XPRESS BSS

BUSINESS SOFTWARE SOLUTION

Blue Screen IT Solutions becomes a worldwide reference in **low-code development** with OutSystems partnership

CASE STUDY

"Since the beginning of this partnership, in 2013, Blue Screen has been presented as a key partner for OutSystems. Digital transformation is a challenge for any company, even more so for SMB. Thanks to its strong commitment to low-code and OutSystems expertise, Blue Screen has been able to address these challenges, such as the XPressBSS project. That is why we are so proud to embrace and reinforce our partnership in every project. The excellence and professionalism of Blue Screen team is a key factor in bringing innovation and competitive advantage to any company."

Catarina Santos, OutSystems Regional Channel Manager

2 developers
1 tester

Implementations within **3 months**

OutSystems partner since **2013**

80% international business

100% Portuguese company

⚑ CHALLENGE

Blue Screen is a Portuguese software house that develops mobile and enterprise web applications for its clients. Before this partnership with OutSystems, **the projects were planned and developed using a waterfall methodology.** Those projects were analyzed and estimated at a high level for proposal purposes, analysed in detail for functional planning purposes, and the subsequent development was made using waterfall methodology until a first version was ready to be presented to the client.

This would take about 6 months and after the client had given feedback, there was still plenty of work to be done.

In this faster, digital, and global market, companies are looking for rapid app deployment that can make a significant difference in the way they deal with their customers and change the way how business is done. To answer this need, Blue Screen started looking for a new and agile way to deliver projects.

www.bluescreen.pt

◎ SOLUTION

After analyzing its options, Blue Screen found in OutSystems a suitable partner with their low-code development platform. Providing fast development and ease of use, this platform met all the requirements identified by Blue Screen for its projects so, **in 2013, Blue Screen became an OutSystems partner.**

⏱ IMPLEMENTATION

Using the low-code development platform, with **a team of 2 developers and 1 tester**, Blue Screen was able to create its own Customized Resource Planner – **the XPressBSS Solution** – and do something no one else was doing in the international IT market.

XPressBSS is an enterprise agility platform for Business Software Solutions and built with a set of business management modules (integrating ERP/EDI tools and business processes). XPressBSS focuses on ease of use, enhances the mobility

and internationalization and provides a comprehensive view of the business, resources, costs and income. Delivered through a Software as a Service model, **XPressBSS is very fast to deploy, can easily grow with any business and be designed and personalized to any specific needs**, regardless of the business sector.

Besides, using low-code, **Blue Screen can develop any kind of project for its clients**, decreasing its time-to-market without overlooking security or scalability for the project.

📋 RESULTS

Since the beginning of this partnership, Blue Screen has grown its business and now has **12 international clients, representing more than 80% of its annual revenue**. Aligning low-code with 20 years of experience made it possible for a Portuguese SME to grow and **conquer new markets** in 4 continents. Acting like a business partner to its clients and not only as a service provider was also crucial to its success.