

Portable Forms Market Use Case Supply Chain / Logistics

Customer Profile

- Delivery Companies
- Warehousing Companies
- Supply Companies
- Trucking Companies

The Challenge

- History has shown the tremendous usefulness for field based data collection and communication by worldwide logistics and delivery companies such as FedEx, DHL, UPS and others. The same value proposition exists for smaller enterprises that provide similar services.
- While their needs are similar small and medium sized logistics companies are constrained by economy of scale making it very difficult to field similar systems as deployed by larger competitors.



Deliverables

- Mobile Logistics Management system based upon Portable Forms.
- Delivery information is collected, managed and communicated on wireless handheld computers.
- System includes real time integration with back end systems for parcel track and trace functions.
- Software has the ability to utilize additional hardware technologies including laser bar code scanners, portable printers and RFID tag readers.
- Additional functionality is available in the system for routine maintenance, fuel use, driver logging and time sheet data collection.

Upside to Client

- Data collected is more accurate with lower transcription errors and confusion
- Field findings are immediately communicated to back end systems allowing for immediate access.
- Systems operate efficiently field personnel to be more efficient
- Software has the ability to connect with wireless messaging systems allowing for tighter control of field force
- All systems delivered are highly flexible and able to deliver different customer requirements quickly and affordably

Portable Forms Case Study Construction Management

Customer Profile

- East Coast Milling Company, Stewart, Florida
- Provide Asphalt Milling services for large roadway projects throughout the State of Florida
- Date of Rovenet Sale – July 2003

Project Requirements

- East Coast operates a field fleet of 10 milling crews all running concurrent jobs. Each team is completely independent and mobile. The only connectivity available at these job sites is cellular
- Corporate management has strong needs for daily information delivery from each crew for accounting and decision support functions.
- Specific information needed includes time reporting, material use and maintenance reporting.



Rovenet Systems Provided to Client

- 15 user Portable Forms system
- Rovenet personnel built a series of forms specific to East Coast addressing specific accounting and decision support functions identified by client
- Delivery information is collected, managed and communicated on wireless handheld computers. East Coast has deployed a mixed fleet of both Palm OS and Blackberry based equipment.
- System includes Rovenet pfDataManager functionality for generation of reporting spreadsheets and databases.

Upside to Client

- Original system was delivered in less than 3 days. Customer continues to provide Rovenet with ongoing development projects.
- East Coast personnel were able to pick up and use the Portable Forms application with no formal training.
- Data collected is more accurate with lower transcription errors and confusion.

Portable Forms Case Study Disease Surveillance

Customer Profile – Voxiva

Voxiva provides practical technology solutions that let distributed organizations exchange information and communicate more effectively. By leveraging the web, phone, fax, email and SMS, our information systems enable real-time data collection from the field, data analysis and decision support, structured communication and information sharing. Voxiva systems are deployed to track diseases, monitor patients, manage programs, report crime, and respond to disasters across Africa, Asia, the Middle East, North and South America. Voxiva customers include Ministries of Health in Peru, Iraq, Rwanda and India, the US Centers for Disease Control, Food and Drug Administration, Department of Defense, Agency for International Development, Washington, DC Department of Health, the International Rescue Committee and the World Bank.



Project

- The Portable Forms platform is being used as the basis for addition of mobile computer, wireless data connectivity and cellular phone data support with tight integration to Voxiva's platform.
- System changes are underway to automate the connections between Voxiva and Portable Forms using XML and Web Services.
- Portable Forms will be rebranded as Voxiva Connect and marketed as part of all Voxiva sales worldwide.
- Already four specific projects are underway for District of Columbia, San Diego County and the governments of Indonesia and Rwanda.

Rovenet Systems and Services Provided to Client

- Voxiva has purchased an unlimited user license for Portable Forms including all modules
- Voxiva will host Portable Forms in their Florida data center
- Rovenet technology personnel has been retained to add client specific features and functionality to the application

Portable Forms Market Use Case Emergency Response / Disaster Recovery

Customer Profile

- Federal, State or Municipal Governments
- Insurance Companies
- Non Profit Organizations

The Challenge

- There is significant need for consistent automation of field information collected during emergency response, reclamation and restoration phases of disaster recovery activities.
- A major component of responding to disasters is significant variability. Systems need to be able to react to findings in order to meet human needs as they are discovered.
- Systems need to be able to deploy immediately using off the shelf, inexpensive hardware available in local communities.
- Software needs to be incredibly easy to use, requiring minimal training for users to be effective.
- Because of the loss of connectivity infrastructure all systems deployed must be able to leverage any available connectivity including wireless, satellite, telephony and disconnected networks.



Deliverables

- Portable Forms distributed application that takes templated documents and quickly converts them into mobile applications on handheld computers.
- Information collected in Portable Forms is then immediately available for communications to a large variety of data systems including web pages, databases, spreadsheets, documents and others.

