# Google<sup>m</sup> 11

# Developing innovative custom business solutions with Google Apps

Jeff Ragusa, Google Apps SMB Channel Lead David Hoff, Cloud Sherpas CTO 5/10/2011

Hashtags: #io2011 #GoogleApps

Feedback: http://goo.gl/Kc8Oa



#### Scope and Takeaways

#### We're talking about...

- Google Apps based solutions
- Custom solutions

#### 3 things to take away

- 1. Developers have power and flexibility
- 2. Customization can be lightweight or complex
- 3. There's a business here

#### **Brief Agenda**

- Background on Apps, bigger picture, partners
- Survey of customization tools
- Lightweight example usage in the wild
- Deep dive on more complex solution



#### Google Apps for Business



- 3M+ businesses
- 30M+ active users
- 218 new features in 2010
- 99.9% uptime guarantee

www.google.com/a



#### Google Apps solution providers





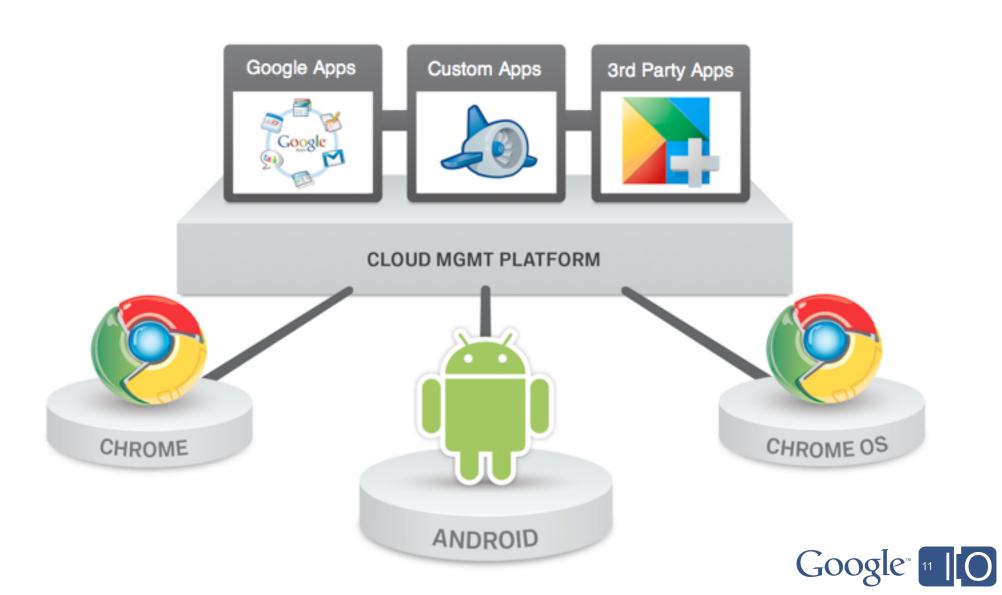


- Services-oriented: handling sales, implementation, consulting, support
- Face of technology to customer
- Bundled multi-vendor solution selling
- Trending toward custom development

www.google.com/apps/resellers



#### "100% web" vision for business

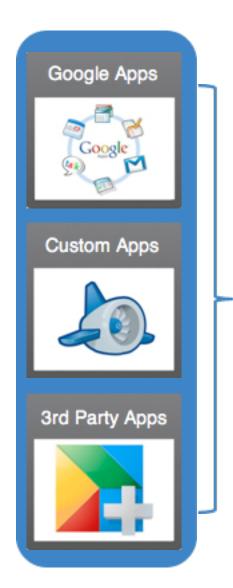






- Managed Service Provider (MSP) / Value-Added Reseller (VAR)
  - Sell and deploy Google Apps to businesses
  - o Implement, consult, and support
  - Source complementary applications





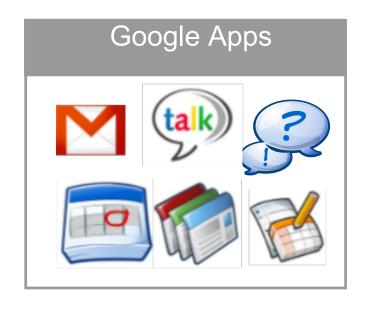
- Managed Service Provider (MSP) / Value-Added Reseller (VAR)
- 2. Systems Integrator (SI)
  - Create custom logic and user interfaces
  - Integrate applications into custom solutions

