

KingslakeBlue

The Next Generation Business Application Built on Pacific

Progress APJ Spark – April 2015

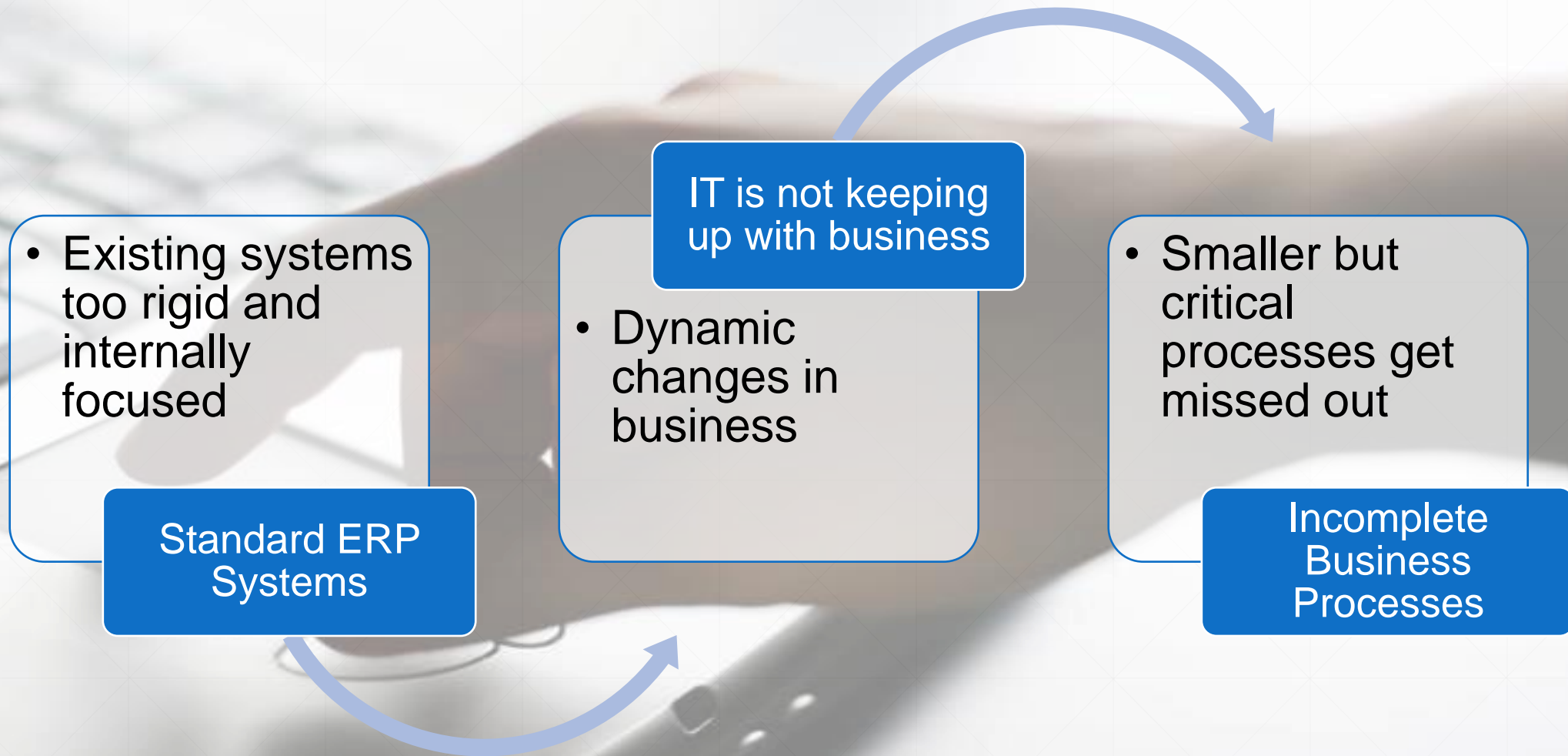
