

APPRANET

POWERING MOBILE TEAMS



APPRANET VALUE PROPOSITION

Mobile First World...



A lot of businesses have undergone digital transformation to replace documents and paper forms in an office environment



Many businesses have not yet extended the digital transformation journey to mobile workers



Executives report that 38% of their service agents' feel they can't access the information they need (2016 Salesforce Connected Service Report)

Mobile Adoption Is Here Now...



Users, including the mobile workforce have adopted smart mobile devices



Appranet extends digital transformation for businesses with a mobile team



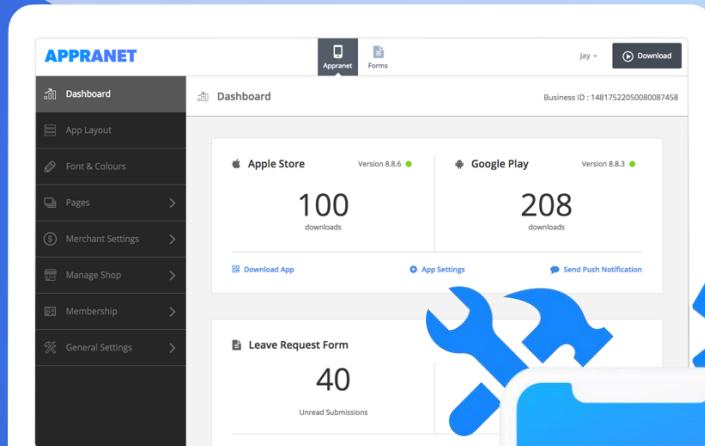
Smartphone penetration rate in NZ is 85% (Nielsen, 2017)

PRODUCT

Appranet is a mobile based digital SaaS solution that has been in development for 6 years.

Tagline: Powering Mobile Teams

Unique Selling Propositions



Multi-platform

Supports both mobile and tablet devices - available on iOS and Android

Digitise internal documents

A single app to access documents, health and safety manuals and product catalogues

CMS

Real-time updates through an intuitive Content Management System

Offline support

Conduct forms even in remote areas with no internet access, and upload later

Digitise paper forms

Create digital forms to replace paper processes and forms. Digitally capture quality information in the field

Custom branding

Customise the app with your branding, logo and colours

PROMOTION

Digital marketing:

- Target Mobile Morgan
- Leverage www.appranet.com with focused SEO, SEM and AdWords
- Increase content delivery on website, FB and LinkedIn

Event Marketing

- Events associated with Field Teams

Partnership Marketing

PRICE

Appranet is an affordable solution for businesses wanting to digitise for the first time or larger organisations that have specific issues to fix

Our platform solution can deliver a mobile app for as little at \$4,999 set up build and \$300 p/month on going

Initial Build Fee incl

Includes initial set up of 4 features and a premium app design package

PLUS

Any additional features including digitisation of paper forms



STARTER

Up to 25 users

[\\$299 per month](#)



SMALL

Up to 100 users

[\\$599 per month](#)



MEDIUM

Up to 200 users

[\\$999 per month](#)



LARGE

More than 200 users

[Negotiable](#)

PLACEMENT

Target market

Primary

Businesses associated with the construction industry that have mobile workforces

Secondary

All businesses that have mobile workforces

Distribution

Direct

Direct sales from Appranet

Partner Channels

International markets

TARGET PERSONA



Mobile Morgan

Background

Mobile Morgan is a key decision-maker at an SME company with a remote workforce. While offsite, remote workers are overloaded with paperwork and forms that they must fill in on-the-go. This data is either kept in paper form or manually entered into IT systems.



Demographics / Target Market

- 20-50 remote workforce
- 25-200 total staff



Challenges

- Keeping track of 'stacks of paper'
- 'Admin overload'
- Data accuracy and loss
- Lack of efficiency
- Lack of data visibility and accessibility
- Regulatory and compliance requirements



Identifiers

Mobile Morgan is a manager of a remote workforce that has a lot of paperwork and forms to fill out. The company is likely to be trade or industrially-based, such as construction, transportation or perhaps, direct sales

