

KingslakeBlue

The Next Generation Business Application Built on Pacific

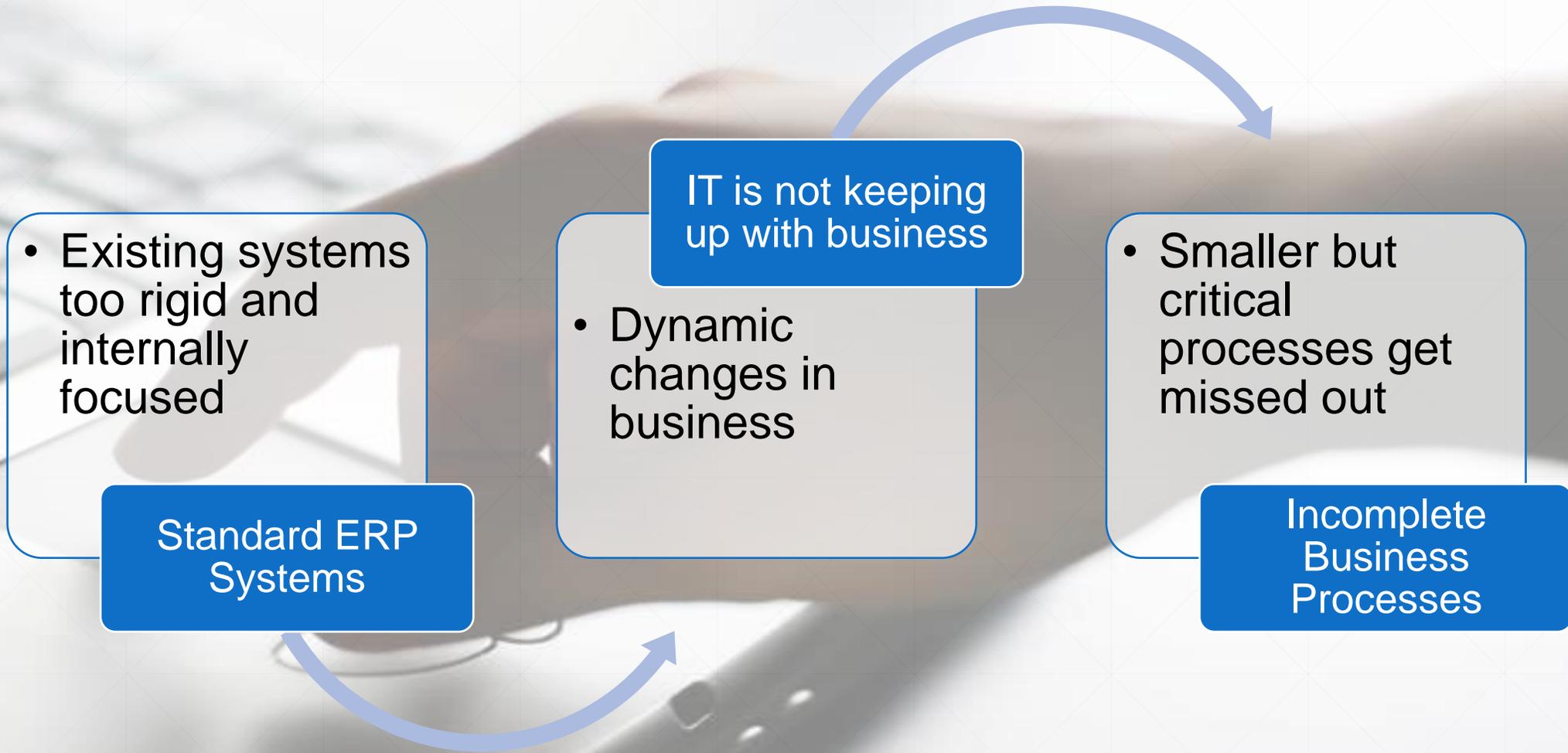
Progress APJ Spark – April 2015

