



Accu-Time Systems, Inc.

# **THE ANDROID TERMINAL: EXPANDING YOUR CUSTOMER POOL**

# INCREASING HARDWARE OPTIONS FOR YOUR T&A MOBILE APPS

Who doesn't love mobile? If your software team hasn't yet built an Android app, it's on the drawing board, isn't it? Adding a mobile app on top of computer-based log-in/outs is a natural progression along the path of the continual technological improvements needed to stay competitive in a crowded field. Having a mobile app also brings the patina of tech sophistication, which customer companies enjoy.

Yet, while companies can leverage their Android apps to expand into the lower tier customer market, they're cutting themselves off from larger companies and accounts with workforces that don't have fixed workspaces or access to mobile phones while working. Factory workers, hospital staff, retail staff... these are just a few examples of large workforces that employers might prefer not to allow punching in through their own mobile phones. There are also plenty of employers and employees who have their own security and privacy concerns about blurring the boundary between a personal and professional device. Furthermore, employees must remember to bring their mobile devices with them and ensure that they are charged.

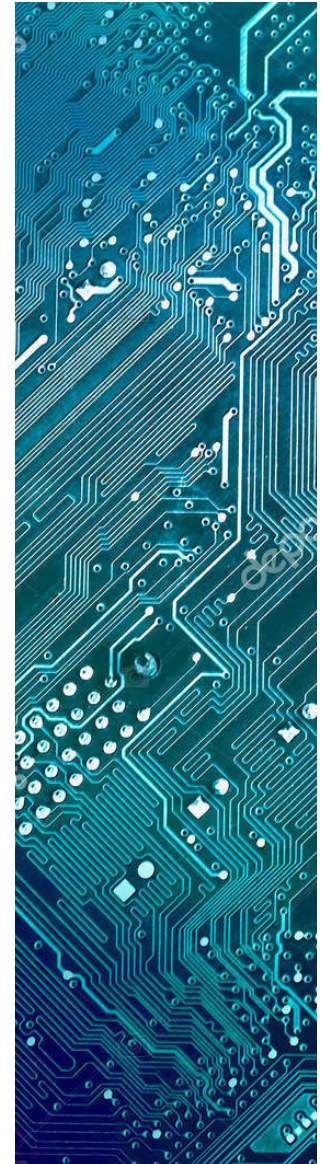
And that means any time tracking software that doesn't provide an option for its users to collect time via time clock hardware, is cutting itself off from a huge, potentially lucrative pool of possible big-budget customers. If the goal is to expand customer options by providing an Android app, you want to make sure you keep the options open that don't cut off prospects who need physical terminals.

**That's why Accu-Time Systems has introduced its own Android time tracking hardware platform that allows software providers to run their time and attendance tracking software or their Android app on an Accu-Time terminal.** By empowering companies to repurpose their Android apps to run on time clocks, we're helping our partners expand the options they can offer their customers. And that expands their pool of potential customers.

Combining the flexibility of a mobile Android app with the usability of a physical time clock, our Android terminals provide a fast and easy entry point for you to offer leading-edge hardware with your software solution. For companies that don't yet have an Android app, this is just another reason for the business case to build an app in the popular and efficient Android development environment.

In this ebook, we'll take you through the advantages our Android terminal brings to your software, and how to help your potential customers understand where they can resolve some of their challenges by using physical time clocks. We'll explore some of the advantages of offering an Android terminal, including how to:

- Strengthen your customer relationships by being a full-service partner, offering a range of terminals that can meet any scenario.
- Minimize development time integrating terminal software and data sharing with back-end systems and mobile applications.
- Improve customer loyalty as software runs seamlessly on the terminal, easily evolving as new functions and iterations get rolled out.
- Expand the scope of your mobile app's usability to meet the needs of those prospects that require physical time clocks to address their security and data integrity concerns, prospects a company would otherwise lose.







# WHO CAN BENEFIT FROM OFFERING AN ANDROID TERMINAL?

Inclusion of an Android terminal can benefit any time and attendance system as it creates more options for companies, no matter what their business requirements. In particular, the Android terminal benefits:

- Workforce Management (WFM) System providers who have software that already integrates with some time clocks, but want to broaden the range of hardware options they can offer their customers.
- WFMs who have a mobile app, but no software integration with any time clocks. For these providers, our Android terminal is the fastest way to bring time clock-to-back-end system integration to market.

