

POC to Powerhouse:  
**AAPNA’s Smart Home Evolution**

How Trust and Teamwork Turned a Trial into One of AAPNA’s Largest Accounts



### Introduction

In 2022, AAPNA accepted a 30-day non-billable POC for a U.S.-based Smart Home Security company. This leap of faith evolved into a long-term, multi-phase collaboration—now one of AAPNA’s largest strategic accounts, led by **Gautam Pattani**.

## The Breakthrough – From POC to Partnership

### Challenge

Validate Bluetooth connectivity (Brivo SDK), secure backend, and deliver a seamless POC in 30 days.

### Approach

A 4-member team led by **Yashpal Rathod** designed reliable Bluetooth communication and secure infrastructure.

### Execution

Delivered a high-performing POC with a focus on speed, scalability, and security.

### Outcome

POC approved

Engagement became billable

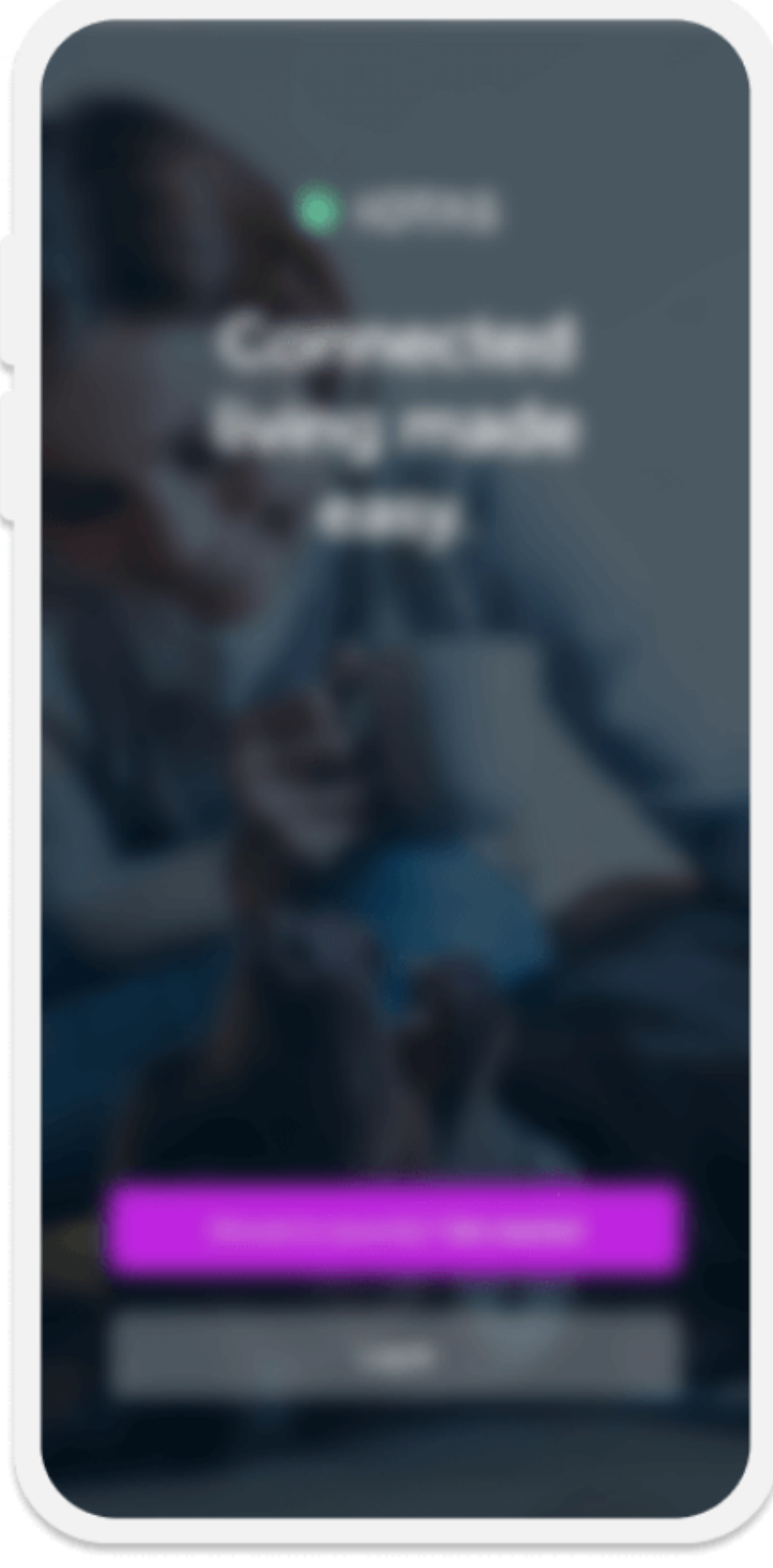
Scope expanded

### Impact

3+ years of collaboration

99% ADA compliance

Multiple app releases



Over the past 2 years, **Yashpal** has been a welcome and important addition to our engineering team. We wouldn’t be where we are today without him!

— Johnny

## Scaling UI with Angular & React

### Challenge

Migration from Angular to React, support for cross-platform releases, and integration with marketing tools.

### Approach

**Shelly Jain** started as a non-billable trainee, demonstrated strong skills, and took initiative in React migration.

### Execution

Owned key modules and release coordination; became client’s go-to frontend expert.

