

CERTIFIED EQUIPMENT
ATEXSHOP.COM
THE LARGEST GLOBAL DISTRIBUTOR IN ATEX > 350 PRODUCTS



Comm-Co
Communication today and tomorrow

88 **degrees**

Enterprise App Development

Appy people do better jobs

Agenda

- Personal introductions
- Introduction 88degrees Smartflow
- Questions



About 88degrees

- Forerunner in Mobile Enterprise App Platform (MEAP) solutions focused on petrochemical, manufacturing and building industries
- Since 2011
- Over 70 employees
- Extensive experience in software industry
- Innovative
- Off-the-shelf and customized solutions based on Smartflow
- Award winning solutions
- Partnerships with industry partners



Requirements for an enterprise app platform

- Uniformity in development, usage and maintenance
- User friendly (Mobile first perspective)
- Workflow
- Knowledge management
- Safety and compliance
- Hybrid (Build once)
- Multiplatform (Android, iOS, Windows and Web browser)
- On/Offline with (realtime) synchronization
- Flexible
- Reliable
- Secure
- Open for integration
- Value for money



Smartflow key features (1)

- ✓ "One platform to appify them all"
- ✓ Easy to use Apps built from end user requirements integrated with application landscape, not backwards from landscape forced on end users
- ✓ Quick start work flow functionality and can be easily integrated into any existing workflow
- ✓ Industry specific features like:
 - Best practice form controls
 - Scanning of assets using Bar/QR-code, RFID, iBeacons, etc
 - Use of photo/video evidence that can be enriched with drawing
 - "Wet" signatures digitized
 - Multilanguage support
 - Knowledge base (for manuals, instructions, diagrams, etc)
 - Location based services (GPS/GIS, iBeacons)
 - Instrument integrations
 - Etc



Smartflow key features (2)

- ✓ Apps built once can be used on smartphone, tablet and desktop (ATEX!)
- ✓ Apps built once can be used on Android, iOS and Windows
- ✓ On/Offline with real time synchronisation
- ✓ Choice of self-service and full service using Smartflow Builder for configuration and Maintenance
- ✓ Proven technology, proven cases, proven customer record
- ✓ Security through encryption of data communication and storage
- ✓ Open for integration with standardized integration layer based on web services
- ✓ Business cases proven time after time



Perceived advantages Shell Moerdijk

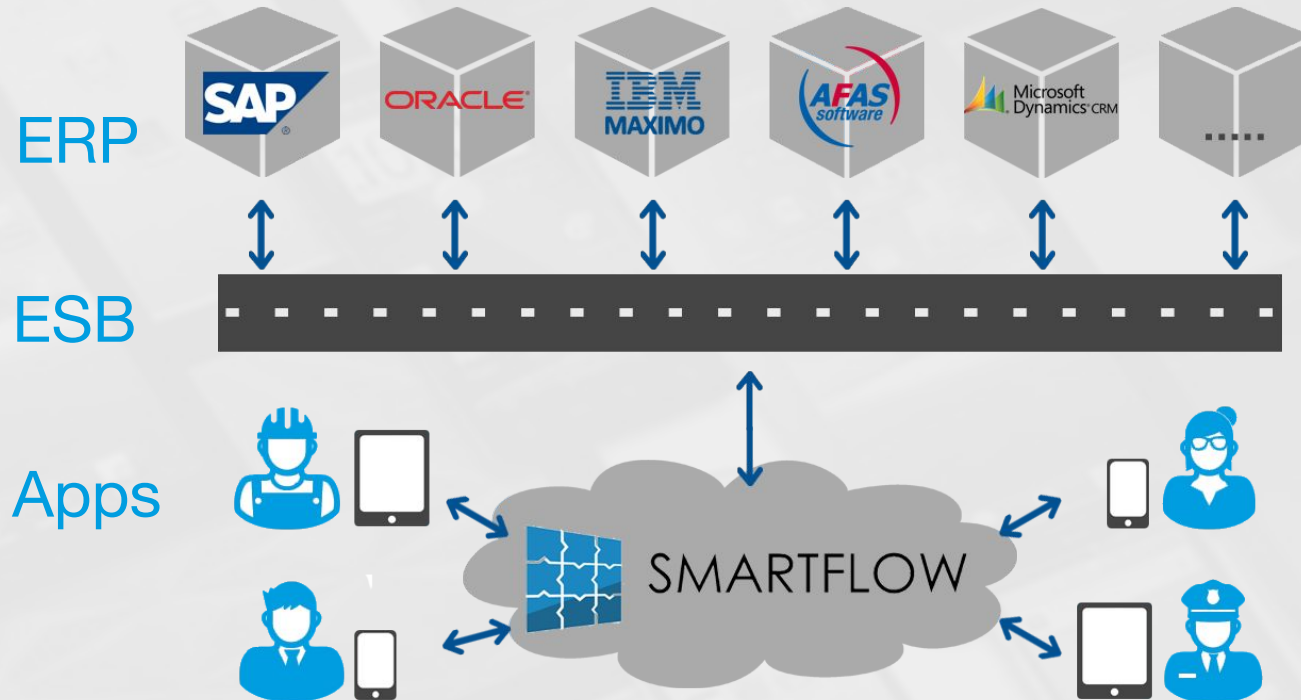
- ✓ Portal available as standard in addition to mobile apps
- ✓ Choice between full service and self service when creating and maintaining forms
- ✓ A lot more scope to customize forms by "normal users"
- ✓ Built-in workflow options, e.g. sending form PDFs by email automatically, authorization, etc
- ✓ Manual export to PDF (and emailing it) as standard
- ✓ Export to excel available as standard
- ✓ Functionality to create custom form report formats as standard (SSRS)
- ✓ Extensive integration possibilities
- ✓ Better device compatibility (also between platforms)
- ✓ Possible cost advantage



