



K2 blackpearl® wins
Best of Tech-Ed 2011
SharePoint Development Product



The K2 Advantage

A overview of differentiators of the K2 platform

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<http://www.k2.com/en/trynow.aspx>



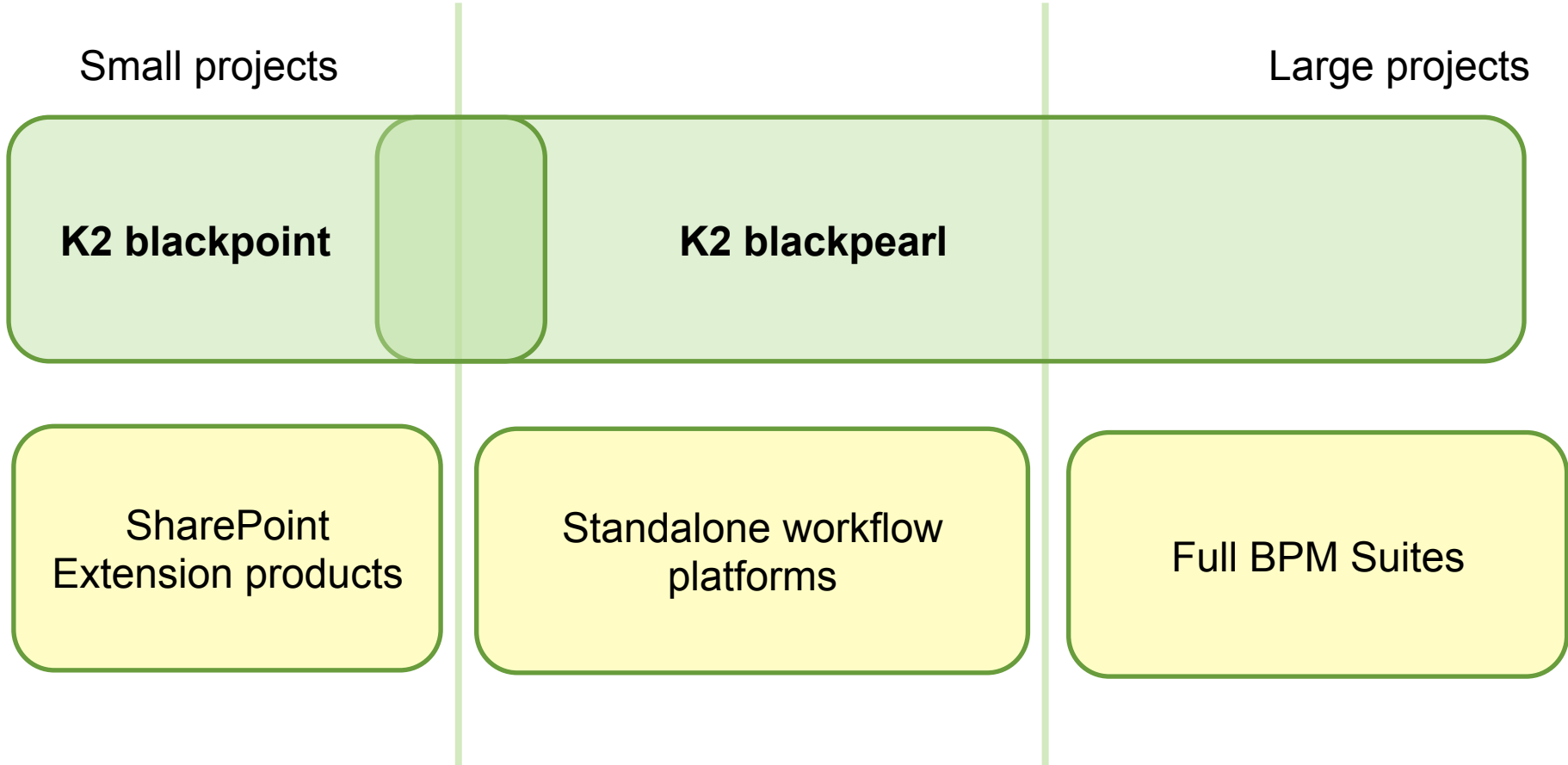
K2 CONFIDENTIAL

[WWW.K2.COM](http://www.k2.com)

CONTEXT - THERE ARE DIFFERENT WAYS TO BUILD SOLUTIONS

- Pure custom development
- Product native workflow engine
 - SharePoint / CRM
 - SAP Workflow
 - FileNet
- *Product Extensions / add-on products*
- *Dedicated workflow platforms and BPM suites*

