EXEControl® Global Solutions

Your Software & Technology Partner

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A Letter from the President *by Allan Robison*

As I look back on the previous year, I am once again pleased with the achievements of the EXEControl team. We have accomplished many goals related to system enhancements, internal growth, service offerings and cutting edge hardware solutions during 2007. Each goal was specifically designed to increase customer satisfaction.

This year we added over two hundred standard enhancements to the EXEControl software, two of which stand out in my mind as especially significant: the EXEControl Command Center and the view screen upgrades.

Since the Command Center was announced in May at our user conference, over 75% of the active EXEControl user base have implemented the Command Center. The new features require some changes as to how a user navigates. But I also know, from personal experience, that taking the time to master the transition is well worth the effort.

As another exciting development, EXEControl was able to attract new talent in many departments. EXEControl has also hired a new sales representative to focus on new client sales. In addition, two EXEControl employees went through detailed payroll training, passed a rigid examination, and were certified by the American Payroll Association.

EXEControl has established a new group learning program, discussed during our user conference. The Client Advancement Series provides group learning to clients to advance the EXEControl Community. Part of the objective is to provide greater investment value to our clients by sharing learning costs with other EXEControl users.

EXEControl has a new hardware solution, with some of the fastest technology in the industry. We have successfully installed the Stonegate VPN/firewall security solution for several clients. Each client utilizing them has experienced an almost complete elimination of remote location connection drops. Stonegate's patented solution maintains connections during short Internet communication blips. It also has an automatic switch-over to a backup connection, which is accomplished without the user ever getting dropped. Their automatic switch-over technology, the fastest in the industry, takes effect in mere seconds.

We have made good progress during the past two years, pouring significant resources toward internal restructuring. With that foundation laid, EXEControl has earmarked 2008 as a year to establish a consistent and aggressive rate of growth for new sales. As I look forward to 2008, I believe now is the time to accelerate the expansion of the EXEControl Community base. I am confident this focus will provide significant benefit to the entire EXEControl Community, providing new software features, greater opportunity for group training and much more.

In conclusion, we here at EXEControl Global Solutions would like to wish every client and member of our community a prosperous 2008. We look forward to partnering with each one of you in this upcoming year and beyond, and we are excited to help your company realize its corporate goals.

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FEATURED LINKS

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Announcing the 2008 CAS Schedule

EXEControl Global Solutions is pleased with the success of the Client Advancement Series (CAS) launched last year. The CAS events are designed to help clients become more self-sufficient and to get the most out of their information systems. Each series covers a specific aspect of the system. Last year, the topics included database layout, database queries, exporting data, report writing, document storage and retrieval, screen changes, application changes, menu changes and menu security. Response to the events has been very positive.

Report writing was offered a second time by popular demand. Over 80% of the clients who attended a series signed up to attend a subsequent series and the feedback from attendees has been overwhelmingly positive. EGS has acted on a number of suggestions and comments to further enhance future events, including providing a remote access option and changing the number of days for each session to two. Other suggestions will be acted upon in the upcoming year.

The upcoming 2008 schedule includes five two-day sessions on accounting and administration. Each two-day series will cost $875 per attendee. The accounting sessions have two primary goals. The first is to make sure clients are aware of the features available to them and are trained to take advantage of them. The second goal is to give fundamental explanations of the system layout and processes so newer users can come up to speed and experienced users gain a more complete understanding.

Administration sessions will discuss mvBase and EXEControl tools and utilities. These options allow system administrators to perform maintenance and analysis on the database, as well as to utilize EXEControl reports and options to increase system performance.

For more information and registration, please email us at jaf@execontrol.com or call us at (518) 688-8700.

Accounts Receivable
March 12th and 13th

Customer invoices can be created more than a half dozen different ways. This session will cover the standard options for generating invoices, paying invoices, making adjustments, crediting sales tax, calculating commissions, printing statements, transmitting EDI payments, calculating interest invoices, setting up recurring invoices, deferring revenue, setting up charge codes, reporting, recording insufficient funds and more.

MvBase Utilities and Procedures
May 21st and 22nd

This session will cover various mvBase utilities and procedures. These include performing a resize/repack, checking disk space, running a file save, checking for GFE's, reviewing error logs and monitoring group locks and item locks. Basic commands for setting the system time, tandeming lines, listing users, listing printers, listing connections and logging off users will also be discussed. Setting up and monitoring transaction logging will also be covered.

Accounts Payable
July 23rd and 24th

This session will cover the basic flow of payables. It will discuss the flow of purchase orders into vendor invoices, as well as the manual entry and generation of vendor invoices. The session will also cover paying invoices, using a company credit card to pay vendor invoices, 1099-MISC forms, bank reconciliation, consignment invoices, recurring invoices, freight, balancing Accounts Payable and more.

