# EMQUE On Cue With BUI Apps That are 'In'

E EMQUE's journey into the browser user interface (BUI) world began two years ago as chronicled in the BASIS Advantage article *The Dawning of a New Age with BUI Apps at EMQUE* at links.basis.com11emque. In their first steps, they wrote two new apps - *The Foreman* and T*he Owner* - for use on mobile devices. So now, two years later, we wonder;

"Who is using these apps?"

"What has been the response?"

"In what direction is EMQUE's journey continuing?"

"What sage advice can EMQUE share with others who

might (should) follow in their footsteps?"

Since beginning their journey, EMQUE has certainly moved forward with several innovative industry-leading revisions. Their products have risen to the top and are now utilized in several notable New York City renovations, including the Jacob Javits Center and Madison Square Garden.

## In the Community

For the second straight year, from May to November during the Knicks basketball and Rangers hockey off-season, Turner Construction is managing the Madison Square Garden renovation project (time lapse at vimeo.com/47174032).



***By Susan Darling***
*Technical/Marketing Writer*

Phase 1 ran during the 2011 off-season, Phase 2 completed this November, and Phase 3 will finalize the project in November 2013.

Because of time constraints as well as restricted building use, several trade contractors who are EMQUE customers work around the clock in three 8-hour shifts. These construction foremen use iPads and EMQUE's BUI app, *The Foreman*, to complete their work tickets in this completely paperless solution. The foremen enter the materials manually or download the purchase order information from their in-house servers into the work ticket, type in the description of work, number of hours, and with a tap (iPad's click), create a PDF for the customer to review that even includes their company logo. If the customer requires a signature on the work ticket, the foreman captures that signature in BUI, which adds it to the PDF and then destroys the captured signature as a security measure. In the final step, the foreman selects the recipient's email address and sends the work ticket out instantly.

All of this information is entered in real time so it is available immediately for the accounting team at the home office to process and generate the bills. Now, something that used to take weeks of paperwork processing, completes instantly. Using this mobile app is far more efficient, saving time and minimizing potential errors with real-time entry, day and night. Add the fact that Turner Construction created a free hotspot at the Garden and since iPads use WiFi rather than cell service, there is no additional data overhead. EMQUE's *Foreman* solution is easy, real time, penny-wise...and very attractive!

## In the Media

EMQUE's move to BUI has piqued great interest in the industry. In fact, even in a rather slow market, interest has gone very public. And that is exactly what Mike Quagliarello, EMQUE's President and Chief Architect, intended.

> "*Our approach is that if we get our name out there enough now, when the economy opens up, they'll look to EMQUE because they've seen our name out there.*"

Advertising, local television, and trade journals have all been vehicles for EMQUE's name recognition and telling their story.

A local television station reported on EMQUE's move to mobility with their initial BUI apps. That report appeared in the Long Island Business News on June 24, 2011 and stirred up great feedback. Watch it at vimeo.com/25554962#.

A high-end national building magazine popular for its contracting information, Engineering News Record (ENR), contacted Quagliarello about his mobile apps and published an article about the apps in their October 22 edition. In November, a corporation that publishes local newspapers nationally, ran an article about mobile apps and turned to Quagliarello for his expertise.

In addition to all that press, this past spring the Long Island Software & Technology Network (listnet.org) awarded Quagliarello and EMQUE the distinguished LISA (Long Island Software Award) at a ceremony attended by 400 technology professionals from around the region. EMQUE earned this award for their cutting edge work in wireless apps for the construction industry, namely *The Foreman*. It offers real-time access to functions vital to maintaining efficiency and productivity on tablets like Apple's iPad. Congratulations, EMQUE! Read their press release at emque.com/LISA_pressrelease.pdf.

## In the Field

In the old days of CUI apps, screen layouts and structures were based on that character-based 80x25 world. Quagliarello's move to GUI in 1998 meant more than just putting a pretty face on the app, it meant revisiting the app and solving old business problems using the tools of the new environment. Once in GUI, the move to BUI was simple, but again, they revisited the business process and designed new solutions using BUI and the iPad tablet. By doing so, Quagliarello solved some issues with mobile devices running in BUI that their apps in non-browser-based GUI and CUI could not solve.