Project Benefits

- Time to deploy is very low. Portable Forms can be installed and operational in a matter of hours. Users can then immediately be productive.
- Portable Forms can operate on all major handheld computing devices including Palm OS, PocketPC and Blackberry. Connectivity can be both wireless (cellular or 802.11) and wired batch.
- Forms can be added and changed at any time. An important aspect of these projects is quick response to unknowns. Based upon findings seen and communicated from the field, more detailed follow-up forms can be immediately deployed to field teams for in depth study and analysis.
- An important foundation of Portable Forms is its ease of use. The skills required to be effective with Portable Forms, typing in a word processor and using a browser, are those that virtually all workers possess. With this simplicity, Portable Forms users are able to see meaningful results immediately.

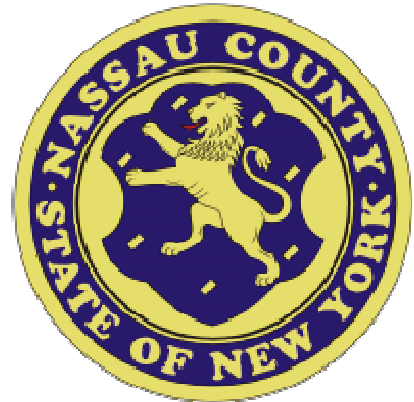
Portable Forms Market Use Case Local Government Operations

Customer Profile

- State Governments
- County Governments
- Municipalities
- School Boards

The Challenge

- State and local governments employ thousands of field-based workers.
- These mobile employees collect millions of field data records yearly, most of which is manually compiled on paper forms. These records cover all segments of the public good including social services, health, environmental and public safety.
- While some field information is driven from federal legislation, the bulk of this field information varies greatly between jurisdictions requiring completely different systems for each government entity.
- Government agencies are highly budget constrained.



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Portable Forms Case Study Health Care Maintenance

Customer Profile – New Passages

NewPASSAGES is an award winning 501(c)(3), private, non-profit human service corporation committed to improving the lives of people who have psychiatric and developmental disabilities. They serve over 3000 consumers in 14 Michigan Counties and have an annual budget of nearly \$20 million.



Project

- In June 2005 a pilot project was initiated to evaluate the use of Portable Forms use by NewPassages caseworkers.
- Project is the logging of client patient information when they are placed in hospitals.
- A number of multi page intake forms were created and placed into testing at a number of Michigan hospitals.
- Recently NewPassages has indicated success from this pilot and an order in excess of 20 additional users will be deployed. These will be placed into a number of hospitals offering additional potential sales opportunities.

Rovenet Systems and Services Provided to Client

- Portable Forms licenses
- PfDataManager communications application for syncing
- Training for NewPassages personnel to create their own forms
- Patient information is collected, managed and communicated on Palm OS handheld computers. Communications is via batch Hotsyncing

Portable Forms – Service Contractors Pesticide Application – New York State

Customer Profile

- Landscaping Contractors
- Garden Centers
- Certified Pesticide Applicators
- Exterminators



The Challenge

- The New York State Pesticide Reporting Law (PRL) has very stringent data collection and recordkeeping requirements.
- The costs for collecting and managing of this information are considerable.
- Manual pesticide data collection operations are often slow and cumbersome.
- Because of the considerable costs associated with re keying of application information into computer systems, New York State has implemented an Electronic Reporting Option.
- It is expected that the Electronic Reporting Option will become mandatory in the near future. Likely the frequency of this reporting will also be increase from yearly to quarterly or monthly.

Solution

- Mobile Pesticide Reporting Data Collection System operates on inexpensive handheld computers.
- As the pesticide application sprays they immediately computerize this information and securely store it in databases and spreadsheets.
- The system compiles this information into reports for both Applicator Company as well as state regulators.
- These reports are then electronically submitted to NY State Department of Environmental Conservation per the requirements of the PRL.

Benefits

- System meets all reporting requirements for New York State Pesticide Reporting Law.
- Systems operate efficiently often allowing field people to be more efficient, reducing costs.
- Data collected is more accurate with lower transcription errors and confusion.
- Records are managed and available for auditing.
- Systems are highly flexible and able to deliver different customer requirements quickly and affordably.

Portable Forms Market Use Case Mobile Sales People

Customer Profile

- Manufacturing companies
- Distribution companies
- Sales representative firms

The Challenge

- Sales people are a highly mobile distributed work force with strong needs for computer interaction with home offices.
- Significant inefficiencies exist in the manual paperwork process associated with the communication of orders details including:
 - Time lags between order booking and delivery to home office.
 - Accuracy and transcription errors occur from handwritten orders
 - Miss ordering of items that are out of stock
- There are considerable costs associated with re keying of sales information into order entry systems
- Manual order taking operations are often slow and cumbersome



Deliverable

- Mobile order entry system based upon Portable Forms platform
- Automated order taking and data delivery system that allows sales person to immediately computerize orders and deliver this information wireless to the home office
- System includes real time integration with back end systems for customer history, order status and inventory level lookups
- Software has the ability to utilize additional hardware technologies including laser bar code scanners and portable printers

Upside to Client

- Data collected is more accurate with lower transcription errors and confusion
- Orders are immediately communicated to back end systems allowing for quicker delivery and invoicing
- Systems operate efficiently often allowing sales people to book more sales
- Software has the ability to connect with wireless messaging systems allowing for tighter control of field force
- All systems delivered are highly flexible and able to deliver different customer requirements quickly and affordably