- Managed Service Provider (MSP) / Value-Added Reseller (VAR)
- 2. Systems Integrator (SI)
- 3. Independent Software Vendor (ISV)
- 3rd Party Apps

- Create new web applications
- Productize and sell through others



# Key tools for customizing Google Apps













## Google Apps Script

- Lightweight, cloud scripting framework
- Standard Javascript, executed server side
- Automate tasks, business logic, workflows

Collect user input through embedded graphical interfaces and menus

Manipulate Google application data:

**Sites** 

**Spreadsheets** 

**Docs List** 

Calendar

**Contacts** 

**Finance** 

**Maps** 

Bi-directional: triggers to respond to application events



Send HTTP requests
Send email
Access Web Services via SOAP



NEED: To efficiently schedule training sessions

OLD WAY: Inefficient manual matchmaking



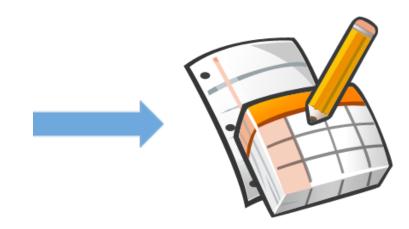


#### **SOLUTION:**

• Built custom form UI, searches trainers in spreadsheet database



revevol I need a trainer					
Pick a date:					
MM/dd/yyyy hh:mm					
Start time 03/01/2011 9:00					
End time 03/01/2011 17:00					
Choose a place:					
Address rue des Jeuneurs					
City Paris					
Country France					
Find the right competencies:					
Training language French					
Trainer level 3- Workshops - advanced ▼					
Show trainers					

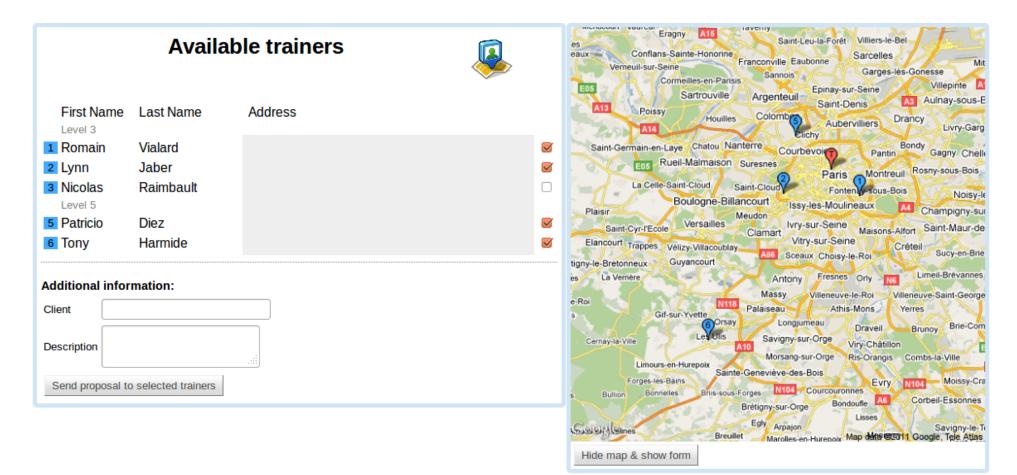




#### **SOLUTION:**

- Built custom form UI, searches trainers in spreadsheet database
- Displays interactive results pane, also with map view

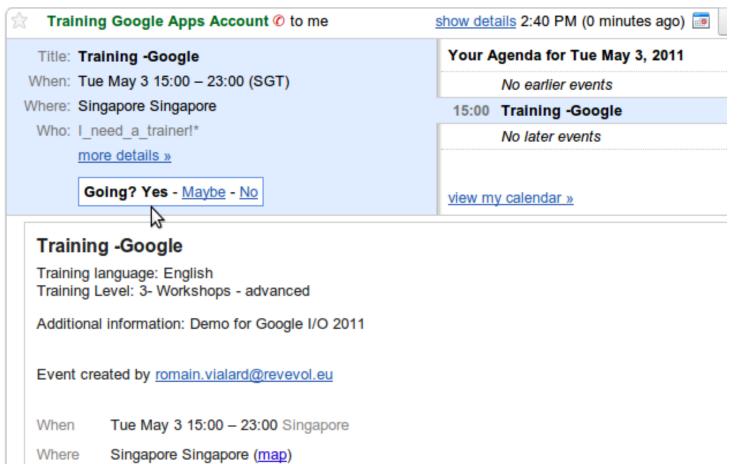




#### **SOLUTION:**

- Built custom form UI, searches trainers in spreadsheet database
- Displays interactive results pane, also with map view
- Selected trainers get a calendar invite
- Sites, Spreadsheets, Maps, Calendar