Nayane Gunawardena



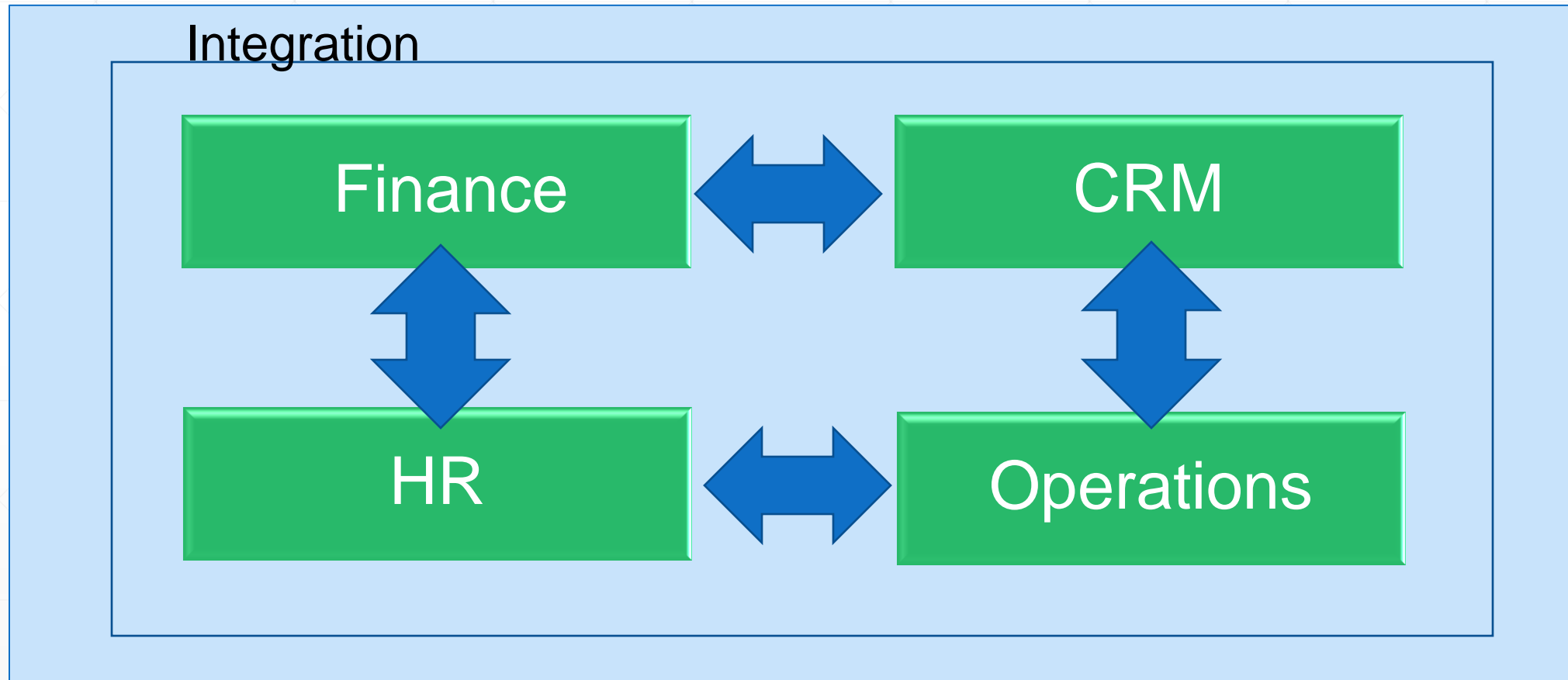


*“A Smart Way to fill the Gaps
in Business Processes by using
Next Gen Application
Development”*