Nayane Gunawardena

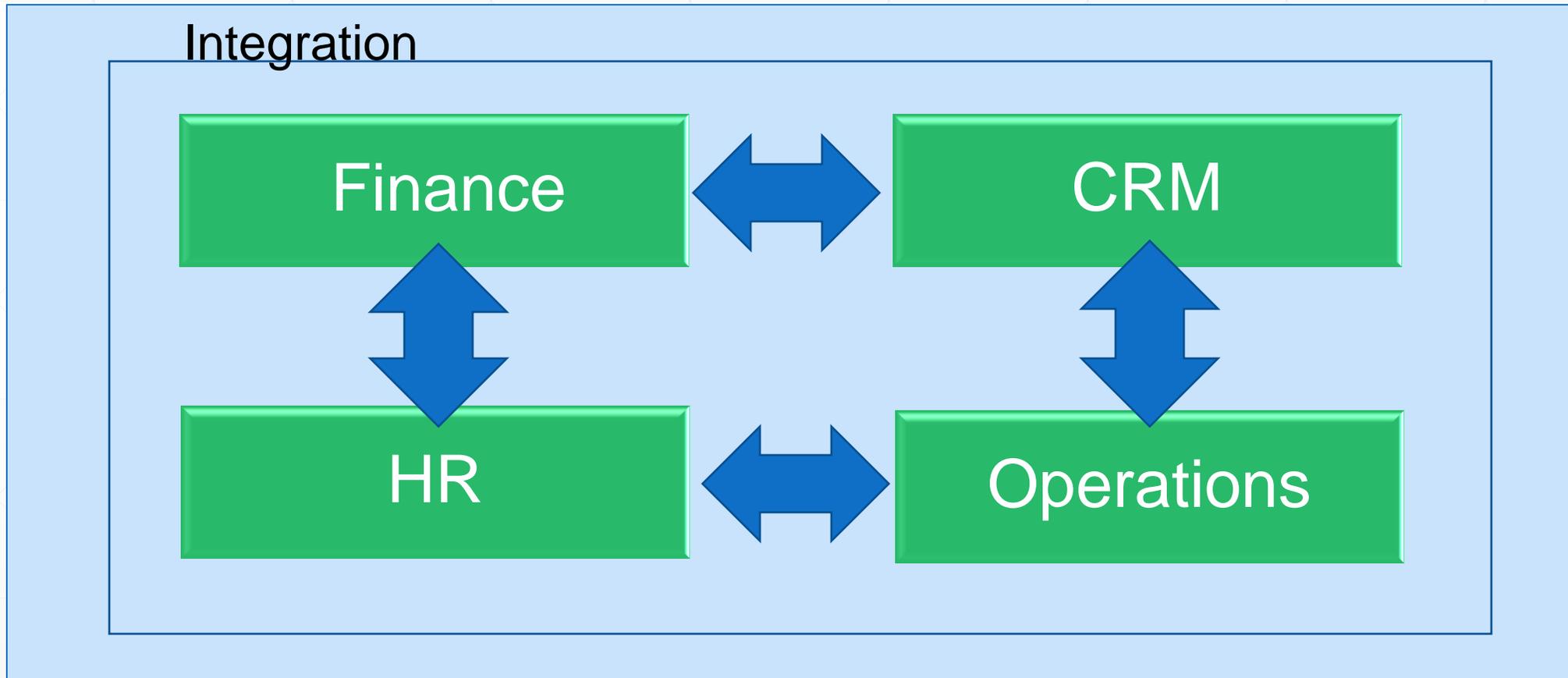


*“A Smart Way to fill the Gaps
in Business Processes by using
Next Gen Application
Development”*

