

Summary Statement of Qualifications

NELSON TECHNOLOGY ASSOCIATES, INC.

**1051 Hill Meadow Place
Danville, CA 94526**

(925) 855-3610

www.NelsonTech.com

October 2007

Summary

Nelson Technology Associates provides Information Technology services to businesses and other organizations, especially for custom database application development and implementation.

Services Provided

- **System and application development**
- **Consulting services**
- **Systems integration**
- **Training and support**

Areas of Expertise and Specialization

- **Database system design / development / implementation** - primarily using current relational databases and contact managers (Microsoft Access and SQL Server; FrontRange GoldMine), and standard development tools (Microsoft Visual Basic and Visual Studio.NET). We have very strong experience with Access, beginning with the original 1.0 release and including numerous custom applications. These applications involve customer databases, sales and marketing automation, document management, order entry, billing, financial management, environmental engineering and management, human resource management, healthcare quality management, and other areas.
- **Sales and marketing automation** - We have implemented the GoldMine workgroup contact management system for a wide variety of clients, and have linked GoldMine with Microsoft Access, Visual Basic, and Microsoft Word to provide additional functionality for quoting and forecasting systems. We provide consulting, implementation, training and support for GoldMine and related products.
- **Application integration in Microsoft Windows** - with leading commercial applications, especially Microsoft Office, including Microsoft Word, Excel, Access and FoxPro. We have integrated Access, Word and GoldMine for systems requiring both data management and high-quality documents, using Microsoft's Automation and DDE technologies.

Company Philosophy

Nelson Technology Associates, Inc. (NTA) operates under some fundamental principles which differentiate our company from many others in the Information Technology (IT) industry. Our basic principles are these:

Implement appropriate technology... We believe that the most practical and cost-effective approach to applying Information Technology is to use what works - not necessarily the very latest products, and usually not the oldest. The best technology for business computer systems is usually very current, but first and foremost it is proven, well-supported, backed by stable companies, and compatible with broad technology and

industry trends. We have also found that it is generally neither the cheapest nor the most expensive products which provide the most cost-effective solutions, when full life-cycle costs are considered.

Provide a technology conduit... The pace of change in the IT industry requires constant evaluation of product and technology trends. It isn't cost-effective for many organizations to maintain the internal resources required to stay abreast of the technology. We feel we have the responsibility to provide a conduit of technology to our clients - recognizing opportunities for them, while narrowing down the wide range of options to those that are applicable to the client's specific needs. This includes screening out options that don't work well or won't be practical over the long haul, to help our clients avoid expensive mistakes.

Use a team approach to solving problems... We believe that "win-win" approaches with our clients, associates, subcontractors and suppliers produce the best long-term solutions. We make conscious efforts to work as a harmonious part of our client's team, and promote well-founded, long-term relationships in favor of short-term gains.

Use responsible project management principles... We have learned from years of experience that the success of most projects depends less on the selected technology or solution than on adherence to solid principles of management and communication - such as clearly understanding the context and overall goals of the project, clarifying all requirements before selecting a solution, and objectively tracking progress. We believe that open, honest, and frequent communication with our clients prevents most of the problems that can plague IT projects.

Assure client satisfaction... As part of our "win-win" approach, we strive to always provide services that meet our client's needs first, not our own. We ask for feedback and try to ensure that what is provided is what is needed, even if not fully stated by the client. We always make the extra effort to ensure that our solutions work.

Company Background

NTA's founder, Rick Nelson, has over 35 years of experience with computer technology, including 25 years directly in the Information Technology industry. His career has focused on application development, technology planning, technical marketing and management. His experience also includes project management, consulting, testing, R&D, and proposal development, and includes positions with several major IT companies.

NTA began operations in 1991 as a partnership called Nelson & Crowe Associates. The company was incorporated in 1994, and the name was changed to Nelson Technology Associates, Inc. in 1997.