Architecture



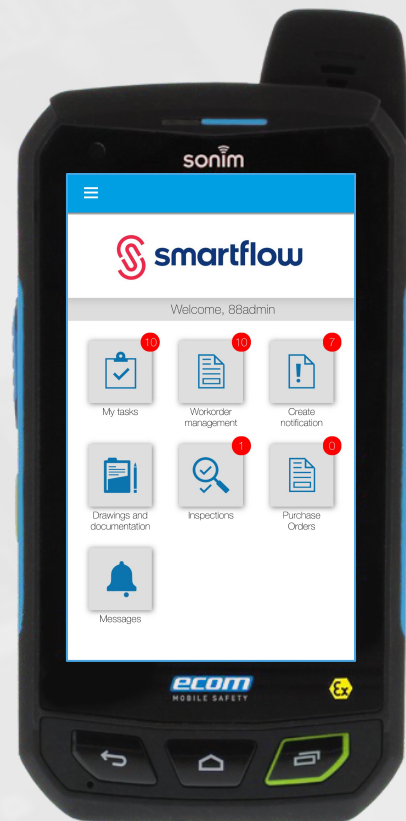
Landscape



Smartflow applications

- Inspection and certification (asset, workplace)
- Work order management for service and maintenance
- Time and material registration
- Claim administration (mileage, receipts)
- Safety (SHEQ, incident reporting, compliance)
- Knowledge (performance support, compliance)

INSPECTIONS
MAINTENANCE
SAFETY

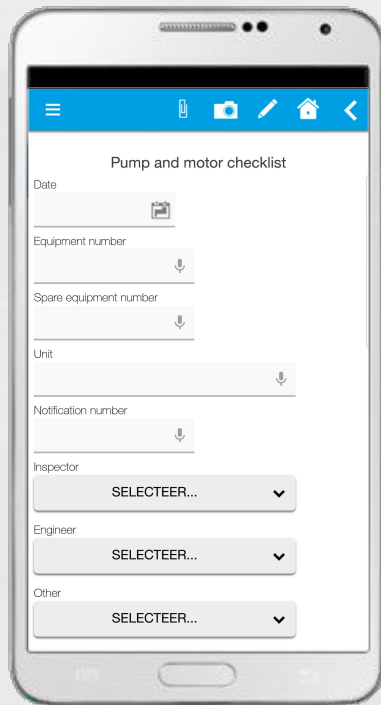


Cases

MOBA



Case: Shell (Compliance inspection)



