



Your Software &
Technology Partner

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EXEControl User Conference a Great Success

On April 5th, EXEControl Global Solutions hosted their first user conference at Glen Sanders Mansion in Scotia, New York. Over fifty attendees were present. The event provided valuable insights to the EXEControl Community to help strengthen the partnerships between EXEControl Global Solutions, their clients, and other business partners.

Todd Hess, Senior Business Solutions Consultant, began the event with a presentation concerning plans for future development and services. Using the EXEControl Roadmap, Mr. Hess presented new initiatives such as group workshops and technique discussions. After the presentation, a survey was conducted asking clients to rate their interest towards certain topics. The responses indicated many shared interests with the hottest topics including automated interfaces to spreadsheets, simplification of entry screens, and live webinars. The feedback by those in attendance was well appreciated by the EGS team.

Jim Waltersdorf, Director of Networking Services, along with Chuck Orcutt, Nexlink Server Business Development Manager from Seneca Data Distributors, demonstrated and explained a variety of new cutting-edge technologies. Highlights included RFIDs and tablet PCs. EGS appreciates the time and effort put forth by Mr. Orcutt and Seneca Data Distributors for their dedicated work at the conference. Special thanks to Macaran Printed Products, an EXEControl client, for providing RFID information and equipment for the presentation.

Allan Robison, President and CEO, continued the event by offering a presentation on data accuracy in ERP systems. Mr. Robison gave useful insights into why data accuracy is important, tools available to help ensure accuracy, and the effects inaccurate data have on companies. EXEControl's clients have made it very clear that data accuracy is crucial to the success of their company. Several clients are already implementing practices outlined in the presentation.

Matt Mazzariello, Director of Development, rounded out the day's presentations with the unveiling of EXEControl's newest product, the EXEControl Command Center. While offering improved navigation, the Command Center integrates images, Windows documents, web pages, and EXEControl generated color graphs to present information. Mr. Mazzariello explained that a key aspect was how the system structure is preserved. Existing applications, screens, reports, menus, etc. all integrate seamlessly with the Command Center. Over 80% of clients who saw the demonstration of the Command Center purchased it.

EGS would like to thank all in attendance for making the user conference successful. A special thanks to Nexlink (www.nexlink.com) and Heartland Payment Systems (www.heartlandpaymentsystems.com) for providing platinum vendor tables and support to EXEControl Global Solutions. For more information concerning topics covered at the user conference, please contact EXEControl Global Solutions' sales department at 800-393-2875.

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FEATURED LINKS

www.execontrol.com
Learn more about EXEControl Global Solutions and their services

www.mcbaincamera.com
McBain Camera is your one stop location for photo equipment, used cameras, digital cameras, and all your rental and audio-visual needs.

<http://www.apics.org/Education/>
APICS – The Organization for Operations Management has a variety of educational tools regarding Lean Enterprise and Six Sigma.

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McBain Camera Chooses EXEControl



McBain Camera Ltd., a high-end camera retail chain located in Edmonton, Canada, has chosen EXEControl Global Solutions to manage all aspects of their operations. McBain Camera has been serving

found EGS' focus on client partnerships was similar to their own customer relationships in many ways.

The effort to find the correct software solution was difficult for McBain, given the

EXEControl offered the best opportunity to move forward.

Edmonton and the Province of Alberta since 1949, and is still under original ownership. They have six locations in Edmonton, one in Red Deer, and the recent opening of their newest store in Sherwood Park, totaling over 60 employees. McBain Camera Ltd. has always prided itself in its friendly professional quality service. This quality service and extensive product knowledge has been the key to their success.

Several years ago, McBain Camera and EGS spoke about partnering together. After years of research and reviewing software companies, they felt EXEControl offered the best opportunity to move forward. They also

diversity of sales options their company offers. Not only do they sell serialized and non-serialized products, McBain Camera also offers loans, rentals, trade-ins, special orders, layaway plans, photo finishing, discount cards and processes warranty and non-warranty repairs. They found the EXEControl software suite best fits both their current needs and their future plans.

The blueprinting and implementation process is currently underway with plans to go live later this year. EGS will be providing consultative and implementation services for McBain's software, hardware, and networking needs.

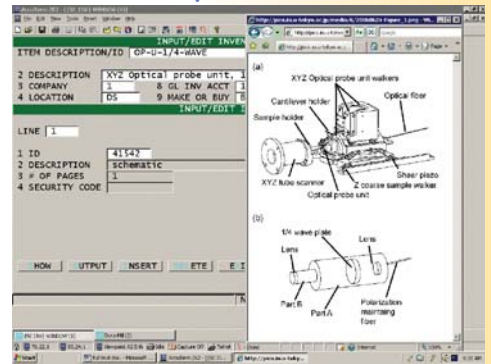
Link Windows Files

EXEControl's document storage and retrieval system has been utilized by many clients for several years to scan and associate images to various records throughout the system. The imaging sub-screen is available on nearly every record in EXEControl. However, many clients are not aware of the other standard capabilities available through this sub-screen.

