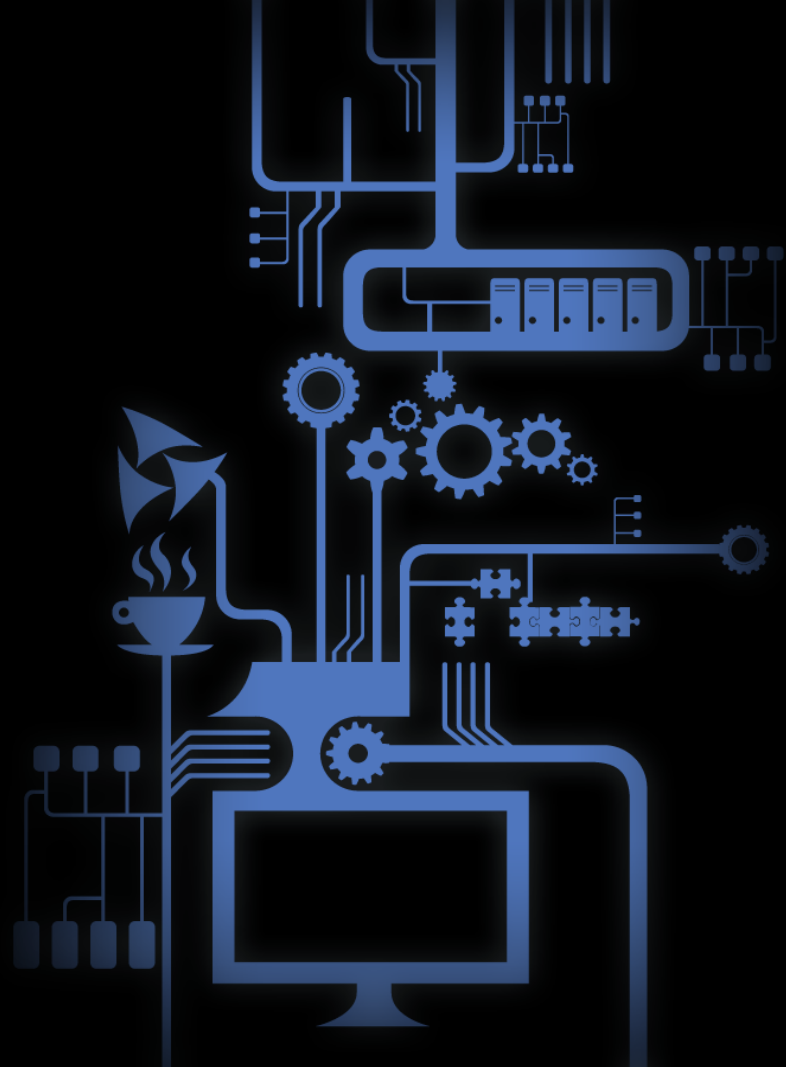
Business Models for the Mobile Enterprise



Presented by Dimitri Spyridopoulos

GLiNTECH

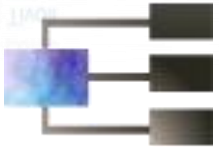
Background

GLiNTECH

- Established in 2000

- Software development specialists:
  - Development Best Practice(Agile)
  - Online Solutions & Mobile
  - SOA + Integration + BPM

- Attained Various Industry Awards:
  - 1st partner to Banking Industry Certified in Asia Pacific
  - 2011 IBM's Fastest Growth Partner
  - 2011 WebSphere Partner of the year



GLINTECH - Business Relationships

- Banking and Finance
  - AMP
  - Commonwealth Bank of Australia
  - Macquarie Bank - Investment Banking Group
  - Norwich Union
  - Standard Charter Bank
  - St. George Bank
  - Westpac Bank
  - Zurich Financial Services
- Manufacturing & Publishing
  - Cochlear
  - Coca Cola Amatil
  - Fosters
  - Unilever
  - Newscorp
- FMCG
  - BigW
  - Woolworths
- Others
  - Railcorp
  - AWA
  - Avon
  - Veda/Baycorp Advantage
  - Caltex
  - Department of Justice Victoria
  - Attorney Governor Generals Dept.
  - Qantas
  - University of Technology
  - Macquarie University
  - University of Tasmania
  - Nehta
  - And more

