



## SKINS Distributor Portal

Distributors find smoother orders with the new SKINS portal.

### The Background

Since 1996 SKINS has been a global leader in the development and manufacture of Recovery Compression Sports clothing. Worn by professional athletes and active consumers in 30 different countries worldwide, the benefits of SKINS' products have been highlighted by endless independent research, with over five studies published in peer reviewed medical journals.

### The Challenge

With an expanding international distributor network, SKINS required a more consistent, standardised and automated approach for handling product orders placed by their distributors worldwide. SKINS determined that the best way to do so was by providing their distributors with access to an online portal built with IBM technology.

### The Solution

SKINS selected IBM WebSphere Portal, the #1 leader in the marketplace to provide a personalised and customised experience to their distributors. They also chose IBM WebSphere Process Server for their process automation and integration requirements. Finally, they needed an experienced delivery partner and, with over 700 portal and social sites worldwide, nobody has more experience than Ascendant.

### Ascendant was engaged by SKINS to:

- Deploy IBM WebSphere Process Server and WebSphere Portal infrastructure
- Develop an integrated Portal and Process Server application that would:
  - Provide SKINS distributors with the ability to place and track product orders
  - Automate the workflow required by the SKINS Sales, Logistics and Finance departments to review and approve distributor orders
  - Automatically notify distributors of changes to the status of their orders
  - Allow distributors to download and review statements, invoices, price lists and other relevant account information.
- Provide ongoing infrastructure and application support through the Ascendant Managed Service offering

*“The choice of IBM’s portal and process server has given us the reliability we require as well as a robust platform for growth. Having Ascendant as our delivery partner meant that we could be sure of quality build and deploy.*”

*We now have a really satisfied distributor network and the quality and efficiency of order processing has greatly increased.”*

*– Grant Bayley, CTO, SKINS*