Smart Mobility & IoT Services
Digitally wiring up the enterprise for performance..
Introduction

Mobile technology is integral to enterprise businesses today. IoT is fast catching up and is likely to get commoditized soon. These technologies being associated with devices pervading the life of every human being on earth, the pace of change is beyond one’s imagination!

Therefore, we believe that the role played by an adept technology service provider is critical to organizations with IoT/mobile strategies. Experion having been one of the pioneering organizations in the domain, has breathed and lived technology evolution cycles during the last decade. This provides us with the intrinsic knowledge of key success factors needed for enterprise applications.

Starting from packing value-enhancing functionalities to building great user experience, we have built platform-agnostic & native applications for retail, transportation and healthcare sectors. Our footprint of application development services cover worldwide markets. Yet another criteria that sets us apart; customizing global experience to local market requirements.
Enabling Mobility
Enterprise & Consumer Apps / Technology

Technologies
- Cloud
- Native
- Hybrid
- Full Stack JS

VERTICALS
- Transportation
- Healthcare
- Retail

Digital Enablers
- Enterprise Apps

Consumer Applications
- Mobile
- IoT
- AI

Mobile Apps
- iOS
- Android
- Windows Phone
- BlackBerry
- TIZEN
- Java

HTML5 / Hybrid
- Sencha
- appcelerator
- ionic
- PhoneGap
- Xamarin
- jQuery mobile

Web
- .NET
- HTML5
- Python
- PHP
- Java
- Ruby on Rails

Frameworks
- React
- node.js
- AngularJS
- django
- Bootstrap

Databases
- Neo4j
- MySQL
- SQL Server
- PostgreSQL
- Teradata
- MongoDB

Analytics
- QlikView
- Teradata
- Gepphi
- Pentaho
- Tableau
- Hadoop
- Alteryx
- SAS
- Spick

Cloud / Integration
- Amazon Web Services
- Google Cloud Platform
- Microsoft Azure

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Retail Success Stories

Experion’s foray into enterprise retail space was driven by significant opportunities for value addition with digital technologies. Be it enhancing sales & distribution efficiencies using the power of smartphones or mobile ecommerce & loyalty or optimizing in-store logistics with IoT & mobile technologies, Experion has had the opportunity to work across an entire spectrum of retail functionalities. Case studies below point to the value delivered through technology services, leading to significant upside for enterprise customers.

Re-platforming Legacy System for Retail Major

With a legacy system well-entrenched across 1600+ stores in the Oceania region and over 25 years of deep insight into retail, it was a big decision for our customer to re-platform a full-fledged retail solution on Cloud, Mobile, IoT and Web for an upgrade imperative for client retention. With a large team of architects, UI experts, business analysts and software engineers, Experion took on the task only to expand the customer’s global footprint.

Pushing up Performance Levels for Pharma Leader

A leading pharma company in the OTC drug market failed in their earlier attempts to automate the sales & marketing function. Ever since they came onboard with FieldMax®, there was no looking back. There was ready acceptance in the first week of use amongst the 400 strong end users. The success stemmed from the fact that 92% of the users could meet or exceed targets, enabling the organization to push sales targets higher and become leaders in 70% of the product mix in just two years.
Driving up Rol for Food Products Distributor

A food distribution company into dairy and juice products operating in the state of Qatar had their van sales division confronted with discrepancies and poorly managed returns. This needed significant improvements in efficiencies. While van was the warehouse and driver the salesman, they needed route optimization and instant warehouse transfers for reduced delivery timelines. FieldMax® was implemented across the country and today it is a case study for lowest per-user costs and a significant Rol for the customer with a break even in less than 6 months!

Driving up Sales with In-store Application

A designer eyewear company with 900+ retail stores globally and catering to celebrity customers had to deal with custom design and ordering through branded outlets. Experion was called in to design an easy-to-use in-store application on tablets, integrating with the client ERP. Our implementation drove up sales by over 20%, with significant improvement to bottomlines.

Accelerating Growth for Australian Fast Food Chain

A ready-to-eat food retail chain in Australia had store-wise inventory optimization, online web & mobile orders and near-store pick up of hot food, as key drivers to growth. Experion retail analysts realized that it was all about smart inventory optimization algorithms and highly usable web and mobile apps that would take their strategy to fruition. As a result, we have been their technology partner facilitating growth for the past five years.

FieldMax® to Ramp-up Distribution for FMCG Giant

One of South India’s leading retail distributors representing a Fortune 100 FMCG production house, with 1500+ field staff took up FieldMax® for order management and distribution, as it integrates both functions. The business case for FieldMax® was driven by the high bandwidth offered for sales and smart inventory control capabilities and the absolute fit for diverse operation & management functions.
DSS for Indian Ayurveda Major

An exciting project for us was building a decision support system for a traditional herbal healthcare solutions & pharmaceuticals company in India. Driven by demand for their proven and popular herbal treatment regime, the client went on to set up a chain of clinics, recruit physicians, along with quick training and onboarding.

