

QuikTikit Value Proposition

1. Time to Market

- Shorter time to start capturing benefits - buy & implement versus sell internally, design, develop, test, cutover, support, operate & maintain

2. Cost avoidance

- Figuring it all out – costs money, high risk in IT projects (costs & timeline)
- Need staff to design, develop, support, administer, maintain and keep the process current
- Need development infrastructure requirements – handheld devices, QA server
- Need production infrastructure - production server
- Limited economies of scale for a single company

3. Need to build application functionality to support

- Timely collection of signed legible proof of delivery images in the field
- Transmission (secure), storage, retrieval and management of service ticket images – conversion to pdf, or possibly TIFF
- Streamlined handoffs of proof of delivery documentation to the A/R staff
- Streamlined and efficient process to attach proof of delivery images (complete solution for all ticket/invoicing) to:
 - (1) Electronic xml invoice & attachment
 - (2) Email invoice & attachment
 - (3) Fax invoice & attachment
 - (4) Printed paper invoice, service tickets & image
- Provide an electronic “on-ramp” to the Cortex Supplier Network’s buyers or hubs
- Tracking & managing the end to end flow of the service tickets, invoices & payment documents (electronic, email, fax & paper) – timely accurate & complete
- Audit trail – bullet proof audit trail – user name, time & date, versioning

4. Support & Maintenance – superior (difference between a real paying customer and an internal customer)

- Application, technology & process maintenance and support
- Timely response, upgrades – OS, application, network, communication, etc.
- Performance monitoring - 7 X 24 X 365
- Training material & trainer availability

5. Economies of scale

- Leverage ideas from other companies
- Errors or bugs are identified by other companies
- Learning’s at one company can be transferred to other companies
- Hardware, software for operation, maintenance, support shared across larger audience
- Monitoring window larger – 7 X 24 X 365
- Packaging - professional versus company specific