NEED: To coordinate deliveries

OLD WAY: Phone calls





#### **SOLUTION:**

• Form embedded in Google Site captures request



<b>3</b>	Wadmar Corporation
Name:	
Company:	
Email:	
Delivery Type:	
Requested Date:	
Select Delivery Time Slot:	
● 8:00 AM - 10:00 AM	© 2:00 PM - 4:00 PM
© 10:00 AM - 12:00 PM	© 4:00 PM - 6:00 PM
© 12:00 PM - 2:00 PM	© 6:00 PM - 8:00 PM
	Request Delivery
	NEWMIND
	Construction Tools



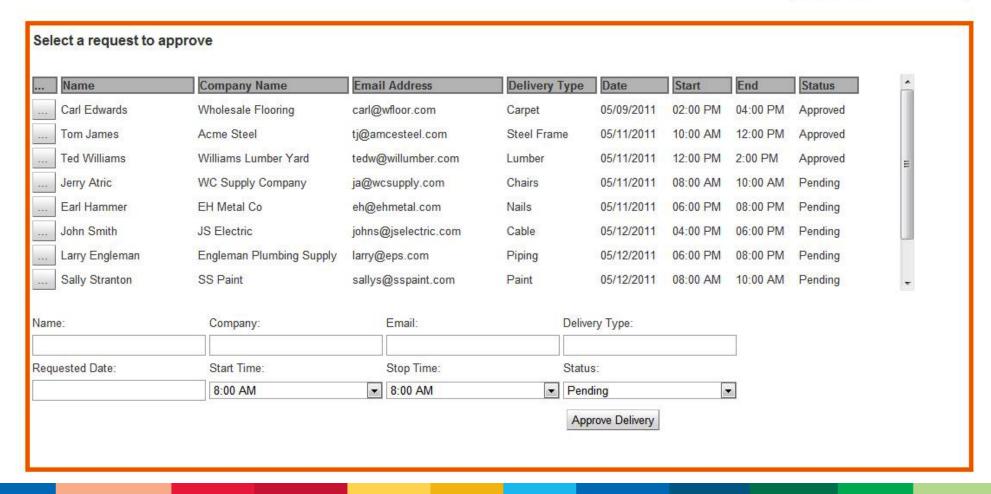
#### **SOLUTION:**

- Form embedded in Google Site captures request
- Email notifications and approval queue









#### **SOLUTION:**

- Form embedded in Google Site captures request
- Email notifications and approval queue
- Approval auto-updates delivery calendar
- Sites, Calendar, Mail







#### Example: KIN event promotion and registration

NEED: Consistency in event management

OLD WAY: Manual, error prone, inconsistent





# Example: KIN event promotion and registration

#### **SOLUTION:**

Spreadsheet template captures structured event detail



	$ \square                                   $					
Formula: Row1						
	A	В	С			
R	low1	FIELDS BELOW THIS LINE REQUIRED FOR EVENT EMAILS	Array Carlos Company			
	vent Name	Some event or other	Enter name of event			
	vent Type	Webinar	Enter event type (use drop down)			
_	vent Location	Online	Enter Event Location			
E	vent Date	1 Jan 2011	Enter Event Date			
E	vent Start Time	3:00 PM	Enter start time			
_	vent End Time	4:30 PM	Enter end time			
	umber of Spaces	0	Enter Number of spaces available for this event, 0=no limit			
S	ignature	Phil	Enter the signature to appear on the emails			
R	leply-To Email	10 mm ( 1 mm )	Enter your email address for replies			
С	c:		Enter your email address(es) to receive copies of sent emails			
			Separate email addresses with commas			
b	CC:		Enter email address(es) to receive blind copies. Separate em			
			addresses with commas			
A	dditional Information for	<b>NB: This event has been re-scheduled</b>	Enter additional information for registration confirmation email			
	onfirmation / cancellation		as "EVENT RE-SCHEDULED" etc. Leave blank if no additional			
е	mails		information required			
J	oining Instructions, 1	You can join the presentation at A recording will also	Enter details as required			
		be made available for offline viewing after the event.				
J	oining Instructions, 2	To join the audio for this conference, and enter the PIN	Enter details as required			
		Non-uk access numbers can be found here:				

