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March 07, 2016

Publishing and Ads

Networking

Some monetisation cases

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NETWORKING PUBLISHING AND ADS SOME MONETISATION CASES

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THEME: "NETWORKING"

- ▶ "Cyberspace"-themed novels and movies
 - ► Tron
 - ► The Matrix
- ► Vannevar Bush
 - ► "Science, The Endless Frontier"
 - ► "As we may think"
- ► "Sciences of the Artificial"

Overview

► Motivation

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► Multi-user apps (one user per device)

OVERVIEW

- ► Social apps
- ► Better connected apps
- ► Technology
 - \blacktriangleright Simple sharing with Intents
 - ▶ Network Connectivity and WiFi Direct
 - ▶ Overview of Facebook, Twitter API

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FOR SOME APPS, ESSENTIAL (E.G. EMAIL, FACEBOOK)

- ► Can boost functionality of others
- ► Shopping list -> Shared Shopping List
- ► Game -> Multi-User Game
- ► Marketing and socialisation
- ▶ New game high scores / achievements auto-tweeted or posted to Facebook

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OBJECT NETWORKING APIS: A BRIEF HISTORY

- ► Naturally want OO programs to run in distributed ways over networks
- ▶ There have been some failed approaches to this in the past:
- ► CORBA
 - ► Failed due to being far too heavyweight and incredibly complex to set up and run
- ► SOAP
 - ► Failed because it was poorly designed and did not deliver on expectation (Simple Object Access Protocol: it was not simple and did not give access to Objects !!!)

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REST?

- ► Ideally, software evolves to strike a fine balance between functionality and simplicity: what is the simplest way to deliver a useful set of functions
- \blacktriangleright REST: stands for REpresentational State Transfer
- \blacktriangleright It uses URIs to represent the state of a system
- ► Requests can be made by passing parameters to an HTTP GET Request
 - ► Or can use any other HTTP Verb
- \blacktriangleright These are usually packed into the arguments of the URL

REST EXAMPLE

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- ► Google have been a major adopter of this approach
- ► Example: the Google Maps API

Overview

► Can construct query strings for things like Reverse GeoCoding

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- ► And Navigation / Route Planning
- ▶ Can easily use these APIs within Android Apps

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REVERSE GEO CODING EXAMPLE (JSON/XML)

- ▶ https://maps.googleapis.com/maps/api/geocode/json? latlng=51.77634752,0.58275396&sensor=true
 - ► Returns a JSON object
- ▶ http://maps.googleapis.com/maps/api/directions/xml? origin=Colchester&destination=Chelmsford&sensor= false
 - ► Returns an XML Object

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REST APPROACH SUMMARY

- ► Encode parameters within URL string
- ► This specifies the:
 - ► Server
 - ▶ Path and hence Web Application within it
 - ► Parameters to pass to the receiving Web App
- ► Client normally makes an HTTP GET request
- ► The server reads the parameters and responds
- ► Can respond with any format including:
 - ▶ Plain text

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► XML

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- ► JSON
- ► XML and JSON are very useful
- ▶ Client (your Android app) must then parse the response and do something useful with it

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Basic Networking

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- ► Basic Network Connectivity
 - ▶ We've already seen automatic use of Network Connectivity
 - ▶ For example, when setting a URL in a WebView, the WebView automatically connects to the WebServer identified by the URL
- ▶ It then loads the HTML and displays it in the view
- ▶ We're now going to work through a similar example, except that
 - ► We'll manage the process step by step

INTERACTING WITH A WEB SERVER (HTTP)

- ► Main steps are, given a URL e.g. http://google.com
 - ► Enable Internet access in the manifest file
 - ► Create a URL object given the URL string
 - ► Get a URLConnection from the URL object
 - ► Get an InputStream from the URLConnection object
 - ► Read the bytes from the InputStream
- ▶ In this case we want to read the bytes into a String object
- ► Then display the String object in the WebView

