

Introducing Tablet PCs

Tablet PCs have proven to be successful solutions for professionals who do not want to be tied to a desk, rapidly changing such industries as manufacturing, retail, distribution and service. This alternative to notebooks and desktop PCs brings users a number of advantages including built-in handwriting recognition and programs that can take data from a pen-input device. Tablet PCs are light, durable, secure, fully-functional, and are the latest innovation in mobile technology.

The problem of balancing a laptop on one arm while typing with the other has been solved. The Tablet PC's compact design allows comfortable use of the computer in small spaces, even while standing up. Tablet PCs also include wireless Internet support and a long battery life.

Although keyboards are available, the Tablet PC Input Panel (TIP) makes it quick and easy to convert handwriting to text. TIP launches wherever input is desired, and dynamically recognizes characters so corrections can be made before inserting text. However, the Tablet PC can still easily reorganize and search handwritten text, even if the typed text is not converted

Whether on a plane or in a meeting, one can quickly jot down notes—from com-

ments on a financial statement to impromptu flow charts. Because they're electronic, notes can be organized to be searched later, leaving the paper behind. The pen can also be used to emphasize points in business presentations and photo slideshows by highlighting and drawing right on the screen.

Its convertible design allows a user to sit across the table from someone and take notes without having the PC act as a dividing wall. It's perfect for sales meetings, or any meeting in which the personal dynamic is im-

portant.

What would it be worth to an organization if their production manager could walk the plant floor with access to real-time production reports, or their sales representative could access accurate product information and availability easily and quickly on-the-go? Consider the benefit of retail salespeople able to process the next sale away from a register and an executive able to make searchable notes on presentations and business reports. Using tablet PCs in any of these environments will greatly improve proficiency and provide a quick return on investment.



- **Tablet PCs**
- **CRM Mailing Center**
- **Revised Views**
- **APA Membership**
- **Talley Machinery Goes Live**
- **Client Advancement Series**

FEATURED LINKS

www.americanpayroll.org
American Payroll Association— the leader in payroll education for over 25 years.

www.execontrol.com
Register today for the System Painter and Report Writing Client Advancement Series

CONTACT US

www.execontrol.com

Phone: 518.688.8700 ~ Fax: 518.688.8800

9 Corporate Drive

Clifton Park, NY 12065

CRM Mailing Center

CUSTOMER NAME	ADDRESS	CITY	ST	ZIP	EMAIL	DATE TIME	PRICE
12863 Peak Design	480 Winston Pl	Mount Washington	NY	12863		01/01/07 04:00	499
12122 Edwards Refrims	1300 4th Ave	Albion	NY	12006		01/01/07 00:00	399
28280 Latham Machine	12 Delacour Rd	Latham	NY	12185		01/01/07 04:59	556
23800 Matt Locci	59 Stitterly Road	Halfmoon	NY	12063		01/01/07 04:00	399
24811 Malta Tech	516 Bridgeline Rd	Ballston Spa	NY	12020		01/01/07 04:00	456
34444 Prospect Partners	13 Westview Ct	Prospect	NY	12085		01/01/07 00:31	399

EXEControl
Global Solutions
Your Software & Technology Partner

November 30, 2007

Mr. John Doe
12 Maple Ave
Albany, NY 12206

Dear John Doe,

As the holiday season approaches, there is always so much activity and personal business to attend to that it is easy to forget to thank our valued customers, like you, for the business.

So, before I forget, thank you, and may this holiday season bring to you and your family all of the joy and happiness that you deserve.

Very truly yours,

Allan Robinson

Allan Robinson
President

CRM MAILING CENTER

COMPANY: 1

START DATE: 01/01/07

END DATE: 06/01/07

MINIMUM ITEM PRICE: 100.00

MAXIMUM ITEM PRICE: 500.00

MINIMUM TOTAL SALES AMOUNT

MAXIMUM TOTAL SALES AMOUNT

ITEM: OAK

MATERIAL TYPE

ITEM TYPE

VENDOR

MARKETING CODE

ZIP CODE

SALESMAN

DIRECTLY DOWNLOAD: N

OK CANCEL IGNORE

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EXEControl Global Solutions has recently released the CRM Mailing Center to enhance their suite of Customer Relations Management software. This application, designed for Hannoush Jewelers, can be used to send thank you letters and promote sales related to items recently purchased by a customer. The application can also be used for product recalls and to notify customers of products that are being discontinued.

