

## WHY YOU SHOULD UPGRADE YOUR LEGACY APP TO OUR CLOUD-BASED APP

Upgrading legacy software may seem like a near impossible mission that will be fraught with difficulties. So therefore, why fix something that's not broken right? WRONG! Without upgrading to a modern alternative, you risk your business suffering. Want to know why? Read on to find out.



- **When your legacy application slows down it also slows down your entire business process.** As your company, business and use of technology increase, you need to be able to match this growth. If you don't, you risk being unable to maximize opportunities and becoming increasingly outdated. You need to avoid regular glitches and system crashes that increase in frequency as legacy apps age. This will in turn slow down your entire business journey.

- Business processes constantly evolve and to keep up to date with the latest software, technological advancement and general use of new applications, it's important that you regularly update and upgrade your existing apps. You do not want to find yourself behind your competitors when it comes to the latest technology. The fact that your legacy app was built years ago is even more reason to upgrade – stay ahead of the rest.

- **Avoid a below-par user experience.** If your legacy app is difficult to use, this will affect productivity as your staff will have a hard time when using it.

- **Not mobile.** The world today is at our fingertips and if your business isn't, you will be losing out. Many legacy apps are dependent on computers and not mobile. This is a huge downfall and one of the reasons why our cloud-based applications are so popular and outperform the old legacy apps.

- **Incompatible with new systems.** All old systems require an inordinate amount of custom-code to run any new tools and in the main fail with any compatibility. Adding new apps to your existing production system will make it more efficient and help keep track of all of your business processes.

- **Dependent on hardware.** Unless you upgrade your legacy app and take it to the cloud, it will take up an enormous amount of storage space as it depends on in-house hardware which also costs a lot in service fees. Cloud storage services can reduce costs by more than 50%.

- **Unscalable.** As your business grows, you will need to expand your production capability, but your legacy app could stand in your way as it is so limited.

- **Your vendor may discontinue it.** If your business runs on third party software, have you considered the fact that the vendor could discontinue your legacy app at any time? Make sure it's your choice to upgrade, not someone else's.

- Staff training costs are expensive and take a lot of time when you are having to explain outdated systems. Cut the cost and use your time wisely by upgrading to the cloud.

- **Security.** Old software is often the source of security issues as they are can be overlooked. If you are still using legacy apps, you need to be aware of this and be vigilant.



## HOW TO UPDATE YOUR OFF THE SHELF APP TO HAVE THE FEATURES YOU NEED



Here at Pioneering Programmers, we understand the importance of giving each and every customer of ours exactly what they need. While in some cases, a fresh start is required complete with custom apps and new websites, sometimes our clients just need a helping hand to improve systems they already have.

We have the ability to combine off-the-shelf and custom apps so that you really can get the best performing software that you deserve. We specialize in building an app that has custom features but talks to your off-the-shelf app; it is hybrid – if your desired feature can be found in your off-the-shelf app, we will use that. If not, we will build it. This enables you to enjoy a custom app quickly and cheaper than wholly custom software.

Building hybrid mobile apps ensures a speedy development process, but with a tailored user experience at the end of it. Once developed, it is possible to publish your hybrid mobile app in the Apple, Google, and Windows App Stores.

Choosing between off-the-shelf and custom apps can be a confusing and frustrating challenge so make that decision easier with a hybrid app. If your mobile app is going to run across multiple platforms you'll save a lot of time by with a hybrid app. This way, you will build once and have the ability to publish across multiple platforms. The alternative is a custom app which requires programming for each platform or an off-the-shelf product which may (will) not have the functionality you require.

A hybrid app can also help when it comes to features such as the camera or GPS. Off-the-shelf versions cannot access device features easily and you may not have the time nor is money for a fully customized app, therefore, the hybrid option perfect.

If you are just starting out in upgrading your existing

systems and processes, contact us to discuss the option of working with your existing concepts to produce hybrid versions. This will save time, money and stress. They are easy to use, fully functioning and in part, are customizable.