# MEETING YOUR CUSTOMERS' CHALLENGES

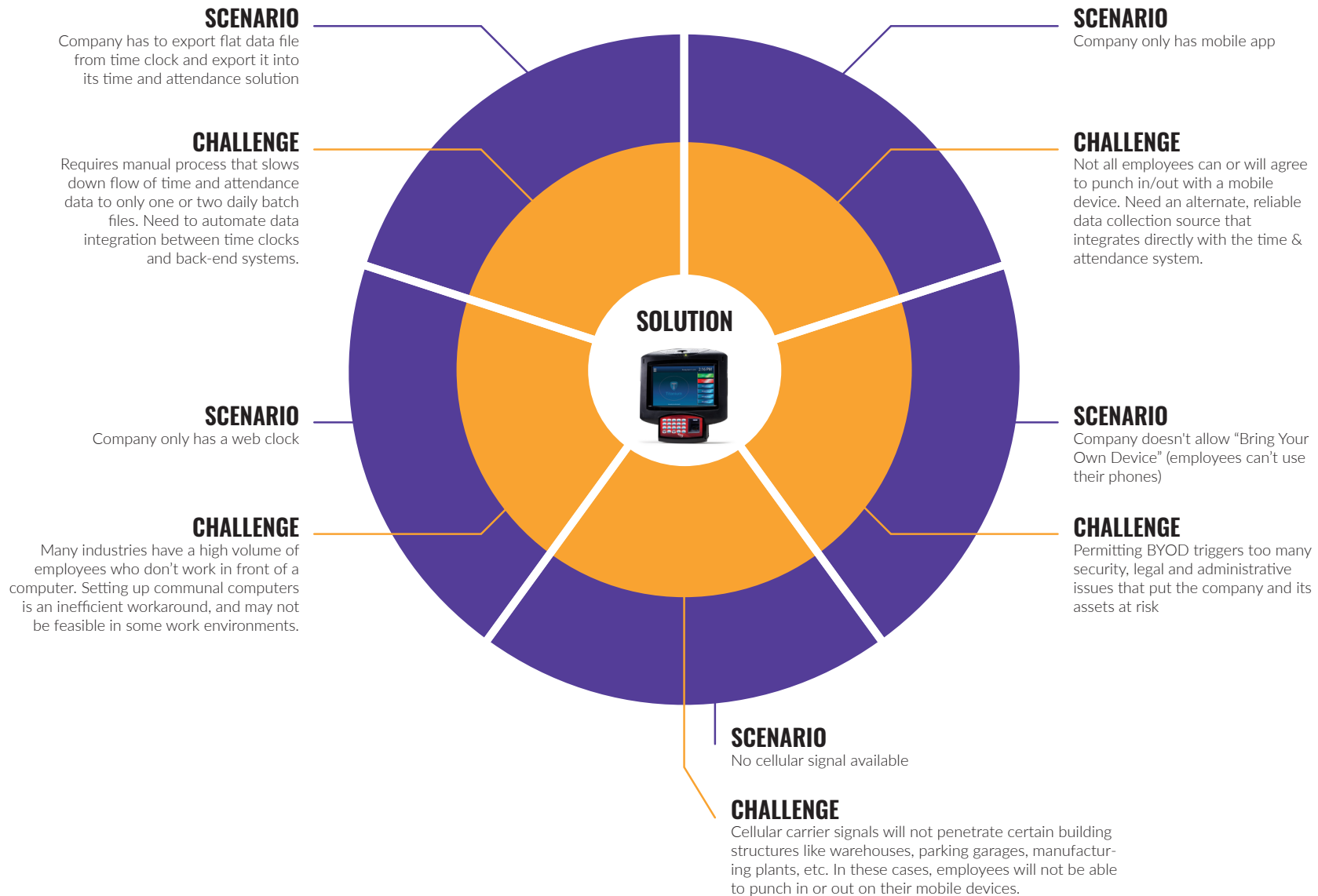
Beautiful, intuitive interfaces. Always-on access and data availability. Mobile and other advancing technologies have brought significant and quantifiable benefits to companies, employees, and customers. They also bring a new set of challenges.

