

# K2[blackpoint]<sup>TM</sup>

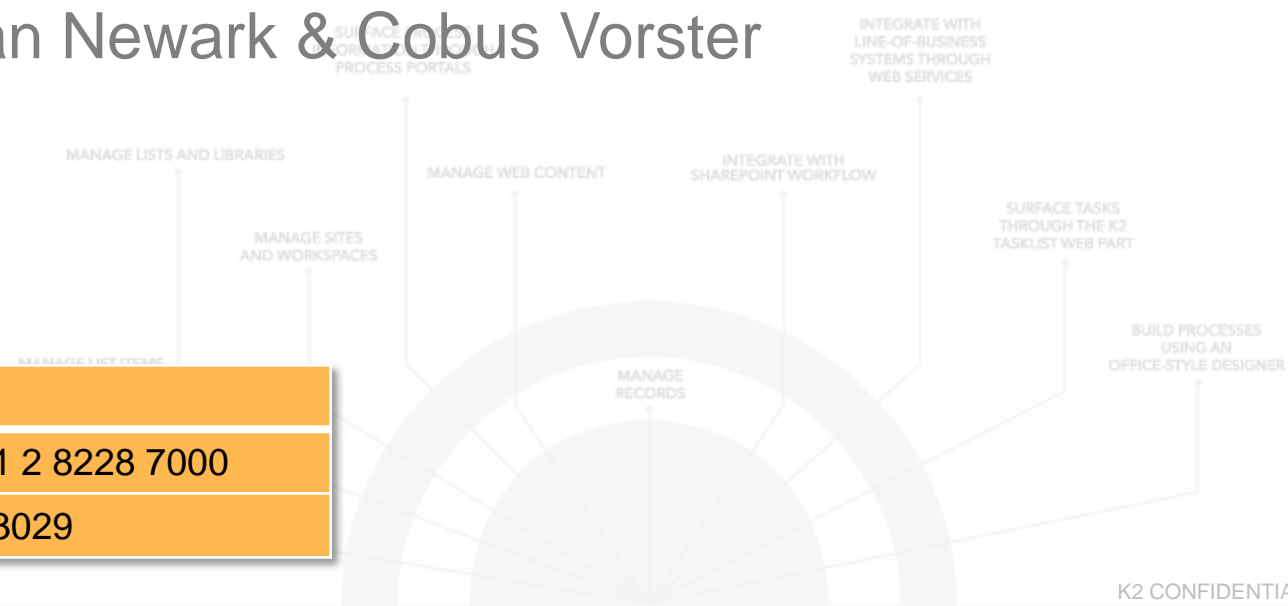
SharePoint workflow.  
More features. No code.

Presented by: Ian Newark & Cobus Vorster

2/15/2009

## Audio Conference Details

Conference Number	+61 2 8228 7000
Participant code	993029



# Company Overview

- > K2 - leading provider of software for building process-driven applications on the Microsoft platform
- > Founded in 2000
- > More than 250 employees
- > Headquarters in Redmond, Washington
- > 1,500 customers, 20 percent of Fortune 100 companies
- > Offices and Distribution Networks in ANZ, Africa/ME, UKI/EU, ASEAN, GTR China, AMERICAS
- > Customers and Channel Partner footprint in more than 50 countries

# K2[blackpoint]<sup>™</sup> Overview

- > K2 blackpoint enables it's users to build and deliver SharePoint based workflow and process-driven applications - fast
- > Workflow and Process Automation around SharePoint helps organisations to:
  - > Streamline operations
  - > Improve responsiveness
  - > Make better decisions
  - > Increase visibility
  - > Reduce IT costs
  - > Minimize risk
  - > Enforce governance
- > K2 blackpoint has been built on the K2 blackpearl code base for unparalleled capabilities and extensibility
- > Easy-to-use tools with an Office-style designer and a Silverlight-based designer
- > K2 blackpoint is well priced and is narrowly targeted at a user base with specific needs in the interest of optimising the associated simplicity and cost factors