CONTEXT – WE COVER A WIDE RANGE OF REQUIREMENTS AND SOLUTIONS



CONTEXT - K2 COVERS YOUR REQUIREMENTS

Expect Basic Features List	Extension Products	K2
Start and Interact with Workflows just like Native SharePoint workflows	Yes	Yes
Perform actions against SharePoint	Yes	Yes
Graphically build code-free Workflows the SharePoint browser	Yes	Yes
Make use of reusable workflow components	Yes	Yes
InfoPath forms support	Yes	Yes
Integrate with Active Directory, SQL, Web-services, CRM and more	Yes	Yes
More advanced workflow patterns than SharePoint Designer	Yes	Yes
View reporting about workflow history	Yes	Yes
All the basic features you expect from a workflow product	Yes	Yes
Escalations	Yes	Yes
Notifications	Yes	Yes



SO, WHAT IS THE K2 ADVANTAGE

- Maturity of vendor and platform
- Microsoft Gold ISV and Visual Studio Partner
- Gartner recognised BPM provider
- Dedicated workflow host server
- Not restricted to SharePoint only workflows
- First Class Integration capabilities
- Code-free SAP Integration
- First Class Forms capabilities
- Workflow designers for a wide range of audiences
- Case Management Framework

K2 IS A GARTNER RECOGNISED BPM PROVIDER

Quotes...

“... K2 have strong support for case management processes. ***K2 integrates with and leverages SharePoint 2010 capabilities better than the other Microsoft-based competitors...***” – Gartner BPMS Magic Quadrant 2010

And

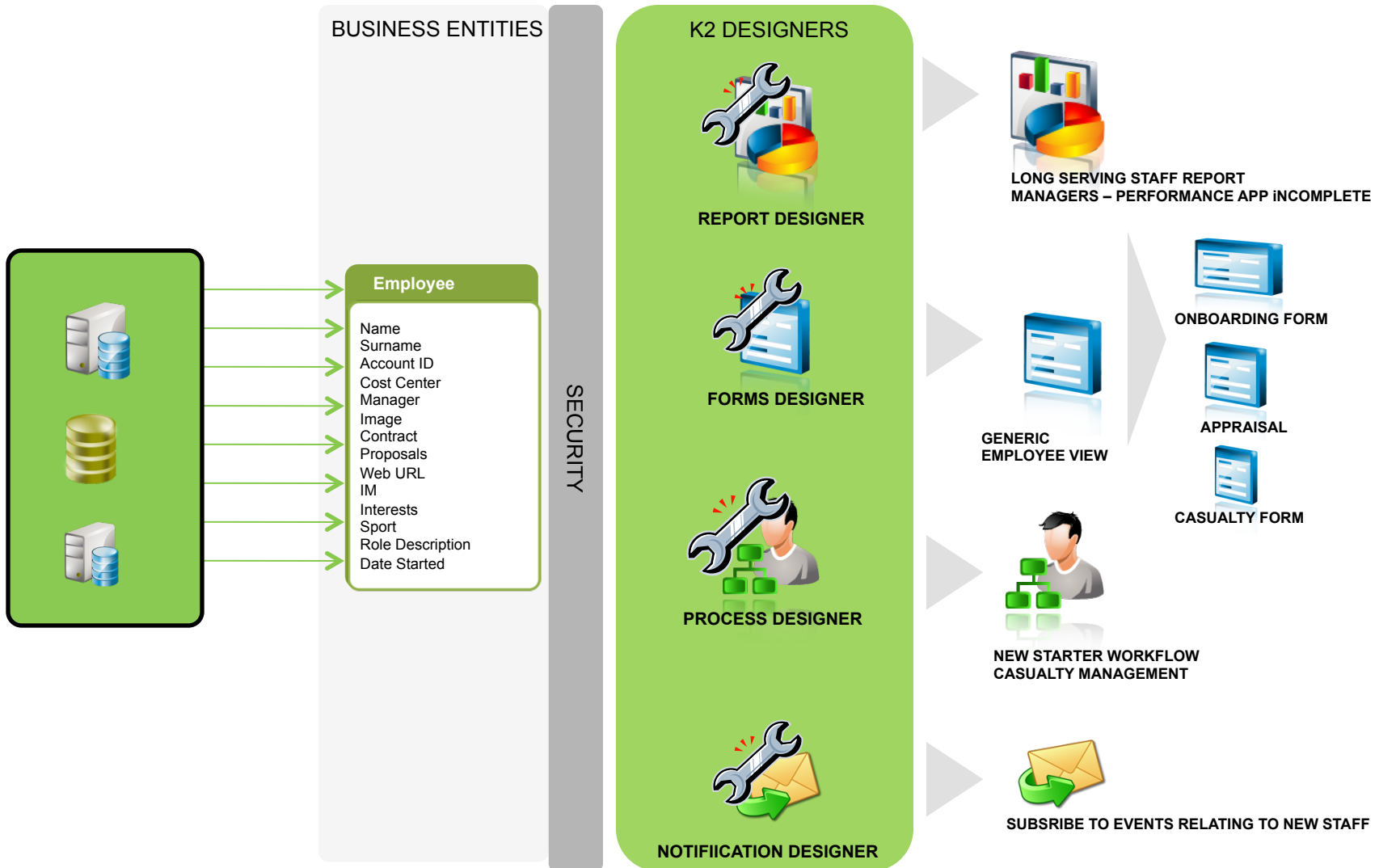
“K2's Case Management Framework represents the closest present-day approximation of what a "pure SharePoint" ECM suite configuration could be. There are a number of enterprises looking for a flexible case framework based on Microsoft SharePoint , and K2 has become a front-runner by understanding the gaps in both technology and process definition, and by completing the puzzle without losing sight of the basic economies driving SharePoint adoption. ***K2's Case Management Framework focuses on auditability and rich information presented in role-based context via its flexible, intuitive interface.***” - Toby Bell, Gartner



