



Your Software &
Technology Partner

WINTER 2007
VOL. 1, NO. 3

IN THIS ISSUE

EXEControl User Conference

On Thursday, April 5, 2007, EXEControl Global Solutions will be hosting an all-day user conference in Scotia, New York. The event will present a variety of ideas with the potential to greatly assist EGS' clients. The day will also provide opportunities for clients to network and share ideas. Building connections in the EXEControl community helps everyone. In addition, this is an opportunity to provide feedback and to help influence the direction of EGS' services and products. EGS has always seen their relationship with clients as a long-term partnership. This event is one of the many ways EGS is continuing to cultivate that partnership.

The day will feature a continental breakfast, buffet lunch and sit-down dinner at the Glen Sanders Mansion. Registration will start at 10:30am and dinner will be served at 5:30pm. The day will feature four topics aimed at providing technical and operational knowledge that every client can utilize to improve their processes.

The first topic will discuss developing a technology roadmap. EGS will present its plans for future development and services. EGS wants to work with its clients to prioritize its offerings and focus its efforts on projects that will be most beneficial to the EXEControl community. The discussion will also cover how to implement significant changes. Whether implementing an EDI interface or redesigning processes to take advantage of lean principles, careful planning is a prerequisite for success. This discussion will highlight the common pitfalls associated with project implementation.

The featured presentation will launch the EXEControl Command Center. The EXEControl Command Center provides a variety of new features and enhancements to business intelligence, navigation and data presentation. Utilizing new data presentation features, the EXEControl Command Center provides a 'living' executive super report that can monitor real-time business statistics. It integrates images, Windows documents, web pages and EXEControl generated color graphs to present information. In addition, the new navigation features are very user-friendly for casual or new EXEControl users who are more familiar with Windows' conventions.

Another presentation will be on maintaining data accuracy. This includes discussion of the importance of accurate data in ERP systems, the cost of inaccurate data, and methodologies for maintaining data accuracy. No matter what industry you are in, data accuracy is vital to efficient business processes and sound decision-making.

The conference will also feature a presentation on how to add value through the use of the latest wireless devices and other hardware. Devices such as PDA's, tablet PC's, HHP units and portable devices provide a world of opportunities for every business. These devices provide both process efficiency and convenience by bringing your information systems into your showroom, warehouse, production floor or out into the field.

For more information and a registration form, contact Jennifer Fingar at jaf@execontrol.com or call (518) 688-8700 x732.

- EXEControl User Conference
- A letter from Allan Robison: Good to Great
- Data backup and recovery
- Save, share and organize report data in EXEControl
- Tracking your corporate credit cards

FEATURED LINKS

www.tingue.com
Tingue, Brown & Co. is comprised of four distinct business divisions and nine plants

www.apics.org
APICS builds operations management excellence in individuals and enterprises

www.execontrol.com
Find out more about these topics in the EXEControl forums

www.glensandersmansion.com
Find out more about the dining and accommodations at Glen Sanders Mansion.

CONTACT US

www.execontrol.com

Phone: 518.688.8700 ~ Fax: 518.688.8800

9 Corporate Drive
Clifton Park, NY 12065

A Letter from Allan Robison: Good to Great

As a new year dawns, it is a good time to review the past year and plan for 2007 and beyond.

During my 25 years with EXEControl Global Solutions, I have seen many changes in the technology field as well as within our own company. This past year was no exception. As many of you already know, it was a year ago when I bought out my two partners, Sam Hazleton and Scott Ebeling. The purpose of the buyout was to facilitate significant changes I personally held as critical to our future growth. The objective could be summarized as follows: "Transitioning our company from 'good' to 'great'."

Last year was a successful year for EXEControl Global Solutions. Since the buyout,

chain certification program.

EXEControl Global Solutions' new management team worked hard during 2006 putting in place tools necessary to enhance our effectiveness in providing quality services to the EXEControl community. These tools included several customer communication tools such as our forum, newsletter, automatic email call status notification, Internet based reporting portal and our upcoming users' conference.

The last year was also a time for renewed focus on our standard EXEControl product. EXEControl went through significant enhancements during 2006 including our global record lock notification, Internet credit card processing and our enhanced email and Internet



From left to right:
Allan Robison,
Todd Nadler,
Matt Mazzariello,
Jim Waltersdorf,
Todd Hess and
Michelle McKenzie.

we experienced a 30% growth in staff, increased our user base by 10%, maintained a 100% customer retention rate and brought on Tingue Brown Company, a multi-location, multi-faceted manufacturer and distribution company.

