Blueberry Consultants Limited is a UK company providing custom programming and technical consultancy services. Blueberry has over 20 years experience in developing custom software to solve challenging technical and business problems - from specification through to design, implementation and testing.

**Our Mission**

Blueberry's mission is to solve challenging technical problems in partnership with our clients – that means developing strong, trust-based relationships with our clients, because we believe this is the best way of ensuring long-term success on both sides.

**How we achieve it**

- We understand the business needs of our clients, and how technology can be a tool to make modern businesses more profitable.
- Blueberry combines technical excellence with great customer service and value for money.
- We value creativity and collaboration; ideas are shared and everybody contributes on an individual basis to the common goal.
- We create new teams for each project, ensuring the best possible combination of skills and experience to meet the client’s needs and deliver high quality solutions.

**What Makes Us Different**

Our exceptionally deep technical expertise allows us to take on projects often perceived as too complex or difficult by other developers. We believe in working in partnership with our clients to understand their unique needs and working methods. In our experience, working together consistently results in creating intelligent solutions to meet our client’s evolving business demands. This collaborative style of working has resulted in the development of award winning software.
04. Arla Site Management System
05. Bedroom Furniture Direct Sales Order Processing
06. Uvex Cloud-Hosted CRM
07. Tarmac Business Operations System
08. Dimec Healthcare Pharmacy App
09. Enjoy Education Web Application for Bookings
10. Warwick Employment Group Job Search App
11. Hertfordshire NHS Trust Patient Monitoring System
12. University of Leeds Weigh Lose App
13. Allport Cargo Services Parcel Tracking
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16. Murphy Cobb Budget Analysis Web App
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19. English Speaking Board CRM System
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22. FlashBack Software Product Development & Distribution
23. K-Ban Quote-to-Cash Software
24. Chubb Locks Electronic Lock Management System
25. HML Group Mission-Critical Database Migration
26. GSM Association Migration of Wireless Intelligence
27. IOM Online Knowledge Bank System
28. TruTac Agency Costing System
48. Key Profiles Blueberry
Blueberry built a web-based Yard Management System to help Arla Foods effectively manage the operations of their new £150 million dairy.

The Requirements

When global dairy company Arla Foods was preparing to open a new £150 million dairy in Aylesbury, England, they knew they would need a Yard Management System (YMS) which could keep track of the flow of vehicles throughout the yard on a 24/7, 365-day basis. With 150 vehicles unloading raw milk every day, it was essential that Arla’s managers had a system which could help them manage the yard operations as efficiently as possible.

By enabling them to quickly check in trailers, assign them to parking bays, prioritise loading and unloading, and assign lorries to new trailers, the YMS would play a critical role in the company’s productivity and cost savings.

Arla aims for best in class quality and operating costs, which they achieve by adopting best practices in emerging technologies and end-to-end supply chain planning and scheduling. Sourcing their bespoke Yard Management System was no different – and Arla knew that they could count on Blueberry to deliver.

What We Did

Using our own BBWT web application framework, which helped accelerate development and keep costs down, Blueberry built a sophisticated, flexible system that:

- Enables Arla’s managers to control all of the movements around the yard easily and effectively.
- Includes a yard map which provides a graphical view of the location of all vehicles, bay assignments and a ‘drag and drop’ function that tells the drivers where to move a vehicle to.
- Utilises mobile devices which drivers receive on check-in to receive instructions from the yard controllers.
- Helps the yard controllers manage driver and trailer resources to ensure the site does not exceed noise restrictions

The Results

Since the Yard Management System went live, it has helped significantly reduce the time needed to allocate vehicles to bays and minimize unnecessary vehicle movements. It has enabled Arla to have complete visibility and control of their assets to effectively and efficiently manage the operations of the largest dairy in the world.
Bedroom Furniture Direct
Sales Order Processing - Cloud-Hosted Web App

Bedroom Furniture Direct is an online retailer of unique furniture products, sourced in the Far East, that wanted to expand its operations and increase efficiency.

The Requirements

Bedroom Furniture Direct required a sales order processing system for the company, which supported all aspects of their business.

With sales growing rapidly, Bedroom Furniture Direct required the system to take the business to a whole new level of efficiency and enable further expansion.

What We Did

Blueberry built a complete sales order processing system for the company. Orders are automatically received from multiple web shops, including Amazon, eBay and the company’s own e-commerce sites.

The Results

Stock is managed on a just-in-time basis so that large warehouses are not needed in the UK, reducing business cost and allowing the company to sell at highly competitive prices compared with more established furniture outlets with a large retail estate and TV advertising budget.