## Example: KIN event promotion and registration

#### **SOLUTION:**

PJK

- Spreadsheet template captures structured event detail
- Menu actions create Sites landing page, calendar event, news announcement
- Registration form event handler sends registration confirmation
- Sites, Calendar, Forms, Mail, Spreadsheets

File	Edit View Insert Form	nat Form (0) Tools Help Event Management	
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For	mula: Row1		
	A	В	С
1	Row1	FIELDS BELOW THIS LINE REQUIRED FOR EVENT EMAILS	
2	Event Name	Some event or other	Enter name of event
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4	Event Location	Online	Enter Event Location
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6	Event Start Time	3:00 PM	Enter start time
7	Event End Time	4:30 PM	Enter end time
8	Number of Spaces	0	Enter Number of spaces available for this event, 0=no limit
9	Signature	Phil	Enter the signature to appear on the emails
10	Reply-To Email	100 to +400 to	Enter your email address for replies
11	cc:		Enter your email address(es) to receive copies of sent emails.
			Separate email addresses with commas
12	bcc:		Enter email address(es) to receive blind copies. Separate email
			addresses with commas
13	Additional Information for confirmation / cancellation	<b>NB: This event has been re-scheduled</b>	Enter additional information for registration confirmation email suc as "EVENT RE-SCHEDULED" etc. Leave blank if no additional
	emails		information required
14	Joining Instructions, 1	You can join the presentation at A recording will also be made available for offline viewing after the event.	Enter details as required
15	Joining Instructions, 2	To join the audio for this conference, and enter the PIN	Enter details as required
		Non-uk access numbers can be found here: http://pdf.powwownow.com/GBR/en/enhanced/	
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#### Google App Engine

- Host custom application logic on Google's infrastructure
- Fast / easy development, simple administration
- Java or Python runtime environments
- Use Google Accounts, restrict access to domain
- Send email, send HTTP requests





#### Google App Engine

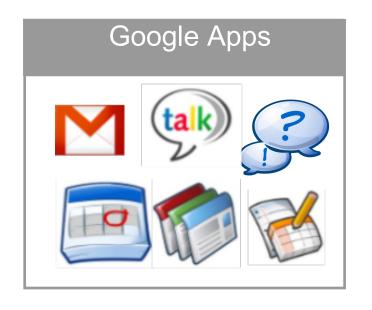
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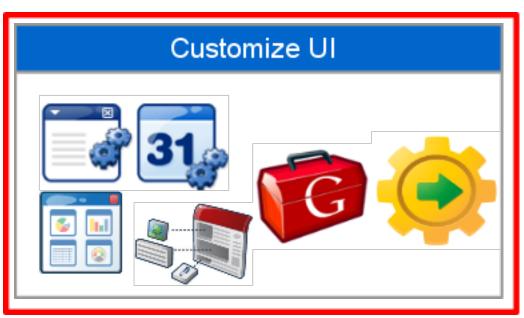


- Use App Engine for...
  - Full standalone applications
  - Where need to persist state across requests



#### Key tools for customizing Google Apps













#### Google Web Toolkit



- Open source toolkit for building and optimizing browser-based application UIs
  - Easy to develop
  - Ajax-enabled
  - High performance
  - Runs across all browsers, including mobile browsers
- Develop in Java, compile to Javascript
- Nice integration with Google App Engine development



#### Example: Enterprise partner support portal

NEED: Integrated, on-demand ticket management for partners OLD WAY: Siloed interface, not matching to exact use case

