



Soho Dragon and AgilePoint team up to provide Hurricane-Sandy Reconstruction Solution

In the wake of Hurricane Sandy, the biggest Hurricane to ever hit the Eastern seaboard, Soho Dragon Solutions had a huge challenge. A large Microsoft partner operating in the tri-state region for construction-related projects, Soho Dragon had contracted with a multi-national construction company to provide IT resources for its massive reconstruction of residential real estate damaged or destroyed by Sandy.

The IT Challenge

The task at hand for Soho Dragon was creating a structured, systematic way to gather all the information necessary for building permits, plans, approvals, and a wide variety of other documentation so that it would be entered accurately and completely and then submitted for approval. Soho's goal was to create perfect submissions that would result in quick release of funding on a per filing basis. "Going through round after round of resubmissions based on incorrect or incomplete information," commented Jim Blottman, Soho's VP, Sales, "would have prolonged reconstruction by months or years, keeping thousands of families out of their homes and wasting federal relief dollars."

The InfoPath and SharePoint Designer Ceiling

Being a Microsoft partner, Soho's team began building a data-gathering-and-documentation-submission system utilizing Microsoft's InfoPath for forms and SharePoint Designer (Windows Workflow Foundation) for the workflow piece. But early on, Soho's team realized that it needed a more sophisticated eforms engine—something that would yield forms that could run on disparate types of mobile devices. Furthermore, Infopath would not scale to accommodate attached documents of up to 40 megabytes in size. Likewise, SharePoint Designer, while a great platform for certain types of workflows, simply lacked the power and sophistication necessary for the automated approval process in question.

Soho Dragon turns to a Low-Code Leader, AgilePoint NX

Soho Dragon clearly needed an enterprise-class, low-code development platform with strong Business Process Management (BPM) capability, a toolset that would allow it to build sophisticated, interactive forms with embedded business logic that would run natively on any type of device and which could handle the size and scope of the automated process in question. Soho Dragon turned to AgilePoint.

"AgilePoint NX was the clear choice," commented Peter Ward, Soho Dragon's Chief Technology Officer. "We needed true enterprise capability, deep integration with Microsoft technologies, and an architecture that would responsively adapt, not only to devices and orientations, but to a wide variety of evolving business conditions."

Soho Dragon's Results

The AgilePoint NX-based solution provided

- a paperless process, which could approve payment submissions in hours, rather than days.
- status visibility to management on submissions.
- staff members working effectively on the site and in the office.
- automation of document capture.
- happy users and happy homeowners.

AgilePoint NX was able to support the complex responsive forms required by field agents and allowed Soho's IT staff to quickly develop an automated system that met all of its requirements. "AgilePoint NX enabled us to deliver our contracted services on time and on budget, added Blottman, "the result being that a high percentage of submission packets were flawless and resulted in timely funding of individual projects. More importantly, though," concluded Blottman, "our AgilePoint-based system enabled properties to be quickly repaired or replaced, resulting in thousands of families being able to resume their pre-Sandy lives and thousands of businesses to resume operations."

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