Pump and motor checklist

Date

Equipment number

Spare equipment number

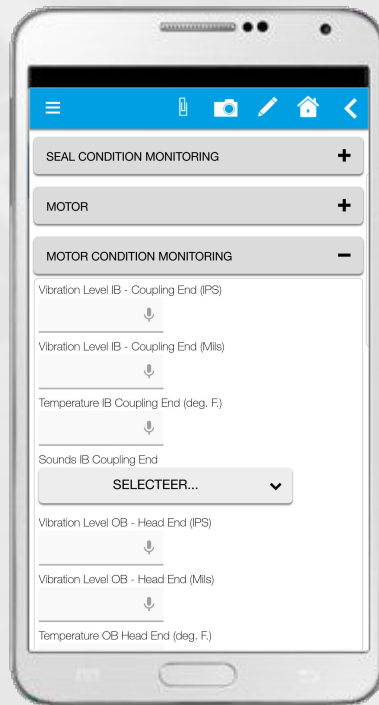
Unit

Notification number

Inspector
 SELECTEER... ▼

Engineer
 SELECTEER... ▼

Other
 SELECTEER... ▼



SEAL CONDITION MONITORING +

MOTOR +

MOTOR CONDITION MONITORING -

Vibration Level IB - Coupling End (IPS)

Vibration Level IB - Coupling End (Mils)

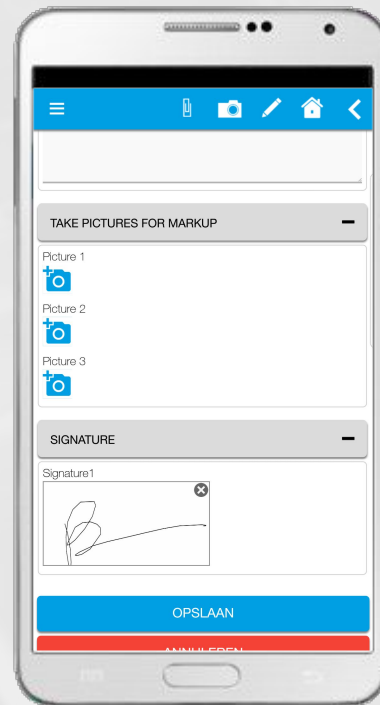
Temperature IB Coupling End (deg. F)

Sounds IB Coupling End
 SELECTEER... ▼

Vibration Level OB - Head End (IPS)

Vibration Level OB - Head End (Mils)

Temperature OB Head End (deg. F)



TAKE PICTURES FOR MARKUP -

Picture 1

Picture 2

Picture 3

SIGNATURE -

Signature1

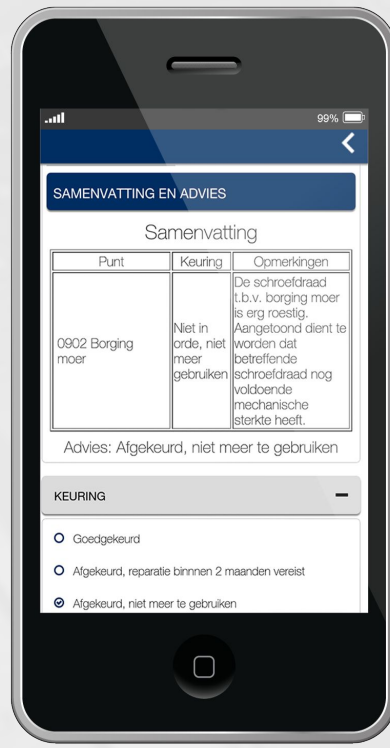
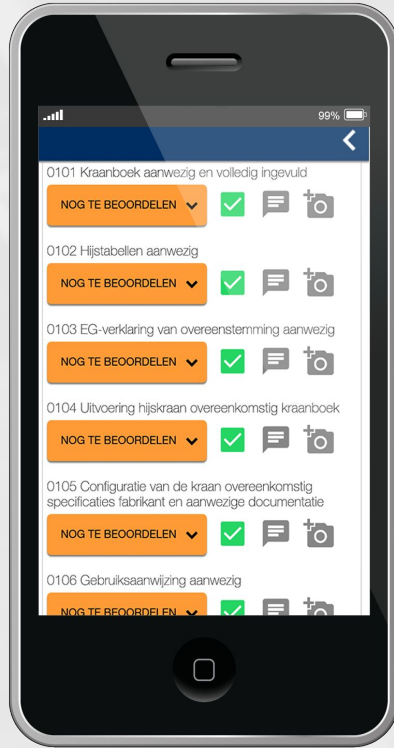
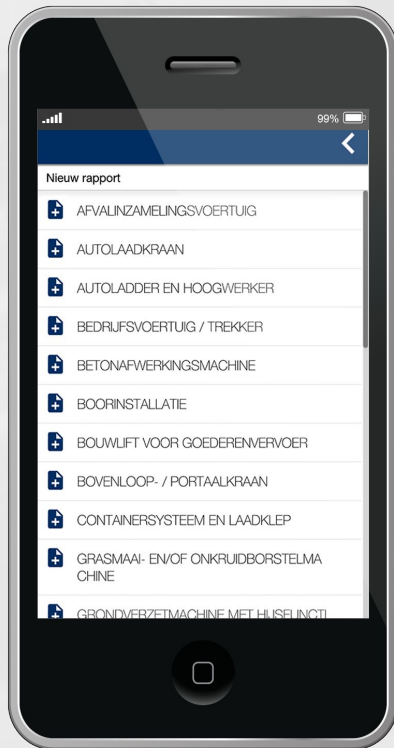
OPSLAAN