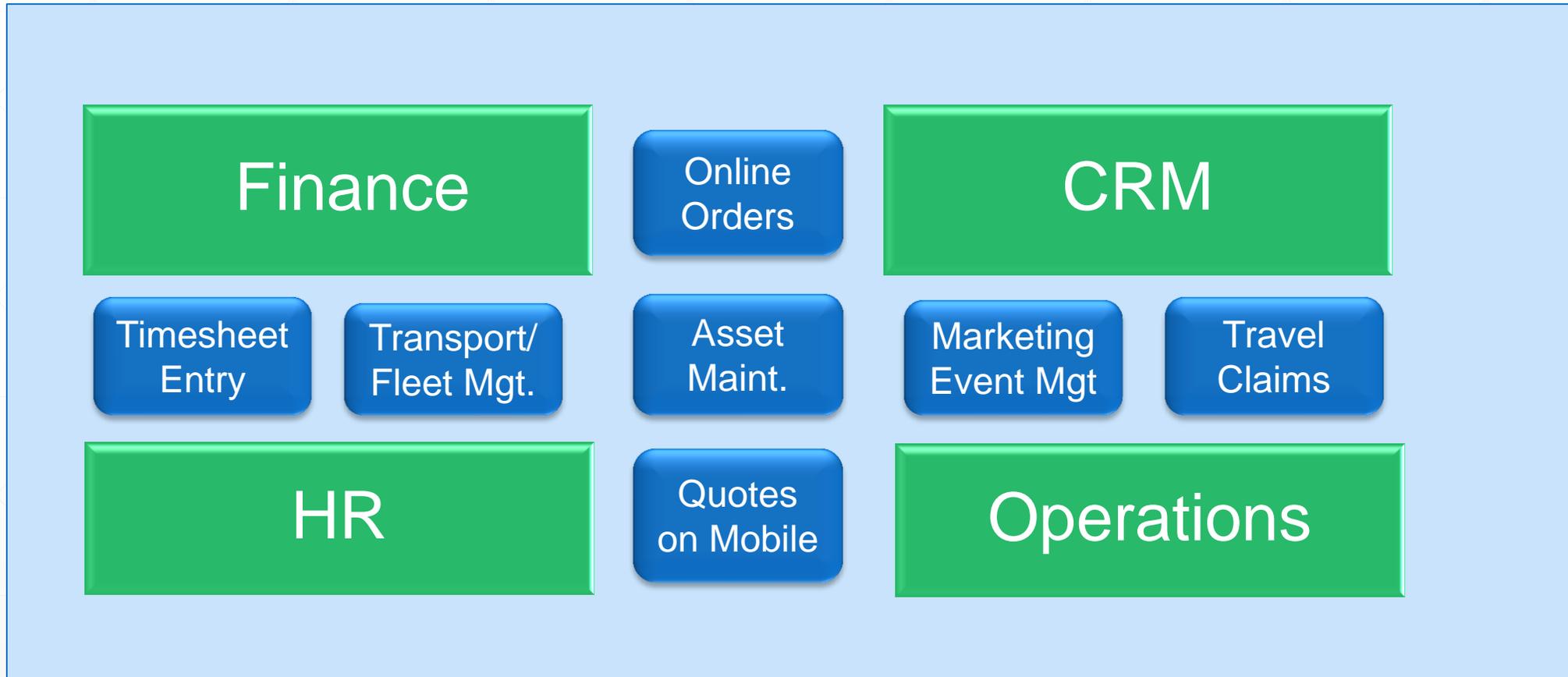
Pain of Users



Today's Typical Business Applications

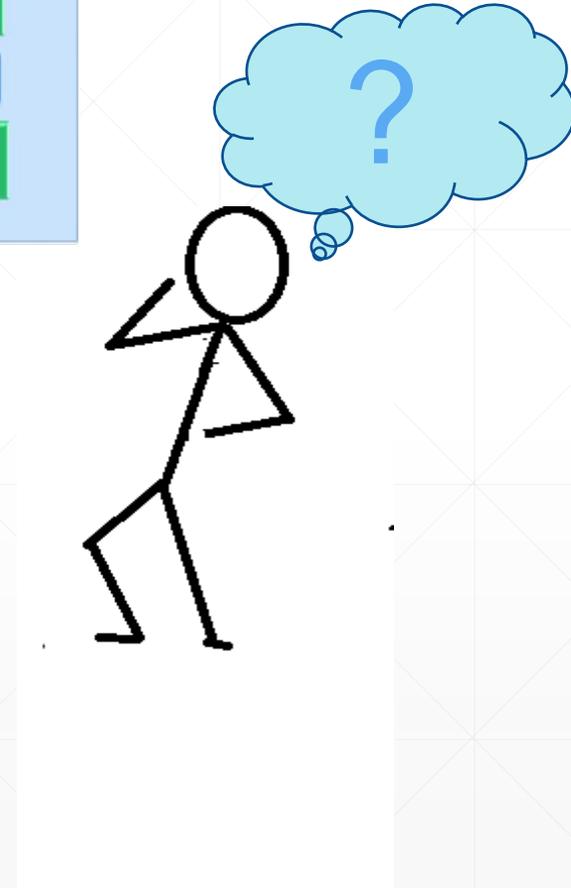


The Gaps in Apps



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



KingslakeBlue
Business Solutions on the Go

E-Tender	TransTeam	Sales Pipeline	Evento
FMIS	TimeTrack	Student Manager	EazyPay

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



 *Forwarder Managed Inventory*

Warehouse Owner | Logout

Home



Receive Stock



Purchase Order



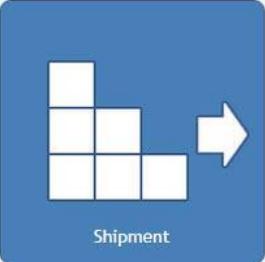
Inventory View



Sales Order



Pick List



Shipment



Dispatch

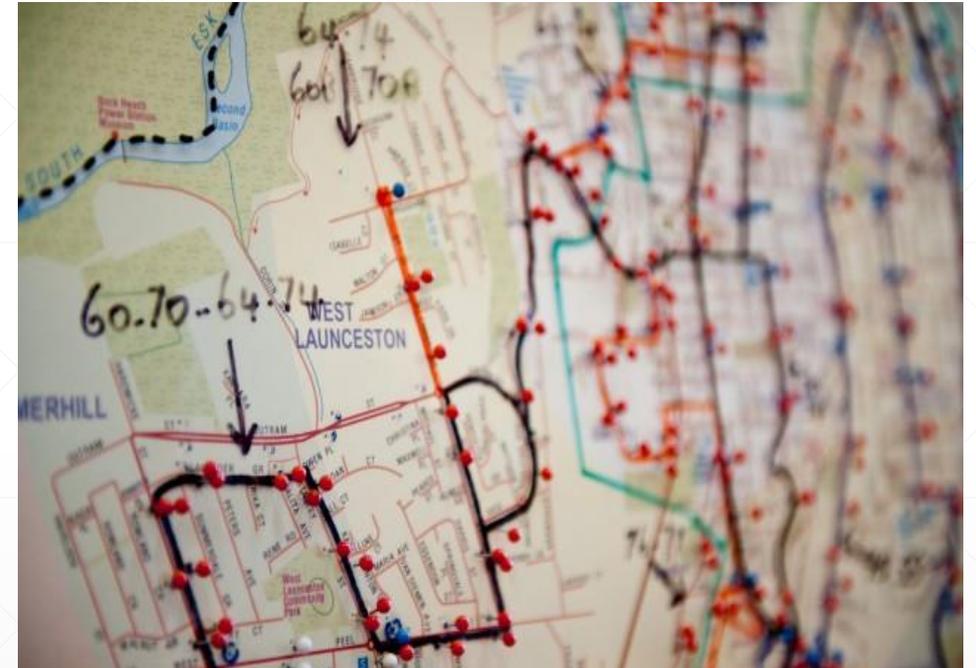


Administration

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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



The screenshots display the following information:

- Top Screenshot (Vehicles):**
 - Page Title: Transport Management
 - Navigation: Map, Trips, Routes, Passengers, Vehicles, Reports, Charts
 - Table of Vehicles:

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
- Middle Screenshot (Route Info):**
 - Page Title: Transport Management
 - Route: ROUT04 / Sandalankawa - Negambo
 - 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
- Bottom Screenshot (Map):**
 - Page Title: Transport Management
 - Map showing route between Sandalankawa and Negambo.
 - Map Info: 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... [User] [Settings]

MSRs **MSR Items** Bids Bid Lines Suppliers Categories Reports Specifications New [Design This Page] [Print] [Download]

All MSR Items **New MSR Item** All MSR Items [Filter]

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

damian.admin (Damian Fernando) SPM Admin at Kingslake



Sales Pipeline Monitoring

All

Search...