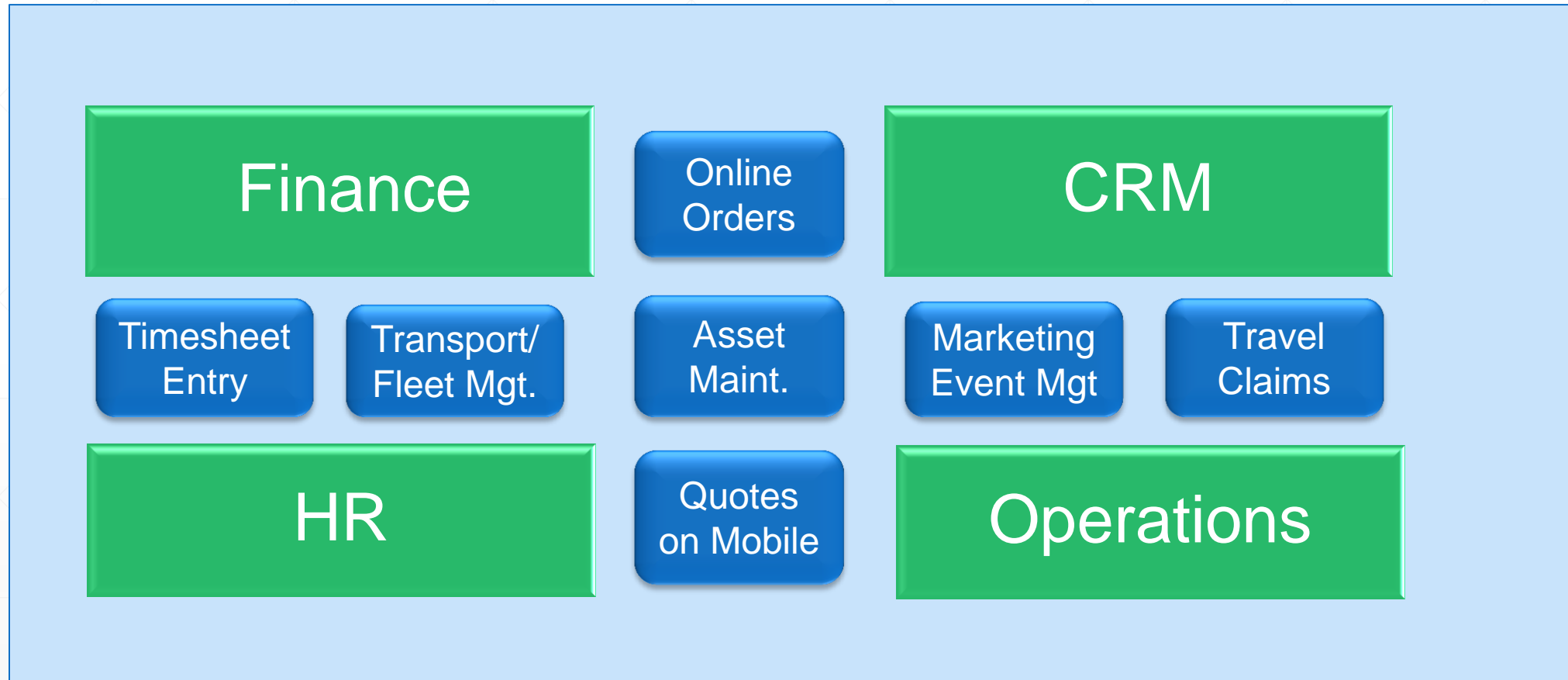
Pain of Users



Today's Typical Business Applications

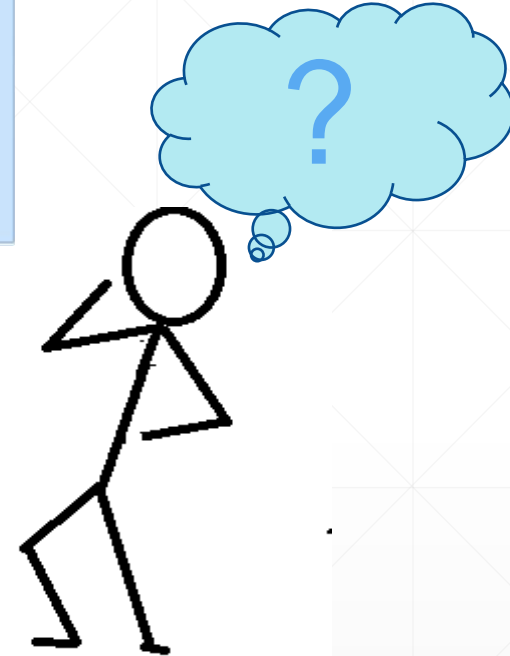


The Gaps in Apps



The Options

- Add-ons for existing applications
- Migrate to applications that has functionality
- Develop in house
- Standard Apps (COTS)
- Outsourced development
- Spreadsheets



The Challenges!

- **Cost vs. Benefit:** - Is the process main stream?
- **Time to implement** – How long can you wait?
- **People to implement** – Do you have the manpower?
- **Hardware for deployment** – Additional hardware and resources to manage
- **Protecting the space** – How willing are you to touch and change the fragile systems to implement the gaps?
- **Application Maintenance** – Handling fixes, upgrades and support



A Solution



What is KingslakeBlue?



