

Mobile applications

Laurence Tratt

<http://tratt.net/laurie/>

Middlesex University and Elbatrop Ltd.

2010/03/16

Outline

- 1 My background.
- 2 Mobile apps background.
- 3 Creating a small app.
- 4 Some real apps.
- 5 Filthy lucre.

Who is he?

- Main job: Senior Lecturer at Middlesex University.
- Research interests: programming languages (see [Converge](#)).
- Find more at <http://tratt.net/laurie/>.



- [Elbatrop Ltd.](#), a small start-up focusing on mobile applications.
- Founded in London July 2009.
- I'm a co-Director.
- So far: 7 iPhone apps released (inc. a top #300 UK app); 1 Android app.

What is a mobile app?

- Software installed on a phone by the user. [i.e. not by the handset manufacturer.]

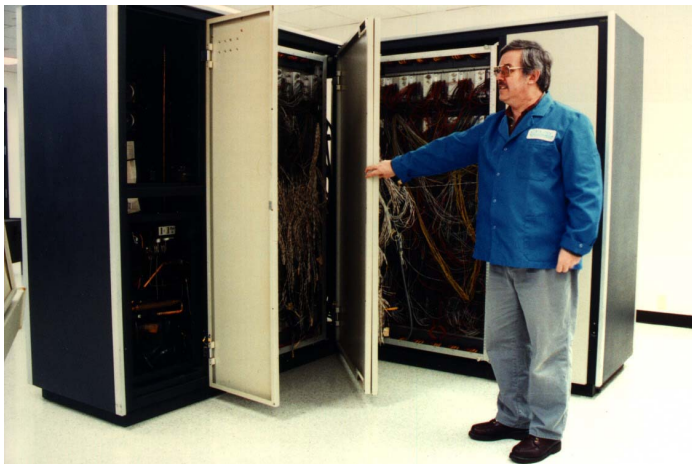
What is a mobile app?

- Software installed on a phone by the user. [i.e. not by the handset manufacturer.]
- Possible on some phones for ages...
- ...but only gained popularity with the iPhone.

What is a mobile app?

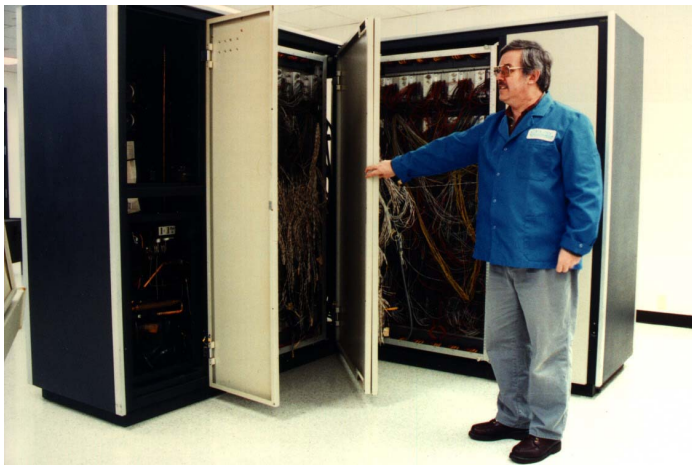
- Software installed on a phone by the user. [i.e. not by the handset manufacturer.]
- Possible on some phones for ages...
- ...but only gained popularity with the iPhone.
- Why are we only now talking about mobile apps?

Why are we only now talking about mobile apps? (1)



Source: <http://histoire.info.online.fr/>

Why are we only now talking about mobile apps? (1)



Source: <http://histoire.info.online.fr/>

CDC 6600, circa 1965, 10 MIPS

Why are we only now talking about mobile apps? (2)



Source: <http://trustedreviews.co.uk/>

Why are we only now talking about mobile apps? (2)



Source: <http://trustedreviews.co.uk/>

Samsung D900, circa 2006, processor \approx 100 MIPS

Why are we only now talking about mobile apps? (3)



Source: <http://www.digitaltrends.com/>

Why are we only now talking about mobile apps? (3)



Source: <http://www.digitaltrends.com/>

Google Nexus One, 2010, Snapdragon Arm processor \approx 1000 MIPS

Why are we only now talking about mobile apps? (4)

- Mobile phones are now massively powerful computers...

