Mueller worked with the IBM Garage team to design a mobile app on the IBM Cloud™ Public Platform using the IBM Cloud Foundry environment. The pricing tool helps contractors configure products in the United States. Sales increased exponentially in the last few years, and contractors were stretched thin. To receive pricing quotes for customers, contractors had to go back and forth with the Mueller sales team — for the initial quote and any revised quotes based on new specs. The pricing process delayed projects and buried contractors in paperwork. Mueller asked the IBM Garage for a rapid design spike to envision how the MVP could be realized. The team validated the concept. Two weeks later, the team delivered a clickable prototype. The prototype helped the team validate the value of the solution. The team explored assumptions and risks to help Mueller to control the priority of the solution's different parts. The IBM Garage built the app in eight weeks and shared weekly iterations where the team tracked development velocity, created new stories and prioritized work. The Mueller product development team kicked off the MVP build with Inception, a process where Mueller and IBM Garage isolated the most important requirements — without needing constant input from the sales team. Mueller worked with the IBM Garage™ to help scale its business by minimizing the time contractors spent on laborious administrative tasks. Mueller partnered with the IBM Garage™ to help scale its business by minimizing the time contractors spent on laborious administrative tasks. Mueller needed an innovative, modernized solution that would speed the manual pricing process and increase efficiencies without needing constant input from the sales team. The team converged around an idea: Allow contractors to submit building specifications and receive an instant quote with guaranteed pricing.

Mueller, Inc., has been a leading retailer and manufacturer of steel buildings in the United States. Sales increased exponentially in the last few years, and contractors were stretched thin. To receive pricing quotes for customers, contractors had to go back and forth with the Mueller sales team — for the initial quote and any revised quotes based on new specs. The pricing process delayed projects and buried contractors in paperwork. Mueller wanted to keep contractors and customers happy. Mueller asked the IBM Garage for a rapid design spike to envision how the MVP could be realized. The team validated the concept. Two weeks later, the team delivered a clickable prototype.

From Post-its to a prototype: Building an app in eight weeks.

For the past 85 years, Mueller, Inc., has been a leading retailer and manufacturer of steel building components in the United States. As a result, Mueller can scale more easily. Because the app eliminates hours of administrative work, sellers can handle a larger volume of orders. Mueller has been so impressed by the IBM Garage’s refreshingly different approach to software development methods that it has committed to using the IBM Garage Method for Cloud as the new standard for developing internal applications. The IBM Garage conducted a one-week user research workshop with the Mueller team to understand users’ needs. That meant doing hardhats, understanding how our customers operate and determining what their pain points were. From this research, Mueller learned that its sales team was spending time on laborious administrative tasks. Mueller needed an innovative, modernized solution that would speed the manual pricing process and increase efficiencies without needing constant input from the sales team. The team converged around an idea: Allow contractors to submit building specifications and receive an instant quote with guaranteed pricing.

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