Case: Aboma/AMTeK (Inspections)



Case: Aboma/AMTeK (Inspections)



Business case: Aboma/AMTeK (Inspections)

Yearly ROI according to customer

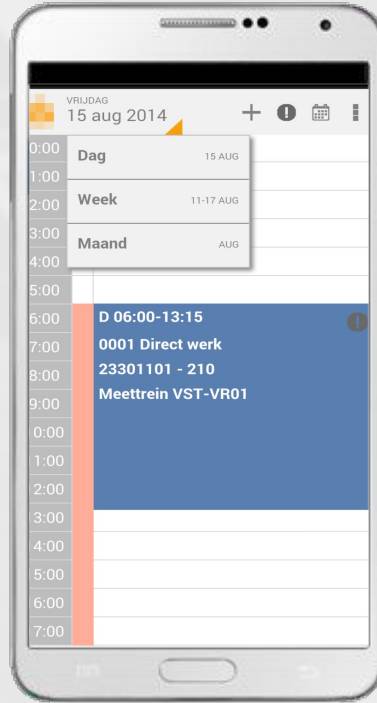
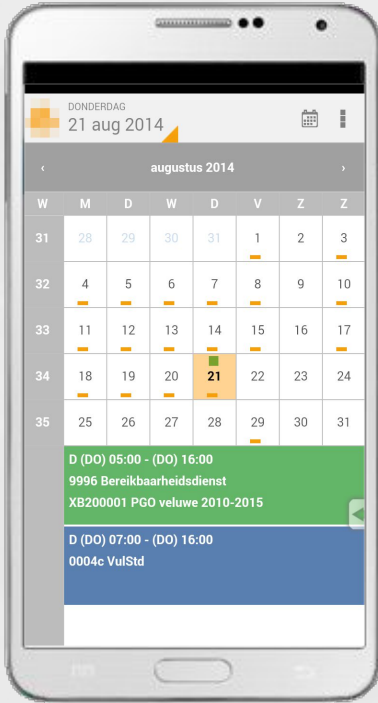
- 20.000 reports in 2015
- Time saved: 20 minutes per report
- Internal hourly rate: € 60