K2 HAS DEDICATED WORKFLOW HOST SERVER

- Centralised, enterprise grade, task management
- Scalable / high performance workflow engine
- Robust workflows - resumable on error
- Proven engine with many years of maturation
- Reporting data held indefinitely, no performance concerns
- Common platform for SharePoint on non-SharePoint apps
- Multiple SharePoint versions supported by the same K2 server
- Single K2 licence can support multiple SharePoint farms
- Strong workflow versioning, and version migration
- Network-load balanceable stateless server

K2 HAS FIRST CLASS INTEGRATION CAPABILITIES



K2 HAS DESIGNERS FOR A WIDE RANGE OF AUDIENCE

K2 Blackpoint

K2 Designer for
SharePoint

K2 Studio

Seamless transition



K2 Blackpearl

K2 Designer for
SharePoint

K2 Studio

K2 Designer for
Visual Studio



K2 HAS A FIRSTCLASS FORMS ENGINE

- Browser-based advanced form design
- Easily model complex / repeating data
- Cascading drop-down lists
- Tabs and Sub-forms
- Validation
- Data manipulation
- LoB system data integration
- Re-useable form views
- Look, feel and layout
- Workflow integrated or stand-alone
- Build once, use anywhere

K2 IS A COMPLETE APPLICATION SUITE

INFORMATION



EVENT MONITORING



FORMS



REPORTS



PEOPLE



ACTIONS



POLICIES



DIFFERENCE BETWEEN BLACKPOINT AND BLACKPEARL

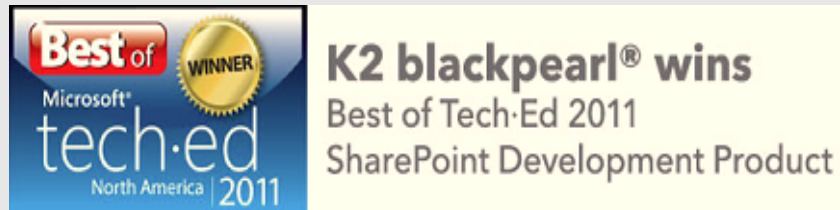
Feature	Blackpoint	Blackpearl
Full SharePoint Integration features	Yes	Yes
Dedicated Workflow Server	Yes	Yes
K2 Designer for SharePoint	Yes	Yes
K2 Studio	Yes	Yes
Out of the box business reporting	Yes	Yes
SharePoint, CRM, MS SQL Server SmartObjects	Yes	Yes
K2 Designer for Visual Studio		Yes
Full API access		Yes
K2 [connect] for SAP **		Yes
Full SmartObject access, including custom SmartObjects		Yes
Case Management Framework		Yes
Report Designer		Yes
K2 [forms] **		Yes

SUMMARY

- Dedicated workflow server provides many benefits
- Deep SharePoint workflow integration
- SmartForms gives *advanced* forms capabilities
- SmartObjects allow deep Line of Business system integration
- Case Management Framework
- Competitive licencing models based on a per server or per user arrangement
 - Not licenced per each SharePoint web-frontend



Thank you!



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