Cochlear® AMP st.george Sydney Airport Investec STATE LIBRARY® NEW SOUTH WALES

GLiNTECH

multifaceted

portable

ubiquitous

personal

location aware

GLiNTECH

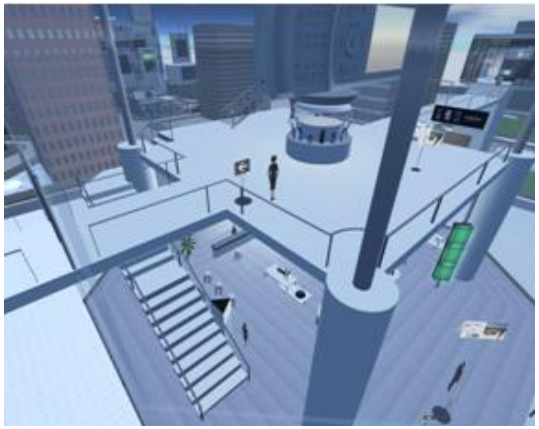
Consumer

Enterprise

Business models

GLiNTECH

User experience



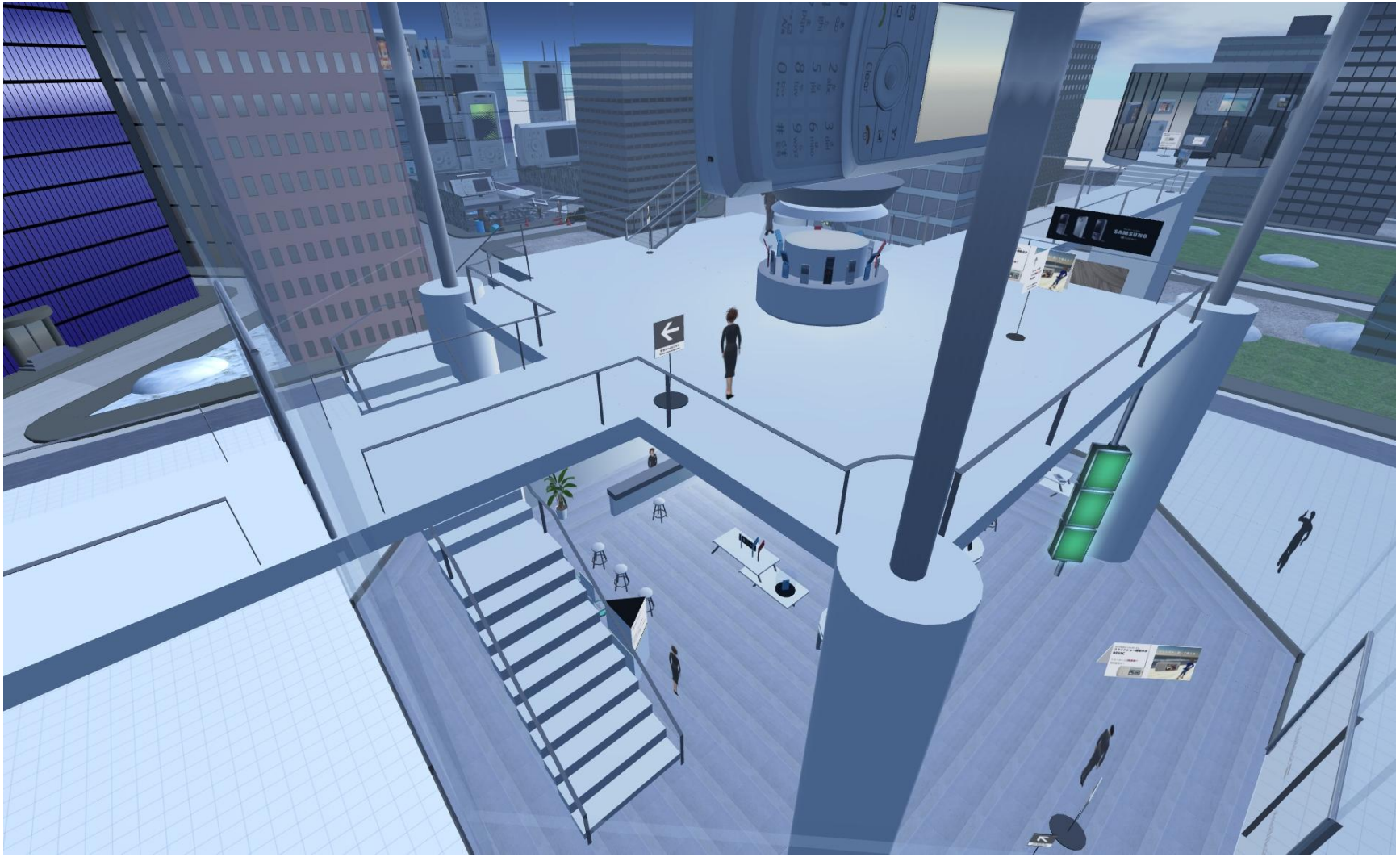
Self Service

Logistics

Information

Impacting the user experience

GLiNTECH



Next generation mapping

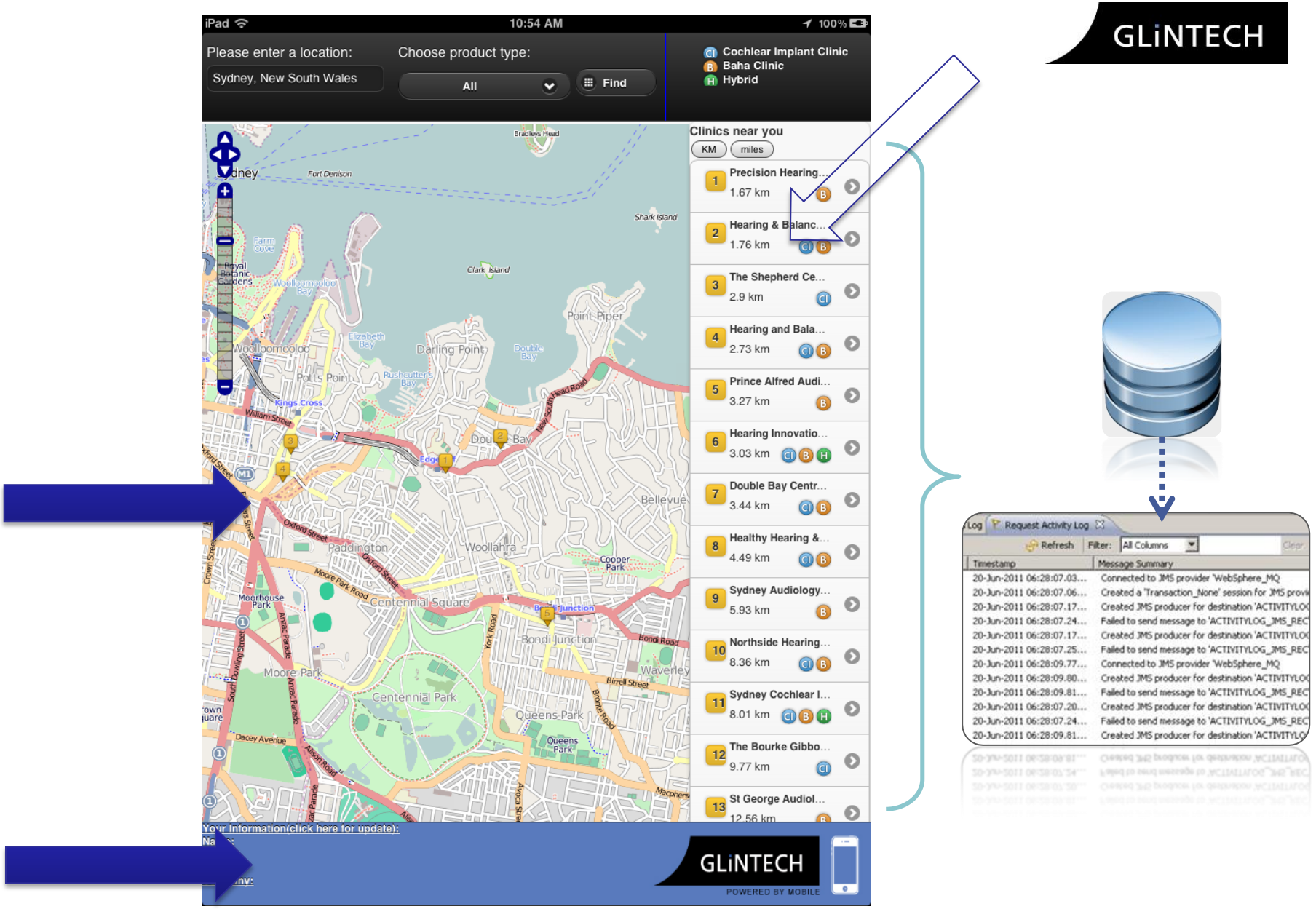
GLiNTECH

http://youtu.be/2DdEjaJHRyA

Find your … business service

GLiNTECH

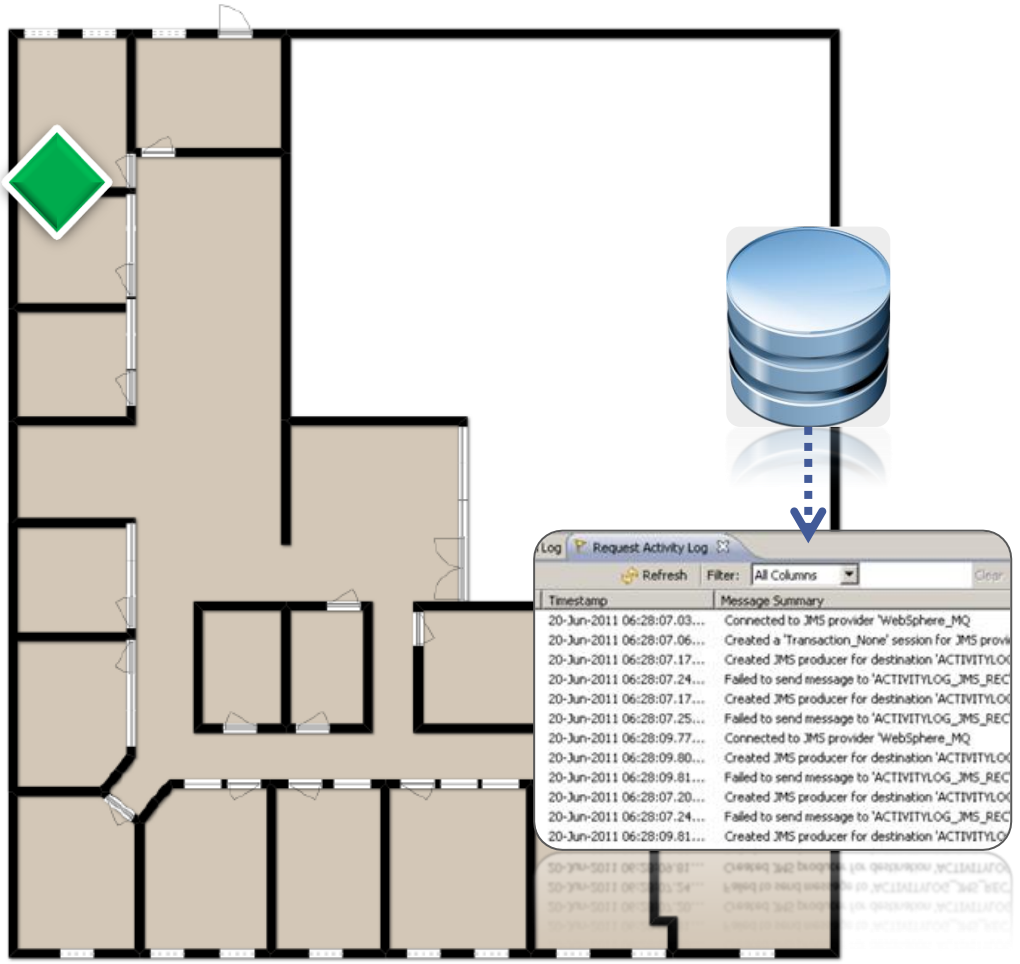
You know where they came from ◆ Where they were going ◆ Where did they end up ◆ When did they do this


iPad
10:54 AM
100%
Please enter a location:
Sydney, New South Wales
Choose product type:
All
Find
Cochlear Implant Clinic
Baha Clinic
Hybrid
Clinics near you
KM
miles
1 Precision Hearing... 1.67 km
2 Hearing & Balanc... 1.76 km
3 The Shepherd Ce... 2.9 km
4 Hearing and Bala... 2.73 km
5 Prince Alfred Audi... 3.27 km
6 Hearing Innovatio... 3.03 km
7 Double Bay Centr... 3.44 km
8 Healthy Hearing &... 4.49 km
9 Sydney Audiology... 5.93 km
10 Northside Hearing... 8.36 km