This center allows a client to select all customers who made a purchase that meets the specified criteria. The criteria selection available includes purchase dates, item prices, total order amounts, types of item, specific items, sales made to a certain zip code and sales made by a certain salesperson.

The application can print mailing labels, print letters with merged data fields, send email with merged data fields or download the mailing list to a CSV file for use in Excel or another application.

Revised Views

In response to client requests for simplified drilldown screens, EXEControl Global Solutions has revised the look and feel of nearly every view screen in the system. Main view screens such as the customer view have been revised so that tags and fields are now more easily distinguished. In addition, what was formerly a difficult to read paragraph of dozens of options at the bottom of the screen has been greatly simplified and organized into easy to use buttons.

**** VIEW CUSTOMER 7717 - MATTHEW LOCCI ****

COMPANY: MATTHEW LOCCI

NAME: 18 TANNERS LANE

ADDRESS(1): RENSSELAER

ADDRESS(2): NY

CITY: 12144 REGION: COUNTY: RENSSELAER

STATE: NY ZIP: 12144

PHONE: 518 688 8716

EMAIL:

CUST/PROSPECT: COMPANY: MATTHEW LOCCI

BILL TO ID: ADDRESS(1): 18 TANNERS LANE

SALESMAN: ADDRESS(2): RENSSELAER

CUSTOMER TYPE: RENSSELAER

STATE: NY ZIP: 12144 REGION: COUNTY: Rensselaer

PHONE: 518 688 8716 FAX:

NATION: CRED CHECK: N

ORDER TYPE: 1

PRICE CLASS: NET30

CRED TERMS: LIMIT: 0.00

CURRENCY: CLASS: SHIP? Y BILL? Y CASH? Y

BRANCH INV LOCN: MATTHEW LO

TAX JURISDICTION: NYREN

TAX EXEMPT ID: SHIPPER #

EXEMPT ON: 3RD PARTY

CRM CONTACT METHOD:

OPTIONS: INVOICES: ORDERS: CREDIT: PRINT: EDIT

IMAGE: EXIT: USER: OK

ACTION:

Simplified Options

**** VIEW ALL INVOICE FOR CUSTOMER 7717 - MATTHEW LOCCI ****

INVOICE#	COMPANY	DESCRIPTION	TYPE	INVOICED	PAID	INVOICE AMT	SELECTED BALANCE
33388	1	Interest Invoice	I	02/02/07		\$16.20	\$16.20
33559	1	TENES		02/28/07		\$72.90	\$72.90
33549	1	MATERIALS		02/24/07		\$32.40	\$32.40
33554	1	TABLES		02/02/07		\$4,532.76	\$4,532.76
33386	1			02/02/07		\$248.40	\$248.40
32851	1			02/24/07		\$329.68	\$329.68
33552	1	PAINT BUCKETS		02/24/07		\$18.00	\$18.00

**** VIEW ACTIVITY FOR 7717 - MATTHEW LOCCI ****

ID	DATE	CODE	DESCRIPTION	AMOUNT	BALANCE
R14974	10/12/07	RCPT	DEPOSIT SLIP # 1730 PAYM ENT TYPE CASH Chairs	\$-2,268.00	\$63,690.84
R14974	10/12/07	RCPT	DEPOSIT SLIP # 1730 PAYM ENT TYPE CASH Spare Parts	\$-16,329.60	\$47,361.24
R14974	10/12/07	RCPT	DEPOSIT SLIP # 1730 PAYM ENT TYPE CASH 3 Servers	\$-2,700.00	\$44,661.24
R14974	10/12/07	RCPT	DEPOSIT SLIP # 1730 PAYM ENT TYPE CASH Utensils	\$-86.40	\$44,574.84
R14974	10/12/07	RCPT	DEPOSIT SLIP # 1730 PAYM ENT TYPE CASH Paper	\$-11,545.20	\$33,029.64