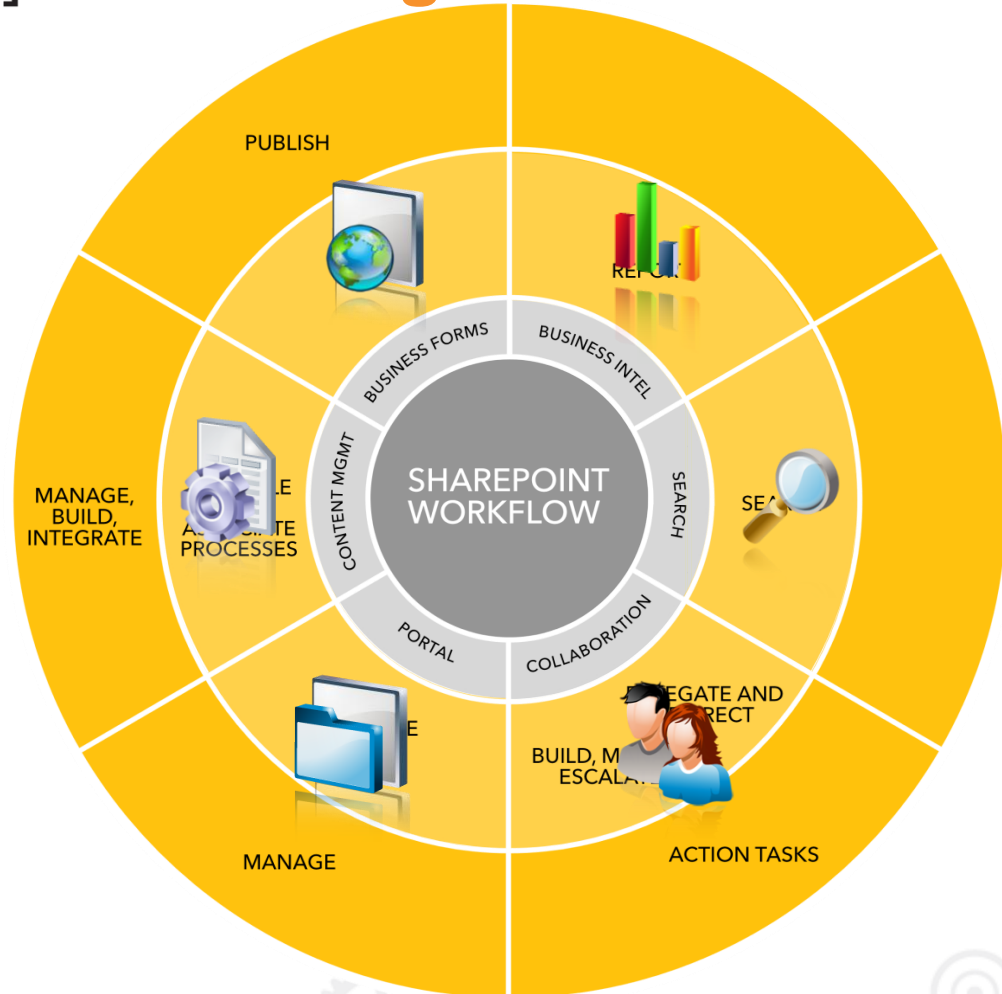
# K2[blackpoint]<sup>™</sup> Target Audience

- > K2 blackpoint is not for everybody.
- > K2 blackpoint is for:
  - > Any organisation using Microsoft Office SharePoint Server or Windows SharePoint Services v3
  - > Any organisation that wants workflow and process automation beyond what SharePoint workflow can provide
  - > Any size organisation, in any vertical