11 Sydney Cochlear I... 8.01 km
12 The Bourke Gibbo... 9.77 km
13 St George Audiol... 12.56 km
Your Information(click here for update):
GLiNTECH
POWERED BY MOBILE
Request Activity Log
Refresh
Filter:
All Columns
Timestamp
Message Summary
20-Jun-2011 06:28:07.03... Connected to JMS provider 'WebSphere_MQ
20-Jun-2011 06:28:07.06... Created a 'Transaction_None' session for JMS provi
20-Jun-2011 06:28:07.17... Created JMS producer for destination 'ACTIVITYLO
20-Jun-2011 06:28:07.24... Failed to send message to 'ACTIVITYLOG_JMS_REC
20-Jun-2011 06:28:07.17... Created JMS producer for destination 'ACTIVITYLO
20-Jun-2011 06:28:07.25... Failed to send message to 'ACTIVITYLOG_JMS_REC
20-Jun-2011 06:28:09.77... Connected to JMS provider 'WebSphere_MQ
20-Jun-2011 06:28:09.80... Created JMS producer for destination 'ACTIVITYLO
20-Jun-2011 06:28:09.81... Failed to send message to 'ACTIVITYLOG_JMS_REC
20-Jun-2011 06:28:07.20... Created JMS producer for destination 'ACTIVITYLO
20-Jun-2011 06:28:07.24... Failed to send message to 'ACTIVITYLOG_JMS_REC
20-Jun-2011 06:28:09.81... Created JMS producer for destination 'ACTIVITYLO

