



# COMPANY OVERVIEW

Datacom International, Inc. (“Datacom”) is a market leader in on-demand, fully-integrated, web-based enterprise software for the manufacturing industry. Datacom sells, trains, implements, and supports all of its offerings via the Internet. 100% of Datacom’s customers manage their entire enterprise utilizing the centrally-hosted model.

## **A SINGLE, CENTRALLY HOSTED, INTERNET-BASED SOLUTION FOR THE ENTIRE MANUFACTURING ENTERPRISE**

Datacom’s on-demand enterprise software solutions enable companies to manage all key business operations in real-time via a single centrally-hosted system, including:

- Manufacturing/Enterprise Resource Planning (ERP)
- Contact Resource Management (CRM)
- Complete Financials, Costing and Payroll
- Engineering and Configuration
- Estimating and Quoting
- Storefront Capabilities
- Purchasing and Inventory

Datacom’s solutions are based upon an internet oriented architecture, with all user screens fully browser based. This web-native design provides its users secure browser access from within their facilities and from any Internet location, without the need for client downloads or updates.

**Users:** More than 500

**Client Growth:** 50% in 2008

**Client Retention Rate:** Greater than 95%

**Founded:** 1998

### **Locations:**

Minneapolis, MN (Corporate Headquarters)

Grand Forks, ND

Cooperstown, ND

Fosston, MN

### **Product Offerings**

*dataSTOR* for mid-market discrete manufacturers

*dataSIGN* for custom sign manufacturers

*dataFAB* for metal fabricators and manufacturers

### **Customer Base**

Small- to Mid-market manufacturers and divisions of large companies

### **Management Team**

Donald E. Roepke, Chief Executive Officer

Gary Puffett, VP Product Management and Strategic Planning

Christopher D. Brooks, VP Finance and Business Development

Larry Kallhoff, VP Division Operations

Sheldon Scheu, VP Product Research and Development

Willis Cook, Corporate Controller

Tom Bures, Manager Sales and Marketing

Mark Brindamour, Manager Operations

### **Strategic Partnerships**

OpSource

IBM

Microsoft

### **Datacom International, Inc.**

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