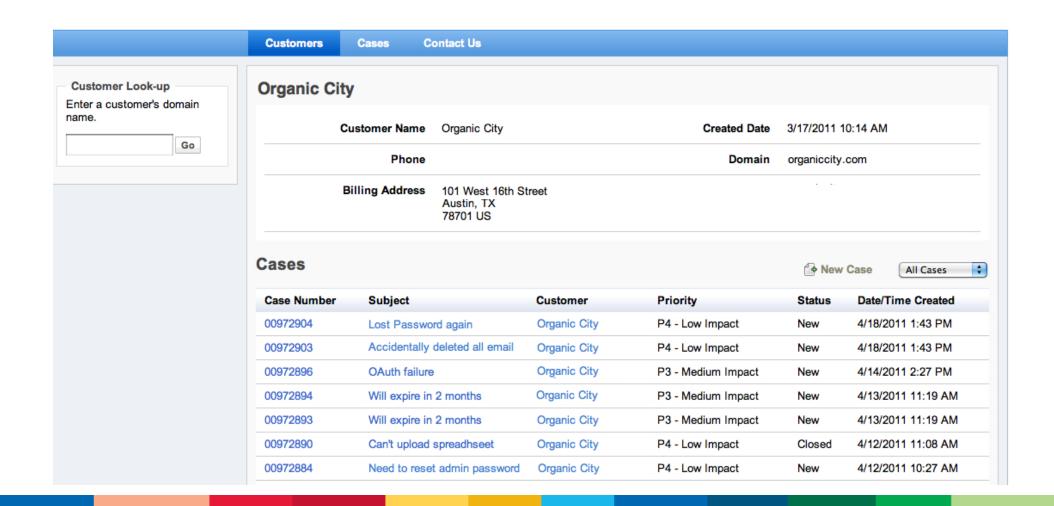




#### Example: Enterprise partner support portal

#### **SOLUTION:**

- Data mashup app on Google App Engine, with custom user interface
- Pulls customer account and case data coming from multiple sources
- Leverage existing Google Accounts
- Google Web Toolkit, Google App Engine, Google Accounts



#### Gadgets









- Custom HTML or Javascript components
- Can be embedded in your web pages or in Gadget containers

#### Google Apps Gadget containers:

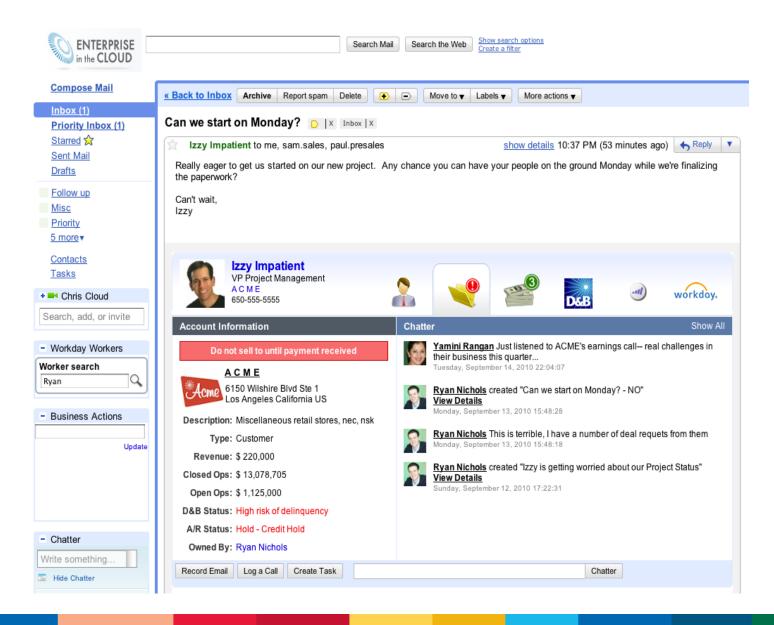
- Gmail: extend Gmail UI with added functionality
  - Sidebar Gadgets: bring other application UIs into Gmail UI
  - Contextual Gadgets: trigger new functionality within a specific email



#### Gmail Contextual Gadget: Appirio CloudWorks

#### Bringing Salesforce CRM into Gmail







#### Gadgets









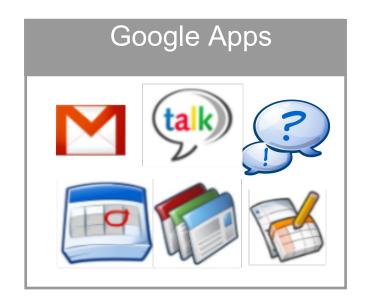
- Custom HTML or Javascript components
- Can be embedded in your web pages or in Gadget containers