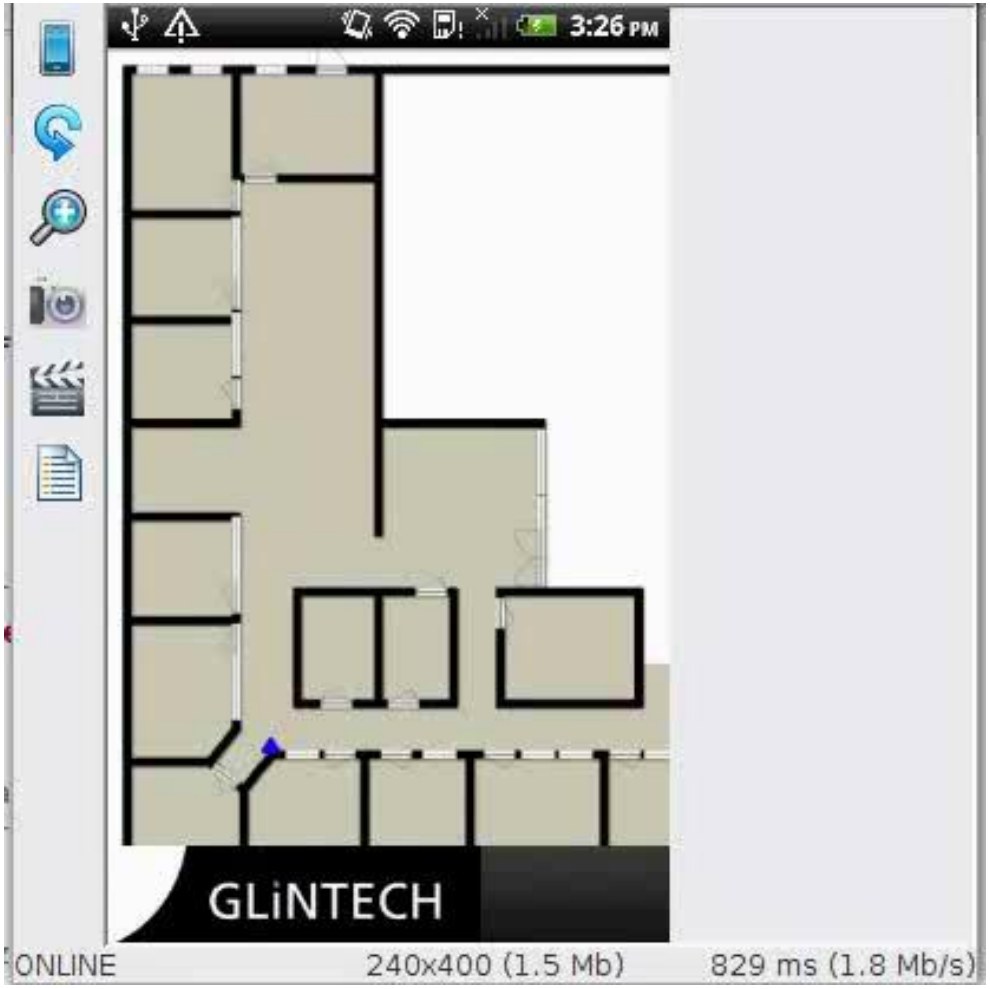
GLiNTECH

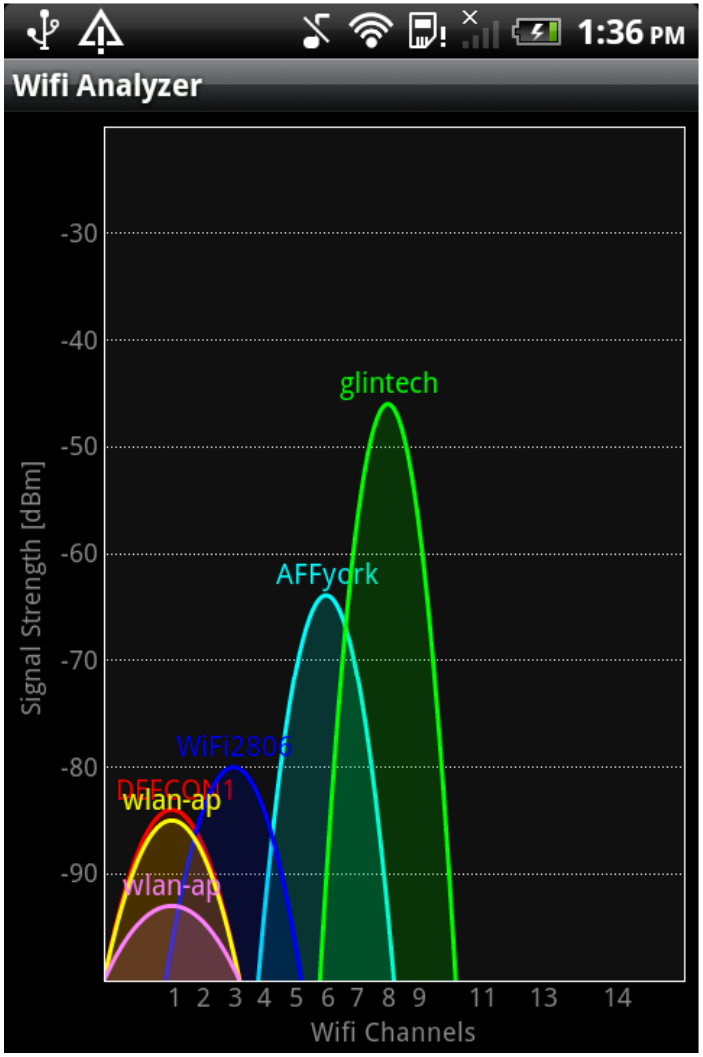
Why limit it to outdoors?

GLiNTECH



Shopping Mall ◆ Open Office Location ◆ Manufacturing Plant ◆ Any other building


3:26 PM
GLiNTECH
ONLINE
240x400 (1.5 Mb)
829 ms (1.8 Mb/s)


1:36 PM
Wifi Analyzer
-30
-40
-50
-60
-70
-80
-90
Signal Strength [dBm]
glintech
AFFyork
WiFi2806
DEFCON1
wlan-ap
wlan-ap
1 2 3 4 5 6 7 8 9 11 13 14
Wifi Channels