**Call us for more information on: 972-441-7105**



## Pioneering Newsbytes

### Save the rainforests with your old cell phone



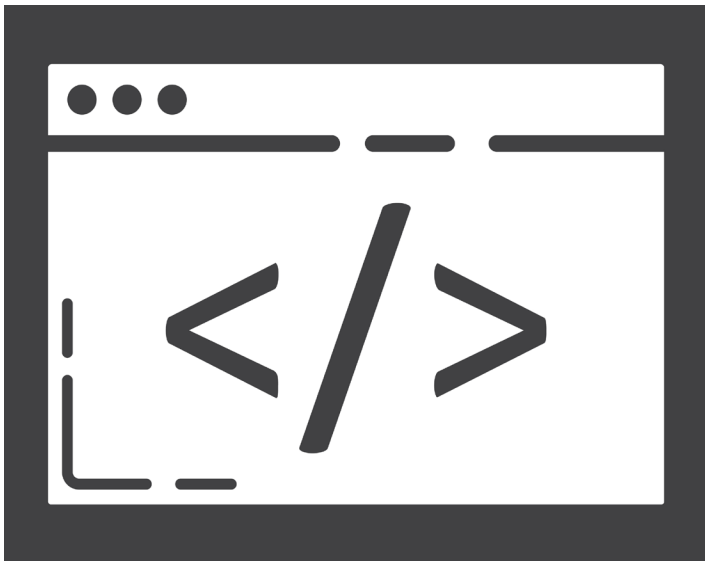
After a trip to the rainforests in Borneo, physicist and engineer Topher White noticed how quiet the jungle was. This struck him as odd. It was while on a walk that his life changed forever when he came across an illegal logger sawing down a tree – very close to a ranger station. This got him thinking that maybe the best way to help save the forests was to hear and listen for illegal loggers and poachers.

As a result, he came up with Rainforest Connection, which uses old cell phones as a listening device for illegal goings on. If you have an old cell phone, you can send it to Rainforest Connection.

## COMPARING CUSTOM APPS WITH OFF-THE-SHELF ALTERNATIVES: WHICH SHOULD YOU CHOOSE?

A well thought out and researched mobile strategy is vital for any business if you want to grow and retain your customer base, build your business and improve cost efficiency.

Mobile app development is one of the most important changes you can make to your business if you do not yet have a mobile presence. Going mobile is no longer a choice if you want to remain in business! I'm sure this has not come as a surprise to you, but the question asked by many people is whether they should opt for a custom built app or an off-the-self one.



In order to choose, you need to be aware of what each will offer you. Both will of course get you mobile. You will be able to choose the general type of app you want with both options and on the surface, both have their pros and cons.

Off-the-shelf apps will be up and running quickly, there will be lower upfront development costs than custom apps and maintenance is often included in the price. You might be lucky and find a product that suits the needs of your business perfectly, but this is incredibly rare. If you are a business without the means or resources to create custom apps, an off-the-shelf option is your best choice – certainly to start with. As your business grows, you may find that you're in the position to opt for a custom built one.

In the main, off-the-shelf products are very inflexible and while work with some areas of your business will not with others. If you want to do any form of personalization to your app or want to tweak it to meet your exact requirements, you will not be able to with an off-the-shelf product. A custom app on the other hand can be built to your exact specification rather than providing a solution to a large group with different needs.

White labeling a mobile app enables a business to sell it

directly to their clients with the clients maintaining control. This is only really possible however with a custom app as off-the-shelf products belong to the developer and can be changed at any time.

So, we've looked in brief at the pros of an off-the-shelf app. Now it's time to look at custom apps and what they offer. We'll start with flexibility. A custom app can be tailored to your exact needs and are flexible enough to capture everything you are looking for in one app. As we said before, unless you're extremely lucky, (which is highly doubtful) an off-the-shelf app will only cover some of your requirements. This means that there may be important features that they cannot support.

Custom app development allows you to retain ownership of the product which means that you can quickly adapt to the changing market, which ultimately can be the difference between success and failure. The user interface and user experience on custom apps is generally much better as it can be tailored and tested as many times as is needed to ensure it's right. Because of this, the user experience is generally far more positive.