As technology reduces administrative and operational costs, it's creating security and control challenges for employers and employees. Bring-your-own-device (BYOD) policies can only go so far. Especially when they bump up against a growing body of state laws regarding employee data privacy and possibly requiring an employee's affirmative consent to participate in a BYOD program where the employer has some access and control over their personal device.

BYOD issues are only one scenario. Other companies are facing different challenges that can be resolved by installing time clocks that integrate with your time & attendance solution.

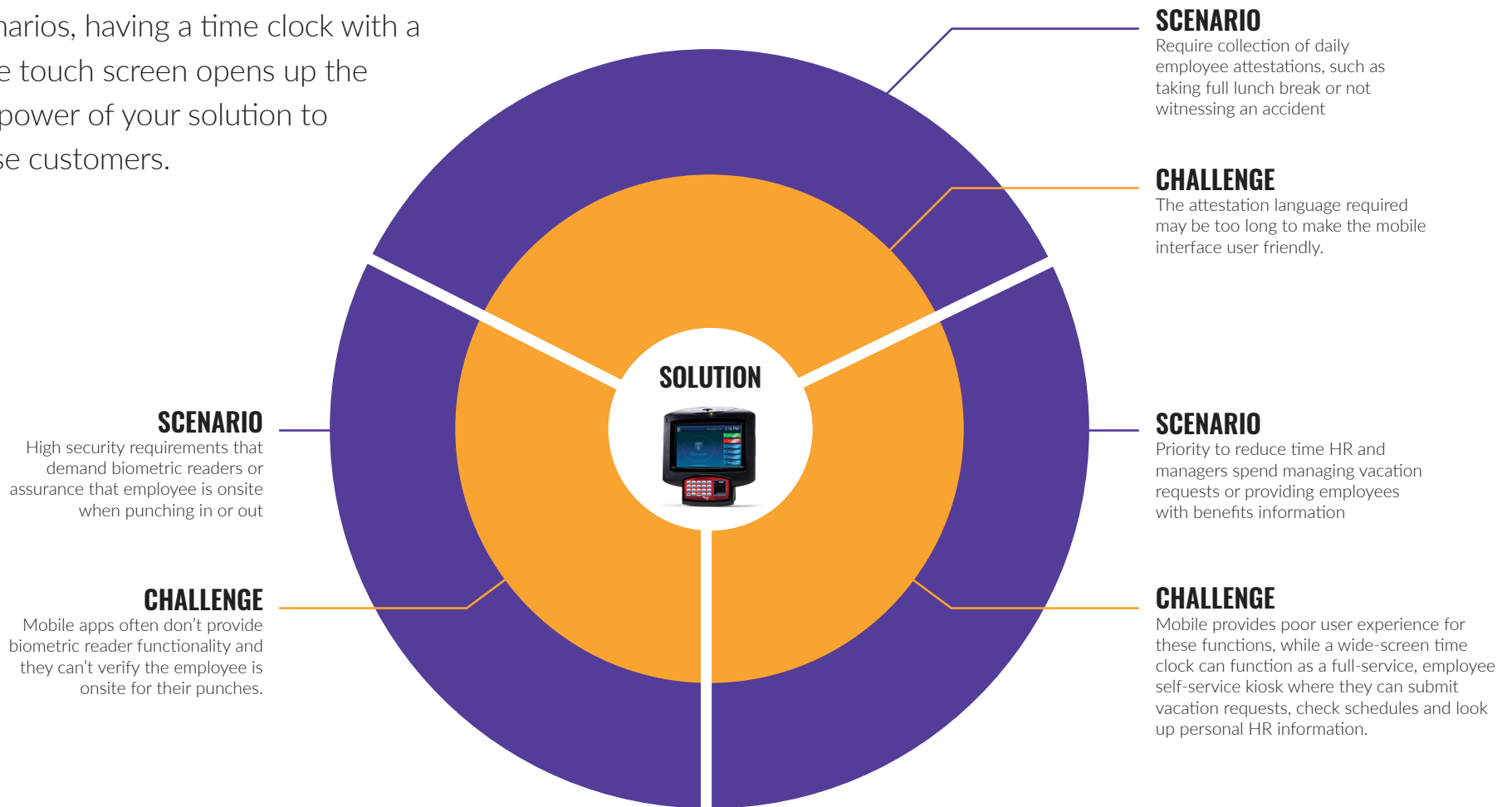


# COMMON CHALLENGES YOUR CUSTOMERS FACE



# FULL SCREEN VS. MOBILE

Many companies also want options to maximize their use of your system's capabilities. Yet they find a mobile device either can't provide the functionality, or its small screen inhibits user adoption. In these scenarios, having a time clock with a wide touch screen opens up the full power of your solution to these customers.