Android Developer Example (1)

- ► NetworkUsage.zip (more complex than my example)
- ► http://developer.android.com/training/basics/ network-ops/connecting.html
- ► Set permissions
- ► Choose HTTP Client
 - ► Commonly used for Internet
 - ▶ Could use raw sockets for WiFi direct

Android Developer Example (2)

Overview

► Check Network Status

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- ► No point proceeding if no network
- ► Perform network operation on separate thread: use an AsyncTask

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▶ Connect and download (or upload) data

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- ► Do something with the data
 - ▶ In this case: parse XML and reformat as HTML in WebView

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SAMPLE ASYNCTASK

```
// Sample implementation of AsyncTask.
private class DownloadXmlTask extends AsyncTask<String, Void, String> {
    protected String doInBackground(String... urls) {
        try {
            return loadXmlFromNetwork(urls[0]);
        } catch (IOException e) {
            return getResources().getString(R.string.connection_error);
        } catch (XmlPullParserException e) {
            return getResources().getString(R.string.xml_error);
        }
    }

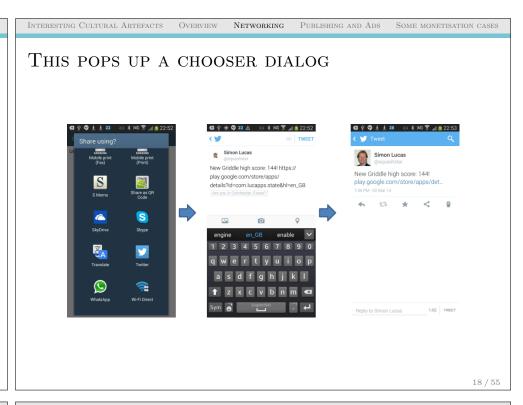
    @Override
    protected void onPostExecute(String result) {
        setContentView(R.layout.main);
        // Displays the HTML string in the UI via a WebView
        WebView myWebView = (WebView) findViewEyId(R.id.webview);
        myWebView.loadData(result, "text/html", null);
    }
}
```

SIMPLE SHARING WITH INTENTS

- ▶ Can use an Intent.ACTION_SEND to send to a recipient
- ▶ Recommended way is to use a Chooser dialog with this
- ► However, the effects are a bit random, and work better for some recipients than for others
- ► E.g. The code shown next work fine for email, texting and Bluetooth, but not so well for Facebook
 - ► In the case of Facebook, the message body was lost!
 - ► Still: a good method when you want to user in the loop

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```
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INTENT SHARING CODE: INTENT.ACTION SEND
  (example uses Score class from previous lecture)
  public void shareHighScore(Score score) {
      Log.i(TAG, "Trying to share " + score);
      String message = "CE881, new high score: "
               + score.person + " : " + score.score;
      Intent sendIntent = new Intent():
      sendIntent.setAction(Intent.ACTION_SEND);
      sendIntent.putExtra(Intent.EXTRA_TEXT, message);
      sendIntent.setType("text/plain");
      startActivity(Intent.createChooser(
               sendIntent, "Share using?"));
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```



SHARING WITH INTENTS CONTD.

- ▶ Also possible to specify a particular App to process the Intent
- ▶ Intents provide a very easy way to interact with other apps
- ▶ Also possible in many cases to exploit a social networking site's API e.g. Facebook or Twitter . . .
- ► This allows deeper access

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WiFi Direct

- ► Can make an Ad Hoc network using Android and other WiFi enabled devices
 - ► No need for Internet connectivity or separate WiFi router
 - ► Available from API Level 16
 - ► Should be excellent for local multi-user apps
- ► Quizzes
 - ► Multi-player games
 - ▶ Unfortunately many devices or OS version seem plagued with difficulties: makes resulting usage difficult and unpredictable
 - ► Based on my experience and from Stackoverflow
- ► More details, see here + .zip file:
 - ▶ http://developer.android.com/guide/topics/ connectivity/wifip2p.html
- ► Note: might be broken!

