

Building Better Mobile Apps ...with **UNIFACE**

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Uniface BV
President

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Bio



UNIFACE

President



Married,
2 daughters



Dutch



TU Delft



Focus



Building better mobile apps:
... on time and on budget
... efficient to maintain and deploy
... connecting to your enterprise



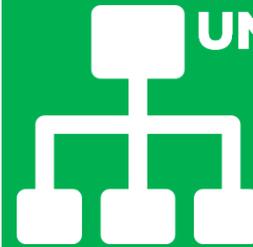
Agenda



Business



Mobile &
Cloud



UNIFACE

Strategy



Business



Business



History



1984: Inside Automation

1988: Uniface BV

1994: Acquired by Compuware

2009: Independent Uniface Business Unit

2014: Uniface BV again...



Business



Company



Number of employees: ~140

Office locations: 6 (Amsterdam, Detroit, London, Paris, Tokyo, Sao Paulo)

Number of customers: ~1,600

Number of partners & resellers: ~250



Business



Global





Business



Growth



Strong revenue growth and profitability

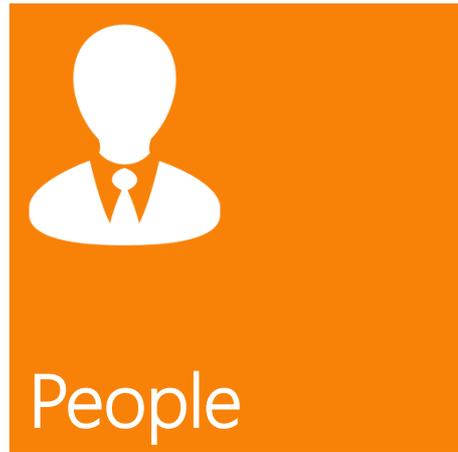
Increase in new business >15%

Customer Loyalty >97%

Looking for targeted acquisitions

Partners United program: Brand new resellers







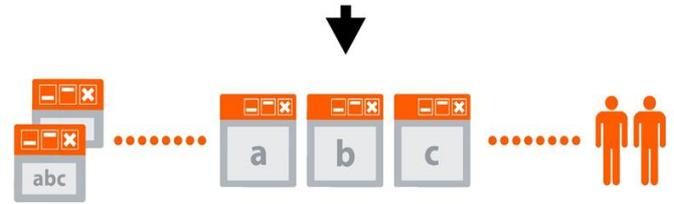
Mobile &
Cloud



90's
Bespoke Software