Why are we only now talking about mobile apps? (4)

- Mobile phones are now massively powerful computers...
- + extras—esp. GPS...

Why are we only now talking about mobile apps? (4)

- Mobile phones are now massively powerful computers...
- + extras—esp. GPS...
- + a good interface...

Why are we only now talking about mobile apps? (4)

- Mobile phones are now massively powerful computers...
- + extras—esp. GPS...
- + a good interface...
- + reasonable OS's.

Why are we only now talking about mobile apps? (4)

- Mobile phones are now massively powerful computers...
- + extras—esp. GPS...
- + a good interface...
- + reasonable OS's.
- Computing primordial soup!

How do we get apps to users?

- Current model: buy apps from an app store.
- Advantage: shields developers from distribution.

How do we get apps to users?

- Current model: buy apps from an app store.
- Advantage: shields developers from distribution.
- Feb 2010 #apps: Apple 150,000; Android 20,000; Nokia 6,000; Blackberry 5,000.
- Summary: only Apple and Android currently count...
- ...so we'll concentrate on them.

iPhone development

- Summary: iPhone runs a cut-down OS X...
- [...so it's a cut-down Unix...]

iPhone development

- Summary: iPhone runs a cut-down OS X...
- [...so it's a cut-down Unix...]
- which must be programmed in Objective-C...
- using the iPhone libraries...

A test app

What else is needed?

- We now have a 'real' app.
- What else is needed before a user can download it?

What else is needed?

- We now have a 'real' app.
- What else is needed before a user can download it?
- A name would be good.

What else is needed?

- We now have a 'real' app.
- What else is needed before a user can download it?
- A name would be good.
- Icons (small [device] and large [itunes store]).

What else is needed?

- We now have a 'real' app.
- What else is needed before a user can download it?
- A name would be good.
- Icons (small [device] and large [itunes store]).
- Have to sign the application.

What else is needed?

- We now have a 'real' app.
- What else is needed before a user can download it?
- A name would be good.
- Icons (small [device] and large [itunes store]).
- Have to sign the application.
- Join Apple's develop programme @ \$99.

What else is needed?

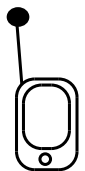
- We now have a 'real' app.
- What else is needed before a user can download it?
- A name would be good.
- Icons (small [device] and large [itunes store]).
- Have to sign the application.
- Join Apple's develop programme @ \$99.
- [If you want to charge, you need a business bank account.]

What else is needed?

- We now have a 'real' app.
- What else is needed before a user can download it?
- A name would be good.
- Icons (small [device] and large [itunes store]).
- Have to sign the application.
- Join Apple's develop programme @ \$99.
- [If you want to charge, you need a business bank account.]
- Upload with description and screenshots.
- You're done.

A real app

How does it work?