EXEControl Database Utilities
October 8th and 9th

This session will discuss the tools EXEControl Global Solutions has developed to help manage the system. The tools include checking file statistics, reviewing system errors, checking for abnormally large records and files, managing the print queue, managing record locks and tracking option history. The session will also cover setting up new users, setting up printers, setting up wakeup jobs, using the calendar and the Report View Center.

General Ledger
December 10th and 11th

Utilization of the EXEControl General Ledger module is the topic of this session. This includes setting up general ledger accounts, account types, companies and cost centers. It also includes closing a general ledger period, posting journals, making changes to user GL reports, managing fixed assets and utilizing recurring journal entries. The flow of data will also be mapped out showing how individual transactions affect the general ledger.

Dedication to Growth

To meet the demands of a growing business, EXEControl Global Solutions recently hired Dave Huggins as an internal full-time sales representative. Due to increased staffing, increased sales and an aggressive corporate business strategy, EXEControl Global Solutions found it beneficial to hire Huggins to take over the sales responsibilities from Allan Robison, President and CEO. "The company is growing and we are in need of a dedicated full-time employee to meet the needs of prospective clients," says Robison.

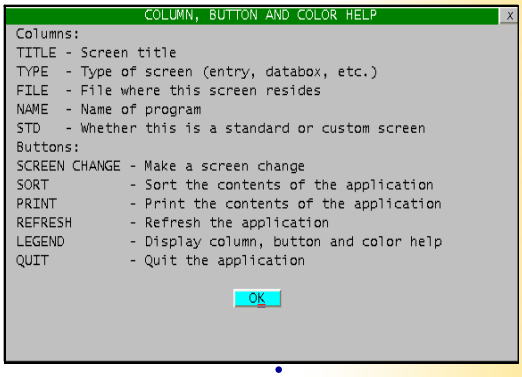
Huggins joins the firm with international experience in manufacturing and investment management. His credentials go deep, including his involvement in the award-winning design and construction of two plants, international expansions for multiple companies, acquisitions and serving on a senior management team with a documented sales growth of 500%.

Establishing a sales department that is everything a prospect would expect and then some tops his list of objectives. He will maintain EXEControl Global Solutions "excellence of service" ideals in all pre-sales operations. "EXEControl's exclusive approach and award-winning solutions to business growth and my desire to serve companies any way I can to help them compete is a faultless fit," says Huggins.

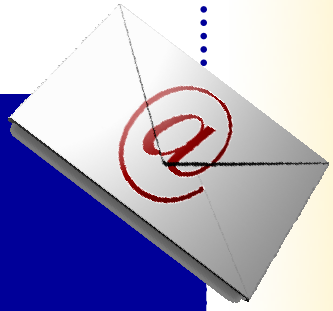
New User Environment Controls

EXEControl Global Solutions' development team has recently deployed a host of new features allowing clients to easily control a variety of aspects of application-style screens. As the complexity of application-style screens grows and additional features are added, a client's ability to tailor those screens for their own needs becomes more important.

Previously, application changes allowed control over column formats and widths, button labels, default sorting criteria, colors, legend descriptions and whether or not buttons and columns were displayed. The system also supported controlling the font size, positioning on the screen and how the information wrapped in columns.



The new features provide the user with the ability to add help messages, which explain colors and the contents of columns. These help messages are displayed using a new standard 'legend' button. The new features also allow users to add, remove and alter running totals displayed in applications. Buttons may now be organized any way the client wishes. In addition to being able to remove them from the screen, the order may be changed and they may be grouped together.



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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Data Storage Solutions

Seneca Data, EXEControl Global Solutions technology partner and the manufacturer of Nexlink custom computer systems, recently announced the introduction of the X-Vault line of NAS and DAS products. X-Vault storage servers are designed to help solve storage problems, whether it is expanding the availability of data across an organization, increasing the speed of data backup or supporting applications that require multi-spindle storage arrays.

"The explosive growth of our server business is a perfect catalyst to enter the storage market and support our customers who are looking for a Nexlink branded storage offering," said Kevin P. Conley, President and CEO of Seneca Data. "Our launch of the X-Vault storage line further demonstrates our leadership in the custom system builder space."

The Nexlink X-Vault NAS platforms leverage Microsoft Windows Storage Server technology to provide a simple and reliable platform for file serving and system backup applications. The X-Vault DAS platforms utilize a high throughput DAS enclosure intended for servers needing large arrays. Select X-Vault DAS configurations utilize embedded RAID technology to free up system resources for other tasks.

If you would like more information about these or other NAS, DAS or SAN devices, please contact EXEControl Global Solutions.