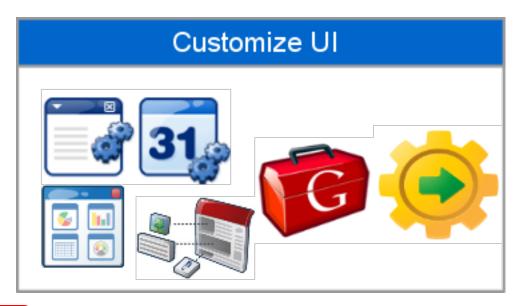
#### Google Apps Gadget containers:

- Calendar: extend Calendar UI with added functionality
  - Sidebar Gadgets: basic sidebar + UI customization plug-ins
  - Event Gadgets: add custom events to any date
- Sites: extend any page to surface another web page or application UI
- <u>Docs</u>: use a spreadsheet as a data source
  - visualize spreadsheet data in unique ways on other web pages



# Key tools for customizing Google Apps













#### Google Data APIs











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- REST APIs for reading and writing data stored by Google Apps
- Data sent / retrieved via HTTP requests
- Client libraries in a variety of languages



#### Google Data APIs











- REST APIs for reading and writing data stored by Google Apps
- Data sent / retrieved via HTTP requests
- Client libraries in a variety of languages

#### Google Apps application data APIs

- Spreadsheets
- **Document Lists**
- Calendar
- Sites
- Contacts

#### Administrative APIs

- Provisioning
- Reporting
- Admin settings
- Email settings
- User profiles
- Audit

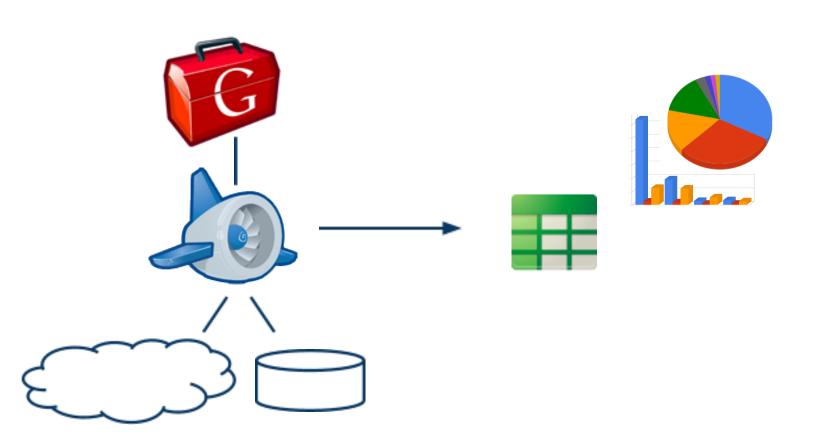


# Example: Performance reporting / visualization

NEED: Ad hoc reports, rich visualization, secure, sharable SOLUTION:

Google

- Google Web Toolkit for constructing queries
- Google App Engine for reporting logic
- Google Data APIs to populate a spreadsheet with report data
- Use spreadsheet for sharing, visualization, dashboard publishing







### Cloud Sherpas

David Hoff, CTO



#### CHEP Intranet Challenges & Opportunites

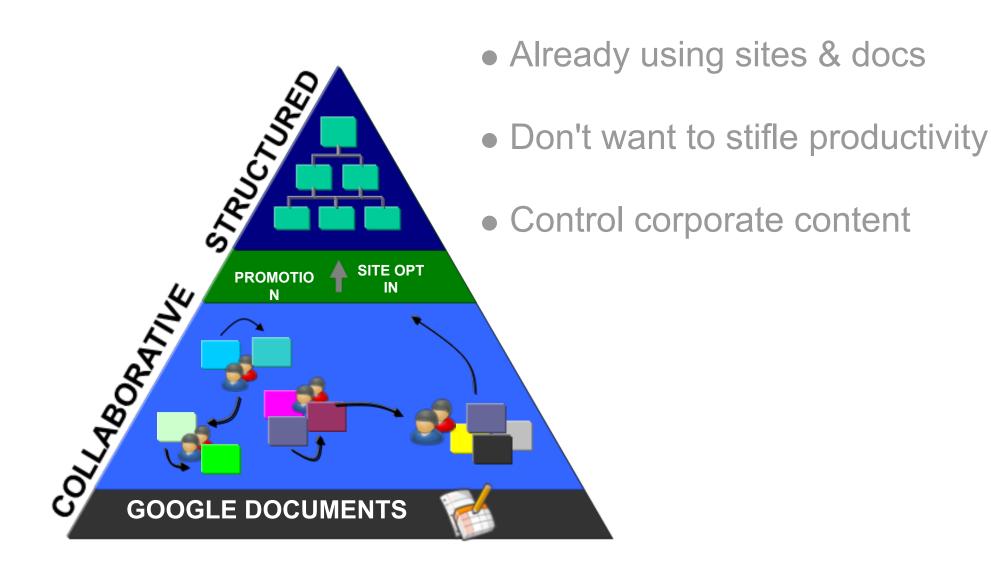
- Multiple, disparate technologies
  - Open text (CHEP)
  - SharePoint (Recall)
  - Bespoke & SAP Enterprise Portal (misc locations)
  - Localized file servers
- Capability mismatch with needs
  - IS involvement required for simple needs
  - Poor search results
  - Taxonomy unmanageable
  - Content responsibilities unknown/unattended
  - Navigation redundant, lengthy and confusing