GLiNTECH

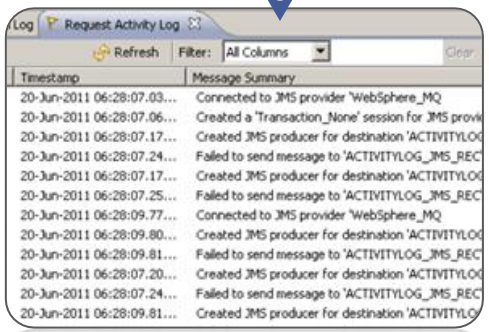
find products

find someone

setup a meeting

make offers

get feedback



order ahead

pick up something

many more …

Enabling Self Service

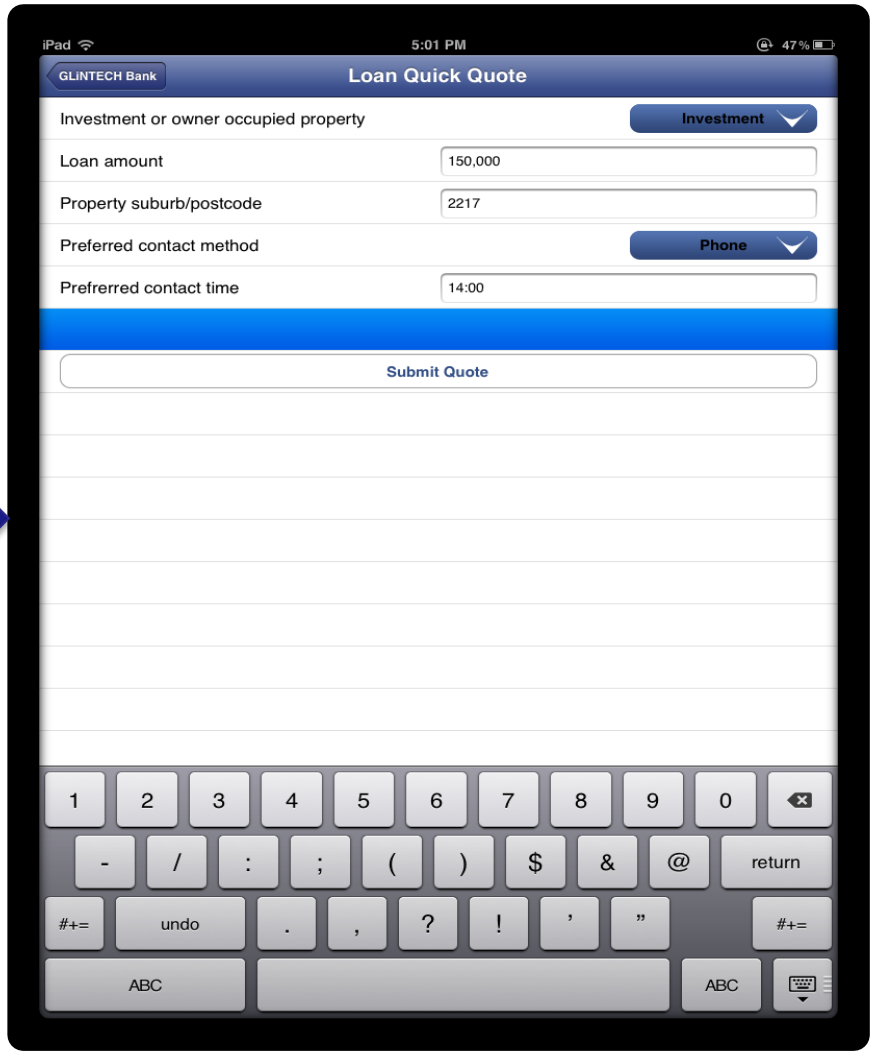
GLiNTECH

GLiNTECH

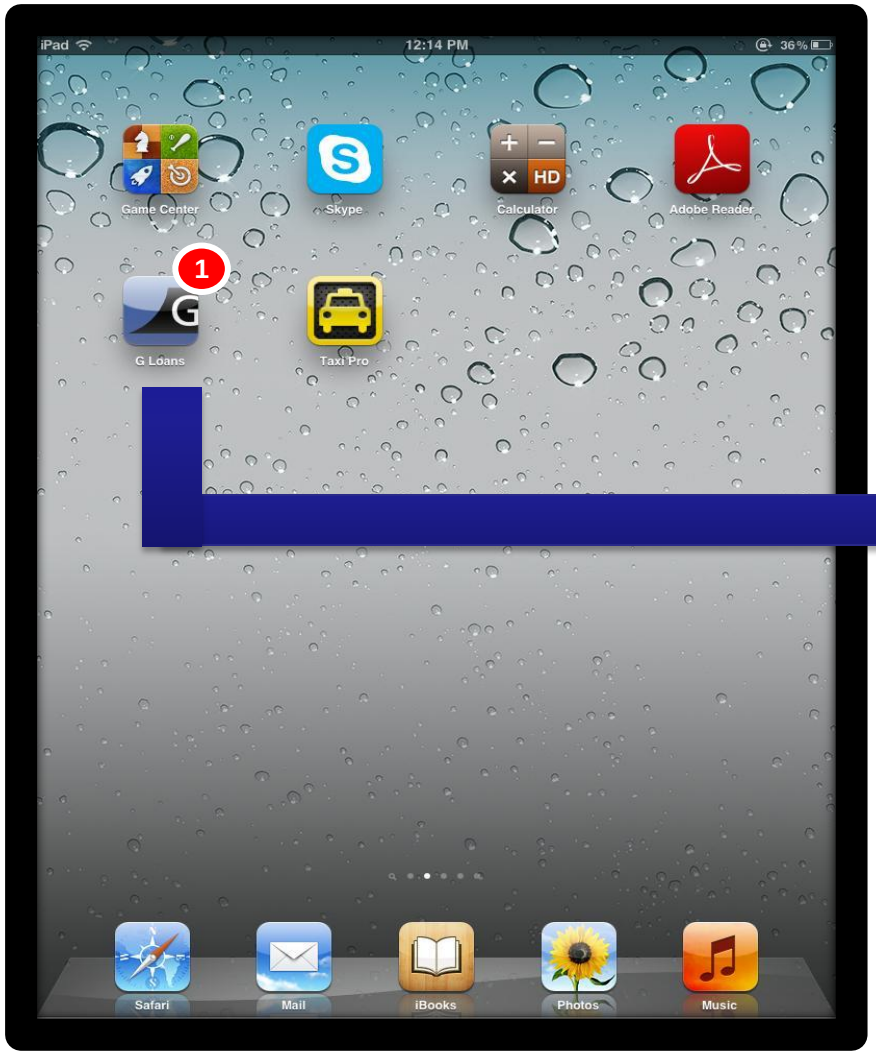
iPad
12:14 PM
36%
Game Center
Skype
Calculator
HD
Adobe Reader
G Loans
Taxi Pro
Safari
Mail
iBooks
Photos
Music
iPad
4:58 PM
48%
GLiNTECH Bank
Item
Login to Account
Email
Password
LOGIN
APPLICATION
QUICK
1 2 3 4 5 6 7 8 9 0
- / : ; ( ) $ & @ return
#+= undo . , ? ! ' " #+=
ABC
ABC

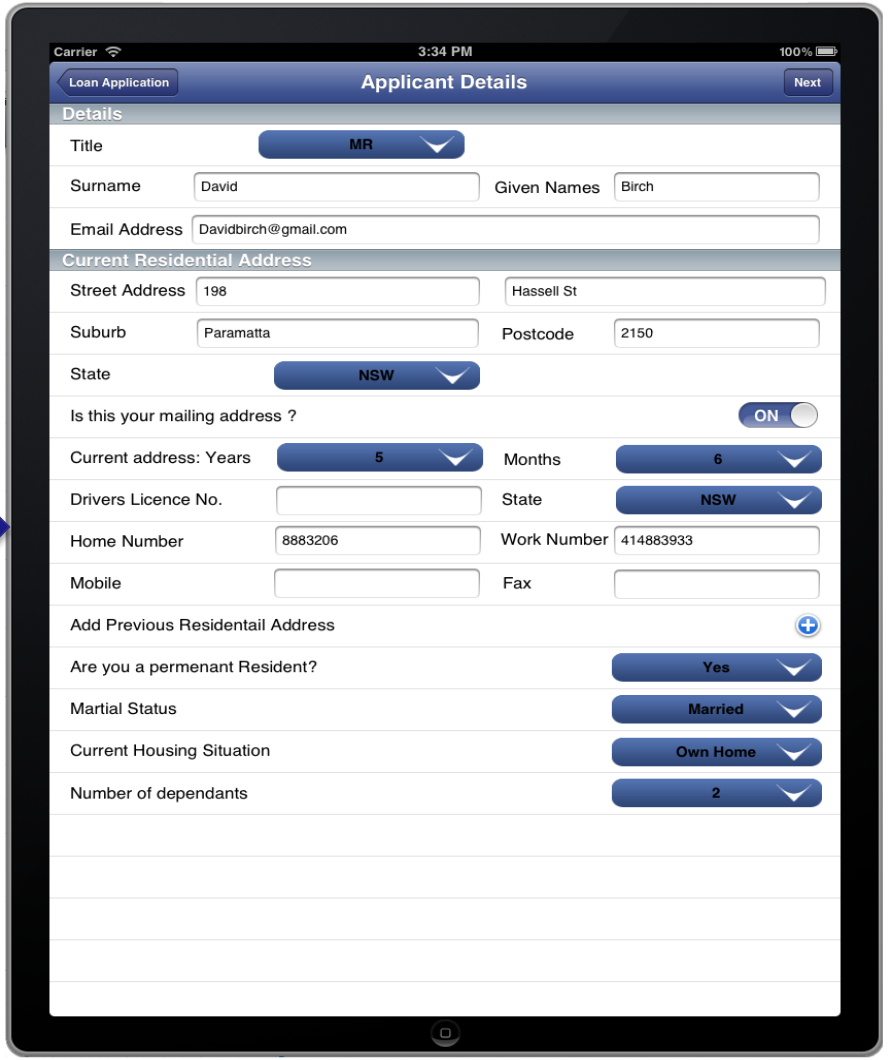
GLiNTECH

iPad
4:58 PM
48%
GLiNTECH Bank
Item
Login to Account
Email
Password
LOGIN
APPLICATION
QUICK