$$= (1/3 \times € 60) \times 20.000$$

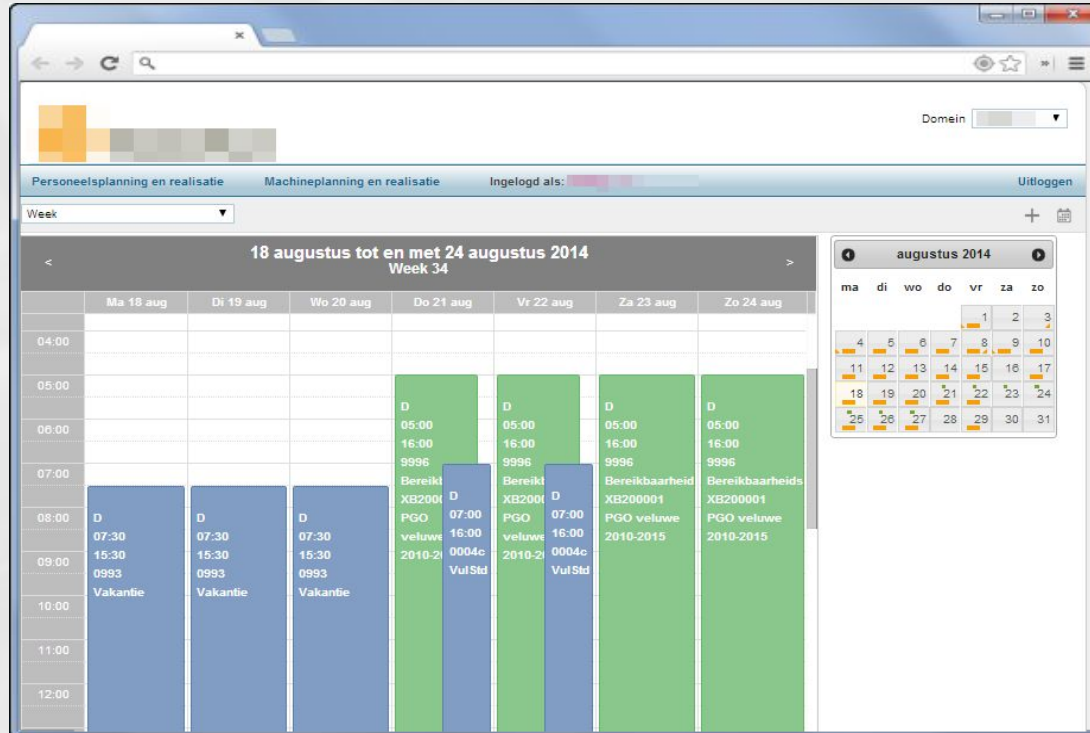
$$= \text{€ } 400.000$$



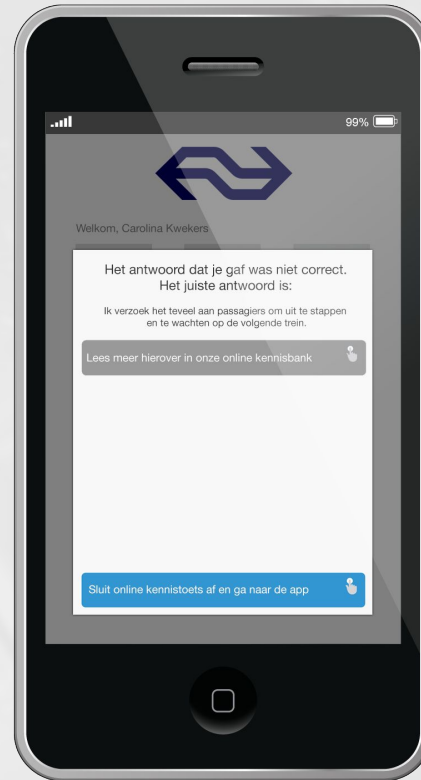
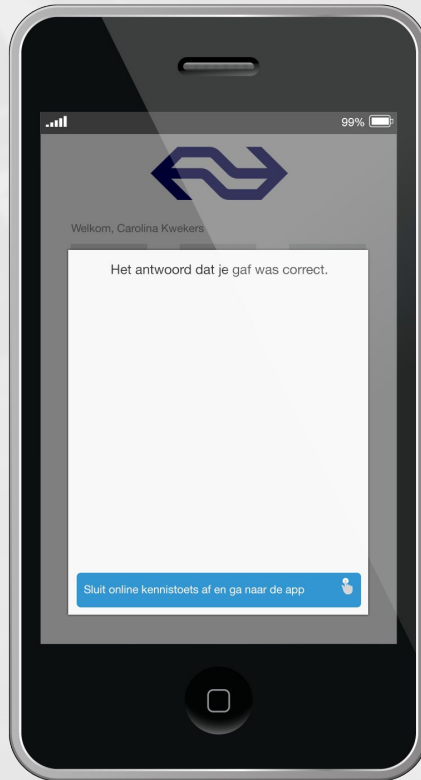
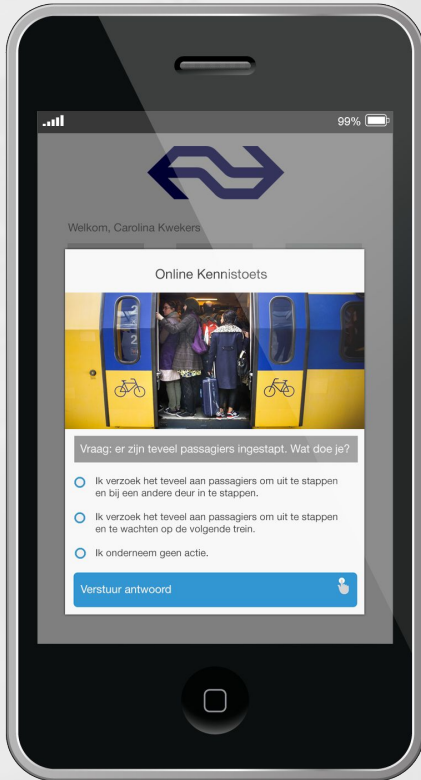
Case: Volkerrail (Time and material registration)