Technology was the key enabler here. Assisted by a team of experienced physicians, our team developed algorithms for causal analysis helping with accurate diagnosis and implemented decision trees to prescribe the most appropriate drugs. Implemented on tablets for doctors. The solution is truly innovative and one of its kind in the traditional Indian practice called ‘Ayurveda’

Multi-platform Billing Solution

A pioneer in medical research with a chain of 60 premier hospitals in Australia were in need of a unique multi-platform mobile solution that helps doctors view and update patient billing information. This would lead to timely billing, plugging revenue leaks due to missed billing. The intuitive geo-fenced application makes it easy to log in treatment details, thereby increasing efficiencies & saving money for the hospital. Integrated with the HIS, it saves $35 per missed consultation, saving millions of dollars per annum for the group.
Preventing Cardiac Disease Recurrence

For an angel-funded healthcare start-up, it made business sense to exploit the power of mobile devices to extend the life of patients who survived a cardiac arrest. Insurance providers can save on claims and patients can avoid repeating hospital episodes. Experion partnered in architecting a highly usable solution to be used by patients and health coaches.

The solution is HIPAA compliant. Currently under trial at the Stanford Centre for Clinical Research, the product is on its way for the big leap with PE funding.
Managing Patient Records Digitally

Universal health records are a global problem. The goal is participative healthcare at significantly lower costs. Patients can securely manage personal health records (PHR) as well. PHRs are an effective way to help patients manage chronic or lifestyle diseases, keep track of hospital visits and health conditions and share information with physicians for informed decision-making. Experion works with a leading healthcare IT solutions provider in Australia to build a mobile platform that allows users to manage personal health plans proactively.

The solution provides ready access to PHR during emergencies and can be used to share information securely. A high security two-factor authentication feature allows users to manage dependent data using HL7 standards for clinical data transfer between healthcare systems.

Building Patient Recovery System on Mobile Medium

Experion was entrusted to build a participative healthcare platform on mobile environment connecting patients with clinicians, paramedics and homecare personnel for a US-based healthcare technology company. Patients are assisted with reminders for precise medication and alerts pushed for timely completion of check ups or diagnostics ensuring cure within stipulated post-hospitalization period.

The backend application configures all relevant stakeholders in the cure cycle, integrating with the Hospital Information systems for efficient deployment and management. This was another digital initiative delivering edge-centricity.
Transportation Success Stories

Experion made inroads into transport domain digitization right from its early days of existence. We were fortunate to associate with one of the pioneers in the industry for technology services. The globally renowned, century old research foundation that defined the fundamentals of road engineering and transport safety, today piloting autonomous cars, put our transport specialists through the grind. And we could return the favour for domain insight by delivering digital technologies, joining their consultants at the engineering departments of many federal governments.

That was just a starting point to demonstrate the power of digital in general and mobility in particular to other customers spanning trucking, connected cars, maritime transport, airlines, vehicle pooling and so on.
Enhancing Driver Safety for Downstream Oil Gas Company

For large petroleum companies, reputation is paramount and safety, their main business. One of the global Fortune 10 oil majors wanted to ensure that none of the drivers handling trucks made any compromise on safety. A serious accident could jeopardise their reputation and cost millions of dollars. Experion embarked on a driver safety training and evaluation program, delivered on tablets to more than ten thousand end users, ensuring certification & compliance to the highest standards of safety.

Tablet-based Electronic Flight Bags

Few years ago, with not too many mobile application shops around, our engineers worked with a leading international airline to give them the early-mover advantage. We built mobile booking apps in all available platforms with regular roadmap upgrades; and the user count today is over 350,000. But the more innovative work for them was on digitizing the pilot briefing and documentation system onto tablets, (Electronic Flight Bags) for 2,500 pilots, creating space for an additional revenue load of 100kg per aircraft.
Halving Accident Rates for UN-backed Road Safety Venture

In 2010, there was a realization at the WHO that in the decade to come, it is not going to be AIDS or cardiac diseases that would be the biggest killer, but road accidents; and thus declared 2011-2020 as the ‘UN Decade of Action’ on road safety. Experion was able to contribute by joining our client in the UK in building a suite of GIS-based applications for accident analysis. The mobile solution captures and geotags accidents in line with IRC conventions for analysis. Post analysis measures would help bring down accidents by 50% in a two-year time-frame. The results helped us cement a long term partnership with our client for global implementations, indirectly serving a CSR cause!

