

Tablet PCs – a new opportunity

Take advantage

Tablet PCs open up new opportunities to sell hardware, wireless networking, system software and applications. With the weight of major companies such as Microsoft, HP, Fujitsu, Acer and Toshiba behind it, the Tablet PC will have a significant impact on the IT environment. Cypad can assist you in taking advantage of this by providing specialist and 'ink' based software to enable companies to fully realise the potential.



"For an extra 10 percent, I can have a machine that is useful the whole day"



Versatility

The Tablet PC comes in a number of form factors. Typically, the same machine can be converted between a PC or a notebook operating with a keyboard, and as a tablet, using a stylus for selection and data input. The tablet format is excellent for meetings, where a notebook represents a physical barrier between participants. It differs fundamentally from a PDA, having far greater screen capacity and being able to run the full range of Windows applications using Microsoft Windows XP Tablet PC Edition.



Ruggedised notebooks have been used in vertical market applications for some years, but these have tended to be heavy and expensive. When a company's existing laptops need replacing, Tablet PCs are ideal candidates, being available for little more money and offering far more flexibility – but you need to be able to provide a complete solution, including wireless infrastructure and customised software.

Having the device always with you and usable on the move also means that appropriate location based information can be provided – be this map related, maintenance manuals or stock levels.

The opportunities for Tablet PCs are many, using Cypad's software development service we can help you to realise them.

WHO CAN BENEFIT FROM A TABLET PC?

- **Emergency services** – geographical and premises information
- **Case workers** – social services, medical and community policing
- **Sales force** – current product information and stock levels always available
- **Market surveys** – dynamic surveys. No need to re-key results
- **Construction** – plans for design and asset management
- **Maintenance engineers** – have interactive maintenance manuals available on site
- **Estate agents** – carry out surveys and create particulars on site
- **Education** – always with you presentation capability and information source
- **Designers** – create designs in situ, progress ideas interactively with customers
- **Geological surveying** – record and review survey results
- **In the office** – your corporate information with you at all times. No need to return to your desk



Cypad concentrate on developing customised software solutions. We don't supply or maintain hardware, network infrastructure or systems software – you do that.

Cypad Ltd.

4 Limerick Road, Bristol, BS6 7DZ
Tel. 0117 942 7882
info@cypad.com www.cypad.com

A software development service for resellers



Extend the range of services you can offer and reach new customers

How resellers benefit from the Cypad service

Offer more services

Cypad develop software using Microsoft Office and .NET technologies and are offering this service to resellers who do not have the necessary in-house capability. If you would like to provide a more complete service to your customers but do not have the requisite skills to offer MS Office customisation, Visio, MapPoint or Tablet PC solutions, then contact Cypad today to discuss how we can complement your existing services.

Take advantage of the Cypad service

In today's competitive environment offering a more comprehensive solution will lead to a greater success rate when tendering for business. While demonstrating a rapid return on investment is important to companies, so is the ability to demonstrate how to maximise the benefit of both the technology they are about to purchase and that already in place. Building solutions around existing systems is easier to communicate and can speed up the decision making process.



Using IT systems more intensively creates further opportunities to sell equipment and systems as well as upgrades and other services that you offer. Increased involvement with your customers will also help cement and enhance your relationship with them.

How the service operates

While you are working to gain new business we will collaborate with you to maximise the probability of success. We can attend presentations as part of your team or discuss requirements directly with the customer. We can also provide demonstration materials for your sales team.

When the order is placed a quality-orientated development process is followed from specification through to coding and final implementation. On-going support will be provided across the web where possible, although site visits will be made as required during and after the development process.

Full documentation is provided at a level appropriate to the scale of the project. At all stages we will keep you informed of progress and operate as an additional arm of your team.