Deals

Accounts

Contacts

Meetings

Tasks

Documents

Reports

Users

Participants

Deal Stages

Sales Teams

Product Categories

All Deals

New Deal



My Deals



Filter

Select



More actions...

Deals 1-5 of 5



Action	Account	Deal	Deal Value	Currency Code	Deal Value [USD]	Expected Closing Date	Deal Stage	Country
<input type="checkbox"/> Edit Del	Omega Line	Omega Parcel Tracking System	290 000.00	Sri Lankan Rupees		30/10/2014	Invoiced	Sri Lanka
<input type="checkbox"/> 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
<input type="checkbox"/> Edit Del	Hemantha Pieries (rca Technology)	SmartApps Development Licenses - rCa technology	4 500.00	Sri Lankan Rupees		30/09/2014	Proposal Presented	Sri Lanka
<input type="checkbox"/> Edit Del	Lion Brewery	Smart Apps Development Licenses - Lion Brewery	90 000.00	Sri Lankan Rupees		30/09/2014	Demo Done	Sri Lanka
<input type="checkbox"/> 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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Page rendered in 0.086 sec, loaded in 0.011 sec.

Gap Filled - Delivery Tracker



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

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

OMEGA LINE LTD. Parcel Tracking System All Search... [User Icon] [Settings Icon] [Dropdown]

Receivers Design This Page [Printer Icon]

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: Kingslake 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

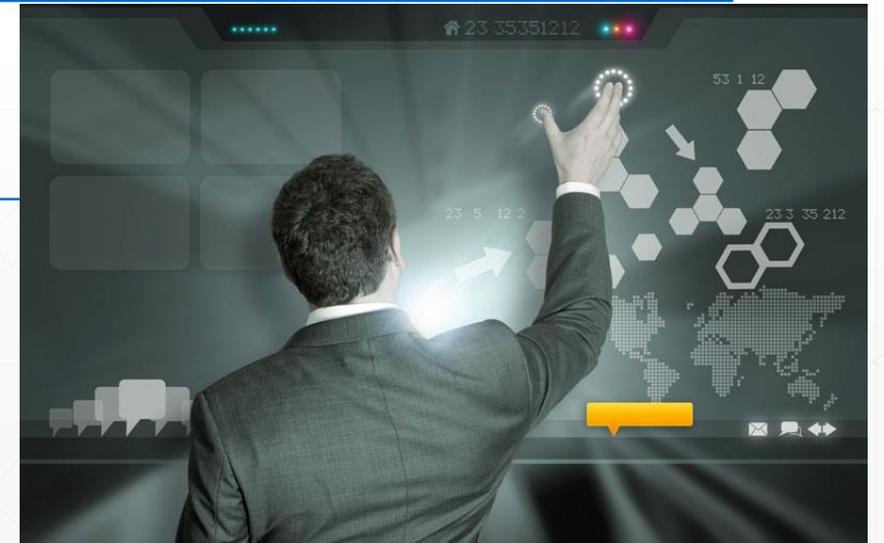
Comments [New Comment](#)

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



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Reduce your development time and costs with