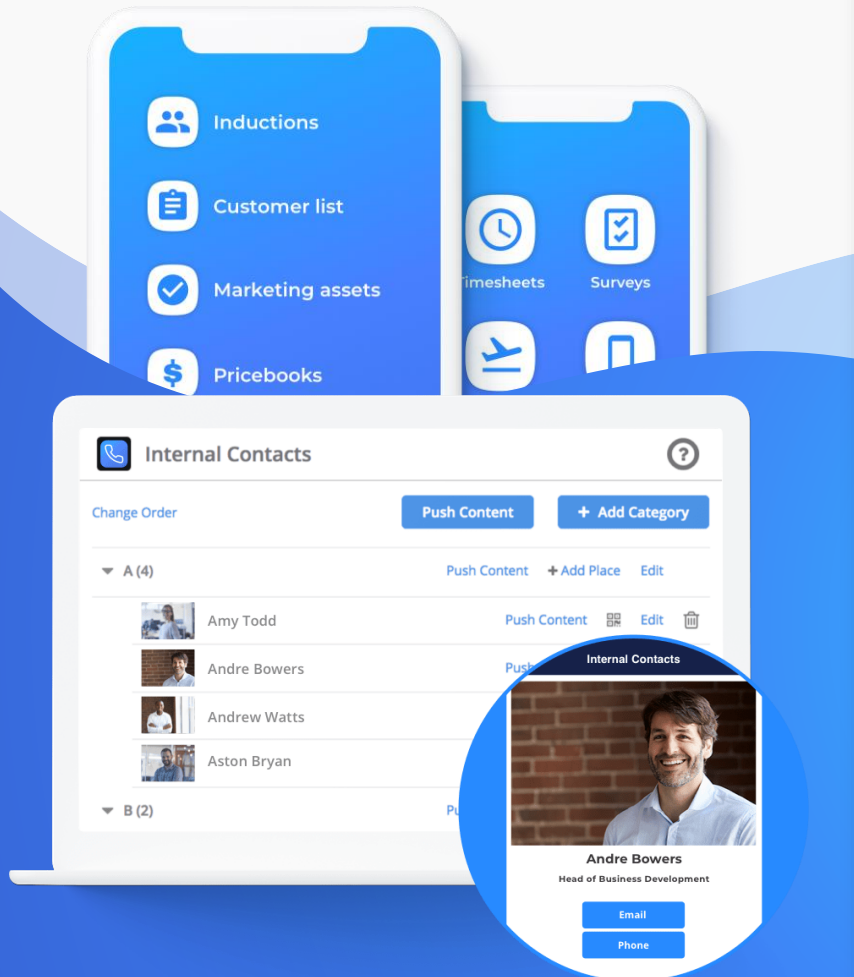


How do you address these needs?

Appranet can digitise documentation, forms and paperwork for mobile access. This helps to streamline processes, reduce admin and increase data accuracy. This in turn helps Mobile Morgan ensure that the company is fully compliant with accurate records and his offsite teams can get more done.

In addition, Appranet can enable remote teams to access important data on-the-go, even when in rural areas or when they're offline

USE CASES



Health and Safety solution

Comply with Health and Safety standards by providing relevant and timely procedures



Improve incident reporting processes

Digitally collect Health and Safety related forms. Monitor incidents using the built-in analytics feature. Proactive reporting through electronic dashboards or deep dive specific instances



Job sheets

Create electronic versions of job sheets used by the field operations team. No more double entry into the system and figuring out illegible handwriting



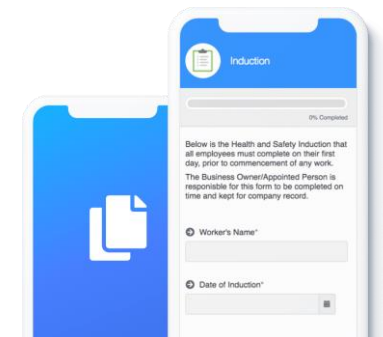
Internal processes

Digitise simple internal processes such as leave requests or timesheets. Build your own forms with our easy to use form builder



Sales and marketing material

Keep sales and marketing collateral like product catalogues for your sales team to quickly access the latest information