Applications for small but critical business needs

Helps fill the gap in business processes

Rapid Development

No implementation or training cycle

Built on Solid Pacific Platform - OpenEdge and Rollbase

Hosted in Cloud

KingslakeBlue – App Portfolio



Gap – Forwarder Managed Inventory System

Target: Freight forwarders who require warehouse functionality

Newer market for freight forwarders - catering online shopping / e- commerce

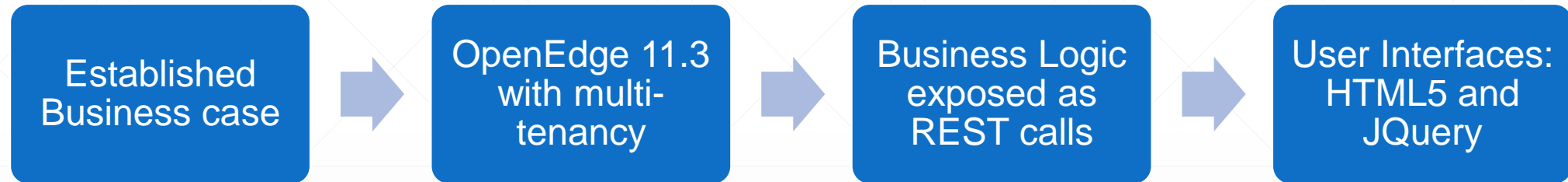
Small warehouses: traditional WMS packages overkill

80% of Freight Forwarders in Netherlands using spreadsheets for FMI

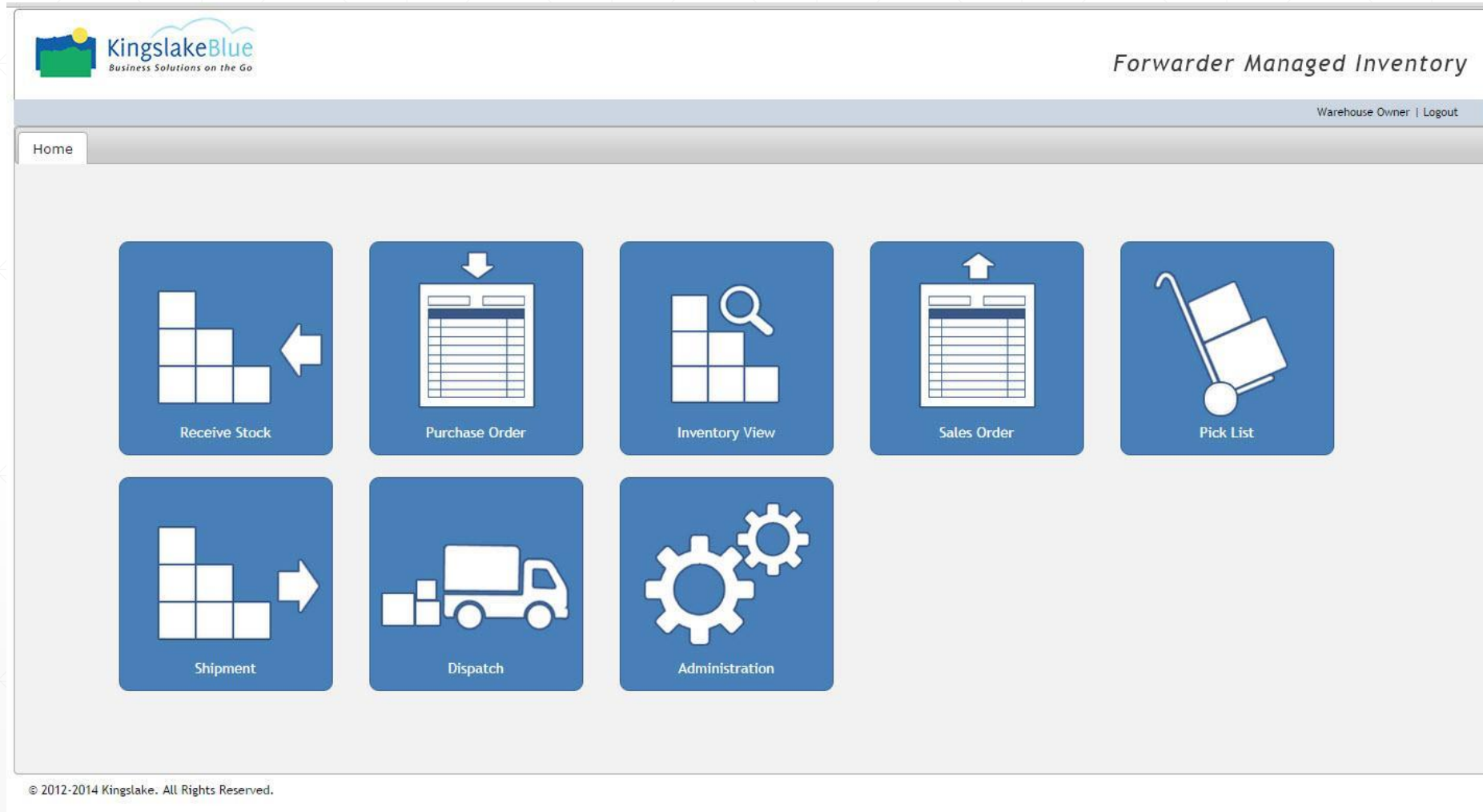
Their customers need to have visibility of stock