"It was like a large building with no residents"

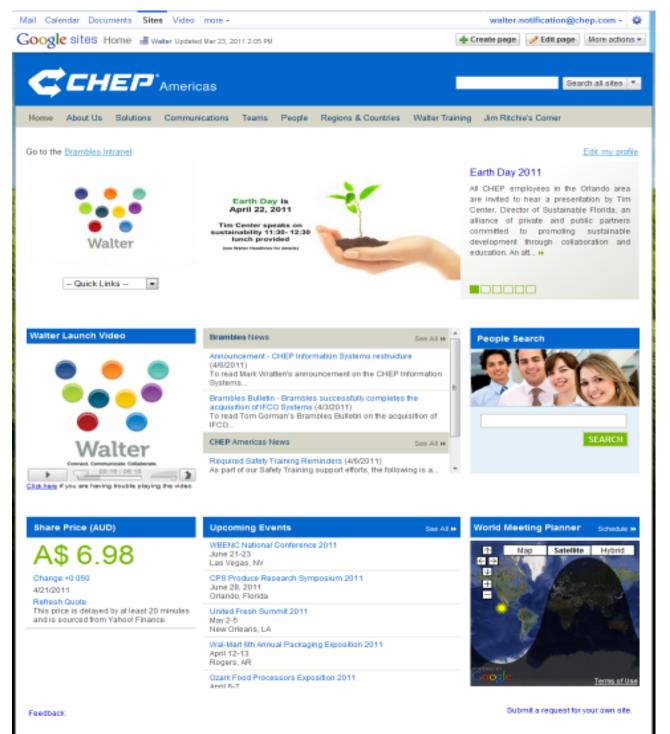
Dale Tuck - Applications Director CHEP



#### **Intranet Vision**



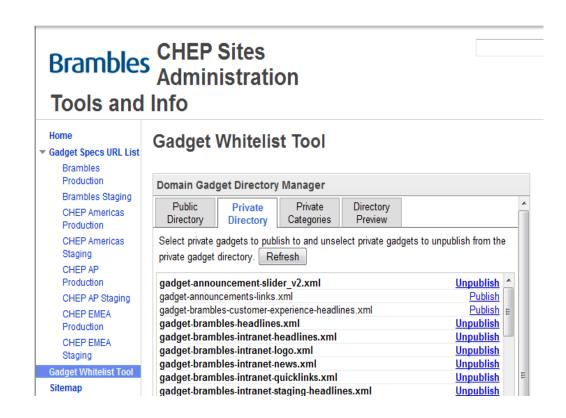




#### Managed Gadgets

"...gadgets that receive data from users authorized to submit changes to the site where they are located..."

- Based on JavaScript
- Dynamic capabilities
- Centrally managed
- Consistent Content





#### **Detailed Look**

Go to the Brambles Intranet





Edit my profile

#### The power of knowing your customer

Last week I had the opportunity to call on a customer that I called on almost a year ago. As many of you know, a year ago we were working hard to regain our credibility and trust with many customers and this one was no different. Read Jim's entire blog.



