

Staffing

Don't you deserve *dazzling results*
and *maximum profit*?



Integrated

SKILMATCH :-)

Front to Back Office Staffing Systems

We've Been Making Customers Happy Since 1951

**How can you INCREASE your productivity, efficiency, sales and profit...
and DECREASE your overall I.T. costs?**

Just say **NO!** to the **profit-eating technology monster**

I.T. Frankenstein*



And say **YES!** to **one integrated system**



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Say **NO!** to double-entry, unnecessary procedures and needless, profit-reducing I.T. structure costs
and say **YES!** to **one integrated system** that increases efficiency, productivity, control and profitability

Say **NO!** to complicated, multi-software, multi-vendor, multi-server operational I.T. burdens and costs
and say **YES!** to **one integrated system** that is less costly and streamlines workflow for your staff

Say **NO!** to expanding, multi-software, multi-vendor, multi-server, profit-reducing I.T. staff costs
and say **YES!** to **one integrated system** that is profit-enhancing and requires "no-or-low" I.T. staff

Say **NO!** to typical, persistent, annoying, wasteful, costly I.T. structure problems and concerns
and say **YES!** to **one integrated system** that allows you to focus on staffing and increased value

One integrated system	for front and back office	YES!
One integrated server	for front and back office	YES!
One integrated software	for front and back office	YES!
One integrated database	for front and back office	YES!
One integrated support	for front and back office	YES!

*** I.T. Frankenstein**

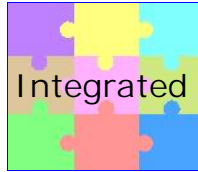


Say **NO!** to the **technology monster**
created from a multiple-vendor hodgepodge
of different parts, technologies and softwares
masquerading as a "system" and typified
by uploading, downloading, re-booting,
downtime, server viruses, patches,
poor support, excuses, synchronization,
endless increasing "geek" costs, multiple
servers, multiple-vendor support calls
and costly "patchwork system" burdens

Search	YES!	CRM/Sales	YES!	Résumés	YES!
Calendars	YES!	Web Portal	YES!	Web Timesheets	YES!
E-mail	YES!	Pay and Bill	YES!	Receivables	YES!
Payables	YES!	Staff Payroll	YES!	General Ledger	YES!

SKILMATCH :-)	has free electronic data conversion	YES!
SKILMATCH :-)	has 24-hour toll-free service and support	YES!
SKILMATCH :-)	has provided staffing systems for over 40 years	YES!
SKILMATCH :-)	has had thousands of users in staffing businesses	YES!
SKILMATCH :-)	has systems for one user or hundreds of users	YES!
SKILMATCH :-)	has systems for one office or hundreds of offices	YES!
SKILMATCH :-)	has in-the- cloud monthly rentals for \$54-\$99	YES!
SKILMATCH :-)	has server-based systems for larger companies	YES!

A Product Review for Staffing Executives



Front to Back Office Staffing Systems

We've Been Making Customers Happy Since 1951

Ten reasons for you to select us as your staffing software **system** partner

- 1 **Our True Front to Back Office Integration** page 5
- 2 **Our Stable and Established 50-Year-Old Business** page 6
- 3 **Our Selection of \$54-\$99  Rental or Server Versions** page 7
- 4 **Our "We Have Everything" ERP Base Software** page 10
- 5 **Our Optional Software, Services and Interfaces** page 12
- 6 **Our World-Class Implementation and Training** page 15
- 7 **Our Fantastic 24 x 7 x 365 Support** page 16
- 8 **Our Unique IBM Power™ Server Platform** page 17
- 9 **Our Free Electronic Data Conversion**** page 18
- 10 **Our Customer Satisfaction and Return on Investment** page 19



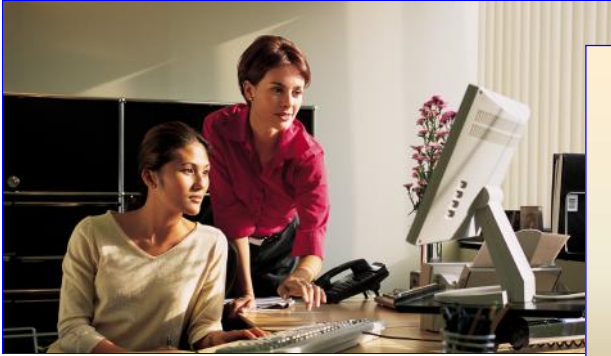
"When I attend meetings for our local staffing association, I hear people complaining about their systems. And they've all seemed to have changed systems several times. We've had SkilMatch for more than 15 years and I couldn't be happier. SkilMatch is just great!"