Orders are processed by the system and fed through to pick-lists where barcode scanning is used to confirm that each product has been added to a delivery.

Delivery runs are calculated automatically via integration with Bing Maps.

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Uvex
Cloud-Hosted CRM

Uvex is a major supplier of Personal Protection Equipment (PPE) to businesses in the UK.

The Requirements

The company required a sales order management system to replace an outdated system for ordering prescription lenses for industrial safety glasses. The requirements for this surrounded the automation of a complex business process as well as integration with third party systems via web services.

What We Did

The project was broken down into two main phases, based on the current order input methods: 60% paper based and 40% partially completed online orders completed by internal staff.

The new system was built with the BBWT software framework and allows orders to be created and forwarded to the lens manufacturer, with an interface with the client’s Sage accounting software to send invoices.

An additional feature is an integrated permissions system in order to limit access to personal information and to make some data editable solely by certain users.

A portal was also developed for any high street optician to view orders and enter the details of the end user’s prescription directly into the system.

The Results

The commercial benefits for Uvex includes increased efficiency and cost savings, as well as improved reporting and analytics.

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Tarmac
Cloud-Hosted Business Operations System

Tarmac is the UK’s largest supplier of construction materials – comprising aggregates, asphalt, cement, lime, concrete, read contracting, building products and recycling services.

The Requirements

The company operates from many locations around the UK and required an internal system that all staff could use, irrespective of their location, to propose business improvement opportunities, with a focus on operational efficiency and cost-savings.

For some years, Tarmac had been using a spreadsheet-based system, but this was cumbersome, as each proposal had to be circulated and signed off by multiple tiers of management. It was also very complicated and time-consuming to aggregate the data from the proposals to identify the overall cost savings for management reporting.

What We Did

Blueberry build a cloud-based system to replace the spreadsheets.

The Results

The software enables any member of staff to log in, enter details of their proposal with costed data and then pass it to line management and the finance department to validate and approve. A comprehensive set of dashboards and reports was also produced, including the ability to export data to Excel for further analysis.

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Technology

- BBWT, AWS

Team size

- 1 manager, 1 developer
Dimec
Healthcare Pharmacy App For Repeat Prescriptions

Blueberry helped start-up company, DIMEC Pharmacy, build a mobile app for repeat prescriptions – the first of its kind in the UK.

The Requirements

The NHS system of having to ring up the GP, wait 48 hours to pick up your prescription from the GP office and then take it to the pharmacy to be filled – is an extremely time-consuming and inconvenient way to get repeat prescriptions, and completely archaic in today’s world.

Dimec needed a mobile app which would allow people to order repeat prescriptions at any time, wherever they might be, and have them delivered straight to their door. On the user side, the app needed to be easy to understand and use, secure and reliable. On the development side, there were several points to consider: using cross-platform versus native technologies, integrating the NHS Electronic Prescription Service, setting up a secure payment system, and designing a clear, intuitive user interface.

What We Did

The DIMEC Pharmacy app built by Blueberry has addressed a need by patients to obtain their prescription medication quickly, cheaply and more conveniently than is currently possible.

The app integrates with the NHS Electronic Prescription Service and is easy to understand and use, secure and reliable.

The DIMEC Pharmacy app:

• Works seamlessly across all devices.
• Seamlessly integrates with the NHS Electronic Prescription.
• Holds a comprehensive database of medicines.
• Has a modern and clean design which easily guides users through the registration and ordering process.
• Is available to download free from the App Store.

The Results

Since its launch, the app has already attracted an overwhelming number of users and received stellar reviews from customers, industry professionals and local media.

In September 2018, the Co-op acquired Dimec in a multi-million pound deal. The Co-op is hoping the purchase will help it to grow into a digital competitor within the £10.5 billion pharmacy market.
Enjoy Education
Responsive Web Application for Bookings

Enjoy Education is London’s leading private tutoring and home-schooling company, supporting students in Maths, English, Science and English language. Enjoy Education has grown tremendously in the past 12 years, winning the prestigious Education Investor Award for Best Private Tuition Company in both 2013 and 2015 and winning the Highly Commended Award for Excellence in Employee and Family Support at the 2018 ReLocate Awards.

The Requirements

The company provides private tutoring services, both in London and internationally, for children from pre-school age through to A-Level and undergraduate, covering the full spectrum of subjects, examination boards and ability levels.

To provide such a comprehensive service, the company employs a team of freelance tutors, for which it required a comprehensive management system.

What We Did

Blueberry built a system that manages all aspects of the business. This was a very complex project as it required high automation of the workflows.