Custom Application Hosting & Development

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

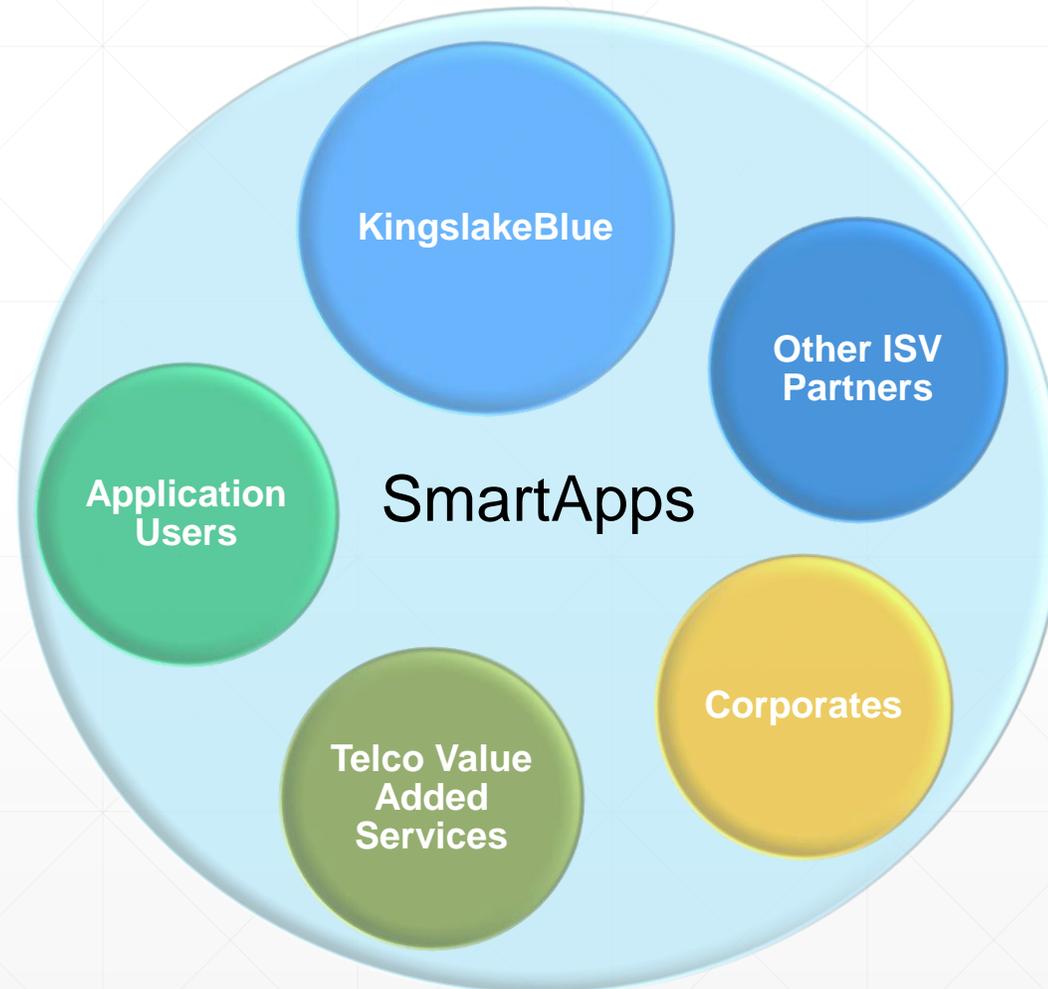
SmartApps
Join the Smart Revolution!

[Try now!](#)



- **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

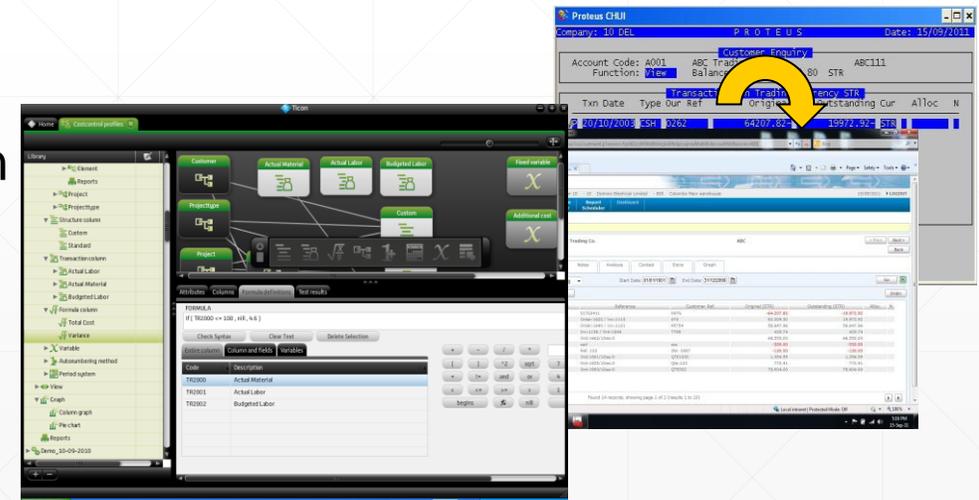


300+ clients in Asia, Middle East and Europe

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... 

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!

bit.do/apjspark





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Thank You!

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