and custom tools development which will greatly accelerate our scaling, improve our operational efficiency, and open new growth opportunities. The Cetus teams have been embedded as partners with our delivery teams and are able to help us quickly deliver value to our customers and our internal stakeholders, while maintaining technical integrity and quality in the solutions."

Art Swanson, VP Product Development Parata Systems