We operate with a lean staff due to our focus on quality and the high skill levels necessary to be successful on the complex projects we undertake. NTA currently has five software and system professionals, including employees and associates, available to clients. This group more than quadruples Rick's computer and business experience, and adds expertise in database technology, system development, networking, client support, accounting systems, and several other areas.

To provide our clients access to a broad range of technical skills, NTA also draws upon associates and consultants to augment our employees' expertise. Our associates are both individual subcontractors and independent firms with extensive experience and proven skills. We take a conservative approach and work only with those in whom we have high confidence, based on previous working relationships or careful selection processes.

Clients

Our primary focus is on serving small-to-midsize organizations and departments of larger organizations. NTA's client base is primarily in Northern California, but also includes clients in other parts of California, the US and the world.

NTA currently has over 40 clients in a variety of industries, including businesses and non-profit organizations ranging from small professional firms to large international corporations. Our clients include:

- Aradigm Corporation, Hayward
- California Youth Soccer Association (CYSA), Pleasanton
- Clamp-Swing Pricing Company, Oakland
- Eastman-Kodak, Rochester, NY
- ENSR Consulting and Engineering, Chicago, IL
- ISU Insurance Services, San Francisco
- MacFarlane Partners, San Francisco
- Mosaic Financial Partners, San Francisco
- Novo Nordisk (NNDT), Hayward
- Portal Insurance Agency, Inc. (formerly Personnel Insurance Services Inc.), Walnut Creek
- Synplicity, Sunnyvale
- TriNet Employer Group, San Leandro
- Toyota Material Handling, USA (TMHU), Torrance
- Vindum Engineering, San Ramon
- Zogenix, Emeryville

Specific references and more detailed information are available upon request.

Company Resources

We maintain a selection of standard PC equipment and software that allows us to service and support our clients effectively in development, testing and production.

This includes high-performance and test bed PC's, a broad range of application software, high-speed Internet access, data communications software, and a variety of peripherals.

We also use remote control software with high-speed connections to connect to our clients' systems and provide interactive off-site support.

Locations

Nelson Technology's main office is in Danville, California. Our associates are located primarily in the San Francisco Bay Area, although we have access to specialists throughout the US. Our headquarters address is:

**Nelson Technology Associates, Inc.
1051 Hill Meadow Place
Danville, CA 94526**

Tel. (925) 855-3610 Fax (925) 831-1316

E-mail address for general information is: Sales@NelsonTech.com

Resumes

Brief resumes for some of our employees and key associates are included in the pages following.

Eric V. (Rick) Nelson

President

Summary

Technical and business management background, with over 35 years of experience in technology development, engineering, project management, and marketing. Employed in the computer industry since 1982, with broad experience in mid-size and desktop systems.

Experience and Skills Summary

- Application software customization / development, especially with Microsoft Access, Visual Basic and Office
- PC-based system and network design / development / integration
- Project and program management and coordination
- Technical writing and presentations

Background

Rick provides system and application design, development and implementation, project management, and consulting services. He maintains a broad working knowledge of current Information Technology, especially Windows- and Web-based systems, networks and applications.

Rick's work with computers dates back to 1969, when he gained hands-on experience with operating and programming mainframe systems. He used time-shared and minicomputer systems as a Fortran programmer in college and in engineering R&D in the 1970s. He gained experience with a wide range of systems and applications through his career in the computer industry in the 1980s. His involvement and interest in systems development and integration resulted in NTA's approach for providing Information Technology services.

Rick has worked extensively in database system design and development, and has used Microsoft Access since the 1.0 release in 1993. He has been involved in Access and SQL Server implementations for a wide variety of uses and clients, including over 35 different systems. He has particular interest and experience with the integration of Access and other data systems with MS Word, Excel and other applications. He has also worked extensively with GoldMine and other PC sales/marketing automation software since 1993.