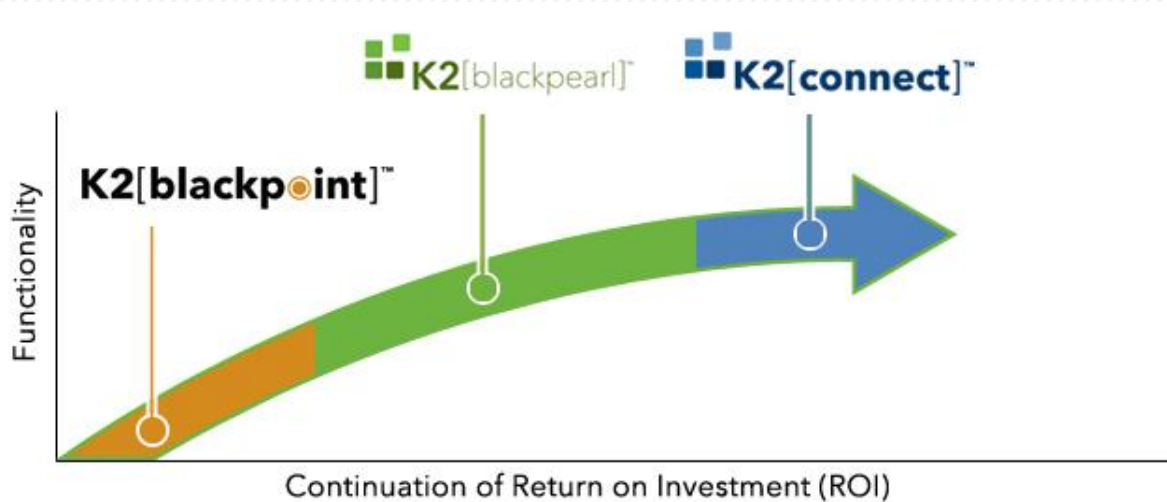


# K2[blackpoint]™ Extending SharePoint

- K2 BLACKPOINT WITH WSS
- K2 BLACKPOINT WITH MOSS



# K2[blackpoint]™ The Future Perspective



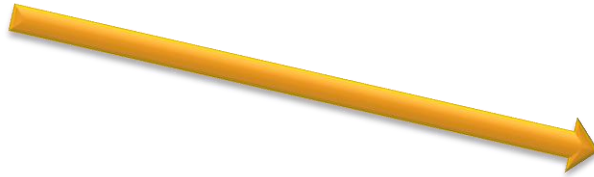
# K2[blackpoint]™ Demonstration

## Demonstration Part I K2 Web Designer



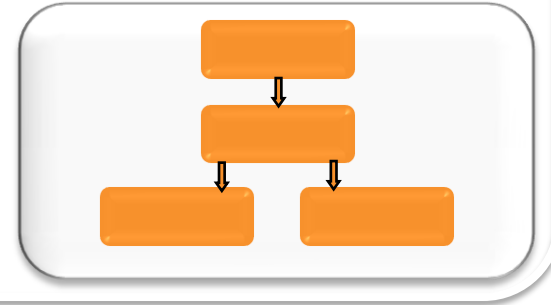
# K2[blackpoint]™ Demonstration

Finance Manger  
Robert

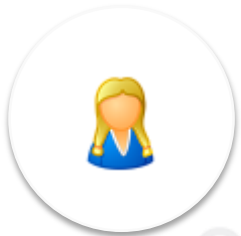


Finance SharePoint Library

Expense Claim Process



Users  
Carol



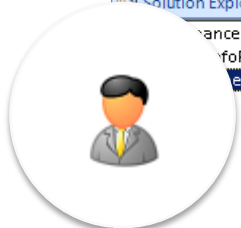
# K2[blackpoint]™ Demonstration

## Demonstration Part II K2 Studio Designer

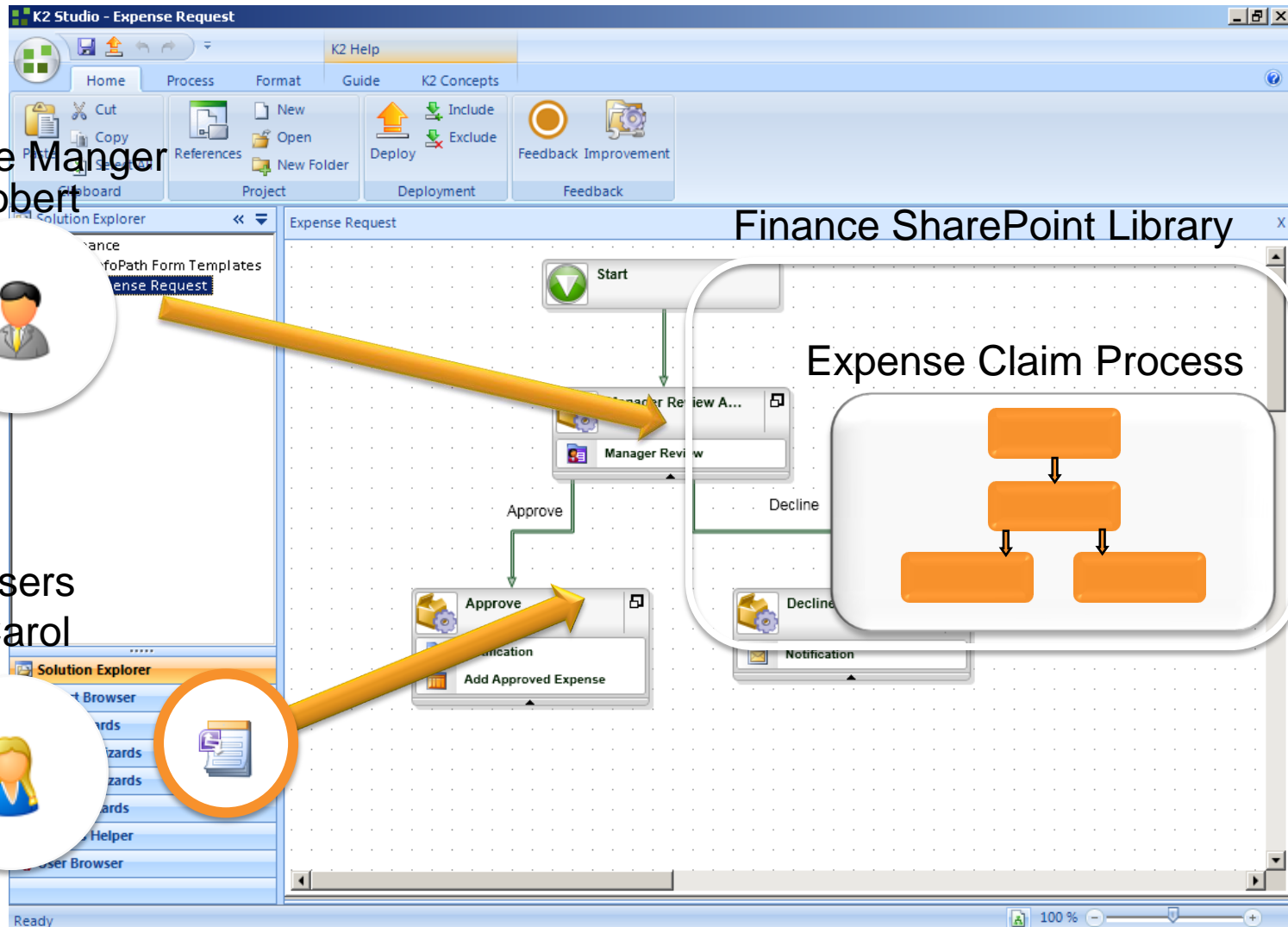
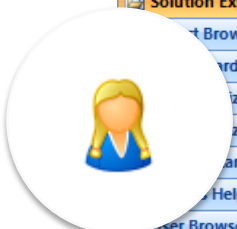