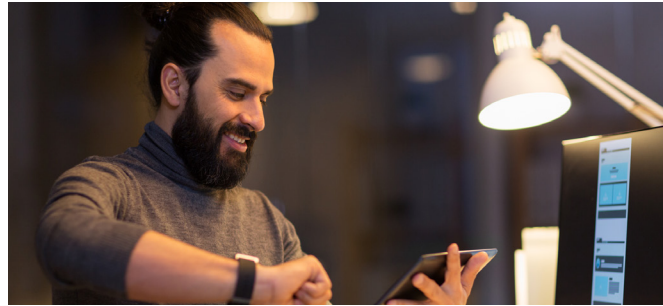


When you forecast the full range of possibilities of what different customers will need, you can see how providing the option of an Android terminal helps you meet those needs. When you can offer options, customers begin to trust that you understand their issues and that you will continue to adapt in ways that respond to changing business priorities. They know they can depend on you, which in turn builds loyalty and referrals.





# MEETING YOUR BUSINESS CHALLENGES



You know how brutally competitive your market is. One sure way to stand out and differentiate yourself from the pack is by staying ahead of your customers' known needs curve to provide them with solutions to challenges they've not even been able to name yet.

ATS' new Android-based time clock platform offers all your internal teams the flexibility they need to position your company as the pro-active, problem-solving, value-add partner in your space, rather than simply another software vendor. Including an Android time clock in your offerings:

- Expands your mobile app's capabilities by overcoming any reservations a company has about whether an employee is at the right place at the right time. Extending your app's functionality to a time clock provides the assurances needed that employees are where they should be.
- Frees your dev team to focus on increasing the functionality of your own software. Integrating the ATS Android time clock with your solution takes minimal dev time, helping you move to market faster.
- Delivers high-quality, durable time clocks that optimize the functionality and value of your solution by ensuring it's fed accurate, reliable and timely data.
- Furnishes one more reason for your customers to stay loyal to you. The time clock is your user base's front door to your solution. If that causes a customer frustration or hardship, that negative feeling gets associated with your brand. Manage your reputation with your customers by ensuring they're using the right time clocks.



# THE ANDROID-BASED TIME CLOCK WORKS FOR YOU NO MATTER YOUR CURRENT CUSTOMER APP CHOICES

Using an Android mobile device and an Android-based time clock provides a fast, low-cost point of entry for companies.

For those that do have an Android app, but no hardware integration into your back-end system, the Android-based time clock expands your potential customer to include those who can't or don't want to rely solely on virtual time clocks to collect their time and attendance data. Simply repurpose your existing Android app by installing it on the Android-based terminal.



# HOW YOUR SALES TEAM CAN LEVERAGE THE ANDROID FLEXIBILITY TO INCREASE REVENUE

We discussed earlier in this ebook how being able to offer an Android-based terminal opens up opportunities in the enterprise market, especially for those companies that currently can't offer a solution that has automated integration with physical time clocks. For numerous companies, it's simply not an option to not include physical time clocks as part of their digital time collection transformation. For some companies, it's their security concerns about workers being able to punch in regardless of where they actually are. For others, it's the logistical challenges of making sure workers can always punch in and out in real time, regardless of whether they have a functional mobile device or access to a common computer at that moment. You can't hang the computer on the wall – unless that computer is in a time clock.

If your solution can't provide a physical option for these companies, your sales team has nothing to offer them. Repurposing your Android app for use on a physical terminal





is the ace up your sales team's sleeve that separates you from the competitors that can only offer virtual terminals.

Offering this new flexibility regarding time and attendance data collection terminals creates new cross-selling and up-selling opportunities for your team. Packaging the Android-based time clocks with your offer is a low-friction means of cross-selling the hardware, creating a secondary revenue stream for your company with minimal additional overhead. Your sales team can also go back and upsell any customers that use your solution in an office setting but are still relying on punch cards or other analog methods to collect time in their warehouses or factories.