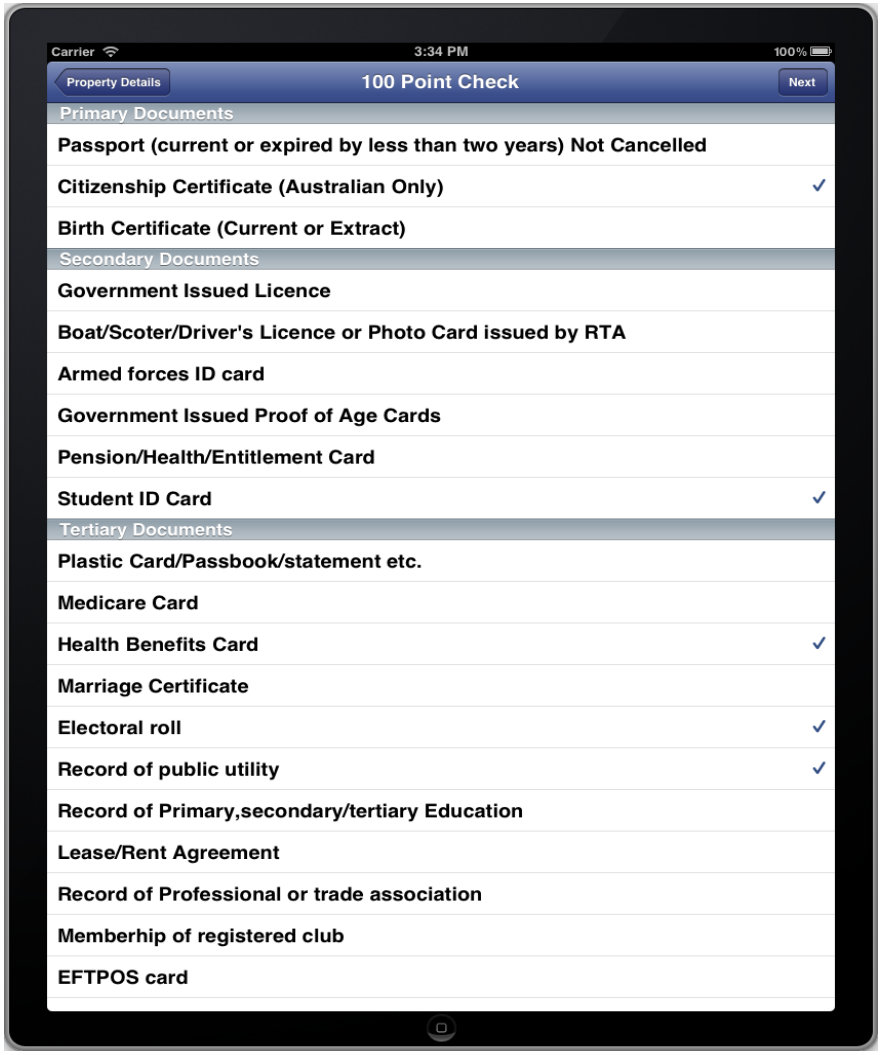

iPad
5:01 PM
47%
GLiNTECH Bank
Loan Quick Quote
Investment or owner occupied property
Investment
Loan amount
150,000
Property suburb/postcode
2217
Preferred contact method
Phone
Prefrerred contact time
14:00
Submit Quote

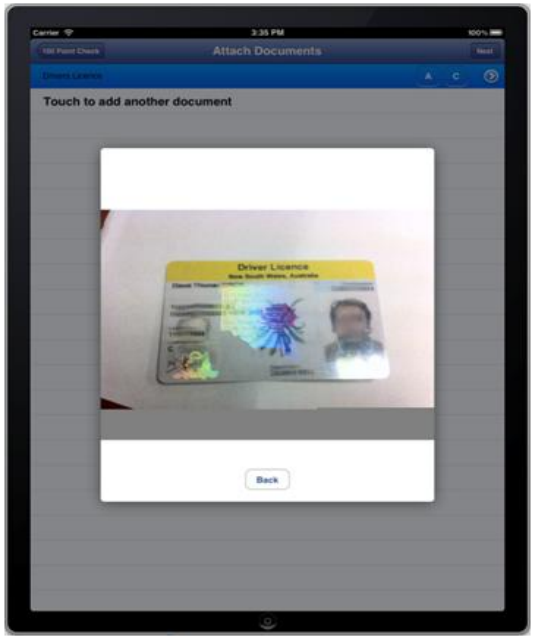
GLiNTECH


iPad
12:14 PM
36%
Game Center
Skype
Calculator
Adobe Reader
1
G Loans
Taxi Pro
Safari
Mail
iBooks
Photos
Music


Carrier
3:34 PM
100%
Loan Application
Applicant Details
Next
Details
Title
MR
Surname
David
Given Names
Birch
Email Address
Davidbirch@gmail.com
Current Residential Address
Street Address
198
Hassell St
Suburb
Paramatta
Postcode
2150
State
NSW
Is this your mailing address ?
ON
Current address: Years
5
Months
6
Drivers Licence No.
State
NSW
Home Number
8883206
Work Number
414883933
Mobile
Fax
Add Previous Residentail Address
Are you a permenant Resident?
Yes
Martial Status
Married
Current Housing Situation
Own Home
Number of dependants
2