One of the most common issues when developing an app is ensuring it is built to last. Here at Pioneering Programmers, we are expert in ensuring every app we built is scalable and will last the test of time. It's no secret that the most successful apps are those that can change with the times. By investing in a custom app, you are choosing to invest in your future. It will ultimately save you time and money as far too often, off-the-shelf products fail to deliver or adapt to any new demands in the market. So while you may think that you are saving money, this is only really of any short term benefit. Imagine how much money and hassle is involved when you have to buy a new product every time yours becomes outdated.

Compatibility is another concern – and rightly so. What is the point of spending all that money if your app isn't compatible with a smartphone or tablet? People are increasingly turning to mobile devices to carry out tasks so therefore, it is even more important that your app is fully compatible. By going with the custom option, you can choose what platforms/operating systems you want the app to run on and how they are to run. We will of course be able to advise on this if you are new to the app game.

As your company grows, you will want the option to communicate with your customers in a variety of ways. A custom solution by Pioneering Programmers will fully meet the needs of your business as well as supporting future demands. Off-the-shelf apps can be convenient, cheaper and much more appealing at first glance, but there is no mass-produced app that can even begin to compete with a custom made option.



# WHY YOU SHOULD HAVE A CLIENT PORTAL TO YOUR APP

So here we are, you have the perfect custom app, your business is benefiting, and you feel part of the 21st century. However, did you know your life could be made even easier with a client portal?



What is that? I hear you cry. Basically, a customer portal is a way to communicate with your customers and provide information that is easily accessible. It is an e-gateway to digital files, business services, and information; a way to share with your clients. It provides a secure entry point that enables customers to log into a secure area where private information can be uploaded, downloaded and viewed. They are far superior to communication emails as the file size limitations are vastly increased and there is the option for clients to upload all of their information themselves – ensuring you have more time to focus on your business rather than the mundane task of data entry. When used alongside apps for document management and workflow automation, they greatly enhance efficiency at work.

There are numerous portals available such as banking ones for account information, patient ones for doctor appointments and accessing medical records or a student and faculty portal in schools for assignments and course information. In essence, this client portal is a secure way to share information between your company and your customers, thus being an additional and invaluable service.

An effective portal can save you time and money by automating all your business processes such as billing, payments, scheduling and informing. The interaction between yourself and your clients will improve as communication will become more responsive, easier to access and far more convenient.

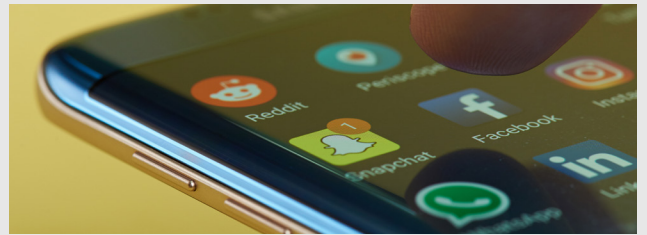
It is highly advisable to invest in a custom built portal as this will be an exact fit for your business needs of automating your entire process. The portal should be scalable and offer long term solutions. This client portal could be a game changer in your industry - especially if there is a niche for problem solving and improvements within customer service. It must allow your customer service infrastructure to grow as well because as your processes improve and become more streamlined, so will more customers flock to your brand.

Imagine how simple life would be if you had a client portal where you can log in, manage your own information and run your own reports. You would become far more productive and your customers would be happier as they would be receiving much better care.

If you would like to find out more and take the first step to streamlining your entire business, call us today on: **972-924-5456**.

## Pioneering Newsbytes

### Has the smartphone market reached saturation?



Many people in the industry believe that smart phones have reached their peak and sales are declining because people are no longer regularly purchasing new phones. You may or may not believe this, but the number of devices sold declined for the first time Q4 2017, by 5.6%. What could the reasons for the slump be? Firstly, the re-introduction of feature phones into the market has seen some people opt for these rather than cheap smartphones. Another reason, on the other end of the spectrum, is the investment in super expensive devices that people are keeping for a much longer time than before. Whatever the reasons, the facts state that people are not rushing out and buying as many new phones as they once were. Will this mean that new models will be released less frequently, or will the decline see a wealth of designers coming up with shiny new options? Only time will tell...



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