



Your Business | Your Apps | Work, delivered

# **Apps for your Business**

Increasing Relevance  
and Revenue with new  
Mobile Services

## We use Apps everyday

- 1 task = 1 App
- 1-click install
- Convenient for the User
- Makes it easy “to know”
- Just works - no training or documentation

7:00am  
What shall I wear?

8:00pm  
Which wine with this?

6:00pm  
What's the score?

4:00pm  
Can I get a free coffee?

8:00am  
Traffic to work?

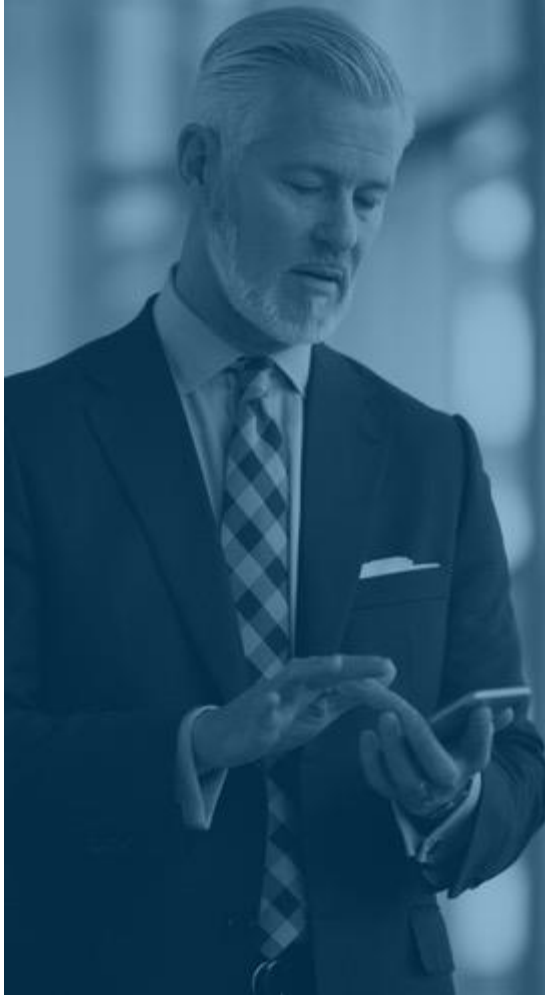
9:30am  
What's happening?

12:00pm  
Where's good for lunch?

2:00pm  
How many steps?

Why not at work too ?

## **Apps - to meet User Expectations and provide Quick Gratification**



*Every organization has  
their own way of working*

*Business Apps need to  
work the way you do*

*.... but*

*Apps need to be  
relevant, easy to use,  
delivered quickly, and  
have a fast ROI*





# Mobile in Digital Transformation

## 1. Extend



Mobilize existing  
services /  
processes

## 2. Enhance



Extend current  
services with new  
capabilities /  
information

## 3. Transform





Create new  
products and  
services

## Apps are mainly available in two flavors -

### Ready - made



 Fast delivery, Low Cost

 Inflexible, unbranded

### Tailor - made





 Branded, fit-for-purpose

 High cost, long project

**With CAIL, utilize “ ready-made custom, branded Apps “**  
**- for the best of both worlds**  
**- where we make the App for you, or you can make them**