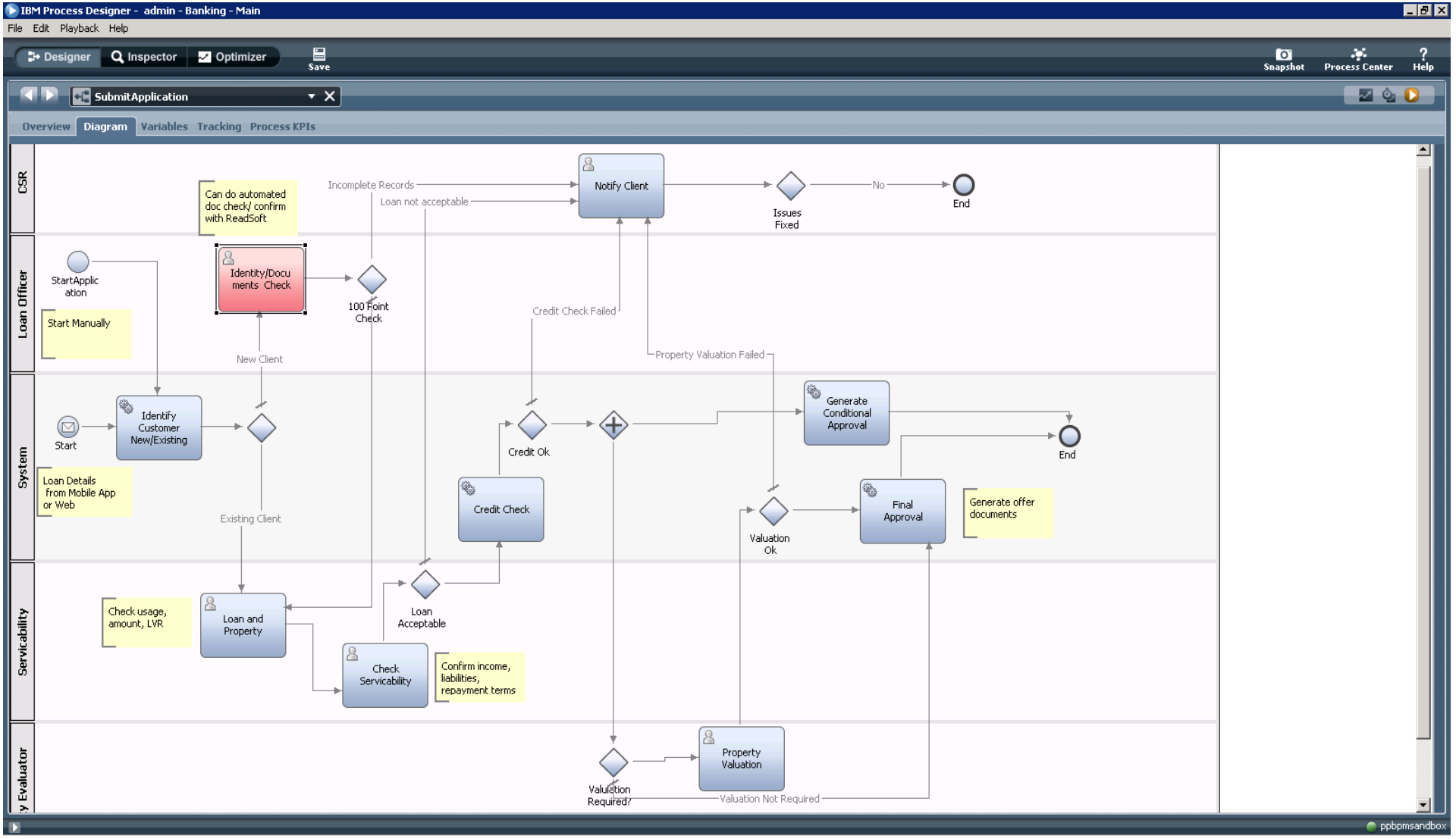
GLiNTECH



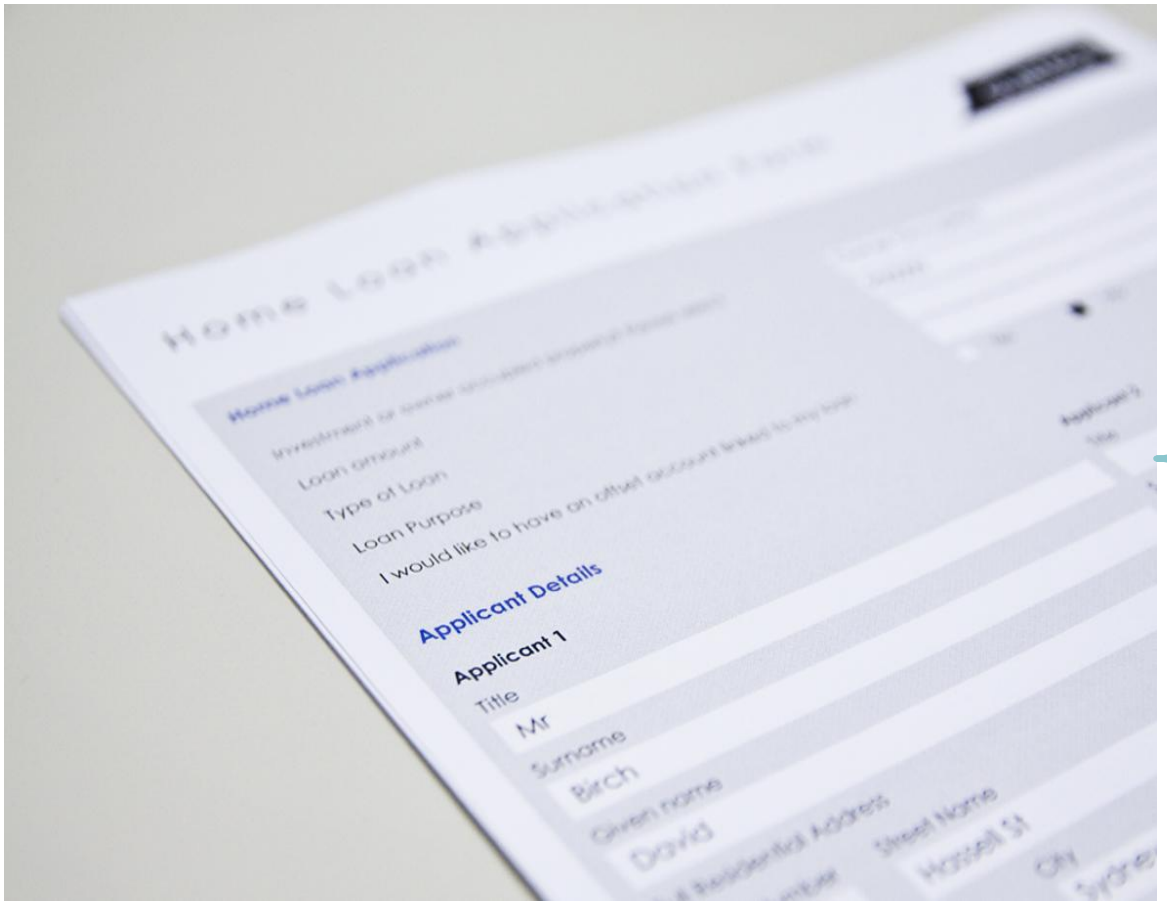


100 Point Checklist using iPad camera

GLiNTECH


IBM Process Designer - admin - Banking - Main
File Edit Playback Help
Designer Inspector Optimizer
Save
Snapshot Process Center Help
SubmitApplication
Overview Diagram Variables Tracking Process KPIs
CSR
Loan Officer
System
Servicability
y Evaluator
Can do automated doc check/ confirm with ReadSoft
Incomplete Records
Loan not acceptable
Notify Client
Issues Fixed
No
End
StartApplic ation
Start Manually
Identity/Docu ments Check
100 Point Check
New Client
Credit Check Failed
Property Valuation Failed
Start
Identify Customer New/Existing
Loan Details from Mobile App or Web
Existing Client
Credit Ok
Generate Conditional Approval
End
Credit Check
Valuation Ok
Final Approval
Generate offer documents
Check usage, amount, LVR
Loan and Property
Loan Acceptable
Check Servicability
Confirm income, liabilities, repayment terms
Valuation Required?
Property Valuation
Valuation Not Required
ppbpmsandbox

