



Your Software &
Technology Partner

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Operations Management Excellence Award

EXEControl Global Solutions was recently presented with the 2007 Operations Management Excellence Award by APICS. APICS, the Association for Operations Management, is the global leader in operations management, including production, inventory, supply chain, materials management, purchasing and logistics. This award is given annually to honor a company who achieves enhanced success through the application of superior managerial techniques.

As EXEControl Global Solutions has grown and changed over the last few years, new management practices have been implemented with great success. The operations enhancements have been designed with a focus on providing consistent quality services and products to their clients. EGS implemented Six Sigma and Lean principles to track statistics, eliminate waste and be consistent in processes, products and services. By focusing on processes, EXEControl Global Solutions has been able to make great strides both internally and in their relationships with their clients.

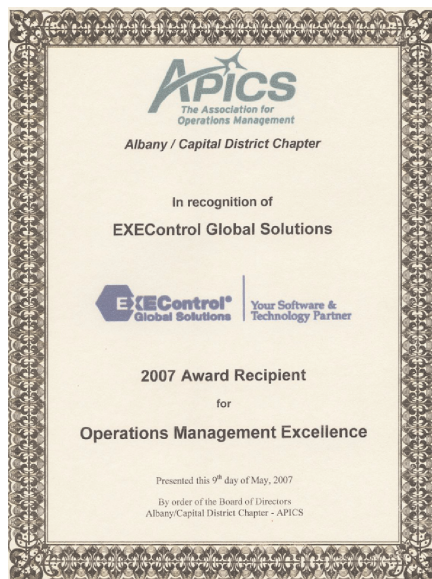
Many of the newly implemented practices focus on organizing information and communications. This includes KPI tracking, increased internal communication between departments, technical training and increased documentation of processes.

Externally, the new practices include increased communication with clients via regular client review meetings, the EXEControl forums, this newsletter and various client events.

The new management techniques have led to a variety of software and service improvements. New practices and products such as call status emails, the call queue, remote monitoring, the Command Center, the Client Advancement Series, the 2007 User

Conference and new security features are a direct result of the recent management improvements.

EXEControl Global Solutions would like to thank APICS for recognizing their efforts in operations and management excellence. This is an accomplishment made possible by all members of the EXEControl community.



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FEATURED LINKS

www.execontrol.com
Learn more about the Client Advancement Series.

www.sks-bottle.com
SKS is a supplier, consultant and designer of containers and closures.

www.stonesoft.com
Stonesoft is a provider of network and business solutions.

www.mcgrann.com
McGrann Paper Corporation provides high quality specialty paper.

Always-on Connectivity

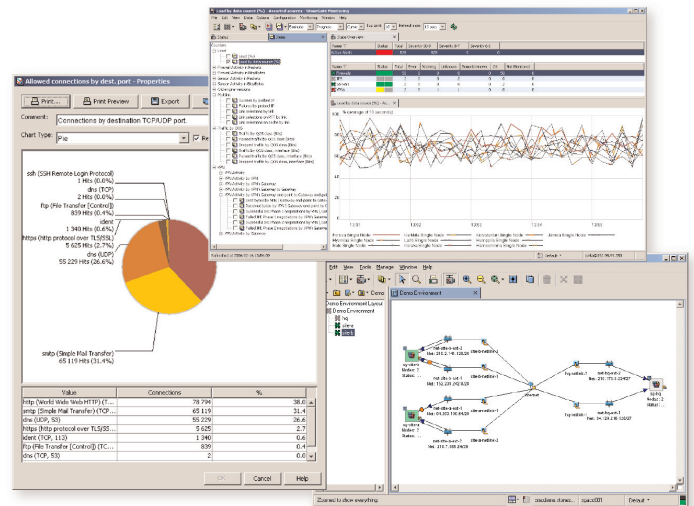
EXEControl Global Solutions recognizes the need for businesses to optimize their Internet connections. Downtime, connectivity drops and slow responses result in significant business costs. After careful consideration, EXEControl Global Solutions has partnered with Stonesoft. Stonesoft is a global company founded in 1990, focused on enterprise level customers requiring advanced network security and always-on business connectivity. This partnership is designed to address a number of issues clients have been facing regarding Internet speed and reliability.

Stonesoft's award-winning StoneGate Platform unifies firewall, VPN and Intrusion Prevention System (IPS) to provide secure, optimized, resilient connectivity. By leveraging the StoneGate Platform, EXEControl and its customers also benefit from the lowest total cost of ownership (TCO), best price-to-performance ratio and highest ROI.

Virtual private networks (VPNs) use the public Internet to establish secure, low-cost network connections between remote offices, business partners and remote users. VPNs are gaining popularity as a way to replace more expensive leased lines and frame-relay connections. However, not all VPNs are created equal. Data protection protocols and encryption techniques continue to improve, but Internet reliability remains a barrier to widespread VPN adoption.

StoneGate's patented Multi-Link™ technology provides high availability and load balancing for Internet and VPN traffic across multiple network providers (ISPs), no matter what speed, type or how many. Multi-Link technology enables StoneGate to automatically maintain the fastest possible link to the Internet and eliminates the Internet connection as a potential point of failure, without the use of complex routing protocols or additional hardware, reducing the costs and complexities typically required for the same result. Clients can also get granular control of their bandwidth based upon their specific needs and priorities.

Without StoneGate's patented technology, many companies have backup Internet connections that are only utilized when the primary connection goes down. This means the



company is paying for bandwidth that it is rarely using. In addition, when the primary provider goes down, connections are lost and must be reestablished with the backup provider. The abrupt disconnections can lead to a variety of problems including database corruption.