The SKILMATCH mission statement

- (1) Provide customers with premier, reliable, best of breed technology systems, front and back office integrated software solutions and 24 x 7 x 365 immediate response support services
- (2) Enable customers to experience increased efficiency and productivity to enhance sales
- (3) Enable customers to experience reduced overall administrative tasks and costs to enhance profit and shareholder value
- (4) Enable customers to focus on the development and profitability of their own businesses without having to "worry" about technology and how it works

"It's simple to know when a staffing system is the right solution to buy..."

If it doesn't enhance profit by either saving money or making money - or both - don't buy it!"



"It's so wonderful to be able to have our front office people answer all those questions for temps and customers that we used to have to refer to our 'picky' accounting department. Integration makes us so much more efficient and productive and smart."



"We never knew how a new computer system could add to our company. We got more powerful software, much better 24-hour service and the nicest group of support people you'd ever want to deal with. We are very happy that we are a SkilMatch customer."



"We used to have a 'server farm'. Something was always down, had a virus or needed to be re-booted. Now that we've installed SkilMatch, we just have ONE virus-free server that does everything. It handles our front and back office, email, Web and faxing! And it's never been down!"



"Now we have all the ability the big guys have... online applications, Web timesheets, paycards, online paystubs and a Web portal for our customers. As a local company with everything our customers need, they don't have an excuse to want to buy from a national company that can 'meet their needs'."

One integrated system is significantly different from ordinary **"interfaced"** software

Other vendors sell as **integrated** but they are, in fact, **interfaced**

Interfaced is harder and more costly



If a business operates in several adjacent buildings it needs "walkways", i.e., **"interfaces"** between them. Each building was built by a **different** builder with a **different** foundation, a **different** plumbing and electrical setup, a **different** A/C unit. **Who builds and maintains the walkways?** If a foundation changes, walkways need changes. Each builder is only liable for their own building. And the walkway builder(s) will say, "The walkway was fine when I built it." When the A/C breaks, which authorized repair is called? **Who is responsible?**



Ordinary software is interfaced. "TempX" search software **interfaces** to "PayX" payroll software, which **interfaces** to "GenX" general ledger software. Each "product" was built independently with **different** rules, **different** databases and **different** languages. They upload and download through **interfaces** or "walkways" written, usually, by other **different** parties. The databases, typically, only upload in one direction, not back to the front office where it is needed for operational efficiency. **When one software changes and something else doesn't work, who takes responsibility? And when, since problems are time-sensitive? You?**



Integrated is easier and less costly

A multi-story building is built by the **same** builder with the **same** foundation, the **same** plumbing and electrical **system**, the **same** A/C unit -- all **integrated** to provide a stable, sensible environment that's easy to fix. **It all works together and everyone knows who is responsible if something needs to be adjusted or repaired.**



The SKILMATCH system is really, truly, actually integrated. Invented for our own staffing business in 1976, it's improved yearly - like a new model BMW. We designed, authored and own the front office, pay-bill, receivables, payables, staff payroll and general ledger. It's **one system, one database, one server, one vendor, one call for support.** It all works **together** and it's not necessary to upload or download between "products". SKILMATCH uses one customer file and one employee file throughout the **system**. Back office information, like pay-bill detail, can be viewed by authorized front office staff. Data flow is bi-directional: If accounting sets a credit limit, and a customer exceeds it, the **system** prevents the front office from entering new orders. *How would your front office answer: "How many hours do I need for my vacation bonus?"* In SKILMATCH, the front office clicks "Bonuses" on the employee's file to say, "You need 857 hours." SKILMATCH **integrated** architecture and single database enhance productivity.

SKILMATCH is **really, truly, actually integrated** and can handle all support issues 24 x 7 x 365

Ask other vendors -- **"Who wrote, owns and supports all of the software?"**

Who you buy from is just as important as what you buy

We are staffed by nice people and have great products and support

We've have thousands of users and have been in business more than 70 years

We're the kind of organization we would want to support us if we were shopping for software

We're the staffing industry's oldest, most-stable I.T. vendor. SKILMATCH has been in the staffing industry under the same ownership for more than 70 years. Our software design grew from requirements to automate our own staffing service, Lyman's, in the mid-1970s. Founded in 1951, and with more than 100 staff employees located in Houston, we needed to design a multi-user, user-friendly, easy-to-learn, totally **integrated system**. We sold our staffing business in 1988 and are now a 100% SKILMATCH staffing software vendor.

Our staff is tenured and knowledgeable. SKILMATCH staff knows your staff's jobs and problems because they've had those jobs. Virtually every SKILMATCH employee worked in "staffing" previously. Most of our staff have been with us over 10 years - many over 20 years. Our programming staff knows the ins and outs of our product because every line of SKILMATCH code was written by our own programming staff.

Our customers are loyal. We've provided premier SKILMATCH **systems** to staffing enterprises across the USA... thousands of SKILMATCH users. Customers have depended on us and have kept our **systems** as they've grown from a few users in one office to hundreds of users in many offices. We have replaced most other software.