The Results

The tutoring consultants use the system to record details of new client requirements and can then search for suitable tutors using a powerful profiling tool.

The tutors themselves can also access the system via a portal where they can search and apply for assignments, log their monthly timesheet and pupil reports and access data about their past and present jobs.

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Technology
• BBWT, AWS
Team size
• 1 manager, 1 developer
Warwick Employment Group
Job Search Smartphone App

Warwick Employment Group is a commercial spin-off from Warwick University and focuses on recruitment in the Higher Education sector. WEG employs a highly skilled workforce of over 100 people operating across two countries, providing specialist recruitment and people orientated services that have been supporting the education sector for over 20 years.

The Requirements

WEG provides smart solutions for education institutions specialising in recruitment and people-oriented services for the education sector. The company required a cross-platform app to make it easy for job hunters looking for academic roles to search the database of available jobs and click through to obtain more details and apply.

What We Did

Blueberry used Xamarin to facilitate the implementation, so that the functionality only had to be created once but would work on both Apple iPhones and Android phones.

The Results

The new Job Search Smartphone App has improved the specialist recruitment process for WEG, helping it become a leading provider of recruitment services in Education globally.

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Technology
- BBWT
- Xamarin
Team size
- 2 developers, 1 manager
**Hertfordshire NHS Trust**  
**A&E Patient Monitoring System**

The East and North Hertfordshire NHS Trust manages three busy hospitals: Hertford County in Hertford, the Lister in Stevenage and the Queen Elizabeth II in Welwyn Garden City. Between them, the hospitals provide a wide range of major acute surgical and medical inpatient services, including A&E, critical care and maternity.

**The Requirements**

The length of time patients have to wait in Accident & Emergency is one of the key issues for the Trust. The Trust had previously been recording patient information on a whiteboard to monitor the amount of time patients spent in A&E for assessment, treatment or a medical decision. It needed a new system to monitor patients waiting times in A&E.

**What We Did**

Blueberry designed a Web application to help ward staff manage patient traffic and bed allocation. The system displays a visual record of patient activity in real time, instantly showing A&E staff who needs attention, what tests have been ordered, results obtained, where to act to prevent breaches to waiting times, where bottlenecks may be forming, and the allocation of a doctor or clinician to a patient, together with their accompanying medical notes. The system consists of:

1. An interface to the Patients Administration System (PAS).
3. An interface for A&E staff, which provides five main features:
   - A whiteboard display showing all the patients in the department along with details such as name, time arrived, doctor etc. A colour coded ‘traffic-light’ display is used so that staff can quickly identify how long each patient has been waiting and if breach is likely.
   - A desktop display which is used to edit patient details and to transfer patients between areas within the A&E department.
   - A “Medical Records” feature which is used to automate the requests for patients medical details.
   - Administration screens which are used to define system parameters such as doctors names, departments, user logins etc.
   - A reports area which allows a user to generate reports on the number of patients who exceeded the wait time limit and a summary of the doctor’s workload.

**The Results**

The system makes the daily process of patient and bed management easier, improves staff efficiency by saving time and helps management meet hospital performance targets.

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**Technology**

- SQL
- ASP.Net

**Team size**

- 1 manager, 1 developer

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“The staff who originally resisted the system now threaten death if it goes offline!”

Teri-ann Grange  
I.T. Projects Manager  
East and North Hertfordshire NHS Trust
NHS
Android Mobile Phone App

The Nutritional Epidemiology Group is part of the School of Food Science and Nutrition at the University of Leeds, with a reputation for interdisciplinary excellence in linking nutrition, obesity and population health. The group is made up of researchers from a number of academic disciplines within the University. It was proposed that a mobile phone could be a key tool for delivering a weight loss intervention programme, given its potential to communicate with a wide range of individuals.

The Requirements

The Nutritional Epidemiology Group successfully secured a National Institute for Health Research (NIHR) grant to investigate the use of mobile phone technology to help people lose weight. It was proposed that a mobile phone could be a key tool for delivering a weight loss intervention programme, given its potential to communicate with a wide range of individuals.

What We Did

Blueberry created the ‘My Meal Mate’ Android mobile phone application which provides users with:

- A database of 35,000 common food items, which allows the user to record what was eaten throughout the day in a food diary.
- “Photo mode” where the user can use the phone camera to take a photo of a meal as a reminder for completing the food diary.
- “Favourites” feature to store common meals to make data entry easier.
- Exercise entry to log calories used during the users’ daily exercise. Target weight loss settings, with limits to prevent unhealthy rates of weight loss.
- Progress tracking and graphing.
- Upload of diary entries to a reporting website.

