

Douglas News

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Special points of interest:

- A meeting of the minds takes place in Delaware Water Gap, PA
- Check out who accepted Douglas' application
- Technology mix & match
- New offerings for the mobile user

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Douglas Hosts Partner Workshop

Douglas Consulting Developments, LLC was proud to host a partner workshop with PaperIQ last week in beautifully scenic Delaware Water Gap, Pennsylvania. In attendance for Douglas Consulting was John L. Spenser, President along with Judy Ryno, Vice President—Marketing and Mike Sodano, Assistant Vice President—Forms Engineer.



(-)- Reflecting on the day's hard work, Mike Sodano, Robert Bakewell, James Shannon and John Spenser pause while Judy Ryno captures the moment

Proudly sharing knowledge for PaperIQ were Robert Bakewell, Commercial Director & Founder along with James Shannon, Technical Director & Founder.

In addition to sharing knowledge amongst themselves, Douglas Consulting invited many industry leaders from the local area to demo the products both companies have to offer. Douglas Consulting is working closely

with PaperIQ to bring the Digital Pen for BlackBerry® to the United States and PaperIQ introduced new features such as the Telematics for BlackBerry® unit which monitors a vehicle's statistics and allows fleet vehicles to be tracked by use of the GPS technology. Another useful tool presented by PaperIQ was their voice digital dictation module named BigHand which is

coordinated to work with the BlackBerry® Pearl or Smart Phones.

"We are very pleased with the outcome of today's workshop. The clients taught us much about their industry and how we can help them be

even more successful," stated John Spenser, President of Douglas Consulting. To further that sentiment, Robert Bakewell elaborated, "We were excited to share our technology with Douglas Consulting and their US clients. Learning about the US Market for mobile technology was enlightening. The day went very well for all in attendance."

Anoto Group AB Accepts Partner Application

To ensure the quickest turnaround of forms design for their customers, Douglas Consulting applied for and received approval to become the latest partner of Anoto Group AB, the pioneering leader of Digital Pen and Paper Technology.

Based in Sweden, Anoto Group AB pride themselves on working through a global partner network to ensure the best application of their technology within the industries their partners have the most knowledge of. Douglas Consult-

ing is honored to become a part of this global network as it embarks on the US endeavors of streamlining mobile processes, ensuring the correct data is collected the first time.

Innovation promotes Humanity

Having the distinct honor of meeting Mr. Stephen Washington, Chief of Staff to PA House of Representatives John J. Siptroth, of Monroe and Pike Counties, lead to an invitation to a Ribbon Cutting Ceremony at The Burnley Workshop.

Launching the latest technology in energy conservation DMI Manufacturing unveiled their EBU (Energy Bank Units) which guarantee a minimum 11% savings on monthly electrical bills.

In a combined effort with The Burnley Workshop, an Employment Services Agency for individuals with disabilities, DMI will work

closely with Burnley to build the Energy Bank Units.

Burnley specializes in training mentally and/or physically handicapped persons for jobs in assembly, mailings, packaging and recycling allowing individuals with disabilities to earn fair wages in the open and competitive employment markets.

"Given today's concerns regarding oil prices, this technology is just one way to conserve our earth's resources. We were proud to represent Douglas Consulting at such a prestigious event." said Judy Ryno, Vice President. Commenting on the relationship between DMI and The

Burnley Workshop, Ms. Ryno continues, "Having participated in many charity events myself, I was extremely pleased to learn how DMI and Burnley are working together to improve all walks of life."



Just one example of an EBU as noted at www.EBUnit.com. Please visit this site for more information.

Please also see www.burnley.org for more information.

Introducing—Vehicle Telematics for BlackBerry®

While meeting with our partners from PaperIQ, Mr. Robert Bakewell and Mr. James Shannon introduced the Telematics for BlackBerry® unit. Simply described, the Telematics unit connects via the vehicle's OBD (On Board Diagnostics) port for light duty truck and vehicle fleet maintenance. Essentially, you plug the device into any on-board

computer, in US vehicles manufactured later than 1996, and watch your BlackBerry® for vehicle statistics. Not only will fleet managers be able to better service their vehicles but they can now track their

drivers in real time via the GPS components associated with the device and BlackBerry®.

