Can Agility in Tools be Pretty?

STM The global voice of scholarly publishing

Jo Burges, knk Publishing Software
About knk

- Founded: August 4, 1988 (30 years)
- 180 employees in the Group
- Located in the US, UK, France and Germany
- 450 knk customers, 150 using knkPublishing
- Entirely focused on the Publishing and Media Industry
- Microsoft Dynamics NAV Partner since 1993
- Microsoft Gold Certified Partner since 2005
- **knkPublishing** is the only Microsoft-certified business software for publishers worldwide
Customers - Germany
Can Agility in Tools be Pretty?
Information at your fingertips is now expected

- Apps for iPad, iPhone, Android and Windows
- Notifications for important updates
- Work and share with colleagues
Our learning process

Sales feedback
Customer projects
Microsoft
Experiences

Prototyping
New technology
Error-handling
Industry developments
Pillars of knkPublishing Product Management

Sales requirements (operational)

Customer project requirements

Strategic further development of knkPublishing

knk Conception Meeting

(Prioritisation of requirements and budgeting of internal developments, project management)

knkPublishing Release Planning
Enhancements: Hotfix and Patch

- **Hotfix** = urgent adjustment of the current knkPublishing release (as required)
- **Patch** = regular stability improvements of the knkPublishing release (generally 2x per release)
## knkPublishing - Roadmap

### '14
- Developments to contract management (Paid Content)
- Enhanced milestone management
- Inventory evaluation and value flow
- Ad sales with multiple objects (combined advertisement)

### Q3 '15
- Brilliant Emerald
  - ONIX 2.1 & 3.0 based on knk Integration Platform
  - Title management
  - Price management (country and webshop related)
  - Enhancement of deduplication
  - Support for negative royalties

### Q1 '16
- Crimson Glider
  - ONIX enhancement
  - knkFilter Plus
  - Power BI connection
  - Magento connection
  - Extensive enhancements in the subscription module (premium articles, campaigns, shipment)

### Q3 '16
- Desert Darter
  - Upgrade to Dynamics 2017
  - Dashboards for contacts, projects and articles
  - General web/tablet/phone-client ability
  - Enhancement of knk Media Library
  - Author information for editors (phone)

### Q1 '17
- Emperor Dragonfly
  - Continued developments

### Q3 '17
- Flame Skimmer
  - Continued developments

### Continued investment
-knkIntegration Platform
- Title management
- Price management (country and webshop related)
- Enhancement of deduplication
- Support for negative royalties
- ONIX 2.1 & 3.0 based on knk Integration Platform
- Title management
- Price management (country and webshop related)
- Enhancement of deduplication
- Support for negative royalties
- Upgrade to Dynamics 2017
- Dashboards for contacts, projects and articles
- General web/tablet/phone-client ability
- Enhancement of knk Media Library
- Author information for editors (phone)
What’s New in knkPublishing 2017 R2

Overview of the most important new features

As part of the knkPublishing product development program, knk provides its customers with new functions and extensions of the software twice a year. The choice of implementation is left to each customer. There is no obligation to use this offer.

knkPublishing 2017 R2 is the second knkPublishing release, which is based on Microsoft Dynamics 2017. Below you will find an overview of the most important knkPublishing 2017 R2 extensions (release date November 1st, 2017).

OVERVIEW OF THE MOST IMPORTANT IMPROVEMENTS:
+ Refactoring of the knk Integration Platform (knk IP)
+ Separation of file import and export for easier extension and more flexible use of the knk IP
+ Support of XML namespaces & export of individual files per data record
+ knkPublishing Bookwire interface for the knk IP
+ Standardized import of sales data based on consolidated monthly billing

Save the Date

knk Round Table 2016

Wednesday, 14th of September 2016

Your Benefits at Glance:
+ Functional enhancements
+ Improved usability
+ Latest Microsoft technology (continuous advancement of the technological base)
+ Bookwire interface for the knk Integration Platform
Release of work packages

Release R4 Desert Darter
- Start R5
- Emperor
- Dragonfly
- Patches/Hotfixes for R4

“Code Freeze”

Upgrade R4 to R5

Tests

Release R5 Emperor Dragonfly
- Start R6
- Patches/Hotfixes for R5

Briefing for Sales Dept. by Product Mng. Dept.

Comms at the monthly status report

Distribution of customer information GER + ENG

Webinar for the customers

Technical Editing

Marketing/Sales
The added value of how knk works

**Marketing and customer information**
- Transparent communication with customers
- Continuously providing factsheets, newsletters and further product documentation
- Regularly performed webinars

**Software development**
- Streamlining of product development
- Avoid parallel development in different projects
- Provide product documentation (e.g. user manuals, setup guidelines, ...)

**Existing customer management**
- Efficient and transparent creation of solution suggestions
- Optimized consulting for introducing new modules and functionality
... the journey never ends!
Thank you for listening

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