The Results

In addition to providing software expertise, Blueberry also played a strong technical consultancy role within the Nutritional Epidemiology Group – in particular with selecting the most appropriate phones for the project; generating custom reports and producing a specialised reporting website.
Allport Cargo Services
Parcel Tracking - Cloud-Hosted Web Application

Allport Cargo Services is a UK-based freight forwarding and logistics company, operating in over 100 countries. Blueberry built a bespoke system for Allport Cargo Services which replaced an inefficient, manual process with a quick, easy way for their customers to book courier services online.

The Requirements

In addition to arranging the importing and exporting of goods, UK-based freight forwarding and logistics company Allport Cargo Services provides a parcel courier service to give their customers a more convenient and extensive offering. But the courier division needed to streamline their services – too much time and resources were being wasted on their existing process which involved using various couriers’ individual sites to book the couriers, and doing their invoicing manually.

Allport Cargo Services wanted a web portal which customers could use themselves to book parcel collection and delivery services. They needed the system to integrate various courier partners’ public APIs and allow Allport to set pricing for each customer, as well as produce reports and invoicing.

What We Did

Blueberry took on the complicated task of developing a system which could cope with the various different characteristics of several courier APIs and roll it into one Allport-branded web portal which:

- Enables Allport to configure pricing on a per-customer basis for each possible courier service.
- Calculates the cost to Allport and the cost to the customer of each order.
- Outputs reports that allow invoicing to customers on a weekly basis.
- Imports courier invoices and outputs reconciliation reports when courier invoices do not match previously computed costs.
- Creates extensive reporting to enable Allport to monitor the whole business.

The Results

The new web portal has had a great impact on streamlining Allport’s courier services. The sophisticated system enables them to offer an improved, convenient service to their customers while making their reporting and invoicing processes much more effective and efficient.
Animaware
Temperature Warning System - Amazon IoT App

Animaware was founded in 2011 to develop a unique product to protect dogs and other pets from the dangers of temperature extremes. The product, AnimAlarm, is a portable and easy-to-use thermal warning system. The system sends alerts via text message and email about high and low temperatures that might affect animal welfare, with the range being customisable via an online web portal.

The Requirements

Animaware is a small Android gadget that wirelessly monitors the temperature in the animals’ environment against an acceptable range which is set by the end user using an online web portal. Whilst AnimAlarm is already successfully sold to end-users, the company needed a new development partner to enable the device to be used in the U.S market.

What We Did

Blueberry suggested a new temperature warning system for animals that was built using IoT and Amazon Web Services technology. Temperature updates are sent every minute to the Cloud, where Blueberry used Amazon’s IoT, Lambda and MQTT technologies to process the incoming data and send alerts via e-mail and SMS if the temperature goes out of range.

The Results

The new architecture now allows multiple possibilities for Animaware:

- The Server can send SMS messages to owners’ mobiles using an online SMS sending service such as Twilio – these services support sending messages with 01 international codes.
- The Server can also send messages via email.
- An online portal allows users to:
  - Set temperature limits for an individual sensor.
  - Manage multiple sensors.
  - Obtain latest temperature and battery levels.
  - Add “friends and family” mobile numbers to subscribe to alerts.
  - Change user preferences.

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Mechatherm International
Web-Based Parts Inventory Database

Based in the West Midlands, Mechatherm has been designing and supplying furnace equipment predominantly for the aluminium industry since its formation in 1973. Blueberry updated a legacy Access system for the industrial engineering company to a modern browser-delivered application that manages all aspects of documentation required for the design, supply and commissioning of furnace equipment.

The Requirements

The technology they had been using was predominantly Access databases, with many variants of their “Partpack” database thrown in, creating real headaches in terms of data consistency. When Blueberry was brought on board to design a whole new replacement system, there was a special request: the system should have the same Access look-and-feel because of the familiarity of the old graphical user interface with their existing user base.

What We Did

Blueberry developed a browser-delivered application linked into Mechatherm’s Active Directory (AD) for authentication.

The system was built using our BBWT web application framework, and was designed to retain the old Access look and feel – but still purrs under the bonnet!

All projects are now held within the same SQL database, so there’s no need to keep loading new databases. Lazy loading of very large document lists further increases page load speeds, since data outside of viewing is not loaded until the user scrolls to it.

The application is also integrated into Mechatherm’s finance system (Opera) via APIs which enable them to raise orders to suppliers and obtain financial information.

The Results

The new system manages all projects (as individual Access databases) from Document Control, Ordering, Packing and Despatch to the end-client sites.

Because the GUI design intentionally mimics the previously well-adopted Access system, the existing users were very pleased with the replacement system.