WIFI DIRECT MAIN STEPS

- ► Specify permissions in manifest file
- ▶ Provide an implementation of a BroadcastReceiver
 - ▶ This will listen for events relating to the availability of peers
- ► Handle events for:
 - ► Discovering peers
 - ► Selecting and then connecting to peers
- ► One peer then normally acts as a Server
 - ► Sets up ServerSocket and listens for connections
- ► The other as a Client
 - ► Connects to the server socket
 - ► Exchanges information with server over the streams from the sockets

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FACEBOOK SDK FOR ANDROID

- ► http://developers.facebook.com/docs/reference/androidsdk/
- ► Provides "frictionless" integration of Facebook within your Android app

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- ► Study sample apps in Facebook SDK
- ► Enable apps that
 - ▶ Post on your behalf

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- ► Arrange games with friends
- ► Check on status of Friends
- \blacktriangleright Import their pictures and other data
- ► Exciting possibilities

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FACEBOOK SDK KEY CONCEPTS

- ► UiLifecycleHelper
- ▶ used to help manage lifecycle transitions
- ► Session:
 - ► Handle a login to Facebook
 - ► Use this to post messages etc
- ► For some code:
 - ► See Facebook SDK, getting started
 - ► http://developers.facebook.com/docs/gettingstarted/facebook-sdk-for-android/3.0/

TWITTER SDK

▶ https://dev.twitter.com/twitter-kit/android

► Automate your tweets?

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PUBLISHING ON GOOGLE PLAY

- ► Need a developer account
 - ▶ Easy when you have a gmail account
 - ► But costs \$25 USD to register
- ▶ Need a launcher icon
 - ► Including a 512 x 512 version
 - ► Plus four smaller ones for various device resolutions (auto-created by Eclipse/IDEA)
 - ► At least two screenshots
 - ightharpoonup Some descriptive text
- ► Category
 - ► E.g. Multi-arm bandit is Cards & Casino

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SIGNING THE APP

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▶ Need to use keytool in order to create a private key to sign the app with

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- ► This is often accessible from within the IDE
- ► Caution
 - ► Keep track of this somewhere safe
 - ► If you need to upgrade the App you MUST SIGN IT WITH THE SAME KEY!!!
- ► Create the Signed APK file
- ► This can be done from within the IDE
- lacktriangle Upload it via the developer dashboard
- ▶ Upgrading existing apps can be done quickly
- ► After clicking "Publish" it can take a few hours to appear on Google Play!

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A GOOD ICON IS ALSO IMPORTANT ...

- ► http://developer.android.com/guide/practices/ui_guidelines/icon_design.html
- ► Which are your favourites? Read up on the style guidelines (see link above)

GOOGLE ANALYTICS API FOR ANDROID

- ► https://developers.google.com/analytics/devguides/collection/android/v2/
- ► Monitor app installs

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- \blacktriangleright The number of active users using an app
- \blacktriangleright Where in the world they are using it
- ► Monitor within app
 - ► Adoption and usage of specific features
 - ► In-app purchases and transactions
 - ightharpoonup The number and type of application crashes
- ► Many other useful metrics ..

Before using

- ► Need a Google Analytics Account
- ► Takes a couple of minutes to set up if you already have a gmail account
- ► And the .jar file for Google Analytics in the libs directory of your app
- ► The API is straightforward

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Examples will use two tracker classes

- ► EasyTracker
 - ► Monitor app start up and shutdown
 - ► Good for tracking number of active users
- ► Tracker
 - ► More flexible
 - ▶ Need to get an analytics instance first
 - ► Then get the tracker
 - ► Can now track specific events
 - ► And how long they take

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ENABLE TRACKING OF ACTIVE USERS