BENEFITS

Benefits for the reseller

- Offer a wider range of services to existing customers enabling you to focus on your business's core capabilities
- Target new market segments with a more comprehensive offering
- Increase the chance of a successful outcome when tendering
- Gain additional income from mark-up on Cypad services
- Obtain further income from hardware and software upgrades necessitated by development work

Benefits for your customers

- Evaluation of business processes to ensure the best solution and so offer a faster return on investment
- Using standard Microsoft Office software whenever possible reduces the learning curve and minimises disruption
- Integration with existing systems: harnessing existing knowledge and information within the company
- Improve productivity by using existing software more effectively
- An appropriate level of training and documentation is provided for all work carried out
- Customised solutions that meet the organisation's particular requirements
- Cost-effective development with fixed price or daily rate
- Warranty period plus ongoing support



Cypad service elements



Outlook and Microsoft Exchange customisation

Outlook is widely used and familiar to most business users. All too often it is used only as an email client and the broad range of its capabilities are ignored. Outlook used in conjunction with a custom designed database can be a powerful combination that can be the core of an information system. The key to success is ensuring that the two components are properly synchronised. Integration with other applications and basic document management can provide further productivity gains, often with only limited additional development effort.



Visio and MapPoint

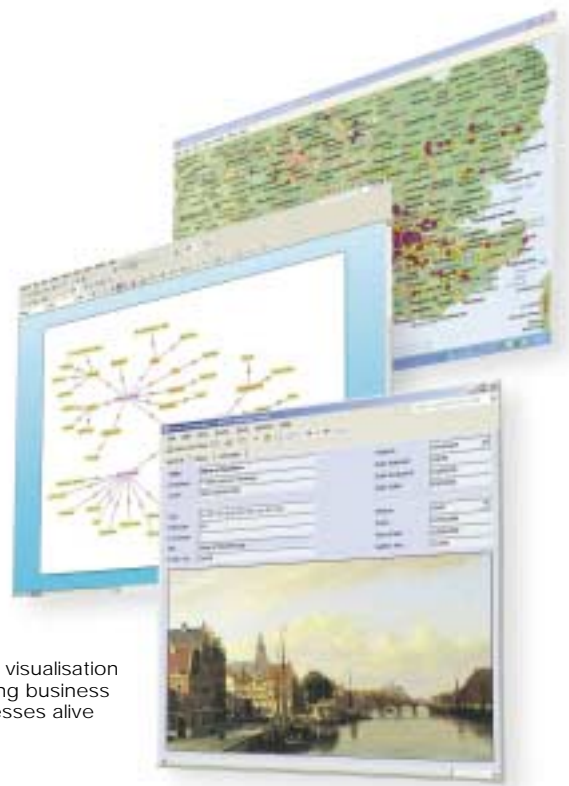
Visio is a powerful tool for all forms of visualisation and is now part of the MS Office suite, sharing a consistent user interface. Visio tends to be seen as being a specialist tool while in fact it has far wider applicability. It can be used for data visualisation as the front end to a database, for visualising networks and web sites, for brainstorming and project planning. As well as being used for conceptual tasks it is also flexible enough to be used for space-related tasks such as facilities management. Because it is simple to use, it is appropriate for simpler CAD tasks where up until now trained operators have been required.

The capabilities of MapPoint are similar to those of Visio and the opportunities for customisation analogous. For example, MapPoint can be simply modified to act as a geographical front end to location based information held in Outlook or a database.



SQL Server and Access databases

Whether an existing database needs improving and extending or a new database needs to be created we can work with the user to understand their business processes and so ensure it is designed to effectively meet their particular requirements. Great attention is paid to ensuring the user interface offers simple access and easily comprehensible dialogs and reporting mechanisms. This can be achieved either by providing a traditional Windows or web based front end.



Using visualisation to bring business processes alive

CONSTITUENT SERVICES

- MS Office suite customisation and integration with existing systems
- Outlook/MS Exchange customisation and development
- Visio and MapPoint Development – data, knowledge and space visualisation
- Tablet PC & PDA software design and development
- Intranets and web based database front ends using .NET
- Database creation, enhancement and maintenance using SQL Server and Access

Keeping it simple

While those of us in the IT industry may be comfortable with the latest acronyms and buzz words, to many customers these are all too often incomprehensible. Cypad use terminology and concepts that the user is comfortable with during the development process. Our aim is to provide the simplest solution that meets the requirement.

Complexity used to bamboozle a customer is no longer acceptable. Providing an on-line User's Manual with the finished application not only helps the existing staff but ensures that as new staff enter the organisation they can be quickly familiarised with it.