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Technology
• BBWT
Team size
• 1 manager, 3 developers
Murphy Cobb
Budget Analysis - Cloud-Hosted Web Application

Murphy Cobb is a specialist consultancy that advises some of the world’s biggest companies on their advertising strategies. Their work covers broadcast, print and digital media, with a particular specialism in television advertising.

The Requirements

Blueberry was approached by MCA to provide a competitive build quote for a software tool called Budget Builder. Budget Builder would be sold to their clients’ marketing teams and would create advertising budgets from a portfolio of advertising campaigns specified over a 12-month period. This would typically involve coordinated TV, print and digital material.

What We Did

Blueberry created the site for Budget Builder using our own BBWT web application framework, so that it re-styled automatically depending on the client – showing the client’s logo, images and company colours. The Budget Builder tool includes the following features:

- Allows user to look at the budget for a fiscal year and compare different scenarios for any number of campaigns.
- Uses a simple ‘wizard’ that guides the user step-by-step through the process of setting up a budget, including selecting media type, duration, frequency etc.
- Includes a client styliser which allows the tool to be customised for each client.
- Can be accessed from multiple browsers and mobile devices.

The Results

Budget Builder has provided MCA with a valuable, automated tool that they can offer to their clients to help them easily assess budgets and consider different advertising campaign strategies. Since its launch, they’ve been very pleased that it has attracted the attention of organisations such as Visa International, The Co-operative supermarket chain and Premier Foods.
Crane Electronics designs and supplies a range of specialist precision tools for measuring torque during processes such as car engine assembly. Crane customers include many household names, such as BMW and Ford.

The Requirements

Crane required an update in its technology from the relatively unsophisticated software used for measuring torque that required a connection to a laptop or PC to a wireless handheld device.

What We Did

Blueberry built an Android-based program to collect and graph real-time data for a hand-held torque data collector called IQVu.

Our application runs on a ruggedized Android tablet for use on the manufacturing shop floor and collects data in real-time from electronic torque wrenches via a wireless connection or USB cable. It graphs the data and stores it for audit purposes. The data can also be exported in .CSV format for further offline analysis.

The code for the Torque Data Collector involved writing low-level interfaces with the tablet’s USB ports and creating Arduino electronics to simulate the transducer attached to the torque wrench.

The Results

The IQVu is said to be the most revolutionary torque data collector in the world, capable of measuring and collecting torque, angle and pulse data in the manufacturing and quality environment. It can take thousands of measurements in near real-time (every 1 millisecond), but still has a small footprint.

Crane sells the Data Collector as a hardware/software product on a Getac ruggedised tablet, suitable for use in “shop floor” engineering environments. It is now seen as a world-leading product of its kind.

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PKF Cooper Parry
Web-Based Workflow Management System

Blueberry built an intuitive, flexible, web-based workflow management system for award-winning UK accountancy firm, PKF Cooper Parry, which has helped the company meet demanding client needs and win new business.

The Requirements

PKF Cooper Parry has several hundred clients, and the number of properties they look after total well into the thousands. Every single one of these properties needs their own set of accounts, which require annual certification and auditing. The incumbent system was stifling the team’s ability to work effectively on a day-to-day basis and their opportunity to grow as a business.

What was needed was a completely new system that could handle the complex rules around what different user roles could do in the system, whilst also being flexible enough to be easily extended should workflow patterns change in the future.

What We Did

Within a 10 month development period, Blueberry analysed, designed, developed and delivered a state-of-the-art system that:

- Implements complex account management and preparation workflow processes in a flexible way – allowing workflows to be tailored to the needs of each client and applied across large property portfolios efficiently.
- Utilises a modern user interface framework, making it simple and intuitive to use.
- Seamlessly integrates with their existing reporting system.
- Includes customer-focused features such as Key Performance Indicator dashboards and daily email digests containing all relevant updates.
- Has the flexibility to support future enhancements as PKF Cooper Parry’s business needs change and evolve.

The Results

Since the system was implemented, feedback from the users have been hugely positive. It has enabled PKF Cooper Parry to significantly improve the efficiency of their account preparation, help individual accountants exceed their Key Performance Indicator targets and successfully pursue new business opportunities.
English Speaking Board

CRM System

The English Speaking Board (ESB) provides exams for international students located largely within the UK, but also overseas. Blueberry built an examinations database & CRM system, allowing the company to upload the results and reports of tens of thousands of candidates within seconds. Processes have been cut in half by the new system, yielding a tenfold improvement in productivity.