Phone



Server #1

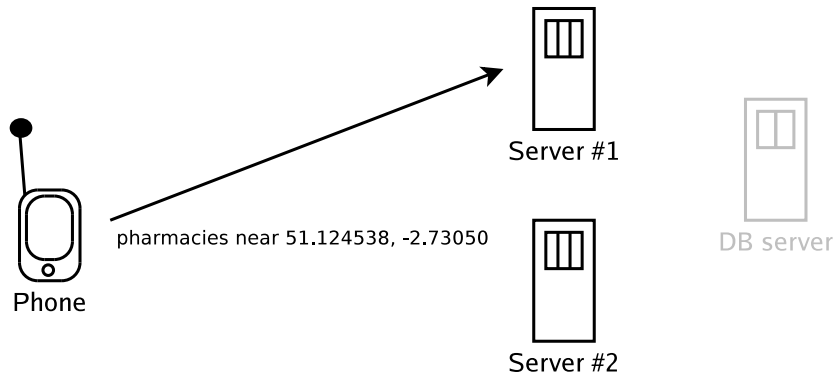


Server #2

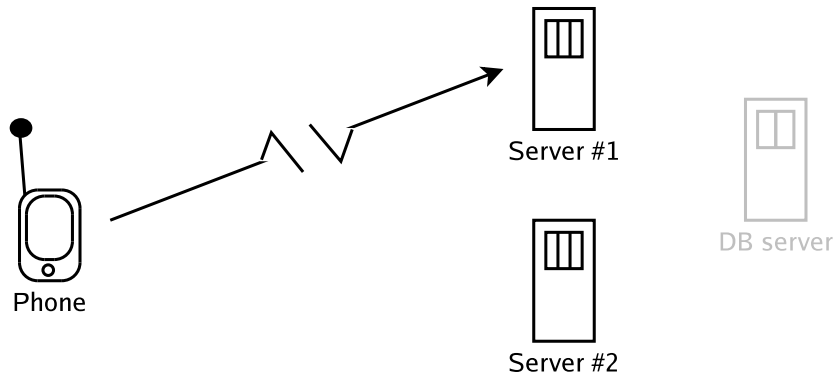


DB server

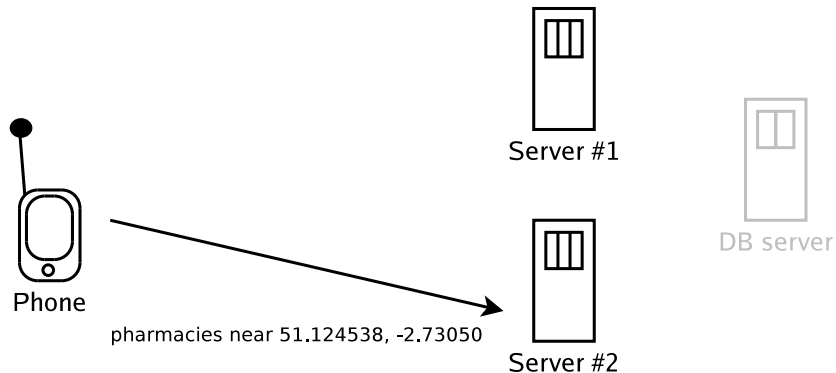
How does it work?



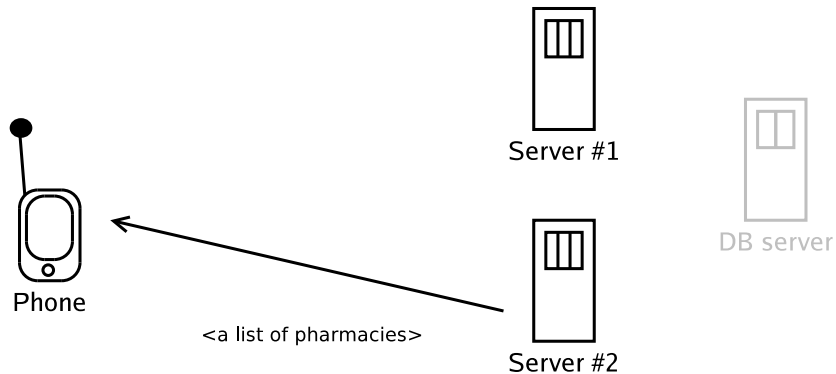
How does it work?