KingslakeBlue – FMIS Using OpenEdge



Gap Filled - KingslakeBlue – FMIS



Gap - Managing Employee Transport Services

- Employee turnover - Makes route planning a challenging task
- How to optimize routes saving time and cost
- Monitor Vehicle locations and ETA
- Increase safety for passengers and drivers
- How to optimize the vehicle utilization



Components

- Built on Rollabase, tightly integrated with Google API's, Plugins and Custom components
- Mobile Application Suite
- Complete with a Centralised web Consol
- GPS enabled Rugged Mobile Device in the Vehicle
- Mobile connectivity (GSM)
- NFC enabled card for employees (Integrate Dialog – NFC Touch Platform)
- Deployed on SmartApps.LK

KingslakeBlue – TransTeam – A comprehensive Workforce Transport Management



Real-time monitoring of active trips

Employee on board statistics, before they come to workplace

Provide employee availability information for workforce planning

Dynamic route planning and optimization based on changing pickup locations



KingslakeBlue - TransTeam



ROUT04 / Sandalankawa - Negambo

https://www.smartapps.lk/prod1/m/main.jsp?pagelid=556934&tabid=557263&id=557372

Most Visited KPMS | Login Kingslake Mail Dashboard W.A.S.L.A... Sign into: Kingslake

SmartApps KingslakeBlue Business Solutions on the Go Transport Management

Map Trips Routes Passengers Vehicles

Route: ROUT04 / Sandalankawa - Negambo

Back to List

Route Info System Info

Route Information

Route Code	ROUT04
Route Name	Sandalankawa - Negambo
Distance (Actual) in km	24.00
Distance (Approx.) in km	50.0
Estimated Time in minutes	69
End_Lat_Lng	7.206086300000001, 79.8792899

Approximate Total Distance: 50.0 km

Approximate

Vehicle | SmartApps

https://www.smartapps.lk/prod1/m/main.jsp?pagelid=556073&tabid=557298&aplid=557334

Most Visited KPMS | Login Kingslake Mail Dashboard W.A.S.L.A... Sign into: Kingslake Sales Pipeline The World Clock - Ti... Welcome - SEQA co... Aurea Software

SmartApps KingslakeBlue Business Solutions on the Go Transport Management

Map Trips Routes Passengers Vehicles Reports Charts

All Vehicles New Vehicle All Vehicles Filter

Select More actions...

Action	Vehicle
Edit Del	Toyota Coaster Bus WP-NP477
Edit Del	Mitsubishi Rosa bus Dual AC WP-NB1134
Edit Del	Toyota Hiace SP-PE2928
Edit Del	Hoyung M100 CAA 12345
Edit Del	Nissan Venntte 64-3322

SmartApps Application Directory

https://www.smartapps.lk/prod1/m/main.jsp?aplid=541427&tabid=541344

Apps Lenovo Recommen... SmartApps.lk Article: Configuring ... Usage Limits and Bil...

SmartApps KingslakeBlue Business Solutions on the Go Transport Management

Map Trips Routes Passengers Vehicles Reports Charts New

Design This Page

04/03/2015 | 10:20 | Hoyung M100 | CAA 12345

On-Board: 1

Started: Tue Mar 24 2015 18:42:00 GMT+0530 (Sri Lanka Standard Time)

Vehicle No: CAA 12345

Gap Filled : Managing Procurement Process

SmartApps Application Directory

ithrees.dev (Ithrees Asan Ishak) Administrator at KingslakeBlue Development

@Tender

All Search...

MSRs MSR Items Bids Bid Lines Suppliers Categories Reports Specifications New

Design This Page

All MSR Items New MSR Item All MSR Items Filter

Select More actions... MSR Items 1-5 of 5

Action	MSR Item	Item Name	Required Quantity	Unit	Available Quantity	Updated At	Updated By	Workflow Status
MSR000472								
<input type="checkbox"/> Edit Del	A4 Plain Paper - Green	A4 Plain Paper - Green	12.00	Packets		25/09/2014 13:26	Ithrees Asan Ishak	Added To Bid
<input type="checkbox"/> Edit Del	A4 Plain Paper - Colour	A4 Plain Paper - Colour	98.00	Packets		25/09/2014 13:26	Ithrees Asan Ishak	Added To Bid
MSR000625								
<input type="checkbox"/> Edit Del	12mm MM Steel Bar	12mm MM Steel Bar	150.00	Bars		25/09/2014 12:23	Ithrees Asan Ishak	Added To Bid
<input type="checkbox"/> Edit Del	12mm LK Iron Bar	12mm LK Iron Bar	300.00	Bars		25/09/2014 12:21	Ithrees Asan Ishak	Added To Bid
<input type="checkbox"/> Edit Del	12mm SL Iron bar	12mm SL Iron bar	250.00	Bars		25/09/2014 12:19	Ithrees Asan Ishak	Added To Bid

