

40 Years Ago: The Genesis of EXEControl

The year 2009 marks the 40th anniversary of the incorporation of EXEControl Global Solutions under the name Ebeling Associates. Founded in 1967 and incorporated in 1969, EXEControl Global Solutions has spent the last 40+ years writing code for business applications, consulting, streamlining business processes and generally helping businesses use technology to grow and compete.

In the technology world, that type of longevity is virtually unheard of. Staying current with the ever changing technology landscape for over four decades and maintaining client relationships – several for over 25 years – is a testament to the company's foundation established so many years ago.

Dr. Dolph Ebeling

In the 1950's, Dr. Dolph Ebeling, the company's founder, gained his first exposure to computers at General Electric. Dr. Ebeling was a member of the American Society of Metals and was on the committee tasked with creating a 'dictionary' of metal definitions. The committee had identified about 30,000 words which they wanted to define, abstract and then index. As part of the project, Dr. Ebeling created punch cards and gave them to the computer department on a Wednesday. The computer department informed him that his time slot for processing would be on Saturday and he would get the results on Monday. When Dr. Ebeling came into the office on Monday, he was given his punch cards back with a note that card# 619 had a typographic error and the job was aborted. Each week Dr. Ebeling submitted his job and was given his cards back with the next error to fix. This went on for several weeks until Dr. Ebeling gave up hope on the project and on computers.

About ten years later, while coordinating Modern Engineering training for GE scientists, Dr. Ebeling was asked to find someone to educate the GE scientists regarding computers. After several failed attempts to find a qualified instructor, Dr. Ebeling went to Hanscom Air Force Base near Boston. There he saw an individual using an electronic typewriter terminal to type information that was immediately entered into a mainframe computer across a phone line. Dr. Ebeling became excited because he saw the potential for this "new" technology to eliminate the one week wait per typo that he had experienced. Dr. Ebeling took his managers across the country to see what other companies were doing. They also visited Dartmouth College and met with John G. Kemeny who was creating a programming language called 'BASIC'. It was those trips that got GE into the timesharing

business and Dr. Ebeling hooked on computers for life.

By the mid-sixties, GE had three big servers located in Schenectady, Boston and Cincinnati. Dr. Ebeling's first program was one that modeled steel mills. GE had been spending a year designing each new steel mill by hand, but by modeling with computers this time was cut down significantly and changes to plans were much easier to handle. The features found in this program were quite amazing. It could model machine run speeds, voltage/current levels and coordination of multiple machines within a plant. It is hard to image a cutting-edge program of this nature existed nearly a half century ago.

Dr. Ebeling's real break was when GE's financial department heard of his work. The next thing he knew he was working for the financial department developing a probabilistic analysis tool that would calculate bell curve cost projections for projects. Prior to this development, the financial department would provide reports giving a single number cost estimate for complex investment projects. With this new program, they gave a bell curve projection of costs. The program, which Dr. Ebeling named "EAI000", supported up to one thousand data points (assumptions).

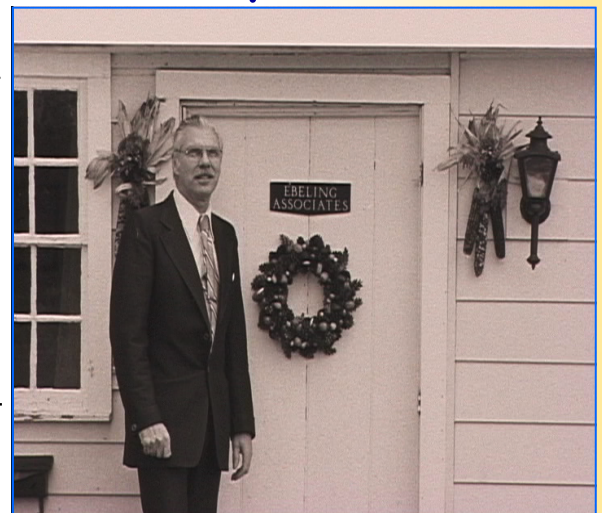
After these very successful internal development projects, Dr. Ebeling asked GE to authorize external development projects and make it a business center. After a year and a half of futile effort and continually being shot down, Dr. Ebeling left GE and started Ebeling Associates, which was later renamed EXEControl Global Solutions. Once established, EXEControl Global Solution's early customer base included multi-billion dollar companies and organizations such as GE and the US Navy. Over the years, he moved from small projects for large organizations to bringing automation to businesses of all sizes.