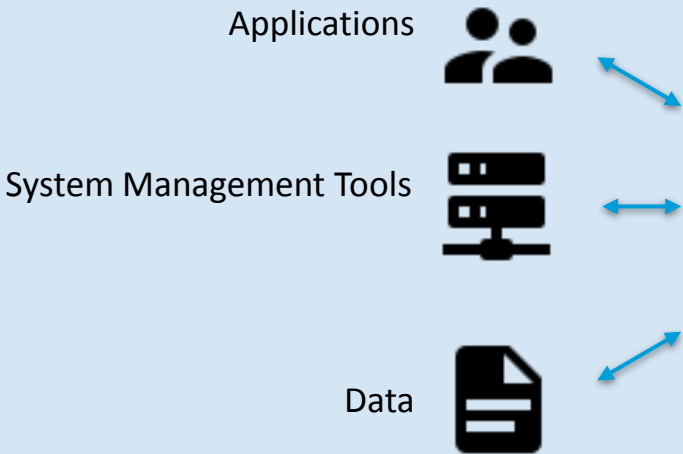


-  Fast delivery, Low Cost
-  Branded, fit-for-purpose

**Extend current information services with the new capabilities – quickly, with pre-built Connectors and APIs**

**Current Systems**

**New Capabilities**



# Examples of Client Custom Apps

## Finance



Payments



Reporting



Agreements



Scheduling



Expenses



H R

## Construction



Subcontractor  
Management



Lien Release



Project  
setup



Invoicing

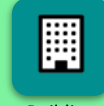


Change  
Orders



Alert

## Property



Building  
info



Sign  
Lease



Move-in



Payments



Maintenance  
Request



Guest  
Access

## Events & Conferences



Event  
setup



Attendee  
Admin



Event  
schedule



Voting



Hospitality



Alert

## Cross-industry examples



Boardroom  
App



Tech Bar  
Scheduling



Staff On-  
boarding



Actionable  
Messaging



Fill, Sign,  
Execute



Mobile  
Timesheets



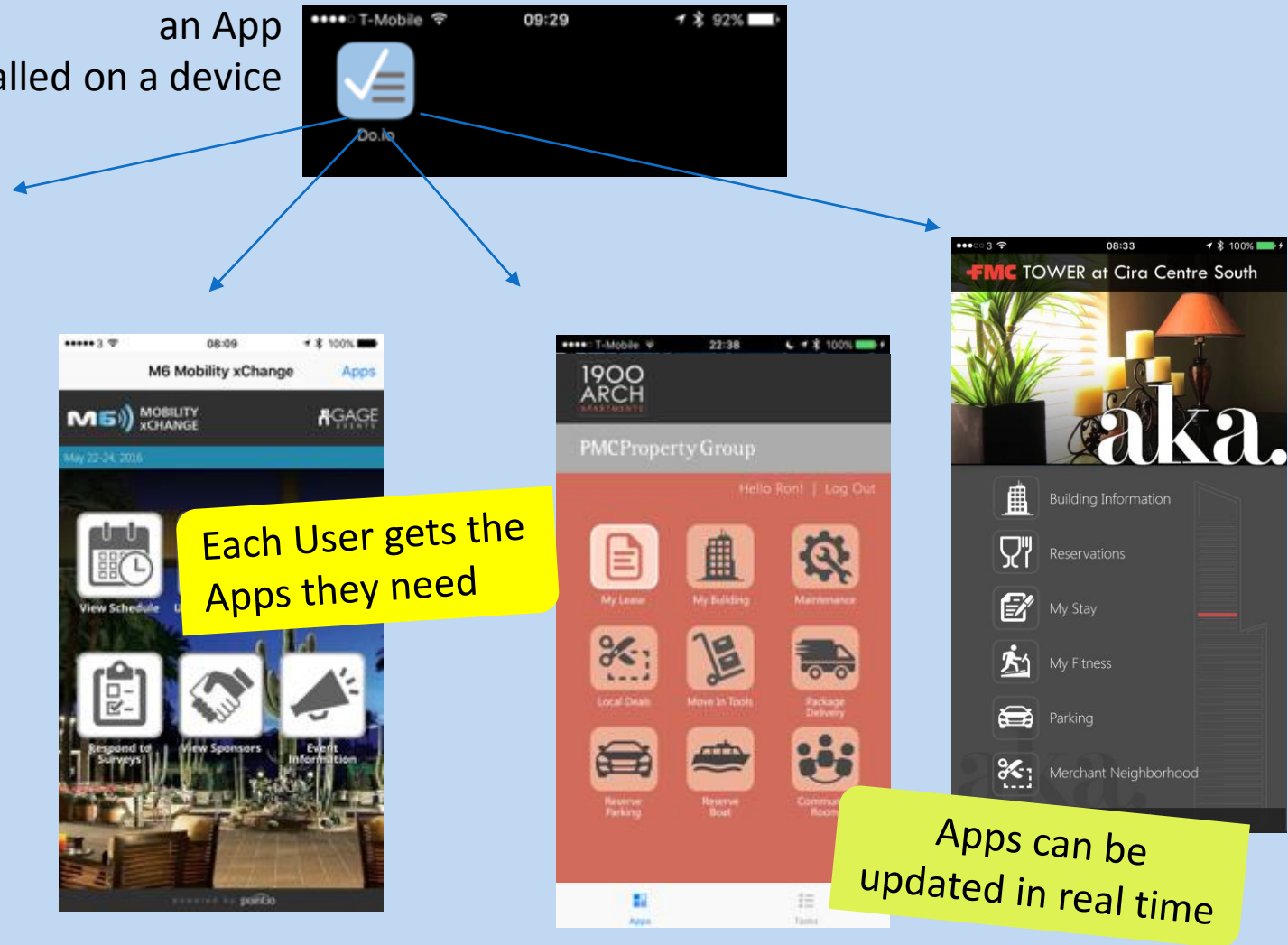
Expenses  
my Way



# The App Container

- gives you what you need
- at the right time, based on who you are

an App  
installed on a device



# With CAIL , get Apps quickly

Using many pre-built components and functions, **App Composer** makes it easy to build complete Mobile Apps with :

- **FACTS** : data and documents from cloud and on-premise
- **FLows** : graphical representation of your work, reminders, approvals, etc.
- **FORMS** : User Interface elements for browser and native mobile



**Integration + BPM + Presentation = App**

# Deploy Apps instantly - to all devices

Apps run immediately - as Web Apps - on any Mobile or Desktop device

The DOIO Container App enables you to securely deploy Apps in hours or days without IP, Developer or App Store concerns.

Ongoing management of all your Apps occurs immediately from one central location.



DOIO = “Design Once Install Once”  
.... on a device and update  
Apps instantly

## Options for hosting Apps

To respect there are various preferences to support business innovation and the deployment of the associated systems, Point.io provides hosting choices of –

- A. public cloud
- B. private cloud
- C. hybrid cloud
- D. on-premise

App Composer has 40+ pre-built Connectors and extensive APIs to plug into your data and documents – including internal and external systems, databases, file systems, Salesforce.com, SAP, Dropbox, Documentum, DocuSign, etc.



Microsoft Azure



# The App Factory

**delivers Apps at disruptive cost and speed**

The App Factory drives costs down by using industrial processes :

1. **de-skilling** individual tasks
2. using **standard** components
3. provide customization from **pre-built** Apps

.... to make business innovation more rewarding and deliver the quick gratification expected in Mobile