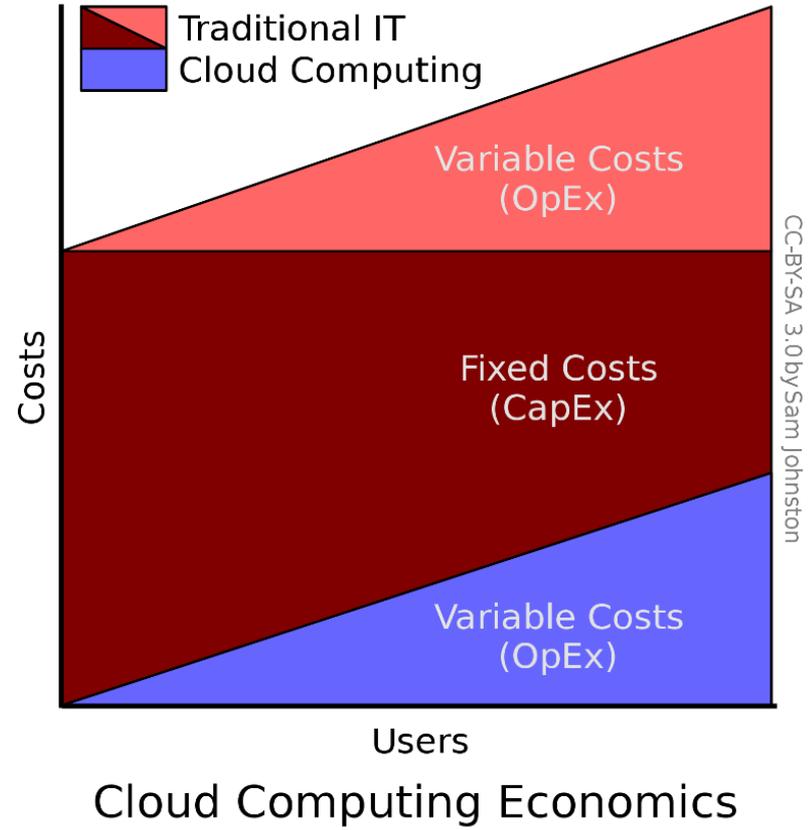


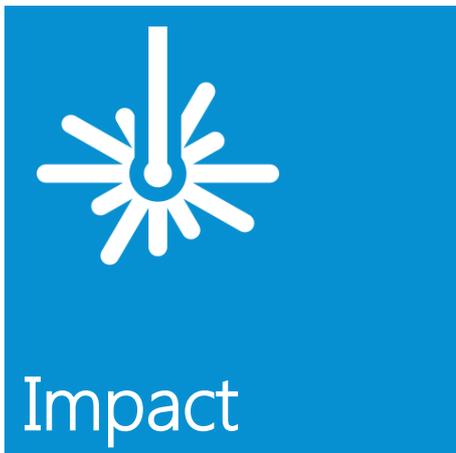
00's
Software Packages



today
Cloud Computing









Mobile



Cloud

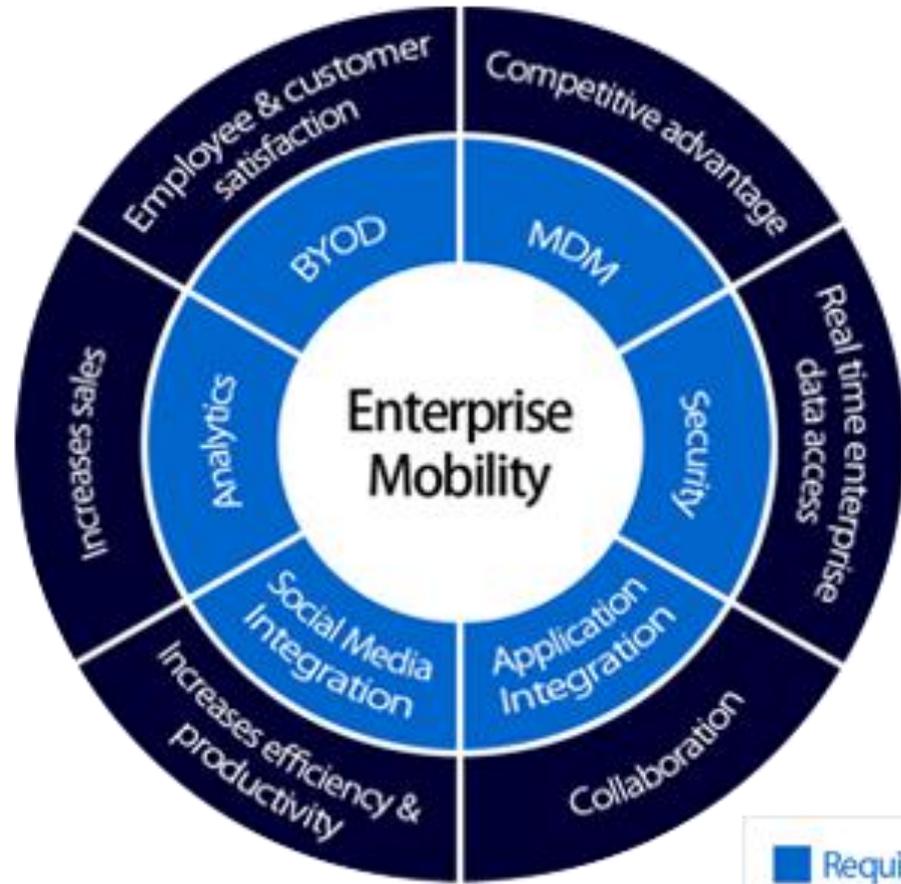




Enterprise



Mobile



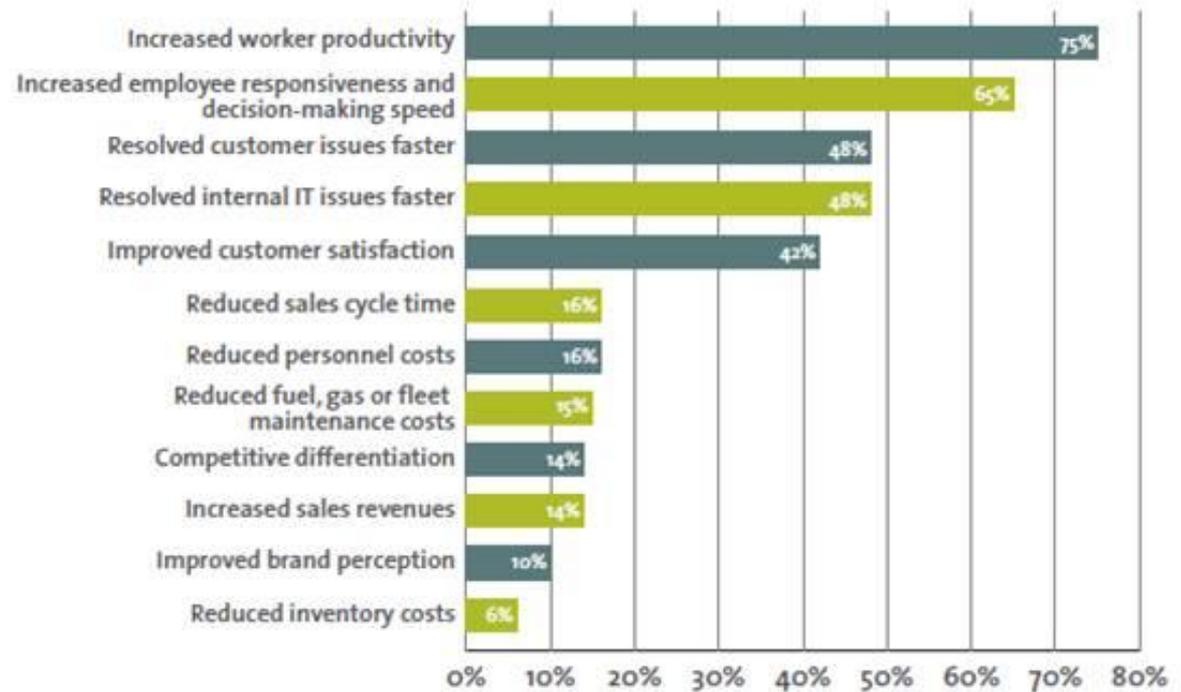


Enterprise



Mobile

What Benefit Has Your Firm Experienced as a Result of Deploying Mobile Applications?



Base: 2,247 network and telecom decision-makers

Source: Forrester, *Enterprise and SMB Networks and Telecommunications Survey, North America and Europe, Q1 2010*



Enterprise



Mobile

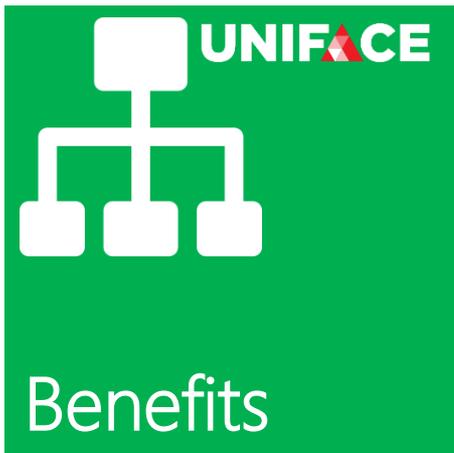


Benefits:

Increased Employee Productivity and
Responsiveness

Increased Customer Satisfaction

Competitive Differentiation

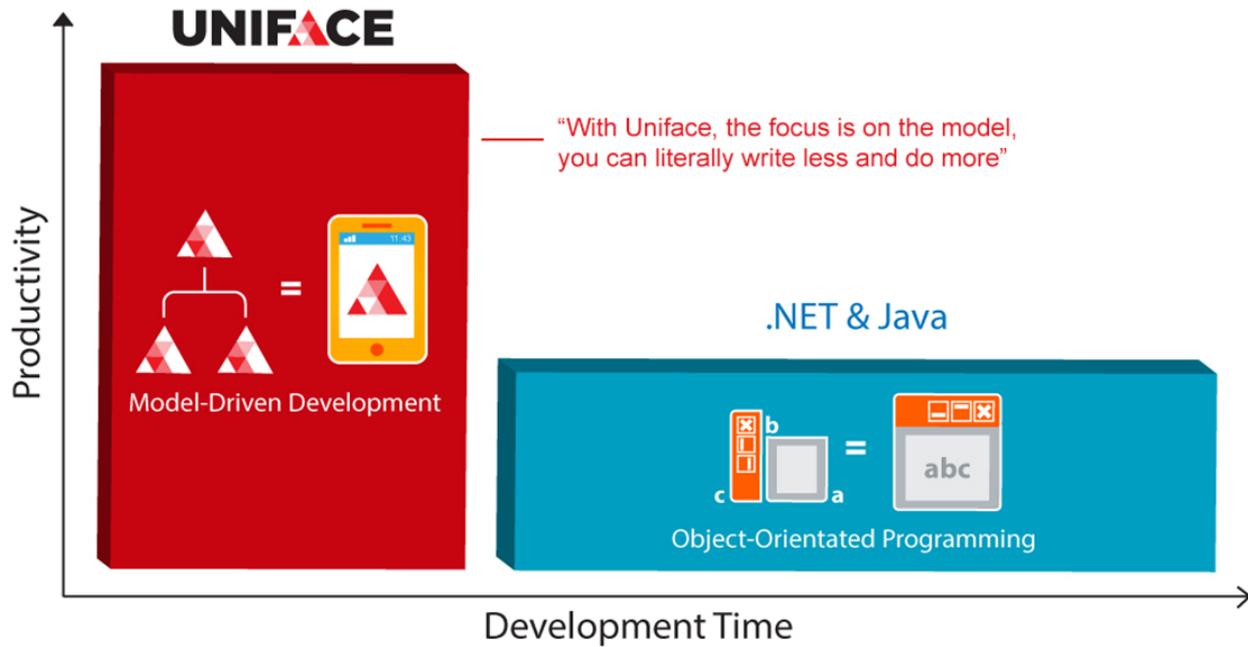
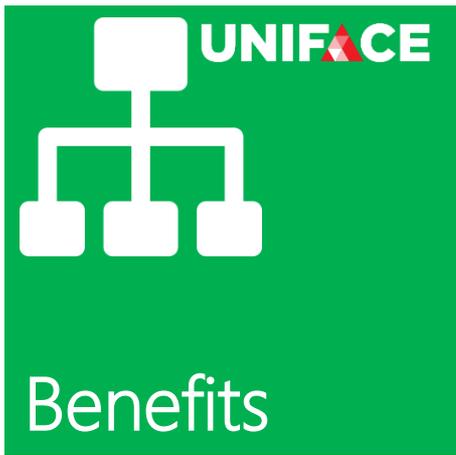


Benefits:

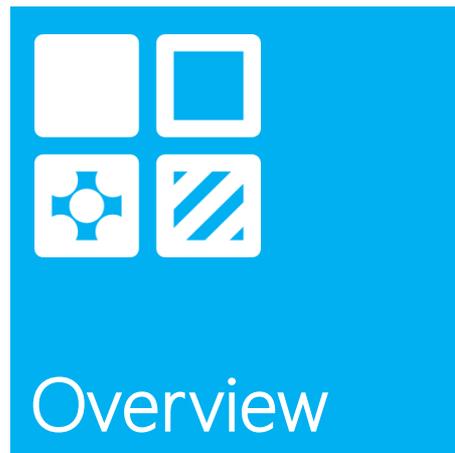
Delivery on time, on budget

Productive Development, Efficient Maintenance

Connects the Enterprise







Strategic Directions:

Mobile and Cloud deployment

Online Training Programs

Customer Compliance

PartnersUnited & New distribution channels



Mobile and Cloud deployment:
Focus on Mobile & Cloud (Uniface 9.7)
Application Modernization (Uniface 9.7)
Developer Usability improvements (Uniface 10)