## Walter Launch Video

-- Quick Links --

Walter

•









#### Behind the scenes

Go to the <u>Brambles Intranet</u>		Edit my profile
Google Gadget	Google Gadget	
"Logo Gadget"	"CHEP Slider Gadget"	
Google Gadget		
"QuickLinks Gadget"		
Google Gadget	Google Gadget	Google Gadget
"CHEP Video"	"News"	"People Search"

#### People Search

- Google App Engine
- GWT
- Reusable
- Search
- Directory profile
- User self editing
- Visualizations API

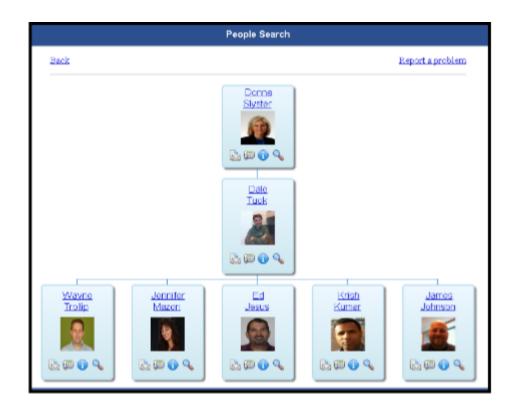


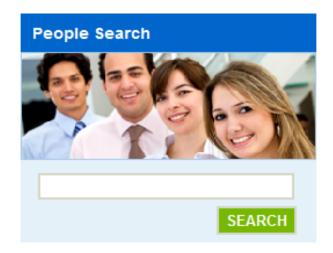




#### People Search

- Google App Engine
- GWT
- Reusable
- Search
- Directory profile
- User self editing
- Visualizations API







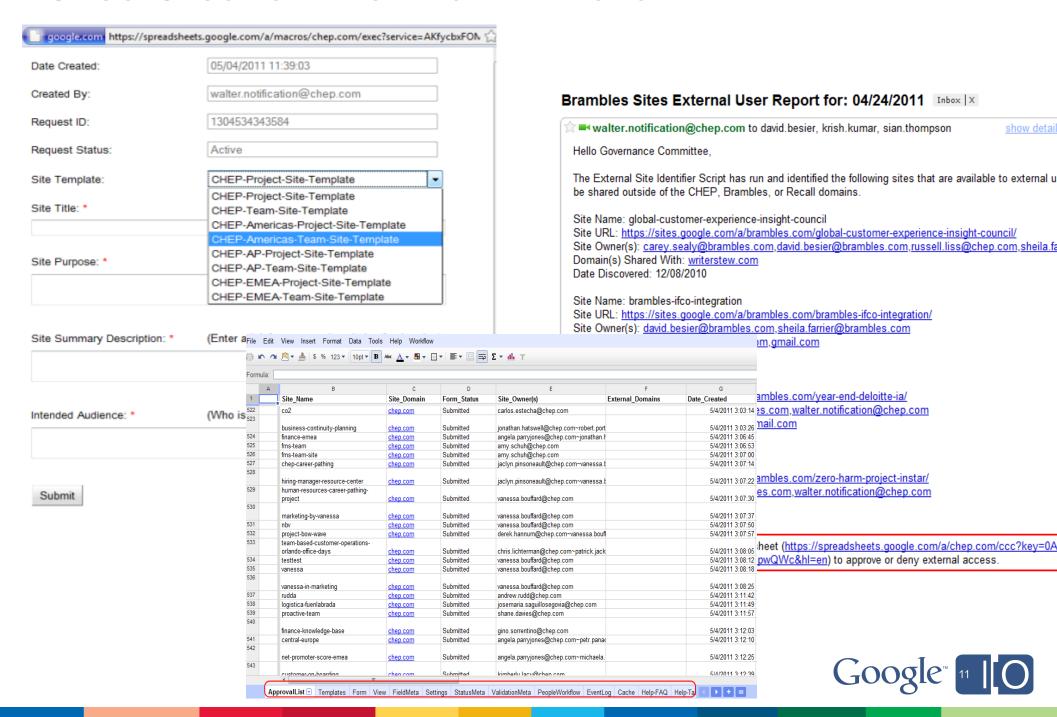
#### People Search Data Flow

- Active Directory to Google User Profiles via GADS
- User Profile to People Search via API
- Direct End User Edits
- Results published via Search Appliance Feed
- Federated Search of People & Content





#### Sites Creation Workflow In Action



#### **Lessons Learned**

- Involve stakeholders and users in every step
- Prioritize needs, plan in phases, release and re-evaluate
- Automate promotion process using APIs
- Gadgets for dynamic content (reuse where possible)
- Use groups to manage access
- Master "admin" user to own solution content
- App Engine is ideal hosting platform!
- Consider and test security at every phase



# Google<sup>m</sup> 1110

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