With StoneGate's innovations, any number of additional connections are utilized in parallel via unique load balancing technology. This means companies are taking full advantage of whatever type of available connections at the same time. It also means that when a connection goes down, the user doesn't experience any interruption in service.

Through StoneGate's Management Center, EXEControl Global Solutions is able to gather a wide variety of information to ensure that all of the communication components are optimized with high-level reports, advanced troubleshooting, alerting and other tools. EXEControl Global Solutions has also chosen the StoneGate Platform because of the ease of deployment, friendly interface and Stonesoft's commitment to innovation and customer satisfaction.

McGrann Paper Corporation was the first EXEControl Global Solutions' client to implement the StoneGate solutions. They have experienced a significant improvement in speed, uptime and uninterrupted connectivity. These improvements stemmed from a number of factors including Stonegate's identification of internal packet loss and collisions. Two other clients are in the process of implementing StoneGate solutions and expect to be reaping benefits in the next few months.

SQL Database Interface

The screenshot displays a multi-windowed application interface for defining SQL table structures. The main window, titled 'INPUT/EDIT SQL STRUCTURE', shows a 'FILE NAME' of 'CUSTOMER-ORDER-FILE'. Below it, a 'CALCULATION PROGRAM' is set to 'CALC.CO.EXTRA.FIELDS'. A secondary window, 'ENTER SQL TABLE', shows 'TABLE 2' with the following details:

- 1 TABLE NAME: CUSTOMER_ORDER_LINE
- 2 TABLE LEVEL: MW
- 3 PARENT TABLE: CUSTOMER_ORDER

A third window, 'ENTER SQL TABLE FIELDS', contains a table with the following data:

FIELD	SRC	FIELD NAME	CONV	TYPE
1	ATB	LINE.#		TEXT
2	ATB	LINE.PART.#		TEXT
3	ATB	LINE.DESCRPTION		TEXT
4	ATB	LINE.UNIT.OF.MEASURE		TEXT
5	ATB	LINE.QTY.ORDERED		NUMBER
6	ATB	LINE.QTY.BACKORDERED		NUMBER
7	ATB	LINE.PRICE.UM		TEXT

At the bottom of the interface, there are navigation buttons (OK, CANCEL, EDIT, INSERT, DELETE, PRINT) and a status bar showing '27 PROGRAMMER AS'.

EXEControl Global Solutions has enhanced their standard software package to have mapping and transfer features to export data to SQL databases. This enhancement was created for SKS Industries to provide data to a MySQL database for supporting website applications. MySQL is an open source version of the industry standard SQL database.

The new functionality utilizes tables and controls to provide maximum flexibility so a client can define what data they want transferred. Using EXEControl's unique trigger point features, the data can be transferred as soon as it is created or updated.

The client also has the ability to transfer the data in batches via EXEControl's background processing. The system handles transferring the data to remote databases and converting it from the EXEControl multi-valued format into the two-dimensional relational database format.

SKS Industries is using the new feature to transmit customer order and item information to their website so their customers can view their order statuses and history. SKS Industries is a supplier of packaging and scientific products with a significant Internet presence.

EXEControl Adds Two Employees

EXEControl Global Solutions is proud to announce the addition of two new employees to their staff.

Christopher T. McConnell, who joins EGS' support department, is a graduate of Siena College in Loudonville, New York. He received a Bachelor's of Science degree in Computer Science with minors in Mathematics and Business. His prior experiences include working for the Golub Corporation in their customer service department as well as interning with the ITS department where he oversaw a variety of company projects. Christopher brings excellent computer and problem-solving skills to the EGS community. He is from Schenectady, New York and hopes to pursue a Master's Degree in Computer Science and Business in the future.

Matthew Locci, who joins EGS' consulting and implementation department, is a graduate of Northeastern University in Boston, Massachusetts. He received a Bachelor's of Science degree in Political Science with a minor in Business. His prior experiences include working for the Republic of Ireland in the European Union Parliament, as well as interning for a major regional patent and trademark law firm. Matthew brings exceptional analytical and communication skills to the EGS community. Matthew is from East Greenbush, New York and hopes to pursue an M.B.A. in the future.

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.



Client Advancement Series

EXEControl Global Solutions recently launched the Client Advancement Series. This program is designed to provide formal training, workshops and more for the benefit of the EXEControl community. As part of an ongoing initiative, these sessions are designed to strengthen the EXEControl community by sharing ideas and encouraging self-reliance.

These sessions are also designed to help clients get more out of their system by educating users on how to take full advantage of system features. This is accomplished by not only training users, but by working with them to implement system functionality. For example, in October, a series will be offered on document storage and retrieval. These sessions will not only train users on software and hardware, they will also walk the user through setting up the features on their own system. This would be beneficial to clients who are not currently using EXEControl's document storage and retrieval or are not taking advantage of the features to their fullest extent.

The sessions focus on real life examples, practical information and hands-on experiences. The objective of each session is to provide knowledge that will allow the user to leave the class with the ability to meet real-world needs. Each session is broken into segments with hands-on examples at the end of each topic.

The series are provided in three-day-long sessions, offered four times a year. Users may sign up for an individual session or for an entire three day series. For registration and more information, please refer to www.execontrol.com.

2007 Schedule

Report Writing

- 8/7** Database layout; Basic TCL queries; Exporting data
- 8/8** Multi-values; Dictionary items, conversions and correlatives
- 8/9** Report Writer and Access Builder

Document Storage and Retrieval

- 10/2** Hardware and software configuration
- 10/3** Image association; Scanning process
- 10/4** Viewing and managing the process

System Painter

- 12/4** Screen changes and message changes
- 12/5** Menu changes, custom menu creation and menu security
- 12/6** Application changes and application security