The Requirements

ESB had an outdated legacy access system – the system crashed, there was no online capability for bookings and there was a lot of manual work to be done by the staff. ESB was therefore looking to update its old software with an up-to-date Exam Management System, with a web-based interface, modern browser compatibility and full data reporting capabilities.

ESB issued a request for tender for the project to a number of software development companies, which was eventually won by Blueberry.

What We Did

The new ESB site contains user accounts for Staff, Examiners and Organisers. These three accounts all have input into a booked examination for uploading candidates, results and reports.

ESB also wanted a mechanism for uploading a varied set of report forms into the system which would then trigger results to be changed and emailed out to examiners. To address this requirement, which involved around 100 different examination templates, Blueberry identified and implemented a method of importing templates into the system, which allows ESB to import tens of thousands of candidates within seconds.

The Results

The client is very happy with the new system, which was built using Blueberry’s BBWT business web application framework, and received a return-on-investment within the first six months.

Additionally, the company was able to reduce costs and improve productivity because of the simplicity of the new system. As a result, ESB is now looking to expand into even larger markets abroad.

“Our processes have been cut in half and the new system is a breeze to use. Equally impressive is the volume of users – we haven’t noticed any slow down at all, which has had a positive impact on the workload!”

Liam Vaughan
I.T. Officer

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x-OvO
Diagnostic Software For Poultry Production

x-OvO is a biotechnology company engaged in the research, development, and commercialisation of Multiple Technology Platform (MTP) diagnostic tools designed to enhance biological performance and animal welfare in poultry production systems worldwide.

The Requirements

x-OvO supplies testing kits globally for the diagnosis and immune-profiling of poultry diseases to poultry producers, government and global disease control organisations involved in notifiable avian disease control. The kit detects Group A, H5, H7 and H9 avian influenza viruses, with particular emphasis on the H5N1 avian influenza panzootic.

The company’s analytical software for the kit was out-of-date and not user-friendly. They wanted the software updated, plus a new streamlined look and feel. This included taking the existing functionality of the software and incorporating it into a Window-based plug-n-play application that clients could easily install.

What We Did

The challenge for Blueberry was developing new software that would integrate with old hardware (plate readers) that still used LPT protocols. Blueberry built the software by rewriting the Windows Delphi Application in C++

The new software connects to an assay machine, executes the required diagnostic test, retrieves results and analyses it against the test type. It then produces analytic reports so that users can quickly assess if the tests are positive or negative.

The Results

x-OvO now has a diagnostic testing kit that uses up-to-date software for measurement and detection of poultry diseases, with each plate capable of analysing 96 samples for signs of infection. As such, the kit has become a sales tool for the company to roll out into new markets, so giving the client a competitive edge over its rivals.
The Dorchester Group
Mobile Responsive Web Platform

The Dorchester Group specialises in residential-led mixed use developments within the property investment sector. The Group was founded in 1996 to focus on residential investment property and now has a diversified investment portfolio with residential and commercial real estate assets owned through a variety of private companies across the UK and Central Europe.

The Requirements

The Dorchester Group required an application that would allow homeowners to book services and facilities, as well as a secure online social platform for homeowners to communicate safely with others.

What We Did

Blueberry developed a mobile responsive web application using our own software framework, BBWT, and the GoCardless Payment mechanism. With this a complete turn-key service including project management, development and support was provided. Using the service users can access a variety of payment plans with complete integration across the system.

Two central pieces of functionality added by Blueberry were the automated recurring payment schedule feature, a feature missing from the GoCardless system, as well as a feature that integrated an editable notice board.

The Results

The Dorchester Group has been able to offer a wide range of value adding services to its residents by having this system in place and therefore coupling their 21st century housing with an equally modern and efficient software system.

Feedback about the site from the group management team and end users has been very positive, regarding both design and functionality of the portal.

Revenue generation through the site has been excellent and is predicted to increase further by the Dorchester Group management team.

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Blueberry produced a screen recorder software product for sale via the internet. In addition to developing the program, Blueberry created the online store and marketed the product.

The Requirements

In 2002, Blueberry Consultants recognised the emerging potential for creating software demonstrations, tutorials or communicating information about PC problems using screen recorders capable of making lossless high-quality recordings with small file sizes. The company set about creating a screen recorder designed to offer superior quality and file size to existing software, for distribution to a mass-market using Blueberry’s in-house technical and commercial expertise.