Previous Employers

- Electronic Data Systems (EDS), Dallas, TX
- McDonnell Douglas Systems Integration Company, St. Louis, MO
- Computervision Corporation, Bedford, MA
- Acurex Corporation, Mountain View, CA

Education and Certifications

- BS, Engineering with honors, Northern Arizona University
- MS, Mechanical Engineering, Stanford University
- MBA, Management, Golden Gate University
- Licensed Professional Engineer - California (inactive)

Associations and Affiliations

- Life Member, Stanford Alumni Association
- Former Chairman and Director, Danville Area Chamber of Commerce

Jonathan Gritzer

Senior Developer

Summary

More than 12 years developing and supporting applications across a broad range of business functions, from accounting to HR to sales.

Experience and Skills Summary

- Extensive Access development
- Visual Basic (.NET, 6, VBA, VBScript)
- MS Office integration development
- Database design and administration on multiple platforms (Access, SQL Server, Oracle)
- SQL Server development (SQL, T-SQL)
- Technical analysis of business processes

Background

Jonathan is one of our primary developers. He also provides development consulting and support for many of our installed systems.

Jonathan has been working with Access since 1995, and has been developing custom functionality and applications nearly as long. He started working with Excel and Word at about the same time, but has only been doing serious integration development since 2001.

Jonathan has also developed SQL Server databases, and has migrated/upsized Access databases to SQL Server as well. Recently he has developed databases for SQL Server Express and Compact Editions, including a Compact Edition project for a Windows Pocket PC.

Jonathan has developed Access reporting applications against Oracle databases, and has worked with both Crystal Reports and Business Objects.

Previous Employers

Bechtel Corporation

- San Francisco, CA
- Idaho Falls, ID
- Pleasanton, CA
- Oak Ridge, TN
- Martinez, CA

Education and Certifications

- Project Management Coursework, UC Berkeley Extension
- Oracle PL/SQL, Oracle Training
- B.A., Economics, UC Davis 1994

Rose Farnham

Consultant

Summary

Computer, accounting and administrative background, with over 20 years of business experience. Past 6 years focused on computer system implementation, management and support, including coordination and implementation of sales automation systems.

Experience and Skills Summary

- Application software implementation / customization, especially with the GoldMine workgroup contact management system.
- Application software training - GoldMine, Windows, Microsoft Office and other applications
- System implementation, management and support
- Project management and coordination
- Accounting and administrative operations

Background

Rose provides consulting, implementation, training and support services for sales and marketing automation with the GoldMine workgroup contact management system and related tools.

Rose came to NTA with a strong background in-house computer systems support, with experience ranging from computer operations in the 1970's to managing modern mini-based systems in recent years. Along the way she gained hands-on experience with a variety of word processors, spreadsheets, databases and other software. Her years of work with accounting operations, including systems in several different industries, gave her a good understanding of general business and computer needs and issues.

Rose's prior employment included supporting 50 users on a hardware mix comprised of an IBM RS6000 minicomputer with 22 terminals for a business support system, 16 PC's for varied uses, and 15 laptops for an outside sales force, all spread across three company locations. She worked directly with senior management in planning and implementing special system projects, and was responsible for researching, acquiring and maintaining all hardware and software.

Rose became involved with sales automation several years ago, including the full cycle of implementation - from defining requirements and evaluating systems, to customizing off-the-shelf software and training and supporting a field sales force. Since then she has gained experience in implementing the GoldMine system for both DOS and Windows in varied environments including networked systems, remote locations and users, and standalone systems.

Previous Employers

- Perin Co., Inc., Hayward, CA
- WTKR-TV, Norfolk, VA
- Express Container Services, Inc., Portsmouth, VA
- Norfolk General Hospital, Norfolk, VA

Education and Certifications

- Computer and business courses, Old Dominion University, Norfolk, VA and Tidewater Community College, Chesapeake, VA
- Certified GoldMine Trainer
- Certified GoldMine Technician