Fleet Managers can now track their vehicles maintenance requirements and the location of their drivers.

Fuel and maintenance costs can be strenuous on any mobile organization. Managing fuel economy is essential in today's business success planning.

Doing our share for the environment

While developing our product line at Douglas, we are also researching how beneficial the Digital Pen and Paper will be on reducing the demand for paper.

Ironically, to use the Digital Pen, you must write on paper that is printed with a special image. Seemingly this wouldn't reduce consumption, how-



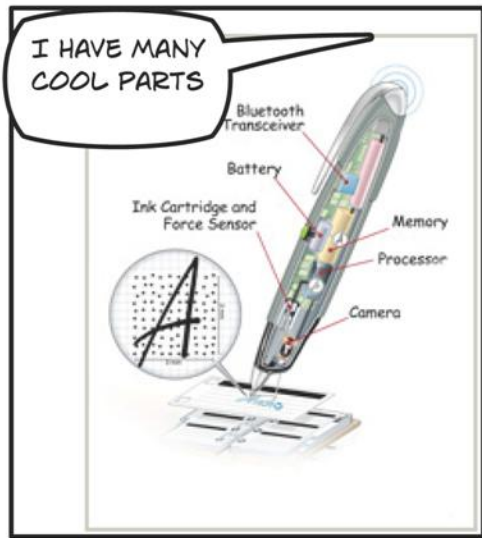
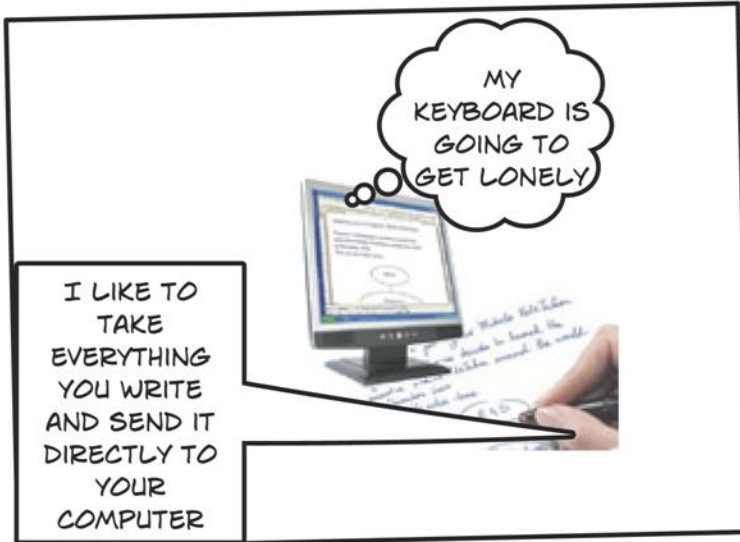
This pen may actually save a tree.

ever realistically, while we intend to capture the correct data the first time, there will be less need for faxing documents and/or making additional copies of a completed form. Hence reducing the number of times a particular document may need to be printed after it has been completed.

Douglas also promotes a document warehouse in that storage of the Digital Pen & Paper image can be filed systematically whereby eliminating the need for filing cabinets.

We will continue to study this concept as our customer base grows and report our finding accordingly.

DIGIPEN AND FRIENDS



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**Douglas
Consulting**

Computer Systems & Consultancy since 1980

Check us out at:

www.douglasconsulting.org

Douglas Consulting, LLC specializes in creating custom-made programming for SQL, .NET and Oracle systems to ensure smooth data integration, use and dissemination.

Our team of experts will *revolutionize* the way your business systems speak to each other with intelligent process solutions and innovative technology advancements providing greater flexibility to your mobile and end-users.

Our Partners Include:

PaperIQ
Integrating the written word



Stand behind the yellow line please!



Being blown away by our partner workshop wasn't enough for our friends from PaperIQ.

BlackBerry® promotional box they were carrying and conveniently dropped it on the tracks. Since the trains were running behind it was

difficult to know how safe it would be to retrieve the box before it became shredded remnants. Thankfully a brave NJ Transit worker rescued the box and returned it safely to Robert.

Kudos to the kind man who saw the importance of our initiative and not only saved the empty box but kept Robert and James safe from on coming rail traffic.

Next time guys, wait inside the station for the train!