[MSRs](#) | [MSR Items](#) | [Bids](#) | [Bid Lines](#) | [Suppliers](#) | [Categories](#) | [Reports](#) | [Specifications](#)

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Gap Filled - Sales Pipeline



SmartApps



Sales Pipeline Monitoring

damian.admin (Damian Fernando) SPM Admin at Kingslake

Deals Accounts Contacts Meetings Tasks Documents Reports Users Participants Deal Stages Sales Teams Product Categories

All Deals		New Deal			My Deals							
Select			More actions...						Deals 1-5 of 5			
Action	Account	Deal		Deal Value	Currency Code	Deal Value [USD]	Expected Closing Date	Deal Stage	Country			
Edit Del	Omega Line	Omega Parcel Tracking System		290 000.00	Sri Lankan Rupees		30/10/2014	Invoiced	Sri Lanka			
Edit Del	Institute of Western Music and Speech	IWMS Student Registration		2 000 000.00	Sri Lankan Rupees		30/09/2014	Proposal Presented	Sri Lanka			
Edit Del	Hemantha Pieries (rca Technology)	SmartApps Development Licenses - rCa technology		4 500.00	Sri Lankan Rupees		30/09/2014	Proposal Presented	Sri Lanka			
Edit Del	Lion Brewery	Smart Apps Development Licenses - Lion Brewery		90 000.00	Sri Lankan Rupees		30/09/2014	Demo Done	Sri Lanka			
Edit Del	Hemas	SmartApps Development Licenses - Hemas		90 000.00	Sri Lankan Rupees		31/10/2014	Suspect	Sri Lanka			

Deals | Accounts | Contacts | Meetings | Tasks | Documents | Reports | Users | Participants | Deal Stages | Sales Teams | Product Categories

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Gap Filled - Delivery Tracker



SmartApps Application Directory ithrees.dev (Ithrees Asan Ishak) Administrator at KingslakeBlue Development

OMEGA LINE LTD. Parcel Tracking System All Search... Design This Page

Receivers Receivers Suppliers Parcel Types **Parcels** New

Parcel: DHL 23456 18/09/2014 EMP0005 Ithrees, asan.ithrees@kingslake.com Back to List Edit Delete Receive More actions... Next

Parcel Info System Info

Parcel Information

External Reference: DHL 23456

Parcel Type: Sample

Supplier: Kinglake 30, Temple Lane

Receiver: EMP0005 Ithrees, asan.ithrees@kingslake.com

Collection Slip: ParcelCollectionTemplate.txt (1 KB)

Parcel Number: SAM000015

Description:

Parcel Label: Parcel Label.txt (1 KB)

Attachment:

Workflow Information

Workflow Status: Created

Workflow Actions: Receive

Comments New Comment

Beyond KingslakeBlue

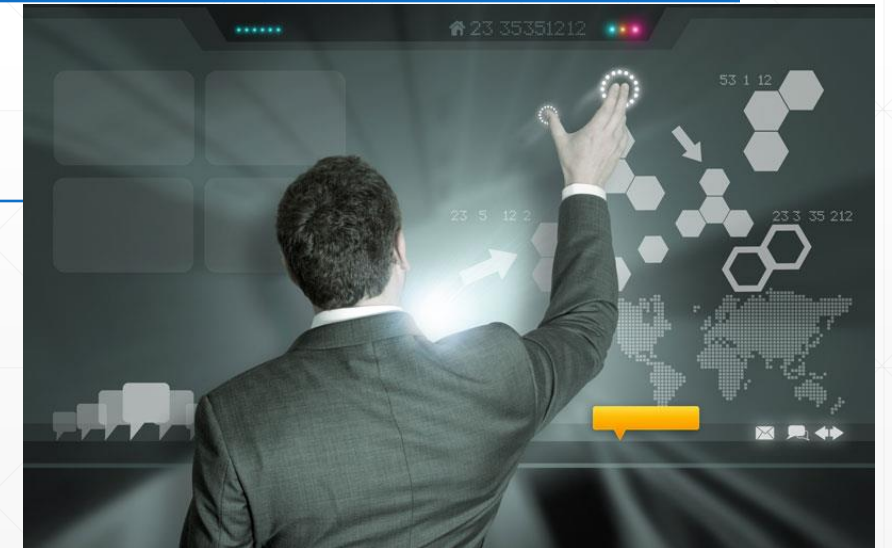


Building software is easy, now

Selling is the hard part

Small to mid-sized companies

Cost of getting new customers



- As we explored this, we also realised that it would be good to build an ecosystem of developers
- This led us to work with a local telco to setup the application development platform and the applications together






INTELLIGENT APPLICATION BUILDING

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Overview | Features | What's New | Resources | Pricing | Login

Welcome to SmartApps!



Got an App idea? Now you have the opportunity to turn your app ideas into a reality – anytime, anywhere. SmartApps provides you with the most practical and feasible approach to application development.


SmartApps opens the doors to the next generation of Smart Developers, so stop waiting on the sidelines. Come on in, and make your app idea happen – **Now!**

Empowering a new generation of Smart Developers


SmartApps allows rapid application development (RAD) with a comprehensive toolset within a user friendly interface. All you need is a browser and an internet connection.

Reduce your development time and costs with

Custom Application Hosting & Development


Login to  Apps

Want to start building and deploying your *OWN* app right now?

 Apps

Join the Smart Revolution!

Try now!