### Outcome

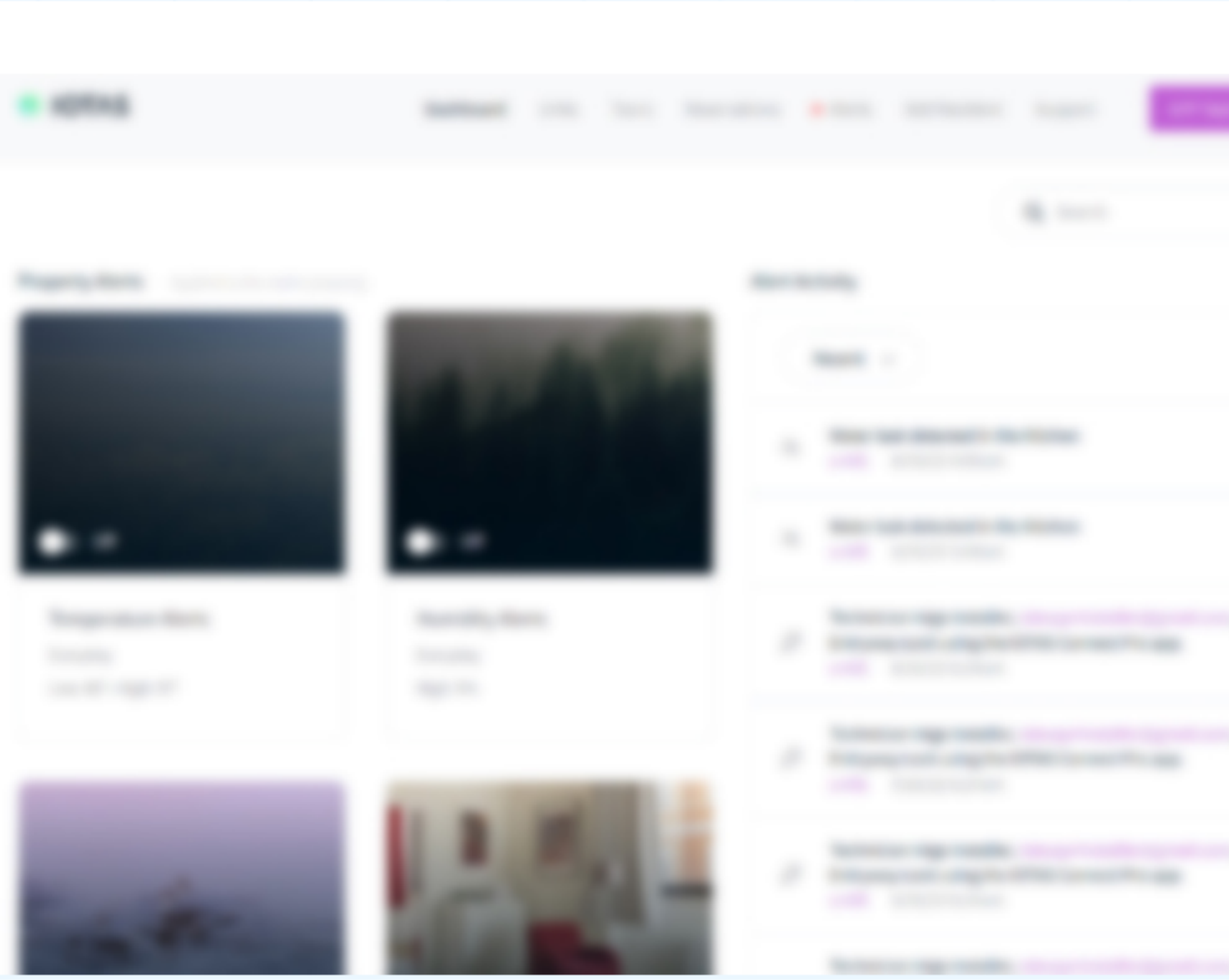
Transitioned to Core Team

Gained client trust

### Impact

Better UX & Retention

Talent Excellence



**Shelly** continues to grow as an engineer and self-manager and is making valuable contributions to our team. She works through her work quickly and efficiently and is always ahead of schedule. We appreciate her feedback and contributions towards discussions and looking forward to her being on our team as we move forward towards our next goals in 2025 and beyond...

— Johnny

## Enhancing Performance – Load & Performance Testing

### Challenge

Mobile app performance issues required urgent resolution and a scalable testing framework.

### Approach

**Raviteja Tirumala** onboarded as QA & Performance Engineer; implemented robust JMeter-based testing.

### Execution

Built a load testing suite with real-time analytics and cross-team integration.

### Outcome

Resolved bottlenecks

Improved responsiveness

### Impact

Optimized app strategy

Praised for expertise



**Raviteja** stands out as truly exceptional QA manager. Ravi consistently provides thorough, well-organized test reports that highlight performance concerns and include meaningful insights. He brings deep knowledge and experience, approaching every challenge with a calm, thoughtful, and professional demeanour. On top of that, he is a genuine pleasure to work with—reliable, communicative, and always team-focused. I highly recommend Ravi to any team that values performance, collaboration, and quality. His contributions have been a major asset to our success

– Abraham, QA Manager

## Architects of Success



**Gautam Pattani**  
The Strategic Navigator



**Yashpal Rathod**  
Connectivity Maestro



**Shelly Jain**  
UI/UX Trailblazer



**Raviteja Tirumala**  
Performance Guardian

## Technology Used



## Conclusion

From a 30-day trial to a thriving strategic partnership, **this is how AAPNA Commandos turned trust and talent into lasting impact through leadership, technical brilliance, and commitment.**