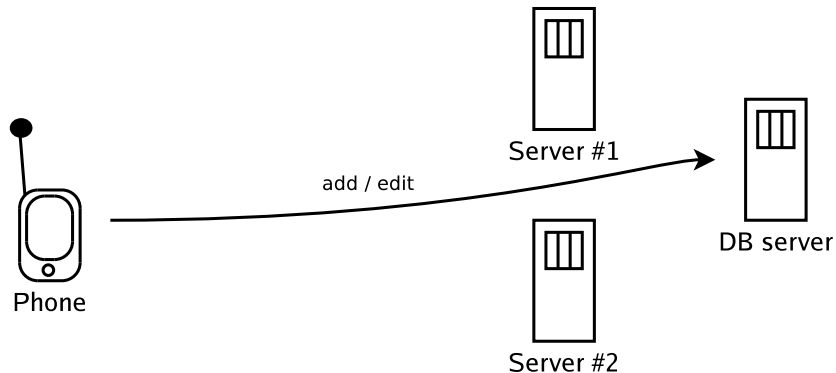
How does it work?



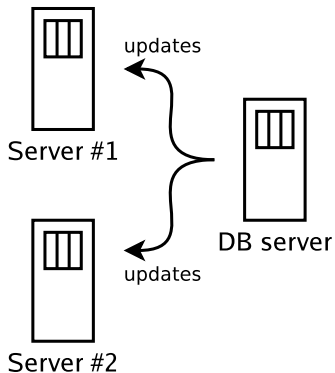
How does it work?



How does it work?



How does it work?



What's in a server?

- In this case, [OpenBSD](#) servers.
- Running (mostly) Python and (a few) PHP programs serving data and processing updates.
- No single point of failure server for critical aspects.

Can you do it for Android too?

- Android runs Linux at the lower level.
- And a big Java system on top.

What does it take?

- All in all, about 8000LoC.
- A wide range of skills used:
 - programming (Objective-C, Java, Python, PHP, Unix shell).
 - databases (for updates).
 - HCI issues (for the UI).
 - artwork (for icons).
 - etc.

What does it take?

- All in all, about 8000LoC.
- A wide range of skills used:
 - programming (Objective-C, Java, Python, PHP, Unix shell).
 - databases (for updates).
 - HCI issues (for the UI).
 - artwork (for icons).
 - etc.
- Which a good computing course will prepare you for.

iPhone vs. Android development

- Which is the best phone to develop for?
- [I have no opinion as to which is the best phone to use.]

iPhone vs. Android development

- Which is the best phone to develop for?
- [I have no opinion as to which is the best phone to use.]
- iPhone +ves: more units; better app store; better looking UIs; device consistency.

iPhone vs. Android development

- Which is the best phone to develop for?
- [I have no opinion as to which is the best phone to use.]
- iPhone +ves: more units; better app store; better looking UIs; device consistency.
- iPhone -ves: Apple; Objective-C; UI inflexibility; documentation.

iPhone vs. Android development

- Which is the best phone to develop for?
- [I have no opinion as to which is the best phone to use.]
- iPhone +ves: more units; better app store; better looking UIs; device consistency.
- iPhone -ves: Apple; Objective-C; UI inflexibility; documentation.
- Android +ves: more open; Java; more flexible UI; visible multitasking.

iPhone vs. Android development

- Which is the best phone to develop for?
- [I have no opinion as to which is the best phone to use.]
- iPhone +ves: more units; better app store; better looking UIs; device consistency.
- iPhone -ves: Apple; Objective-C; UI inflexibility; documentation.
- Android +ves: more open; Java; more flexible UI; visible multitasking.
- Android -ves: slightly ugly UIs; chaotic app store; platform fragmentation.

iPhone vs. Android development

- Which is the best phone to develop for?
- [I have no opinion as to which is the best phone to use.]
- iPhone +ves: more units; better app store; better looking UIs; device consistency.
- iPhone -ves: Apple; Objective-C; UI inflexibility; documentation.
- Android +ves: more open; Java; more flexible UI; visible multitasking.
- Android -ves: slightly ugly UIs; chaotic app store; platform fragmentation.
- Roughly: Android development is 2-3x as easy as iPhone.

Filthy lucre (1)

- Headline: 'developer makes \$600,000 in a month'.