# WHY YOUR DEVELOPERS LOVE BUILDING ON THE ANDROID PLATFORM

Android had nearly 72% of the global mobile OS market share at the start of 2017 and started 2018 with nearly 75% of it. The high demand for Android apps across every niche has created an engaged developer community all working on this open source platform. The result is a starting set of reliable, scalable utilities and tools that empower your team to rapidly develop customized features and functions that can then be easily deployed to mobile devices and Android-based time clocks.

Google has recently made it even easier to code for Android by officially supporting a new, simplified and elegant development language that developers love to work in. The language is 100% interoperable with Java, the (until now) dominant development language used on Android, which means developers don't have to rewrite Java-based Android apps when they move to the more modern language. As Google continues to innovate with Android, developers' ability to innovate grows as well – **which makes the Android platform attractive to both developers and product managers.**

The ATS Android-based terminals are designed so your team can easily distribute app updates to all connected terminals. This includes your software updates as well as the latest Android security features and patches. You know how easy it is to update Android apps on your phone. ATS provides your team with our own hardware-specific Android utilities that recreate that easy deployment experience for your Android-based time clocks.

# THE DETAILS:

## TECHNICAL SPECIFICATIONS OF THE ANDROID-BASED TERMINAL

ATS currently offers two Android-based terminals: the PeoplePoint Turbo and PeoplePoint Premium. These are the technical specifications they share:

<b>STORAGE</b>	eMMC - 16GB/ 5.6GB user available
<b>PROCESSOR</b>	Freescall i.MX6 1GHz - Quad Core
<b>KEYPAD</b>	20-key tactile/ 4x5 matrix
<b>DIMENSIONS</b>	H 10.5" x W 9" x D 4" (Turbo) H 12.75 x W 12.1 x D 4" (Premium)
<b>INTEGRATE WITH</b>	<ul style="list-style-type: none"> <li>• Biometric readers</li> <li>• Integrated visible or infrared barcode readers</li> <li>• Integrated magnetic stripe readers</li> <li>• Smartcard readers – contactless (HID® Prox, Mifare™, iClass®, Marlin) - Optional external reader - Wiegand compatible</li> <li>• Dry-contact relay modules (Dual form C, 48V/2A)</li> </ul>

Here are the tech specs that differentiate them:

	<b>PeoplePoint Turbo</b>	<b>PeoplePoint Premium</b>
<b>SCREEN</b>	7" touch display	10.1" TFT Capacitive Touch
<b>PLATFORM OS</b>	[nothing on the sheet]	Android-based or Linux
<b>PROGRAMMING LANGUAGES</b>	<ul style="list-style-type: none"> <li>• Android-based OS standard</li> <li>• Java for Android</li> <li>• Web services HTML5 capable</li> </ul>	<ul style="list-style-type: none"> <li>• Linux with Java/ Python</li> <li>• Android-based with Android Studio</li> <li>• Web services HTML5</li> </ul>



# FLEXIBILITY IS THE NEW MODERN

The value of mobile apps has always been their flexibility. If companies are locked into a limited range of devices to do their time collection, they aren't getting the flexibility they need to meet their unique array of needs.

Accu-Time Systems has spent the last 27+ years leading the field in time and attendance hardware. From our beginnings as the first open architecture terminal manufacturer, ATS has always pushed the curve of technological innovation forward in the field of time clocks.

Our long history has also let us develop a highly engaged support system for our value added reseller customers. We provide technical tools that make time clock management easy for your development, implementation, and support teams. At the same time, ATS stands ready to give hands-on expertise where needed, including our 24-hour express exchange service to replace damaged time clocks with new ones. (Check out this ebook on **time clock durability** to learn more.)

Are you ready to dive into new markets with the flexibility of an Android-based terminal supporting you? Talk to one of our consultants today to **learn more about how the Android-based terminal works and how it can expand your offerings.**



Contact us today to request a product briefing and to find out more about how our state-of-the-art time and attendance solutions can grow your customer base. Our friendly experts will be happy to answer any question you may have.

You can reach our team at 1-877-894-6094, or click the button below.

**CONTACT US**



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