The future

The last forty years saw computers, networks and software grow from their infancy to what we see today. The next 40 years are sure to be full of just as many advancements. What will business software and networks be like in 2050? It is difficult to imagine, but EXEControl Global Solutions looks forward to the adventure.

IN THIS ISSUE

- ☑ 40 Years Ago: The Genesis of EXEControl
- ☑ PANDORA Exclusive Stores use EXEControl
- ☑ Heritage Group uses ENDS
- ☑ Best Practice Discussion Group Success
- ☑ APICS 2009 Company of the Year
- ☑ Ed Levin Jewelry Celebrates 10 Year Anniversary
- ☑ The ASCII Group
- ☑ Doing Your Own Payroll



Dr. Dolph Ebeling circa 1967

PANDORA Exclusive Stores using EXEControl



PANDORA exclusive store in the Holyoke Mall in Holyoke, MA

EXEControl Global Solutions is happy to announce that seven retail stores that exclusively sell PANDORA Jewelry are now using EXEControl for their information technology needs. These stores, in New York, Massachusetts and Missouri, join the growing list of EGS

beautifully handcrafted and finished, and many can be personalized to reflect one's own personal style.

The PANDORA name is synonymous with its classic yet modern charm bracelet that can be customized through the addition of more than 600 charms. Each charm is made to symbolically capture life's "charmed" or unforgettable moments – such as a cake for a special birthday, a flower to remember a particular summer, or a heart for the love of one's life. Bracelets can be assembled totally with a woman's signature color in mind to complement her unique sense of fashion.



retail customers across North America.

PANDORA offers versatile, sophisticated pieces – charm bracelets, rings, necklaces and earrings – in 14K gold, sterling silver and some with semi-precious or precious gems. Each piece is



For over twenty years, EXEControl has worked with many different manufacturers, distributors and retailers in the jewelry industry. EGS looks forward to working with these PANDORA exclusive stores for many years to come.

The Heritage Group Enjoys Benefits of ENDS

The Heritage Group is one of many companies that recently began taking advantage of the EXEControl Network Defense System (ENDS) to manage their network and system hardware. In a very short period of time, they have gained increased performance, better organization and increased system security.

President John Terpening points out "Like many companies, we thought network problems were just something you had to live with. We were very excited to learn that is not the case."

It has long been a thinly-veiled

secret that many 'successful' IT companies stay profitable and IT managers stay employed by keeping their customers from establishing a stable network. If the system becomes stable, then there is much less work to do and money to be made. For example, some IT people will push for upgrading computer hardware, when the real problem is the network structure.

Others may encourage the use of unproven technology so they can learn while the customer is paying.

For decades, EGS has fought this by encouraging proactive IT management to stabilize networks and solve problems. EGS is now offering a package where an organization can pay a set monthly fee and get all of their network and hardware issues resolved. Since it is a set amount, EGS is just as motivated as the customer to get the problems solved once and for all.

EGS is proud of the partnership they have with the Heritage Group. Both companies work hard to stay in the vanguard of their respective ever-changing industries. Since 1993, The Heritage Group has been providing insurance services, solutions and professional advice to businesses and individuals.

Their approach is highly consultative, leveraging over 50 years of combined experience in designing and implementing innovative, comprehensive insurance solutions. They continually monitor their clients' insurance portfolios to review and re-assess their changing insurance needs. Through two generations of Terpening family management, clients have relied upon The Heritage Group to deliver thoughtful insurance solutions and service of the highest caliber.



From left to right, Chris Ganong of EGS, Bernadine Terpening and John Terpening of The Heritage Group, Allan Robison and Jim Waltersdorf of EGS

Best Practice Discussion Group Success

EXEControl Global Solutions has recently started organizing discussion groups where clients can meet and share knowledge. An EXEControl Global Solutions professional moderates the discussion of a topic at EGS' offices. The discussion focuses around the available functionality of the system and processes the attending parties are using. There is no cost for attending these half day discussions.

The first discussion group covered Accounts

Payable. The attendees reported the session was well worth the time invested. When asked to rate the overall value of the session, the average score given by attendees was 9.5 out of 10.

The next scheduled discussion group is June 25 from 8:30am to noon. The topic will be posting to the general ledger. Anyone interested in attending or interested in more information should email feedback@execontrol.com

EGS named APICS 2009 Company of the Year

EXEControl Global Solutions is proud to be the recipient of the Albany/Capital District APICS 2009 Company of the Year Award. This is the second time in recent years that EGS has received this honor.

Each year, the award is given to a member organization that demonstrates superior support and commitment to APICS' operations management educational programs.