► Add EasyTracker calls to onStart() and onStop()

```
@Override
public void onStart() {
    super.onStart();
    EasyTracker.getInstance().activityStart(this);
}

@Override
public void onStop() {
    super.onStop();
    EasyTracker.getInstance().activityStop(this);
}
```

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Button Presses

- ► Can go in to any code
- ► This example is in onClick
- ► Uses myTracker.sendEvent(String category, String action, String label, Long value)
- ► Use these values to encode something that can be usefully analysed later

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TIMING EVENTS

- ► Example loading a resource
- ► Measure the time taken (e.g. using System.currentTimeMillis())

```
public void onLoad(long loadTime) {
   // Where myTracker is an instance of Tracker.
   myTracker.sendTiming(loadTime, "resources", "high_scores", null);
   ... // The rest of your onLoad code.
}
```

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SOCIAL INTERACTIONS

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► Monitor usage of social widgets from within an app

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- ► E.g. suppose you've added a Tweet button
- ► Can then track its usage

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MARKETING CAMPAIGN MEASUREMENT

► https://developers.google.com/analytics/devguides/ collection/android/v2/campaigns

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- ► Google Play Store Campaign Measurement See which campaigns, websites, and apps referred a user to your app's Google Play Store page to download your app
- ► Measuring referrals

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► See which referring traffic source, such as websites or other apps, launched your app after it was installed.

MAIN IDEA

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► When launching a marketing campaign use some specific keywords

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- ▶ When launching the app (i.e. in onCreate())
 - ► Make an EasyTracker
 - ► Request the URL of the referring App
 - \blacktriangleright Send an event to Google Analytics

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GOOGLE PLAY STORE CAMPAIGN MEASUREMENT WORKS

- ▶ A user clicks on a link, from an ad, website, or app, that takes them to your app's Google Play Store page. The link is tagged with Campaign Parameters.
- ▶ After the user downloads and installs your app, the Google Play Store will broadcast an INSTALL_REFERRER intent on the device that includes those same campaign parameters.
- ➤ Your app will then respond to that intent, using a BroadcastReceiver object
- ▶ App reads the campaign parameters and using them to update the Google Analytics campaign information.

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Monetization: Making Money from Your App

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- ► Need a Google merchant account
 - ► Get this using your gmail account, plus Company Info or credit card

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► Three options

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- ► IAP: In App Purchase buy tokens, level up etc
 - ▶ Involves a financial transaction API from Google
- ► Sell the game: simply fix the price when submitting to Google Play
 - ► An initially free app (identified by name) can never be changed to a paid one
 - ▶ Instead release two version, one "Free" and on "Paid" in the title
- ► In App Advertising
 - ► Use the Google AdMob API

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ADMOB ADVERTISING API

- ► https://developers.google.com/mobile-ads-sdk/docs/admob/fundamentals
- ► Straightforward to use
- ▶ But need an AdMob account
- ► Requires providing some financial information such as VAT code, Tax Code
- ► Here we'll just consider the sample Banner app (.zip file from above URL)
- ► However, more sophisticated adverts are possible, such as Interstitials

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Main Steps: in onCreate

- \blacktriangleright Find a place in your layout for a banner add
 - ► Often at top or bottom of the app
- ► Create an AdView (a subclass of View)
- ► Add an event listener to it
 - ► Listen for advertising events
- ► Add it to the layout
- ► Create an AdRequest
 - ► If testing, then add test devices to adRequest
- ► Add adRequest to adView

REQUESTING TEST ADS

▶ Useful for checking correct use of the API before publishing

```
AdRequest adRequest = new AdRequest();
// Emulator
adRequest.addTestDevice(AdRequest.TEST_EMULATOR);
adRequest.addTestDevice("TEST_DEVICE_ID");
```

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```
May need an AdMob id in order to run properly

Banner

AdMob Test Android Web Ad

Ads by AdMob

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```

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SAMPLE BANNER APP

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```
ONRECEIVEAD()

/**

* Called when an ad is received.

