

## Faster, Easier Data Entry

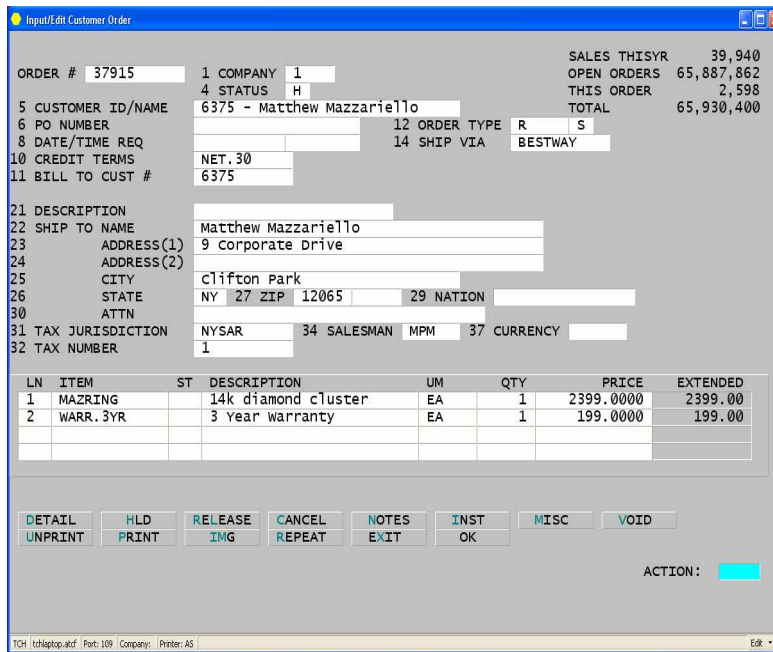
EXEControl Global Solutions has strengthened their retail offering by making notable improvements to the user interface. Many retail organizations face a paradox when selecting a new computer system. They want software that is extremely robust and fully integrated with all facets of their business, but they need a system simple enough for part-time sales people at remote locations to quickly learn and use.

Through improvements made for EXEControl's retail customers, most recently McBain Camera, the system has been enhanced to significantly reduce the number of keystrokes necessary to enter even the most complicated customer orders. A new screen format makes navigation easier and shows more information on the screen at any given time.

As shown in the accompanying image, the customer order screen can be configured to show both the main screen and details at the same time. In addition, using this matrix-style screen makes navigation easier and allows the user to see previously entered lines while entering a new line.

The benefits are not limited to the customer order screen. The enhancement was made so that virtually any detail screen in the system can be configured to the new format. In addition to customer order entry, McBain Camera is using it in general journal entries & shipping, as well

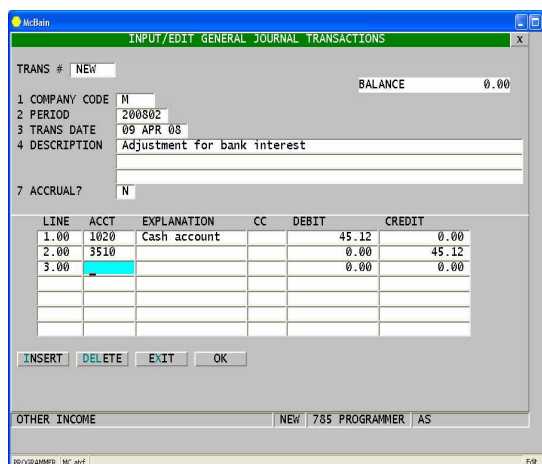
as a number of custom screens. McBain Camera recently went live with a host of new features which will be the subject of the next free webinar described in the



LN	ITEM	ST	DESCRIPTION	UM	QTY	PRICE	EXTENDED
1	MAZRING		14k diamond cluster	EA	1	2399.0000	2399.00
2	WARR. 3YR		3 year warranty	EA	1	199.0000	199.00

sidebar.

McBain Camera is a camera retail chain in Edmonton, Alberta with nine stores. In addition to typical point-of-sale transactions, they also handle repairs, rentals, loans, special orders, discount cards and store-to-store transfers.



LINE	ACCT	EXPLANATION	CC	DEBIT	CREDIT
1.00	1020	Cash account		45.12	0.00
2.00	3510			0.00	45.12
3.00				0.00	0.00

- Faster, Easier Data Entry
- Preparing the work force of tomorrow
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- Adding more experience
- Increasing the IT budget by 10% for free

## Free Webinar!

Faster, easier data entry and other new features will be explained and demonstrated in a free webinar held this fall. These new features have the potential to improve the productivity of personnel at every EXEControl client. Many of the new features are being applied at McBain Camera with measurable positive impact. If you are interested in reserving a seat in the webinar please email Todd Hess at [tch@execontrol.com](mailto:tch@execontrol.com).

## Preparing the Work Force of Tomorrow

EXEControl Global Solutions is a company that adheres to long term planning rather than reacting to the crisis of the moment. In addition, one of the greatest assets of the firm has been the quality of its employees.

When Allan Robison, president and CEO, looked at the number of young people ending their education after completing high school he was alarmed. "Realizing the negative effect this would have on their lives, and to some extent my company, stirred me to start a 'College and Careers' class in an effort to encourage the youth to reach higher," Allan said.

"If you had \$1,000,000, what would you do with it?" Allan asks his students each year. "The reality is," he explains to them, "on average a college graduate will earn \$1,000,000 more over the course of their lifetime than someone with only a high school degree."