# K2[blackpoint]™ Demonstration

Finance Manager  
Robert



Users  
Carol



Finance SharePoint Library

Expense Claim Process

# K2[blackpoint]<sup>™</sup> License Model

## Licensing and Pricing

The price makes it accessible to small, medium and large organisations:

**Team Edition:** \$6,000 Enterprises or departments up to a maximum of 200 users and a single SharePoint server

**Standard Edition:** \$12,000 Enterprises or departments with more than 200 users and a single SharePoint server

**Enterprise Edition:** \$18,000 Enterprises or departments with more than 200 users and distributed SharePoint environments

*All prices above are in AUD and exclude GST*

# K2[blackpoint]™ Call to Action

Getting started with K2 blackpoint is easy and hassle free.

> Join the Beta 2 program by clicking on the Beta 2 link on [www.K2.com](http://www.K2.com)

The screenshot displays the K2 website layout. At the top, three product cards are featured: K2[blackpoint]™ (SharePoint workflow), K2[blackpearl]™ (comprehensive software for process-driven applications), and K2[connect]™ (visual tools for SAP integration). Below these, a navigation breadcrumb reads 'WORKFLOW > BPM > PROCESS-DRIVEN APPLICATIONS'. The main content area includes a heading 'K2 software automates business processes so your organization can run more efficiently.' and a list of benefits: Streamline operations, Reduce IT costs, Improve responsiveness, Minimize risk, Make better decisions, Enforce governance, and Increase visibility. A diagram titled 'THE K2 PLATFORM' shows three products (K2 blackpoint, K2 blackpearl, K2 connect) connected to a central 'LOB Systems' node, all built on a 'Microsoft Technology Stack' including SharePoint. A 'NEWS >>' section highlights 'K2 NETWORKER (OCTOBER 2008)', 'K2 BLACKPOINT™ BETA 2 WITH TECH PREVIEW OF SILVERLIGHT ...', and 'K2 AND BLUETHREAD CREATE SHAREPOINT ECM PACKAGE'. A 'beta 2' banner at the bottom left offers pre-order discounts.

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# K2 Partners in Australia and New Zealand

## Australia

Antares Solutions  
Avanade  
Change Corporation  
CDM  
DSC-IT  
DGIT  
Dimension Data  
DWS  
Empired  
HP

Ignia  
Impowered  
Intec Group  
Masai  
Myriad  
NT Solutions  
Productiv  
Simbient  
Squirrel Consulting  
Technology Shed  
Unique World

## New Zealand

Clarus  
Datacom  
HP  
Information Power  
Intergen



# Q&A



Thank you