EMQUE saw a new opportunity to put timesheet entry into the field. How much more efficient could it be than to enter time clock information real-time, on a smartphone, while in the field? They developed the first version of mobile timesheet for the iPad. Quagliarello notes,

> "*Initially the cost of iPads restricted us from selling more apps. Some of our clients might have 40 or more users of those initial apps, so the equipment cost was prohibitive in this soft economy. We began looking at how we could produce similar solutions on a smartphone. Once again, we found if we looked at our previous solutions to the problem and 'wiped the slate clean' in our minds, we could*

> *design the solution again, but this time work on a smaller footprint – and we did – our TimeEntry app has raised a lot of eyebrows!*"

Adding to *The Foreman* and *The Owner* apps already in BUI, EMQUE has written several specialty mods for *The Owner* such as cost reports, cash flow and income statements, and the ability to view and email aged receivables, among other reports. EMQUE has also moved their Estimating app to BUI and just recently released seven rather large apps for the iPad in what they call the *Project Manager Suite*.

EMQUE is approaching business solutions in their P*roject Manager Suite* from a completely different angle. Quagliarello is very excited about cascading style sheets. Compare the look of their Time Sheet app in **Figure 1** and **Figure 2** when applying some prototype CSS magic.



**Figure 1.** Job Details before and after applying BASIS-supplied prototype CSS



**Figure 2.** Time Details before and after applying BASIS-supplied prototype CSS

> *"As the second half of 2012 approached and we found ourselves mastering the nuances of BUI and the various devices we were working with, our attention turned to designing apps that are not only functionally efficient, but also looked cool. We welcomed CSS in BUI with open arms. This is not your father's Business BASIC anymore!"*

### In the Future

Over the last three to six months, business has been picking up for EMQUE customers. While customers begin to purchase iPads for their foremen, they are migrating to the BUI apps for their laptops. New customers are just now starting to talk to them about *The Foreman* app, so Quagliarello hopes to gain new customers in the next six months. They are certainly seeing growing interest in their BUI apps.

### In the Advice Column

The greatest pearls of wisdom are straight from Quagliarello's mouth...

> *"When we moved to the GUI world in the late 90s, we revisited the business processes that were automated in our character systems. Now as we move full throttle into BUI with new devices, we are building a better mousetrap once again."*
>
> *"If I was writing this article, I'd title it 'What the h— are you waiting for?' I don't understand why they [other BASIS developers] aren't moving forward...'Give up your WYSE50 terminals!'"*

As EMQUE continues their journey along the technology trail, customers are beginning to line up to use the newest technology and enjoy the freedom that comes with reducing the paperwork jungle. Cost savings, increased efficiency, improved user experience, support for a variety of devices that meet individual needs and budgets, all contribute to making EMQUE's construction management solutions the "in" apps. And if they are developing totally cool "in" apps with BASIS' BUI, they must be doing so as part of the "in" crowd of developers. BASIS technology's backward compatibility means that you are already part way "in." There's room for many more...it's time for you to join in! ■

- Read the first steps of EMQUE's journey in *The Dawning of a New Age with BUI Apps at EMQUE* at links.basis.com/11emque
- Watch the Java Break that featured EMQUE's successes and a demo of the Time Sheet app running the CSS'd version at links.basis.com/jb-emque
- Find more Java Break presentations at links.basis.com/javabreak

EMQUE Consultants, Inc. develops and custom designs, for commercial construction contractors, a fully integrated suite of applications employing best industry practices. Perfect Project, EMQUE's name for the created systems, highlights its seamless integration into an office automation suite. A Perfect Project installation makes financial analysis of business operations a breeze, helping customers know when they are profitable and empowering them to make better financial decisions.

Mike Quagliarello, founder of EMQUE, is President and Chief Architect.
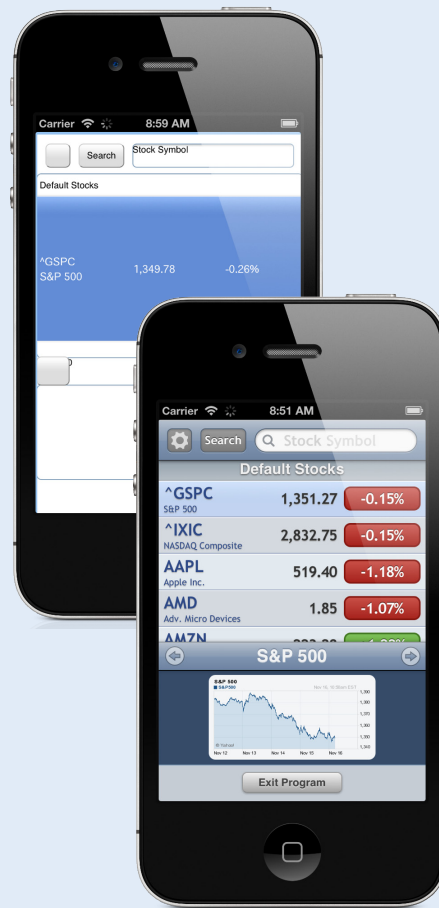
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