According to the US Department of Labor summarized in the table below, computer software application engineers is the fourth fastest growing occupational category, and 70-80% of workers have a college degree, with a graduate degree required for some of the more complex software engineering jobs. In addition, the higher a worker's education the lower the chance they will be unemployed.

Yet, only 24% of the population earns a Bachelor's or graduate degree.

It takes a lot of time to put something like this together, and every year Allan tells himself, "I'm not going to do this again next year," and yet every year he continues to do the College and Careers class. Why? "Teaching this class is very rewarding," he explained."

Each year at least one student who started the class with no intention of continuing their education has dramatically revolutionized their future with a decision to continue on to higher education.

Although already a busy man as president and CEO of EXEControl Global Solutions, Board of Advisors member for the Seneca Data Corporation, and an active member in several business organizations, Allan Robison is committed to helping the next generation of employees in the United States' workforce and possibly EXEControl's future employees. Thanks to people like him, students are being prepared to meet the challenges of tomorrow with a working skill set.



### The Difference an Education Makes

Education attained	Population over age 24	Unemployment rate in 2007	Weekly earnings in 2007	IT industry education attainment	EXEControl employees
Some high school	19.6%	7.1%	\$428		-
High school graduate	28.6%	4.4%	\$604	10%	-
Some college	27.4%	3.8%	\$683	31%	20%
Bachelor's degree	15.5%	2.2%	\$987	45%	60%
Graduate/professional degree	8.9%	1.5%	\$1,363	13%	20%

Data from US Department of Labor, Bureau of Labor Statistics ([www.bls.gov](http://www.bls.gov)), United Engineering Foundation

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## Gerome Technologies Joins EXEControl Community

Gerome Technologies, Inc. recently signed with EXEControl Global Solutions to develop an Enterprise Resource Planning blueprint. Gerome Technologies sought out EXEControl to help them increase control of their expanding business and prepare for future growth while reducing overhead costs. The blueprint will detail exactly how EXEControl will help Gerome Technologies to accomplish these goals.

Gerome Technologies began operations in 1995 starting with 900 square feet of rented space in Schenectady, New York. Today, as a substantial provider of repair kits for power generating equipment, they utilize over 50,000 square feet of space in their Menands, NY location.

General Electric Power Systems and other

major power system manufacturers use Gerome Technologies products for installations and repairs.

Knowledge and experience gained over the past 13 years has enabled Gerome to meet the expanding needs of the energy market. As energy production efficiency continues to be a major global issue, Gerome Technology's forecast for future growth is very promising.

EXEControl will be providing systems to handle manufacturing, inventory management, sales, shipping, time reporting and accounting. The fit between EXEControl and Gerome Technologies is ideal because of EXEControl's experience in the manufacturing sector and the software's built in flexibility to meet the needs of a growing and ever changing business.

## Adding More Experience

When any company grows they plan an extended training period for their new hires. EXEControl's newest hire brings enough experience to hit the ground running.

The newest Business Solutions Consultant, Michael I. Boskin, has a track record of success in the software industry. The company he co-founded was named by Inc. magazine as one of the 500 fastest growing companies in the US. After selling his company he worked at the Center for Economic Growth in Albany, NY, where his assignment was to help other companies grow.

At EXEControl Mike will apply his experience with computer software and his training teaching Lean Process techniques (such as Value Stream Mapping) to client companies. Michael will help clients increase



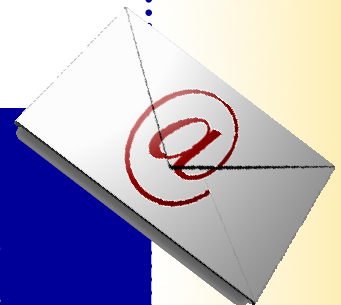
productivity, reduce cycle time, and reduce costs by attacking the eight classic types of waste:

- Overproduction
- Excess inventory
- Defects
- Non-value added processing
- Transportation
- Motion
- Waiting
- Underutilized people

## 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 your suggestions and comments to [feedback@execontrol.com](mailto:feedback@execontrol.com).





## Increasing the IT Budget by 10% for Free

In response to client requests for a better way to budget and reduce IT expenses, EXEControl Global Solutions is introducing a solution that protects IT budgets from the spending spikes that can create a restriction in cash flow.

Now clients can plan on regular payments and receive an additional 10% return on investment.

The program is simple. First set the annual EXEControl related IT budget. Then decide how frequently invoices should be generated: monthly, quarterly, or annually. EXEControl will invoice the prorated annual amount at the requested interval and set up an accrual account for the client. In addition, after each invoice is paid EXEControl will match the payment with an additional 10% – up to \$1,000 per month.

Clients can apply the funds to the consulting, training, development, field services or time and materials projects that are needed during the year. Furthermore, the budgeted amount can be changed twice per year. Finally, the program can be cancelled at any time.

### Example

A client sets the monthly IT budget at \$4,000. EXEControl would send a monthly invoice for \$4,000. When payment is received, \$4,400 is accrued to the client account balance. The account balance may not exceed \$52,800 (4,400\*12 months). The client would get a statement at the beginning of each month similar to the following:

Previous month's balance	\$16,000
Your contribution last month	4,000
EGS contribution last month	400
Used this month	1,200
Committed to projects	2,400
Current account balance	\$16,800