What We Did

Creating a software program that will be installed and used by thousands – or millions – of people meant many factors had to be considered during development:

- The product had to support multiple versions of Windows and many different hardware configurations.
- It needed to handle being installed by an administrator and run by a user with limited access rights – a common situation in many companies.
- Upgrades and updates had to be planned for, including a “check for updates” function to make the process as simple as possible for end-users.
- Thorough testing of the software would be crucial to ensure reliability.
- The design of an online store, complete with order processing system.
  - The payment system would need to be a bespoke design that included order processing for purchase via credit card or purchase order.
  - Web page optimisation would be critical to ensure the site would rank well on search engines for key phrases.
- Copy protection.
- Comprehensive Help text had to be written as part of an end-user manual.
- A responsive customer support system was required for order and technical queries.
- Marketing and promotion of the software to ensure awareness of the product.
  - This included distribution across thousands of software directory websites.

The Results

After successful completion of the project, a new sister company – Blueberry Software Limited – was founded to handle the sales, support and future development of FlashBack. Since its release in 2003, FlashBack has undergone continuous development to keep pace with new technology and the changing needs of users. It has now grown into a family of screen recorder products covering a wider range of price points.
K-Ban
Quote-to-Cash Software

K-Ban is a supplier and installer of windows and doors, supplying large quantities to the new build housing market. The company has grown from small beginnings and is based near the town of Tewkesbury which is close to Cheltenham.

The Requirements

K-Ban offers windows supplied by third parties as well as windows made in-house at their manufacturing unit in Gloucestershire. As a result they are able to offer a full range of options to house-builders. This amounts to thousands of windows and hundreds of doors for a typical site.

Traditionally, they have used industry-specific software packages for designing and specifying the windows and then have used Excel to create quotations, inventories and invoices. However, a spreadsheet for a 200-house site which typically has 10 or more different house types, each with different windows and doors, makes for a very complicated document!

What We Did

Blueberry developed a new system to fully automate their quote-to-cash business process using BBWT (Blueberry web Template).

The Results

The new fully automated software is able to create quotations, inventories and invoices, so improving business efficiency by several orders of magnitude.

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Blueberry developed and implemented a new management system to support Chubb Locks’ next generation of sophisticated microprocessor controlled locks. The project showcases Blueberry’s ability to deliver robust critical systems for use in environments that demand uncompromising reliability.

The Requirements

Chubb Locks Custodial Services required a new management system to support its original electronic locking devices as well as a new range of revolutionary microprocessor controlled locks with advanced functionality. Chubb wanted expert professional software support to tackle the development within the required timescale and invited Blueberry to design and implement the new system.

What We Did

Blueberry worked closely with CLCS and their other sub-contract partners to implement the new scaleable and expandable management system in .Net based around SQL Server. The resulting software suite supports two different ranges of custodial electronic locks.

The Results

Blueberry’s software provides a complete control system, allowing operators to see the status of all locks and other devices in the system, as well as implementing sophisticated features such as time-based locking and interlocking.

The server has built-in redundancy support with complete hot-spare functionality for extra security. Blueberry continues to work with Chubb Custodial to add additional advanced features to the system, as well as supporting third parties wishing to integrate to the package.
HML Group
Mission-Critical Database Migration

The HML Group provides a range of property services to the UK commercial and residential sectors, including property management, insurance and ancillary services. When the Group’s mission-critical database started producing errors, Blueberry migrated the backend data storage to Microsoft’s SQL Server.

The Requirements

HML had an Access database that quickly became mission-critical as the business grew. When the database started producing ominous sounding errors, HML contacted Blueberry to find a short-term rescue plan to stabilise the database. It quickly became apparent to Blueberry that Access was not a suitable platform on which to build HML’s mission-critical multi-user databases.

What We Did

Blueberry recommended re-implementing the project and migrating the backend data storage from Access to SQL Server. The new system is a true three tier database with a WinForms .NET client tier, a .NET web services middle tier and an MS SQL Server backend tier which is written in Transact SQL.

The Results

The database has become the core of HML’s strategy for business growth. Its success has led to an on-going relationship between Blueberry Consultants and HML, resulting in continued developments being undertaken by Blueberry as HML’s systems have grown in line with the success of their business.

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Technology
- MS SQL Server
- WinForms
- .NET

Team size
- 1 manager, 2 developers
The GSM Association has played a pivotal role in the development of the global wireless industry. The Association required its complex data and analysis service migrated to a new hardware platform without any disruption to its many thousands of users.

**The Requirements**

The GSM Association is the global trade association representing GSM mobile operators throughout the world. Its membership consists of 660 second and third generation mobile operators and more than 140 manufacturers and suppliers, who in turn serve well over 1 billion customers across more than 220 countries and territories.

The GSMA required its data and analysis service – which included a website, staging site and databases – to be moved to a single new physical machine, replacing the three separate machines the system components had been running on. The GSMA needed a supplier who could analyse the system, recognise the risks and undertake the work within a time limit – without any disruption to the many thousands of users of the live service.