On-demand Vehicle Pooling

Experion worked with the second biggest transport company in one of the GCC countries to create an on-demand vehicle pooling system. Phase one launch of the application was a runaway success, with the operator doubling users. Our engineers are at work, building the next generation of mobile apps and e-payment systems upgrade. We are happy to be part of a digital transformation where technology has worked well to ensure full occupancy in vans moving people point to point.
Health & Wellness Success Stories

Global megatrends predict a sea change for the health and wellness business. In less than a decade from now, the sector would see spendings to the tune of 20% of the GDP which is double the current levels. With increased awareness, wellness spend is a good thing, but spending hike on treatments is a cause of concern.

Experion has been working on opportunities in this space, value adding through mobile technologies, be it for establishing the hotline between patients and healthcare providers to avoid re-hospitalisation or using life coaches to avoid cardiac problems amongst the vulnerable groups. We believe in remedies with a digital touch.

Helping Citizens Gain Timely Access to Physicians

Timely access to general physicians is not easy. What if an integrated mobile application can help identify the nearest physician and block available timeslots? That is what a leading quasi-government organization in New South Wales did, leveraging Experion's mobile technology capabilities.

It was a fulfilling experience working for an organization committed to extending genuine care for the citizens, refining the application to be used even by the aged via smartphone, integrating with GIS platforms and multiple physician systems for schedules.
Global Offices

**India**

Experion Technologies (I) Pvt Ltd.
407, 4th Floor, Thejaswini, Technopark Campus
Thiruvananthapuram - 695 581
Tel: +91 471 3047317, 3047312
Email: sales@experionglobal.com

802, 8th Floor, Lulu Cyber Tower 1, Infopark SEZ,
Kakkanad, Kochi – 682042
Tel: +0484-3067301, 3067306, 3067309
Email: sales@experionglobal.com

**Australia**

Experion Technologies Australia Pty Ltd.
Suite 5, 20 Cato Street
Hawthorn East, Victoria 3123
Email: satheesh.baskaran@experionglobal.com

**USA**

Experion Technologies USA Inc.
15305, Dallas Parkway, Suite 300
Addison, Texas 75001
Tel: (210)-792-8995, (214)-396-3150
Email: manoj.balraj@experionglobal.com

**Germany**

Experion GmbH
Poststr.15
D-76669 Bad Schoenborn
Tel: +49 170 3122064
Email: vinod.balakrishna@experionglobal.com

**Switzerland**

Experion Technologies Sàrl
43 Boulevard Georges - Favon
1204 GENEVA
Tel: +41 792009990
Email: myron.ratnavale@experionglobal.com

**UK**

Experion Technologies UK Ltd.
238A Kingston Road, New Malden, Surrey,
KT3 3RN, United Kingdom
Email: sales@experionglobal.com

**Netherlands**

Experion Global p/a
Ambachtsherenlaan 21 3271 TM,
Mijnsheerenland, Netherlands
Email: martin.debel@experionglobal.com

**UAE**

Experion Technologies Middle East & Africa
Suite 1702, Boulevard Plaza Tower-1,
Downtown Dubai, P O Box 416654,
United Arab Emirates
Tel: +971 4405 4112
Email: mea-sales@experionglobal.com
About Experion

Built on the foundations of digital technologies, Experion is into products & services in the Retail, Transportation, Healthcare and Financial Services sectors. A global company with direct presence in 8 countries and partners in other geographies, Experion has customers in all continents.

Apart from own IP initiatives with FieldMax® and xPort® in the FMCG/Retail and Maritime transport domains, Experion takes up Product Engineering as a service, securely handling third party IP. This includes building products from the ground up, spanning ideas to product development, or re-platforming products onto the digital domain with proven expertise in product lifecycle services. Today Experion products touch over 3.5 million users across 26 countries worldwide, many of them being part of mission-critical functions.

Over the last decade, Experion has been awarded multiple times for innovation and growth. It was featured in Red Herring’s 100 fastest growing companies two years in a row.

In 2013, FieldMax® found its way to the NASSCOM/Frost & Sullivan product quadrant for notable products built in India. The company was rated by Deloitte as one among the top 50 fastest growing technology companies in APAC in 2016 and 2017.

In 2016, Experion also won the IoT Product of the Year award from the US-based IoT Evolution Magazine. In 2017 Experion was ranked among the top 50 fast growing technology companies in India by Deloitte. In 2018, APAC CIO Outlook magazine ranked Experion among the top 25 Retail IT solution providers in the APAC region. We are also rated among the fastest growing companies in America by Inc. Magazine as part of their Inc. 5000 ranking for 2018.

Remaining focused on performance and productivity, Experion believes in delivering RoI to customers, primarily in the enterprise space, by wiring up many unexplored possibilities with help from digital.

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