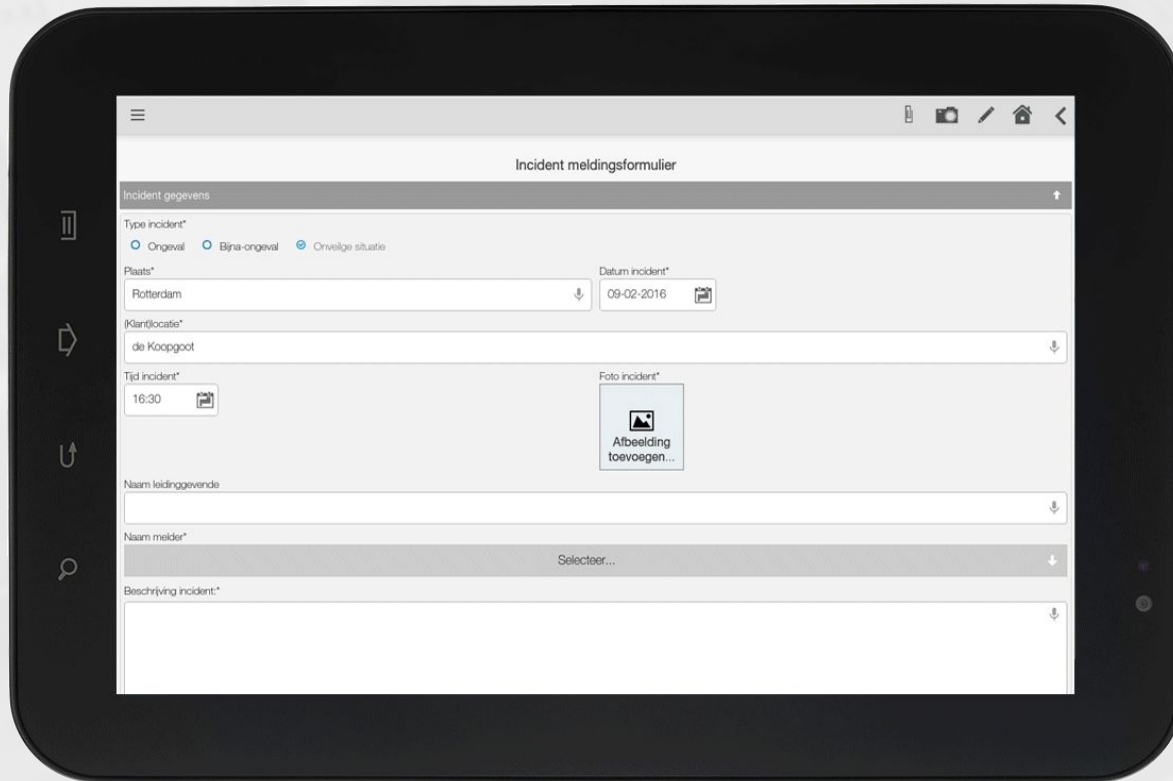
Case: Volkerrail (Time and material registration)