5 key assets to make the App Factory work



**The BackLog**  
*captures the list of feature/ function throughout the delivery*



**The Producer**  
*manages the customer expectations and orchestrates delivery*



**The Architect**  
*drives the re-use across multiple deliveries*



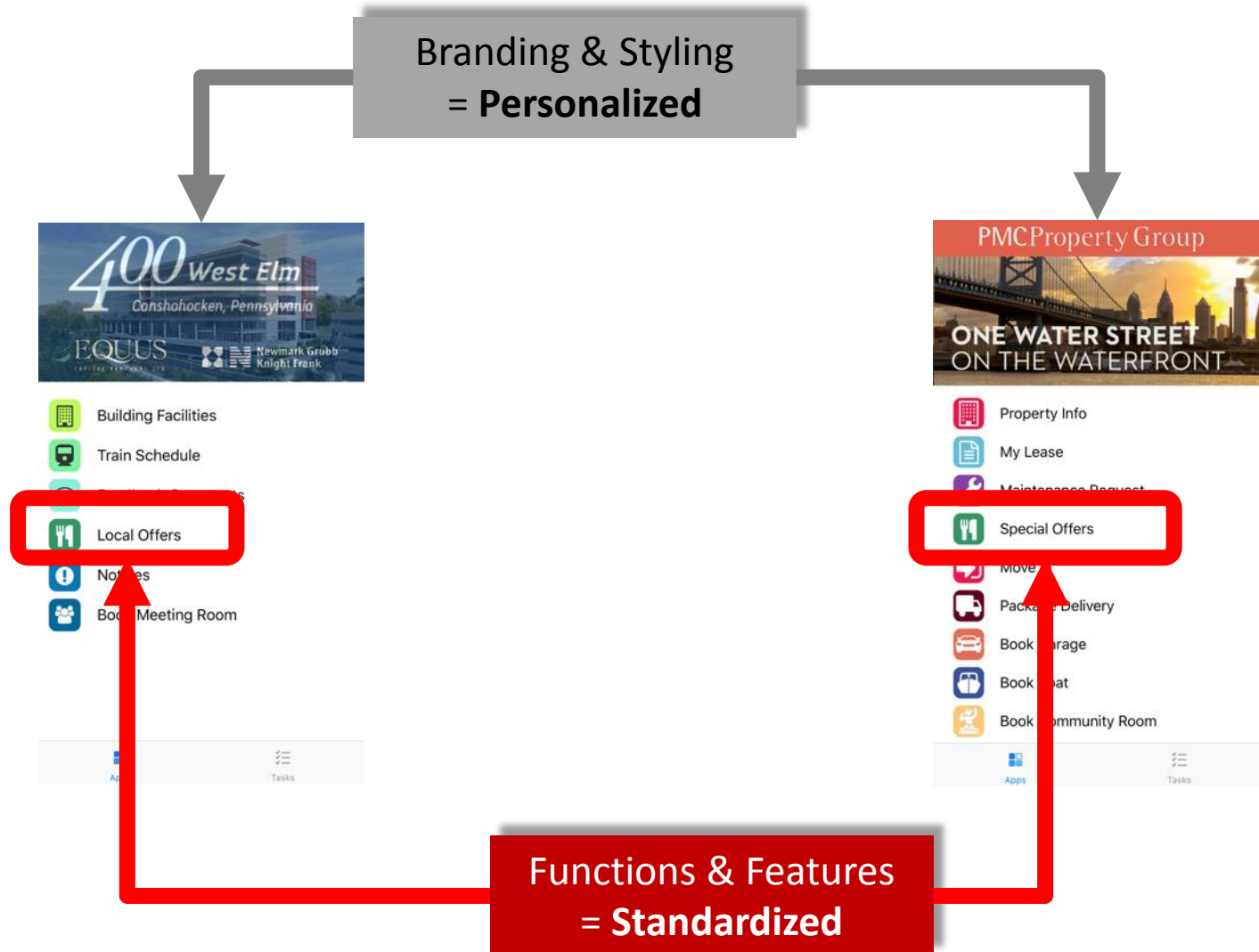
**The Craftsmen**  
*carry out the work in specialized teams*



**The Foreman**  
*schedules the factory to maximize throughput*

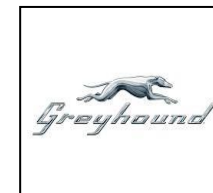
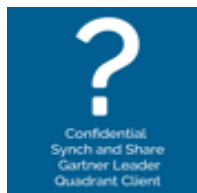


# Mass Customizing Apps-as-a-Service



# Customers

*Customers include - telecom, finance, healthcare, insurance, media companies, real estate developers, property managers, publicly traded technology vendors, educational institutions, etc.*



## About CAIL and Point.io

- Privately Funded
- Lead by proven business leaders
- Growing at over 300% per year
- Operations in Philadelphia and Toronto
- Have Customers with 1 App to many Apps

- The team has extensive systems and enterprise experience in Mobile, BPM, API / Integration / Interfacing, Cloud, Modernizing Information Services, Rapid Development, Communications, etc.