*/

@Override

public void onReceiveAd(Ad ad) {

Log.d(LOG_TAG, "onReceiveAd");

Toast.makeText(this, "onReceiveAd",

Toast.LENGTH_SHORT).show();

}
```

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```
ONLEAVEAPPLICATION()

/**

* Called when an ad is clicked and going

* to start a new Activity that will

* leave the application (e.g. breaking out

* to the Browser or Maps

* application).

*/

@Override

public void onLeaveApplication(Ad ad) {

Log.d(LOG_TAG, "onLeaveApplication");

Toast.makeText(this, "onLeaveApplication",

Toast.LENGTH_SHORT).show();
}
```

```
ONPRESENTSCREEN()

/**

* Called when an Activity is created in

* front of the app (e.g. an

* interstitial is shown, or an ad is

* clicked and launches a new Activity).

*/

@Override

public void onPresentScreen(Ad ad) {

Log.d(LOG_TAG, "onPresentScreen");

Toast.makeText(this, "onPresentScreen",

Toast.LENGTH_SHORT).show();
}
```

EVENTS TO LISTEN FOR: ONDISMISSSCREEN

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SUMMARY

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- ► Easy to publish apps takes an hour or two (or much more if you have to design an icon!!!
- ► "Analytics" can be used to track the behaviour of an app as it interacts with a user
- ► Can use it to check that App works properly, including automatic bug reports
- ► Even more interesting
- ► Use it to analyse user choices
 - ▶ Use of levels etc.
- ► User demographics
- ► Alternative ways of doing this
- ► Google Analytics API
- ► Can also roll your own need a own web server
- ► Also note Campaign Management and AdMob API

CLASH OF TITANS

- ► http://www.gamasutra.com/blogs/WolfgangGraebner/ 20140402/214504/Clash_of_Clans__Time_Monetization_ Formulas_Demistifyed.php
- ► Monetise time
 - ▶ Players get bored of waiting for certain game mechanisms
 - ► Players can skip time
- ► "Coerrsive Monetisation?"

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CANDY CRUSH

► http://www.thedrum.com/opinion/2013/08/07/ keys-candy-shop-how-candy-crush-offers-masterclass-mark

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- ► \$633k a days (!?)
- ► Pay or Market
 - ▶ Limited lives at each level
 - ► You need to wait OR
 - ► Ask friends for lives
 - ► Pay

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▶ 90% of users never pay

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What's up Messenger

- ► http://finance.yahoo.com/news/ facebook-plans-monetize-whatsapp-large-162853681. html
- ▶ Build a really large userbase
- ► Collect their habits
- ► Sell users stickers (!?)
- ► Sell an premium version of the app
- ► Sell your business to a third party

Worms 3

- ► Take an old classic title
- ► Packet it for android phones
- ► Sell it
- ► Profit (!?)

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Puzzle and Dragons

- ► http://www.gamasutra.com/blogs/RaminShokrizade/ 20130626/194933/The_Top_F2P_Monetization_Tricks.php
- ► Reward Removal
 - ► Give something to the user
 - ► Take it back if they don't pay
- ► Fight through a dungeon

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► If you don't "pay to win" a final boss, lose whatever you collected

Podcast Addict

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- ► Ads at the bottom of the screen
- ► Very common model (and not that aggressive)

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- ► Paid app actually a donation
- ► No hidden gems

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EW NETWORKING PUBLISHING AND ADS SOME MONETIS.

THANK YOU!

- ► Android offers a wide range of connection possibilities
- ► Internet, WiFi, Bluetooth, Nearfield
- ► Some of these are very easy to use
- ► Also third party offerings such as Facebook and Twitter offer access to sophisticated API
- ► And vast network of social data
- ▶ Polish your final app as much as you can
- ► Some slides from Simon Lucas
- ► Thank you!