The site used SQL Server 2000, IIS 6, ASP.NET, SQL Server Reporting Services, and customised security extensions to the reporting services.

**What We Did**

Blueberry performed a scope assessment and identified solutions to the various risks. Blueberry then set up a test system on a new server, where the contents of the three machines were collapsed to a single machine. After successful testing, Blueberry was able to safely move the GSMA’s complex site to an entirely new environment with less than a full weekend’s downtime.

**The Results**

The project was successfully completed within GSMA’s time constraints, whilst keeping costs to a minimum. On completing the project, Blueberry was chosen for further development work by the customer.

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**GSM Association**

Migration of Wireless Intelligence

"Not only has Blueberry fulfilled our complex requirements but also added value at every stage of the project. When you’re dealing with business critical applications, it’s good to work with a safe pair of hands."

Rick Costello
Head of Media | GSMA

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**Technology**

- SQL Server
- IIS 6
- ASP.NET
- SQL Server Reporting Services

**Team size**

- 1 developer, 1 manager

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IOM
Online Knowledge Bank System

The International Organization for Migration (IOM) works closely with various organisations to ensure the orderly and humane management of migration by providing practical solutions and logistical assistance to displaced people. The organisation contacted Blueberry because it required an online knowledge bank system that all their offices across the world could access and use.

The Requirements

The system was required to:

- Provide reliable and up to date information on migrating people and the socio-economic conditions in the countries of their return.
- Provide information on individual cases when requested in an efficient and effective manner.
- Provide a knowledge base of reference ‘cases’ via a secure point-to-point messaging system which allows individual cases to be posted by users to other users in different regional offices in order to supply the requested information.

What We Did

Called IRRiCO (Information on Return and Reintegration in Countries of Origin), the system was implemented by Blueberry within the constraints of a small budget and significantly discounted development costs due to IOM’s non-commercial status.

Blueberry’s solution was to create an application with two interfaces – an administration interface (which accounted for 80% of the project) and a small public interface consisting of two web pages. The administration pages form a ‘knowledge bank’ based on a point-to-point messaging system.

The Results

The website provides each regional office within the IOM group with their own homepage to publish information relating to the areas they cover, along with contact information. Various filters (such as case status, originator, etc) and a keyword filtering system enable the cases to be browsed by authorised users.

Blueberry’s design provides a complete online knowledge bank system for IOM. The IRRiCO system is completely web based, and uses the ASP.NET development platform running IIS 6.0 with an MS SQL database server backend.

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Technology
- ASP.NET
- MS SQL Server

Team size
- 1 manager, 2 developers
TruTac
Agency Costing System

TruTac is an expert in logistics software, data and compliance, and is the UK’s largest and most successful tachograph analysis company.

The Requirements
TruTac works with logistics companies who often use agency drivers to deliver their goods. These agency drivers tend to charge at different rates at different times. Consequently, TruTac’s customers needed a system for logging this complex driver information.

What We Did
Blueberry designed an easy-to-use Agency Costing system which integrates with TruTac’s existing digital Tachograph system, TruControl, which is a web-based, fully automated, digital and analogue tachograph analysis and compliance reporting system.

The new software performs sophisticated matching between the Tachograph data and drivers worksheets – generating reports that the accounts departments of the logistics companies can use to verify that the invoices submitted by the agencies are accurate.

The Results
TruTac’s software can now handle agencies that, amongst other things:

- Charge at different rates at night.
- Charge at different rates at Saturdays and Sundays.
- Choose differing times of day on a Sunday to count as a Sunday start.
- Choose the start-time of work to determine the rate for the work.

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**Martin Green**  
(CEO, Blueberry Group)

Martin Green founded Blueberry Consultants in 1997. Software development – and the creation of new products and companies – has been central to Martin’s life and career. He started programming on small microcomputers while at school, and after University established a game development company, ATD, which employed 35 people by the time he left to start Blueberry.

Martin has been directly involved in the creation of three other start-up companies, and has been a director of two other UK technology companies. Martin believes that quality software development can make people’s lives easier, and takes a passionate interest in all Blueberry projects.

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**David Lee**  
(Managing Director, Systems)

David is an experienced commercial manager, with a track record of successfully delivering challenging corporate projects on time and budget.

David started his career as a software developer on large systems for ships and submarines, before progressing to workflow software and consultancy, training and support.

In 1996 David founded a successful Workflow and Business Process Management company, which he sold in 2010, prior to joining Blueberry as Managing Director of Systems.

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