APICS, the Association for Operations Management, is a not-for-profit international organization respected throughout the world for its education and professional certification programs. With more than 70,000 individual and corporate members in 20,000 companies worldwide,



Allan Robison, President and CEO of EXEControl Global Solutions with Josh Weinstock, President of the Albany Chapter of APICS

APICS is dedicated to using education to improve the business bottom line. APICS is recognized globally as the source of knowledge and expertise for manufacturing and service industries across the entire supply chain in such areas as materials management, information services, purchasing and quality.

EGS has long been committed to promoting operational excellence internally and throughout the EXEControl community. Many EGS employees have gone through the APICS training and certification programs. This year EGS President Allan Robison received a 15 year service award.

Ed Levin Jewelry Celebrates 10 Year Anniversary

Ed Levin Jewelry just celebrated their 10 year anniversary of using EXEControl. In addition to using EXEControl for manufacturing, inventory management, purchasing, sales and accounting, Ed Levin has worked with EGS for consulting and networking needs.

Working with gold, sterling silver and platinum, Ed Levin's skilled craftspeople have been designing eye-catching pieces of designer jewelry for nearly 60 years. Each

piece is formed, tapered and polished by hand, ensuring the highest level of luxury.

Peter Tonjes, President and

CEO, says "The relationship we have with EGS has been invaluable over the past ten years. Their solutions have enabled us to better serve our customers while becoming more efficient."



EGS Joins The ASCII Group

EXEControl Global Solutions has recently become part of the oldest and largest group of independent information technology solution providers, integrators and value added resellers (VARs) in the world.

The power of ASCII is formidable. An example of the sheer size of ASCII's North American VAR system: in 2007, ASCII VARs were responsible for over \$8 billion in end-user sales and services and over \$3 billion in sourced IT products from ASCII authorized distributor, vendor and service provider entities.

EXEControl Global Solutions will leverage

their membership in the group to continue to provide the highest quality services possible to its clients and business partners. The ASCII Group provides purchasing programs, education and training, knowledge sharing amongst peers and sizeable discounts on business services. Staying at the forefront of hardware and software solutions requires constant diligence in the ever-changing world of information technology. EXEControl Global Solutions' membership is one of many ways EGS is working for its clients and business partners.

Feedback and Ideas

EXEControl Global Solutions values the feedback and ideas of the EXEControl Community. If you have any questions or comments about the articles you have read, please let us know. We also encourage suggestions related to news in the EXEControl Community.

Please direct you thoughts and comments to feedback@execontrol.com.





Who says you can't process your own payroll?

Facts or myths? Payroll is hard to do. It is time consuming. It requires an expert. Unless a business has an entire payroll department, payroll processors are indispensable.

Businesses of all sizes that do their own payroll know these are myths, but the payroll processing industry has spent millions of dollars to convince businesses that these are unarguable facts, and they have been very successful. Twenty years ago, most businesses did their own payroll. Has it become more complicated since then? No, in fact it has become much easier. Business software now compiles all the necessary numbers to fill out tax forms. Direct deposit makes bank reconciliation easier. Government improvements make reporting easier – via phone or on-line.

EXEControl Global Solutions has been providing fully integrated payroll software for over twenty years. EGS is a member of the American Payroll Association and has certified payroll specialists. Clients of all sizes use EXEControl Payroll each week.

For a company with 30 EXEControl users and 80 employees, EXEControl Payroll would cost a one-time fee of \$9,500. For that same company, payroll processing services typically cost between \$3 and \$5 per paycheck, which works out to \$12,480 and \$20,800 per year for a

company with a weekly payroll.

From a cost standpoint, the choice is obvious. Payback would be less than a year in most cases. What about the pros and cons of each? Payroll services offer a variety of additional services, from submitting taxes to stuffing envelopes. EXEControl Payroll users utilize EGS software to handle these tasks themselves. EXEControl Payroll is fully integrated with EXEControl's Job Costing, Time Reporting, and General Ledger modules. That means no manual transcription of hours from one system to another and then making journal entries back into EXEControl. Payroll services also charge fees for making changes to employees – new hires, terminations, pay rate changes, etc. EXEControl Payroll users make these changes themselves so no costs are incurred. With a payroll service, there is continuous renegotiating of fees and getting quotes from competitors to control the on-going costs. With EXEControl Payroll, there are no on-going costs.

EGS suggests taking a close look at the costs and the 'facts' that the payroll processing industry bases their claims on. Call us for more information at 800.393.2875 or email sales@execontrol.com.

