



## Business Solution:

Lead a joint effort to re-architect a revenue management software solution with significantly enhanced functionality, migrating to a new technology platform and back-end.

Platform: J2EE

Development Tool: Eclipse,  
Weblogic Workshop

Operating System: Solaris

Language: Java

Database: Oracle



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# Revenue Technologies: MarketPrice

## Project Profile

Revenue Technologies provides Revenue and Price Management solutions for Fortune 1000 companies. Founded in 1995, Revenue Technologies first designed and developed enterprise-class pricing solutions using sophisticated rules-based pricing capabilities. The company expanded its product suite to include its flagship, Internet-enabled MarketPrice software, and its ProfitBuilder professional services; complementary offerings for companies needing an enterprise solution to manage their pricing strategies and enhance profitability.

Revenue Technologies' challenge was to deliver version 3.0 of their anticipated MarketPrice Agreements module to a high-profile customer within a limited timeframe. This version required significantly enhanced functionality and porting to a new technology and platform. Revenue Technologies' existing development team had chosen an extremely complex, proprietary architecture for development of the new product, and subsequently missed deadlines for an initial demo to the customer, and was not on schedule for the next demonstration later that year.

## Solution

Revenue Technologies' newly-appointed CEO hired TechDiscovery to spearhead the project, beginning with an assessment and preliminary plan. TechDiscovery recommended moving the application to a standard architecture, technology and platform that would allow much faster delivery of the product and ramp-up of for a new development team. The newly assembled team, comprised of three existing Revenue Technologies developers and three new in-house developers, was led by a TechDiscovery project manager and software architect. Together, the team built a full-featured J2EE application utilizing Struts and WebLogic which was delivered in an efficient timeframe.

## Benefit

Revenue Technologies was able to unveil MarketPrice Agreements, a comprehensive application that provides an environment to manage contracts and spot agreements, as well as maximize the pricing of those deals, on schedule. With a pricing toolkit, decision support, automated approval processing and direct links to forecasting and billing systems, the tool adds rigor and consistency to the deal pricing process.

For more information about how TechDiscovery delivers, manages and supports technology that is critical to enabling your business strategy, visit [www.techdiscovery.com](http://www.techdiscovery.com).