

## Cairns duo make finals of Telstra Business Awards with budget app that has no end of uses

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CAIRNS businessmen Daryl Posgate and Matt Hanson have taken to heart the disruptive nature of the internet, doing for around \$5000 what should have cost significantly more in the information technology world.

A finalist for the Start-Up Award in the 2013 Telstra Queensland Business Awards, the pair own Inspection Apps, which runs a web app that has already finetuned 100 different types of applications for requirements such as commercial kitchen audits, stock updates and property inspections.

More than 4000 such inspections were now conducted each month by inspectors using a mobile app to link with cloud-based, on-demand software. The inspectors run off a predetermined checklist, which then collates into client reports sent in PDF form to management.

The initiative came out of necessity when, in May 2011, they faced a gap in the market for a pool fence inspection app they had developed, after the State Government put a six-month moratorium on mandatory audits after natural disasters. "In that six months we developed Inspection Apps from the app we had built to do pool fence inspections. We knew it would be suited to other kinds of inspections."

Their biggest clients now include the Queensland Department of Transport and Main Roads, whose version was tailored to manage more than 2500 properties; Queensland Rugby League, whose app made club health checks easier to conduct around the state; and Serco Groups immigration centres, designed for commercial kitchen food safety audits and cleaning checks.

"Our research and development side of the business is constant as were approached by clients to inspect certain things," Mr Posgate said.



*Darryl Posgate and Matt Hanson with their pool safety inspection app for the iPhone. Source: News Limited*

A big contract landed recently saw Inspection Apps adapted to conduct in-store merchandise inspections for a particular client's products, something the pair had not foreseen.

That client alone is doing nearly 2000 inspections a month, he said.

With the firm now testing the waters for bigger contracts, they expect to disrupt the market even more with their significantly lower-cost inspection option.

"If we came in (to contract negotiations) with a \$5000 app, we'd sort of get laughed out of the room because we'd be considered a joke. But when you see how powerful what we've created is, it's quite disruptive. It would shake up the bigger software service platforms."

News Corp Australia is a sponsor of the 2013 Telstra Queensland Business Awards.