Case: NS (Online knowledge test)



Case: G4S (Incident registration)



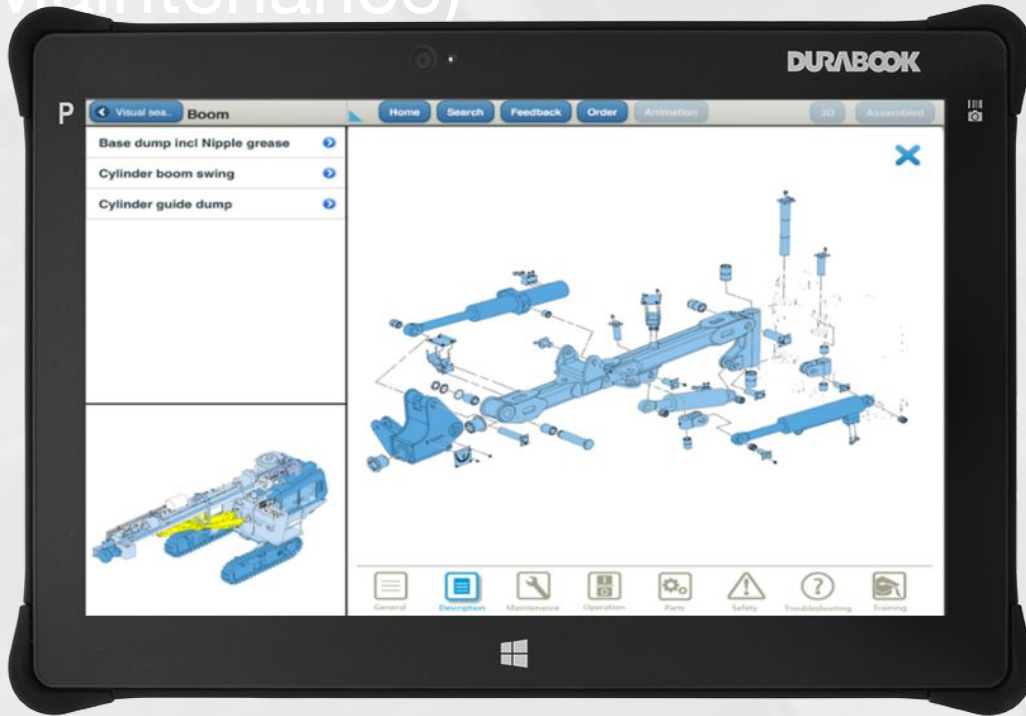
The image shows a tablet displaying the G4S Incident registration app. The app interface is titled "Incident meldingsformulier" and contains the following fields and options:

- Incident gegevens** (header)
- Type incident***: Radio buttons for ☐ Ongeval, ☐ Bijna-ongeval, and ☒ Onverwachte situatie.
- Plaats***: Text input field containing "Rotterdam".
- Datum incident***: Date input field containing "09-02-2016".
- Klantlocatie***: Text input field containing "de Koopgoot".
- Tijd incident***: Time input field containing "16:30".
- Foto incident***: Image input field with a placeholder icon and the text "Afbeelding toevoegen...".
- Naam leidinggevende**: Text input field.
- Naam melder***: Text input field.
- Beschrijving incident***: Text input field.

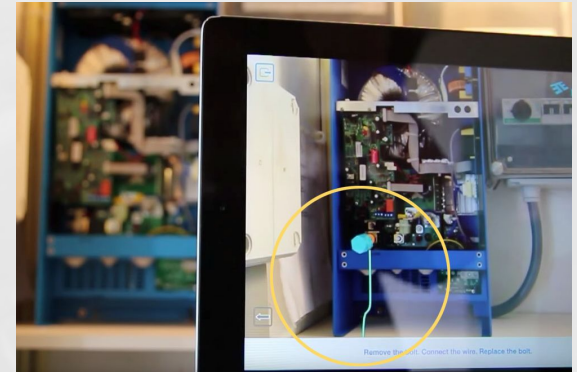
Navigation icons are visible on the left side of the tablet screen.



Business Case: Etteplan Tedopres (Maintenance)



 Etteplan





Enterprise App Development



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