Filthy lucre (1)

- Headline: '[developer makes \\$600,000 in a month](#)'.
- [Amusing story: [iFart netting \\$40,000 on Dec 25/26 2008.](#)]
- More realistically: perhaps £250-500 profit per app.

Filthy lucre (1)

- Headline: '[developer makes \\$600,000 in a month](#)'.
- [Amusing story: [iFart netting \\$40,000 on Dec 25/26 2008.](#)]
- More realistically: perhaps £250-500 profit per app. Why?

Filthy lucre (1)

- Headline: '[developer makes \\$600,000 in a month](#)'.
- [Amusing story: [iFart netting \\$40,000 on Dec 25/26 2008.](#)]
- More realistically: perhaps £250-500 profit per app. Why?
- iPhone apps: Apple takes 1/3.
- $1 * £0.59 \text{ sale/day for a year} = £0.36 * 365 \approx £130 \text{ profit.}$

Filthy lucre (1)

- Headline: '[developer makes \\$600,000 in a month](#)'.
- [Amusing story: [iFart netting \\$40,000 on Dec 25/26 2008.](#)]
- More realistically: perhaps £250-500 profit per app. Why?
- iPhone apps: Apple takes 1/3.
- $1 * £0.59 \text{ sale/day for a year} = £0.36 * 365 \approx £130 \text{ profit.}$
- App sales linked to visibility.
- A very rough guide (UK Navigation):

Filthy lucre (1)

- Headline: '[developer makes \\$600,000 in a month](#)'.
- [Amusing story: [iFart netting \\$40,000 on Dec 25/26 2008.](#)]
- More realistically: perhaps £250-500 profit per app. Why?
- iPhone apps: Apple takes 1/3.
- $1 * £0.59 \text{ sale/day for a year} = £0.36 * 365 \approx £130 \text{ profit.}$
- App sales linked to visibility.
- A very rough guide (UK Navigation):
 - position 100: 1 sales/day
 - position 75: 3 sales/day
 - position 50: 5-10 sales/day
 - position 15: 30 sales/day
 - position 10: 40 sales/day
 - position 8: 60 sales/day
 - position 6: 80 sales/day
 - position 5: 100 sales/day
- Success begets success; so most apps are invisible.

Filthy lucre (2)

- Apps: an old business model in disguise?

Filthy lucre (2)

- Apps: an old business model in disguise?
- Pay money: get a program.
- [No physical medium; payment process outside developers control.]

Filthy lucre (2)

- Apps: an old business model in disguise?
- Pay money: get a program.
- [No physical medium; payment process outside developers control.]
- Advantage: can turn software into money.
- cf. web apps: how to turn web systems into money?

Filthy lucre (2)

- Apps: an old business model in disguise?
- Pay money: get a program.
- [No physical medium; payment process outside developers control.]
- Advantage: can turn software into money.
- cf. web apps: how to turn web systems into money?
- Disadvantage: relatively fewer users.

Filthy lucre (3)

- Can money be made from apps?

Filthy lucre (3)

- Can money be made from apps?
- General downward pressure on app prices.

Filthy lucre (3)

- Can money be made from apps?
- General downward pressure on app prices.
- App stores can be dictatorial, particularly Apple's.

Filthy lucre (3)

- Can money be made from apps?
- General downward pressure on app prices.
- App stores can be dictatorial, particularly Apple's.
- What will happen in the future?

Final remarks

- Mobile apps still in their infancy.

Final remarks

- Mobile apps still in their infancy.
- Easy to develop for: one-man teams a possibility again.

Final remarks

- Mobile apps still in their infancy.
- Easy to develop for: one-man teams a possibility again.
- Can make money, but don't expect to get rich.

Final remarks

- Mobile apps still in their infancy.
- Easy to develop for: one-man teams a possibility again.
- Can make money, but don't expect to get rich.
- A great way to get into computing!