Training was one of our major themes for 2006. Every employee participated in our training program. Training during 2006 included: Principals of .Net Programming, Techniques for Effective Sales & Marketing, Superior Management Methods, Lean Manufacturing Concepts and APICS Manufacturing and Inventory Certification. Two of our Senior Business Solutions Consultants received their CPIM (Certified in Production & Inventory Management) certifications from APICS and both were invited into the supply

integration. The system has never been as solid as it is today.

Having accomplished so much during 2006, our management team has put together some ambitious goals for 2007 that will exceed those of 2006. Several of our goals will be announced at our April users' conference. During the conference, you will get a chance to meet and speak to our new management team and hear more regarding our technology roadmap for the EXEControl software. We will also be unveiling a new EXEControl product that could revolutionize the way you use our system. Our entire management team looks forward to meeting with you and discussing our future plans at this significant event.

Tracking Your Corporate Credit Cards

Using credit cards in lieu of checks and other forms of payment is becoming increasingly popular for corporate purchases. Whether making incidental purchases such as travel expenses or buying inventory, most businesses would agree credit cards offer major benefits. EXEControl has a variety of integrated corporate credit card management features. These features track corporate credit card usage and manage vendor invoice payments.

EXEControl supports recording credit card payments when the payment is made or when the credit card statement is received. In either case, the payment can be recorded on a vendor invoice or in a credit card statement entry screen. If a credit card charge is

recorded in the statement screen, a vendor invoice may be indicated. If there is no invoice, one will be automatically created and paid. This updates vendor and purchase history.

There is no need to make complicated journal entries to record finance charges, credit card liabilities and late fees. EXEControl simplifies the use of corporate credit cards while tracking and categorizing credit card charges. The features are easy to set up, easy to use and take all of the complexity out of alternate processing methods.

MV#	COMP	TRANS DATE	EXP	VENDOR	DESCRIPTION	AMOUNT	CL
1	1	01 FEB 07	FD	5000	Dinner with client	51.23	N
2	1	05 FEB 07	TR	SOUTHWA	Ticket on Southwest Air	423.11	N
3	1	07 FEB 07	TR	1	Rental car	467.10	N
4	1	23 FEB 07	OE	STAPLEL	Color copies of presenta	74.85	N
5	1	25 FEB 07		BOLCOFL	Invoice 12312	3030.00	N

Save, Share and Organize Report Data in EXEControl

The EXEControl Report View Center is an option that allows a user to capture text data sent to a printer and store it within EXEControl. This data is then organized and presented in a report viewing application. This allows you to see full views of reports, even if the user is not near a printer. The user only needs access to EXEControl to view the data.

Storing data within EXEControl provides a number of other benefits as well. Paper is reduced, as documents are stored electroni-

cally. The report data also becomes easier to share, easier to search and easier to organize. Another benefit is improved downloading options. The Report View Center features a download function that strips out heading information for easy export to Excel and other spreadsheet applications.

By organizing the reports by category and user, the Report View Center is able to implement security restrictions that control who can view a document and who can edit it.

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.



Data Backup and Recovery

Making sure your data is secure is a key in system planning. Last year alone, EXEControl Global Solutions recovered data from system saves for more than 60% of their active clients. EGS has recovered data for a variety of reasons over the years. A common cause is a user accidentally deleting or overwriting information, but EGS' clients have had fires destroy servers and databases corrupted by a variety of hardware and software problems.

To make sure you are protected, EGS recommends a tape rotation that uses thirteen saves to span the previous five months. EGS also recommends retiring a save every five to six months. EGS will store clients' data in a secure location. Having a system save off-site has saved more than one EGS client.

Proper rotation and save storage is one aspect of ensuring data back up. The other is the value of the saves. Whether the saves are going to DVD, tape or other external device, many problems can arise. Some tapes are only readable in the drives they were created in due to head alignment issues. This makes it appear as though all is well, when in fact the loss of the tape drive could render all of the tapes useless. EGS has seen clients reuse tapes until they have physically worn holes in the tape or accidentally use the same tape for 'reel 1' and 'reel 2' rendering the save



nearly worthless. It is also important to keep in mind that some experts warn burned DVD's and CD's may have a life span of only two years.

It is important to confirm the validity of file saves on a regular basis. EGS provides periodic restore testing as part of their preventative maintenance services to validate the saves.

Contact EGS for more details on these services, recommended tape rotations and any other questions.