Online Training Program:

New web based training materials

Uniface University Program

Uniface Workshops & Boot camps



Customer Compliance:
Focus on older versions of Uniface
New license manager
Migration Program



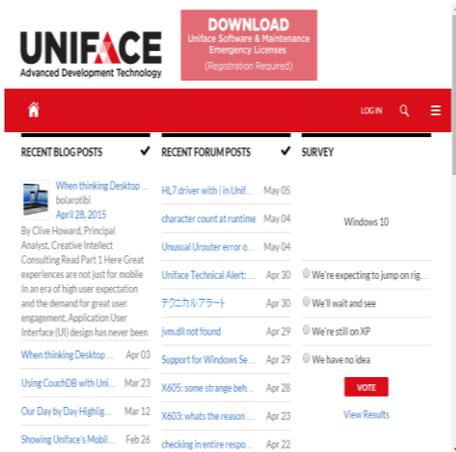
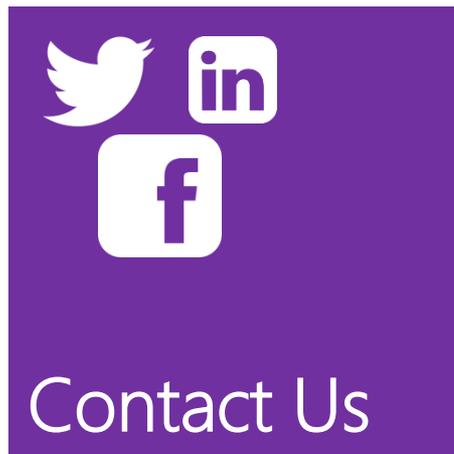
PartnersUnited & new distribution channels:

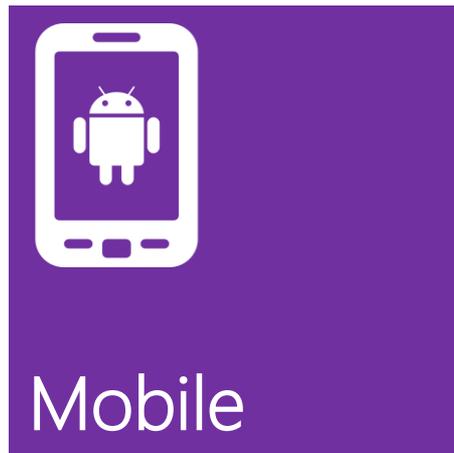
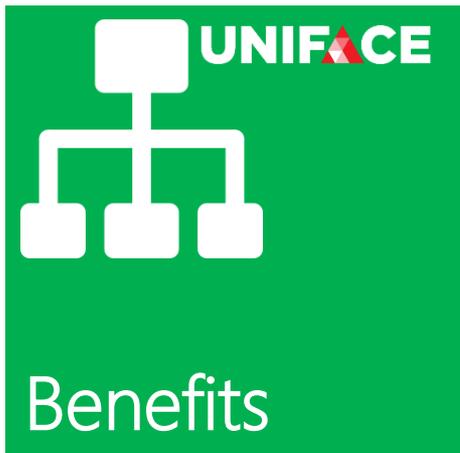
Next step for PartnersUnited

Acquisition of new Distributors & VARs

New Distributor startup programs

Close business relationship with Key VAR's





Mobile Benefits:

Increased Employee
Productivity

Increased Customer
Satisfaction

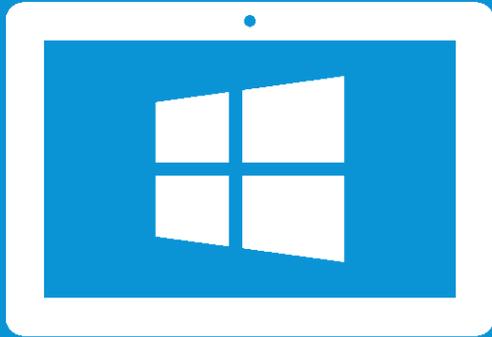
Competitive Differentiation

Uniface Benefits:

Delivery on time, on budget

Productive Development,
Efficient Maintenance

Connects the Enterprise



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...with **UNIFACE**

Q & A