1 of 5

CODE: ORDER SHIPMENT INVOICE RECEIPT HISTORY

Go to the previous page

CURRENT BALANCE: \$33,029.64

150+ listings have been enhanced

New totals and color coding

Over 150 view listings have also been converted to application style screens. Users are now able to sort data and navigate quickly through listings. New totals and color coding have been added to make the information easier to interpret. Some views have been combined to further simplify the viewing process.

APA Membership

EXEControl Global Solutions is now a member of the American Payroll Association. This membership will improve EGS' awareness of ever changing payroll and employment rules and regulations. It will also provide insight into the changing needs of payroll professionals to help EGS anticipate and meet their demands. The membership will enable EGS to better assist EXEControl Payroll users in setting up and maintaining an optimal system.

The American Payroll Association is the professional society for Payroll Professionals, representing a cross section of the payroll profession from all 50 states, Puerto Rico, Canada, and other foreign nations. The APA provides its members with publications covering payroll management, technology, new and pending legislation, professional development, and trends that are shaping the payroll industry and profession.



Recently, two EXEControl Global Solutions employees received the Fundamental Payroll Certification (FPC) offered by the American Payroll Association. The FPC is an exam-based certification designed specifically for payroll, human resources, and finance consultants; sales, service, and technology professionals interfacing with payroll operations; and systems analysts and engineers developing and implementing payroll software solutions.

Talley Machinery Goes Live

Talley Machinery, located in Greensboro, North Carolina, went live on EXEControl October 1, 2007. Talley Machinery is a leading supplier of ironer, folder and washer parts to industrial laundries located around the world. In addition, they rebuild and refurbish used parts.

Talley is utilizing an array of EXEControl modules to streamline their business and improve their efficiency including: quoting, customer order entry, inventory management, shipping, production, purchasing, inventory count, accounts receivable and accounts payable.



Your Partner in Parts & Equipment

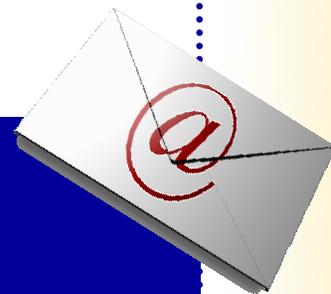
Although a wide variety of modules were implemented, training went quickly and Talley became greatly self sufficient within days of going live. Based only on the training, Talley was able to perform a full physical inventory without any EXEControl Global Solutions involvement before going live.

After only a few weeks of use, Talley has noticed significant improvements in efficiency and customer service. Quotes and other transactions are

processed much more quickly and critical information is readily available.

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.





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Client Advancement Series

In December, EXEControl Global Solutions will be hosting a Client Advancement Series on the use of System Painter to make screen overlay changes. System Painter allows a client to control general screen appearance and behavior. This is a powerful tool that is currently being utilized on every EXEControl system. This three day event will provide clients with the knowledge to make these changes themselves.

The overlays can be applied to entry screens, applications, menus, dictionary items and system messages. Without changing the underlying code, these overlays allow the user to tailor the screen and even add basic code in any number of locations to enable trigger points.

In addition to the CAS on System Painter, EXEControl Global Solutions will be re-offering its series on Report Writer in response to several clients' requests. As an experiment, this series will be provided simultaneously through a webinar to enable remote

clients to more easily attend.

The CAS on Report Writer will include: understanding the database layout, creating basic TCL queries, exporting data, handling multi-values, creating dictionary items and using the Report Writer and Access Builder. After completing this series, the attendee will be able to create reusable reports, download data and perform database queries. For registration and more information, please visit www.execontrol.com/News/pr_10192007.htm.

Remaining 2007 Schedule

Report Writing

11/13	Database layout; Basic TCL queries; Exporting data
11/14	Multi-values; Dictionary items, conversions and correlatives
11/15	Report Writer and Access Builder

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