Bosch Estimation Tool for Security Systems (BETSSy)

Shane Brenizer, UI Designer | Bosch Security Systems, Inc.

BACKGROUND: Bosch Security needed a product specification, pricing & ordering tool to streamline product selection for their sales team. Shane Brenizer was hired by Atomic Design in N.Y. for the project.

PROBLEM: With sales teams spread across the U.S., pricing sheets were irregular, mark-ups and commisions were untrackable, and client information was incomplete or inaccurate.

SOLUTION: After fact-finding meetings and an analysis of current sales practices, Shane Brenizer wrote requirement documents, created wire frame prototypes, and managed a Coldfusion programmer. The end result was a tool that allowed the sales team to complete a questionnaire and manually choose security products from a comprehensive pick-list.

Shane Brenizer wrote a requirements document was continually revised to include new functionality such as multiple versioning for each quote, uploading reseller's logo for branded invoicing, "trackable" automatic software updates, purchase order and parts list generation.