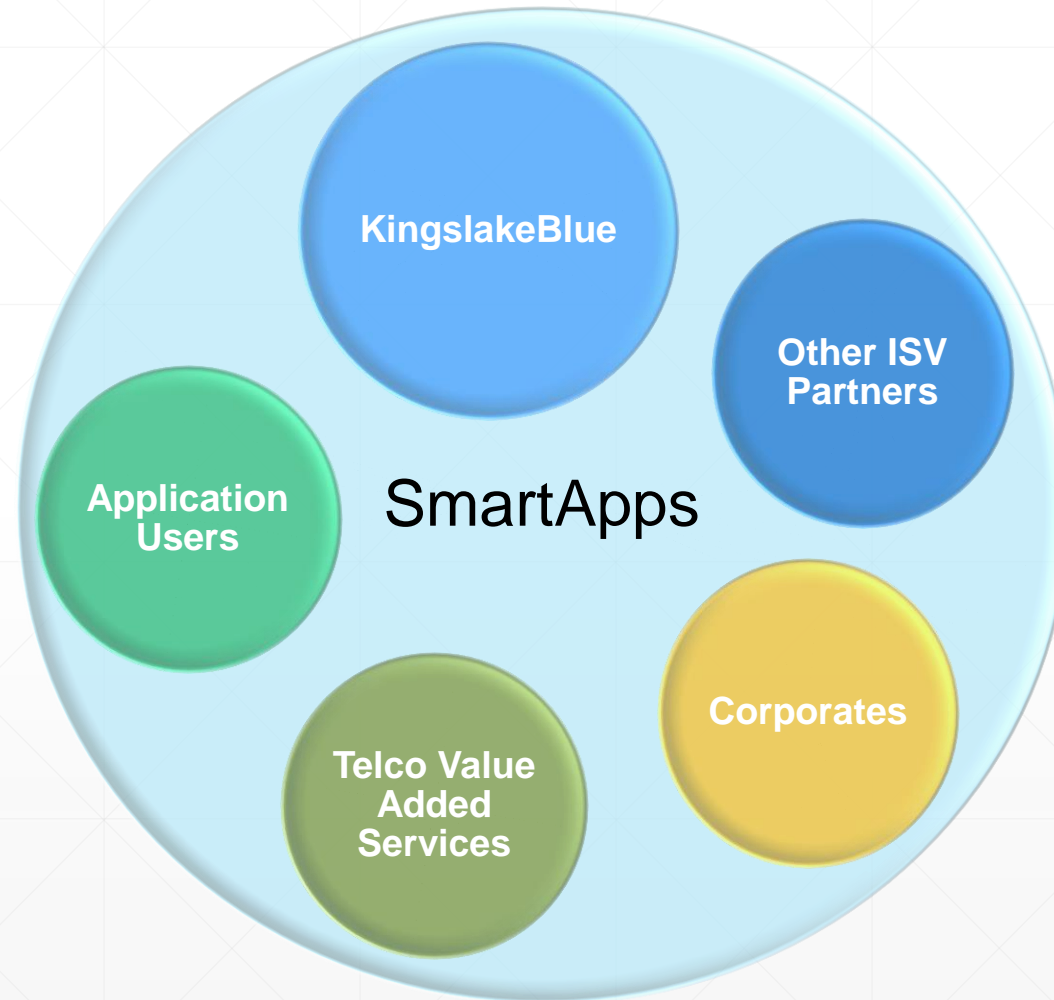
POWERED BY PROGRESS

- **SmartApps – Developer@Community**
 - Attract developers to build and develop on SmartApps platform
 - Provide them with necessary technical skills
 - To be the developer pool and resources for ISV's (community development)
 - Ideal springboard for launching innovative and pioneering apps
- **SmartApps – MarketPlace@SaaS**
 - Deployment of aPaaS applications (local data centre)
 - Transaction of aPaaS



- **SmartApps – eXchange@Market**
 - Application Store
 - Custom built application
 - Regional expansion
- **SmartApps – Education@Academy**
 - Uni rollout as curriculum for Institutes of Higher Education
 - E.g. University of Colombo School of Computing (UCSC)
 - CSR course to support community





- Increased number of trained resources in Progress Pacific
- All Kingslake technical teams to have Pacific development skills
- Consulting teams busy filling “App Gap” and developing Smart Solutions



Where are we now?

- Extending the community



Kingslake – Delivering Since 1991



Offices

- Sri Lanka
- Malaysia
- India
- UK
- Netherlands

People

- Business consultants
- Software engineers
- 100+

Customers

- 300+
- Mid to large

Solutions

- OE Business applications
- Progress since 1996

Our Clients

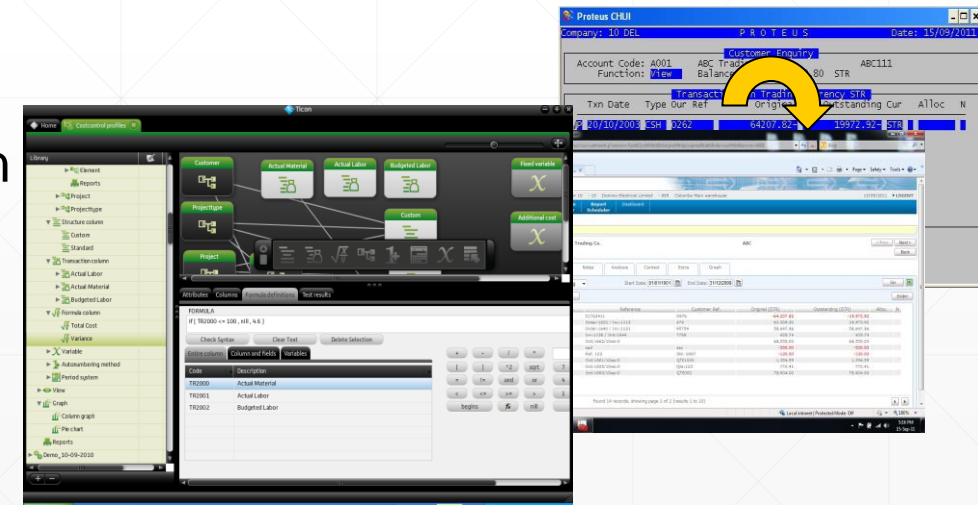


300+ clients in Asia, Middle East and Europe


Kingslake Technical Capability



- Two decades in providing software development services to both Asia and Europe
- Proven global delivery process
- Three regional technology centres in Sri Lanka, India, and Malaysia
- Our services comprise:
 - Software Product development
 - Application transformation and modernization
 - Technology & Business consulting
 - Training & Consultancy



Conclusion

- Provide business solutions which bring operational efficiency to current way of doing business
- Develop a sustainable eco system by partnering with others
- Build more business opportunities within the eco system to all partners
- Reliable partnership
- It is...  **POWERED BY
PROGRESS**

Share your thoughts



- If any of you want to share and extend what we are doing to your community lets talk:
- Email – nayaneg@kingslake.com
- Phone: +61 0421 085 601
- Web: www.kingslake.com / www.smartapps.lk

Your Feedback Matters

Best Tweets

2 Winners get a GoPro Hero 4 Camera worth USD 399 each!

#APJSPARK



Take 10 Surveys

2 Winners get a Microsoft Band worth USD 199 each!

Take 10 surveys and stand a chance in the lucky draw!

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Thank You!

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