.... to deliver a great User Experience

.... and improving business outcomes with leading organizations by realizing the significant benefits associated with the -  
“ **convenience of Mobile** ” and the “ **power of Apps** ”

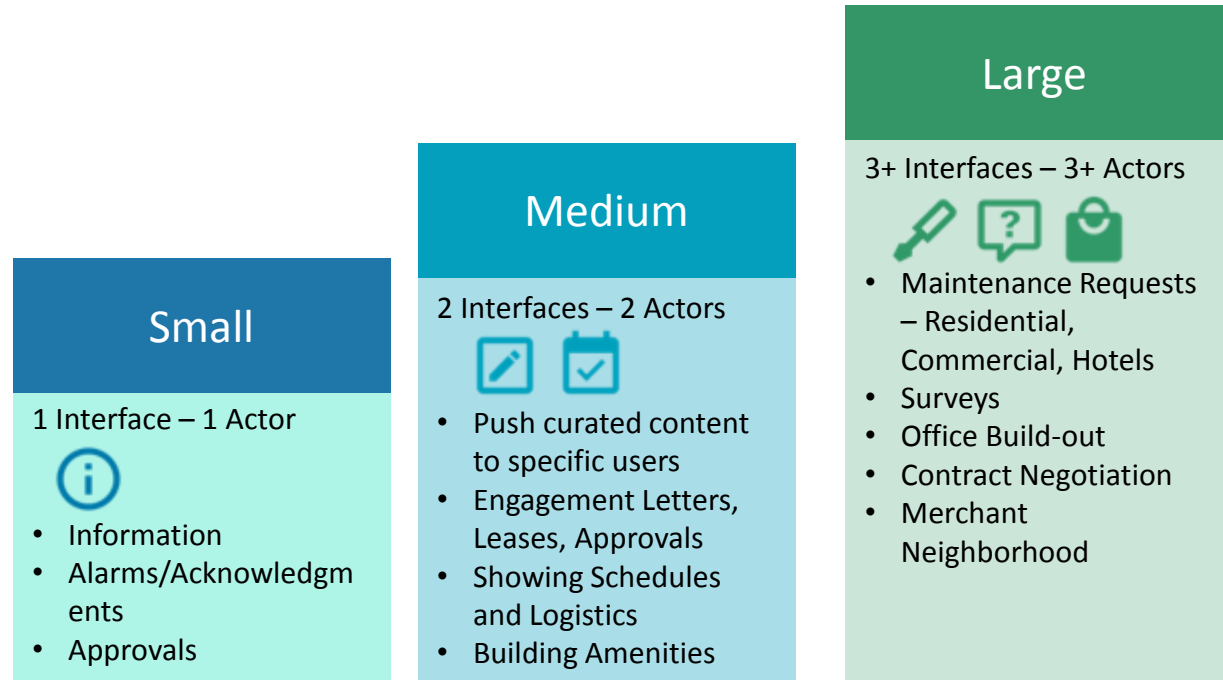
# To explore the opportunities in mobile, have us make Apps for you

## 1. Foundation

All-in-one package to build, host and deploy your Apps

-  Branding
-  App composer
-  App Container
-  Pre-built connectors
-  User Management
-  Cloud Server

## 2. Pick your App Build Packages



# Options for Hosting and Support

## 3. Hosting & Licensing

### MOST POPULAR

#### Silver

1 Administrator  
10GB per month

#### Gold

3 Administrators  
20GB per month

#### Platinum

5 Administrators  
50GB per month

## 4. Support

#### Bronze

8am – 5pm (M-F)  
standard  
problem resolution

Included

#### Silver

8am – 12am (M-F)  
**Expedited**  
Problem resolution

#### Gold

7 x 24 x 365  
**expedited**  
problem resolution





**Your Business | Your Apps | Work, delivered**

**Increasing Relevance and Revenue in Mobile – with Apps**

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**CAIL**