DIFFERENTIATORS

COMPETITORS

Are Task Focused

Form builders

FormTab, Formstack

Job Management

SimPRO, iAuditor, Oracle Aconex

Health and Safety

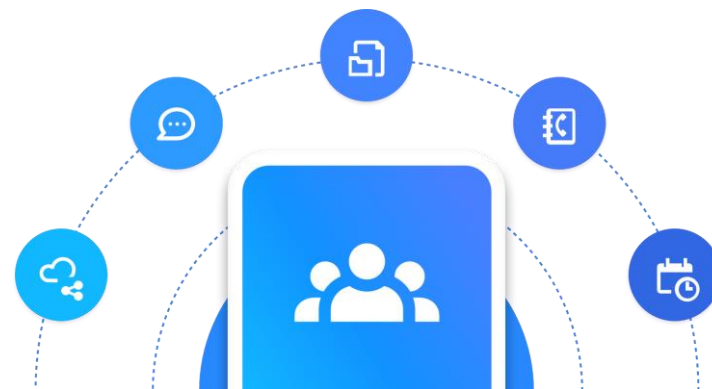
SiteApp, ecoPortal

VS

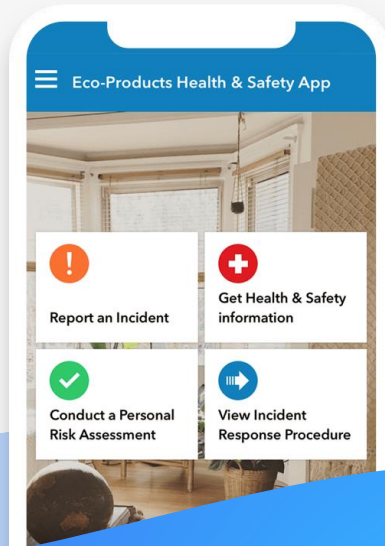
APPRANET

Is People Focused

- ✓ Giving remote staff one app to do their jobs
- ✓ Easily access library of information, conduct forms even when offline



CASE STUDY



”

HRV would like to thank the team at Putti for their superb effort in building our mobile appranet app, which allows our workers in the field access to critical task safety information and enables the business to maintain contact with remote users across the country and to monitor the safe progress of the job, key safety tasks that could not be accomplished previously. Putti's technical expertise and assistance were outstanding throughout the project.

Eco-Products (HRV)

Problem

HRV needed an app for all of their 4 branches of the business to view and conduct health and safety forms as well as get the latest information about procedures to follow.

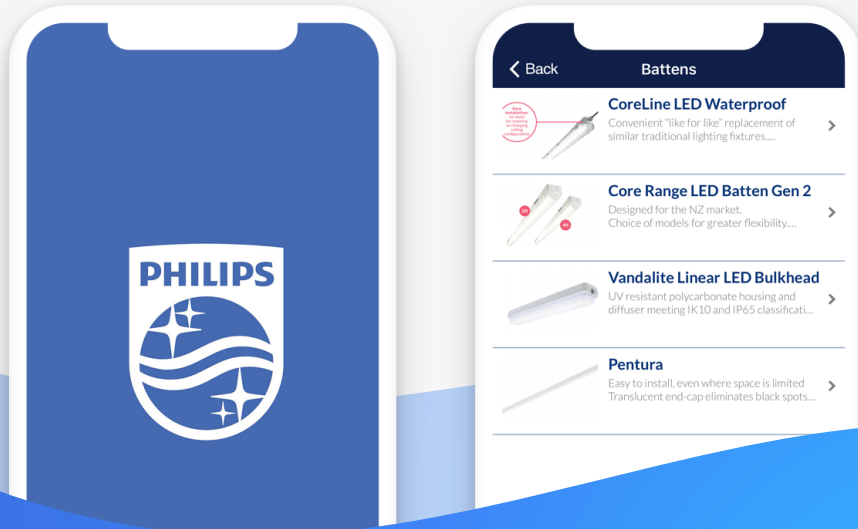
Solution

Appranet put together a tool for them to use that allows all of this. With dedicated workflow built into the forms, the submissions end up with the right people immediately without double-handling and chasing people to get their forms in.

Outcome

With the most up-to-date versions of the procedure documents hosted directly on the app, they can rest assured that all their employees are in the know all the time. All of the content is easily updatable through the user-friendly CMS. Updating the documents in one place to be automatically pushed through to the app for users to reference, upon saving.

CASE STUDY



”

Philips Lighting needed a new app for their ClubBlue Contractor Programme in New Zealand. The programme is focused on educating, training and bringing the latest information about LED innovations to New Zealand electricians. The app needed features such as a product portfolio showcase, video gallery, brochure and datasheets as well as the ability to run a loyalty programme in future.

The Appranet team was able to launch the app in the agreed timeframe and KPIs. Their after sales support has been outstanding for us. The app has been accepted well in the market and among the Philips Lighting sales team. We look forward to grow the app and making it more interactive as the Appranet platform evolves.

Philips

Problem

For Philips Lighting to best showcase their products, ensure happy customers and grow their business, it was important that all their Kiwi contractors knew their products inside and out. They needed a solution so that they could easily communicate with contractors, give them access to guides and support and upskill them as new products came on board. They chose Appranet.

Solution

The Philips ClubBlue Appranet delivered an end to end solution for Philips with a native app and accompanying website. The app featured latest product guides to keep contractors informed; details on latest promotions, case studies, training videos and contractors, Phillips could be assured that they were looking after their contractors with all the information they needed to do their jobs better and in less time. The app has been so successful that we are now developing Appranet solutions for other Philips groups throughout the Asia Pacific region.

THANK YOU

Please visit www.appranet.com for more information