GLiNTECH



Applications

Click & Collect

Claims

Registration

Booking

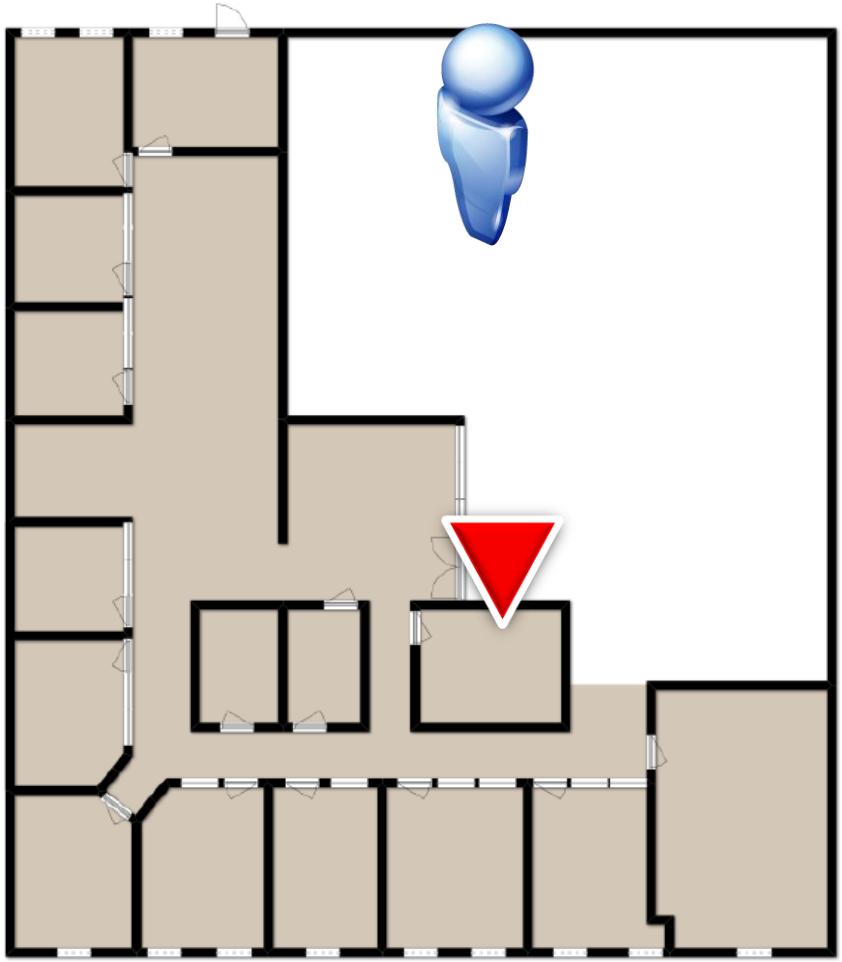
Many more

Revolutionising Logistics

GLiNTECH

GLiNTECH

GLiNTECH



Imagine doing this for the other 3,000 contractors …

Many applications

GLiNTECH

Informatics, Learning & Decisions

GLiNTECH

What happens when you take….

GLiNTECH

iOS

Many others…

adiVERSE Shopping Wall…

GLiNTECH

But it need not be so spectacular

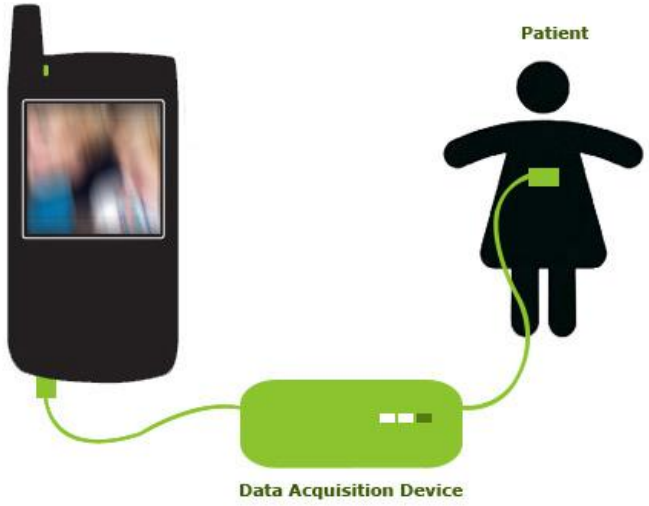
GLiNTECH

Future

GLiNTECH

Something wonderful is happening…

GLiNTECH



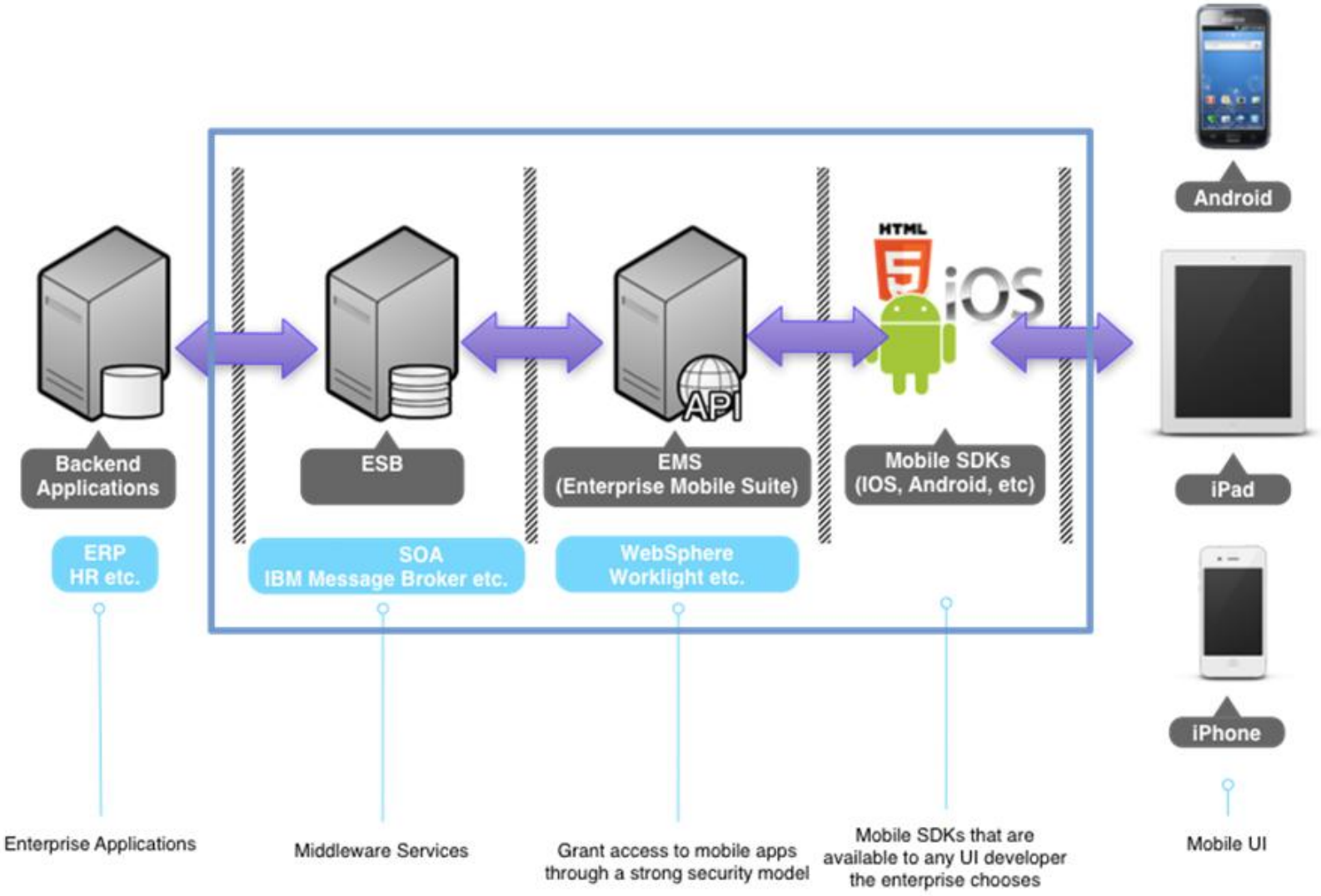
Bandwidth

Display

Connectivity

Our strengths are in the enterprise

GLiNTECH



GLiNTECH

Thanking You

Dimitri Spyridopoulos e: dimitri@glintech.com p: (02) 9299 3999