A user can link any document, not just a scanned image, to virtually any record in EXEControl. Linking Word documents, Excel spreadsheets, Acrobat PDF's, pictures in any format, etc. can have a wide variety of benefits. In addition to providing links to

these images in the most useful places, this functionality helps organize and catalog your Windows files. By linking documents to system answers, you can use EXEControl's standard cross-referencing and searching logic to help locate Windows documents.

Clients are using this functionality to link product diagrams and images to inventory items. They are also using it to link employee contracts and procedures to answers as well as linking product certifications to item levels.



The Six Sigma & Lean Concepts

Recently, clients have been asking about Six Sigma and Lean concepts. Six Sigma and Lean techniques assist people in developing and refining processes for maximum quality and efficiency.

Six Sigma revolves around a few basic concepts: designing with the customer in mind, avoiding defects, and reducing variation. The basic Six Sigma methodology used for creating new processes or completely redesigning existing processes consists of five basic steps: define, measure, analyze, improve and control. Six Sigma puts an emphasis on creating metrics to track success, and in turn improve the process.

Lean was original designed for manufactur-

ing, but has been expanded to apply to every industry. Lean is the identification and steady elimination of waste in every area from customer relations, product design, and factory management to office, workbench and desk layouts. Through the process, quality is improved, production times are reduced, and costs are lowered.

EXEControl Global Solutions' consultants are trained in these and other process refinement concepts. Through this training, EGS is able to offer software and hardware solutions that are streamlined to reduce process waste and provide clients with the monitoring and control features necessary to reduce defects and variation in their products.

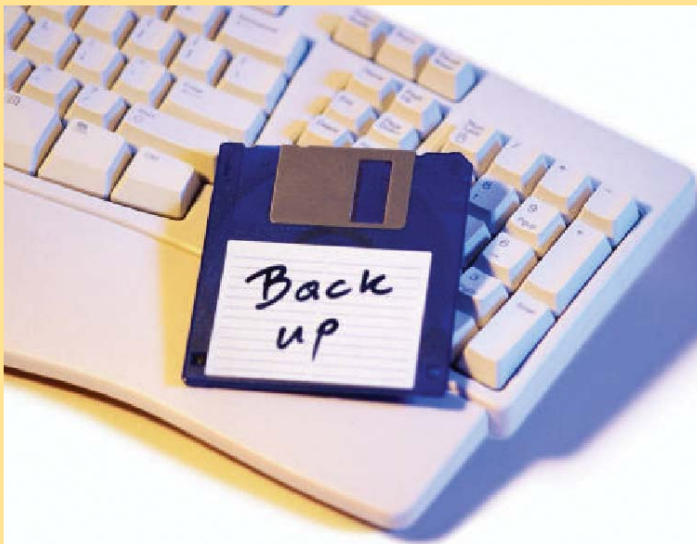


Feedback

Your feedback is vital to making this newsletter a success. If you would like more information about the articles you have read, please contact EXEControl Global Solutions at (518) 688 8700. You can talk to your client representative for details about taking advantage of the features discussed.

If you have any feedback about the newsletter, please contact feedback@execontrol.com. This includes requests to subscribe, unsubscribe or to change how you receive the newsletter. It is available both as a printed document and electronically.





Outside File Save Audit

EXEControl Global Solutions places great importance on the preservation of client data. The most important measure one can take regarding a business system is to ensure data has been properly backed up. No aspect of a computer system is more important than the protection of your data.

EXEControl Global Solutions has laid out backup procedures, tape rotations, media and hard disk options, off-site storage plans, and tape verification processes. When these steps are followed by you, the client, the risk of losing data is minimized.

However, due to user error and hardware failures, there have been many instances where EXEControl Global Solutions has been called by a client with a system issue, only to find that the saves are incomplete, out of date, or otherwise unusable.

The best way to address those situations is through periodic audits of procedures and saved data. That is why we are offering the following service: On a weekly or monthly interval, the client mails their tape backup to EXEControl Global Solutions, who then loads that save into one of our servers. EGS reads the header information to ensure that it has recent data, and then performs a complete verification to ensure the entire tape is readable. A note regarding the number of files is also logged to make sure the count looks reasonable for the data being backed up.

Currently, the service is only available for your EXEControl/mvBASE file saves. Saves of Windows and other files should be treated with great importance as well.