Our support is "unbelievable", "superior", "like no other". That's what our customers say. We're here to support you the way you expect to be supported. If you haven't talked with our customers, you should. They can tell you what you can expect from the SKILMATCH **system** and the SKILMATCH organization.

User meetings keep you and us up-to-date. User-group meetings have been held to introduce new enhancements and products and to discuss technology updates. Users are encouraged to participate in interactive discussions that contribute to a "wish list" of SKILMATCH enhancements.

We've been selected to represent IBM to the staffing industry. SKILMATCH is an IBM Business Partner for staffing because of our expertise. We know the hardware details, the software details and the staffing details.



"We assumed all software vendors would be the same as our old supplier. So we just picked good software and assumed we'd be on our own. What a nice surprise when SkilMatch turned out to be a company like ours - absolutely focused on customer service!"

We know that a “one size fits all” solution doesn’t make sense
in today’s complex business technology environment

SKILMATCH offers an assortment of system implementation
alternatives and pricing model choices

- ✓ "On-your-server"... or "on-our-server-in-the-cloud" systems
- ✓ Full-suite... or by-module integrated software
- ✓ Purchase... or rental... or purchase + rental payment plans



Other vendors have limited choices. When a vendor only offers server-based software or only offers in-the-cloud software or only offers limited delivery models, that vendor is not recognizing the variety of needs, requirements and budgets individual staffing companies have in today’s demanding environment.

SKILMATCH has 4 choices. From the smallest start-up to a large public company, SKILMATCH has flexible products and pricing plans available. For instance, you can “rent” SKILMATCH via the Web, for \$54 - \$99 per month, per user, using our IBM servers in Houston - without daily I.T. responsibilities like back-up or server software updates. Or, you can license SKILMATCH for your own server for \$895 - \$1690 per user.

For medium to large companies, our flagship product



A full-suite server-based purchase

SKILMATCH **Platinum** is a traditional **system** purchase, provides full-suite software, requires software license purchases and requires a customer-owned server. The **integrated** software suite includes:

FRONTOFFICE (search, sales), **PAYBILL** (pay, bill, receivables), **BACKOFFICE** (staff payroll, payables, general ledger)

- ✓ SKILMATCH **Platinum** customers purchase (license) full-suite software for an IBM business server

SKILMATCH **Platinum** is designed for a staffing service that has adequate capital to invest in a full-suite, owned, traditional, complete and flexible hardware and software **system** structure

Most medium to large and multi-office staffing companies choose this system

Platinum is the best. Platinum customers use one IBM Power™ server to service all offices. And the same, single IBM server is also their email server, fax server and file-server for non-SKILMATCH files -- eliminating the costs and management of Windows servers. They manage the server and back-ups. The software and **system** grows with them and they should never need to change software or go through a disruptive conversion. Their SKILMATCH **system** is fully **integrated**, front office to back office, with everything posting automatically to the SKILMATCH general ledger. They can operate in, and report taxes to, any U.S. taxing authority. They can run and manage up to 89 different federal ID companies, each with multiple branches and separate databases. **Platinum** customers can compete more effectively because they have a full-suite **system** competitive with (or better than!) the technology of their largest competitors.

The **Platinum system** lets you start and stay with the best

Before we tell you about our 3 in-the-cloud choices, let's answer a few questions:

Why so many options? What is the  cloud? ASP? SaaS? What do you get?

Only "big guys" used to be able to afford our systems. Before 1999, startup costs for our **Platinum system**, the only product we offered, were often unaffordable for "small guys". Since they frequently couldn't afford **SKILMATCH**, they bought something that didn't provide everything they wanted. When growth provided capital to upgrade to **SKILMATCH**, they had to experience a disruptive conversion and lost their investment in the inferior software.

We now have systems for any size company and budget. We now offer three in-the-cloud (i.e., over-the-Web) solutions that don't require a customer-owned server and, for the SaaS (Software as a Service) solutions, don't require software licenses. Using one of our ASP (Application Solution Provider) or SaaS solutions, a smaller company can start with the best -- at a lower startup investment and with low monthly, per user rental costs of \$54 - \$99 per user. Software is either licensed (ASP) or rented (SaaS) and server access is rented (ASP and SaaS) via the cloud, using powerful **SKILMATCH**-controlled servers in Houston. **SKILMATCH** staff handles server administration, server data back-ups and server software updates -- freeing you of those responsibilities.

Are "Cloud" ASP and SaaS solutions less powerful? No. As an ASP or SaaS customer, you'll have the same software functions as you would have with **SKILMATCH Platinum** and your own server -- but with less "geek" responsibility. You'll be able to compete more effectively because your **system** will be competitive with (or better than!) the technology of your largest competitors.


Can you move from ASP and SaaS solutions to your own server? Yes, if desired. You just purchase a server and purchase or transfer **SKILMATCH** software licenses. We'll move your database to your own server during "after hours", without disturbing your users... because it's a hassle-free, "no data conversion" process.

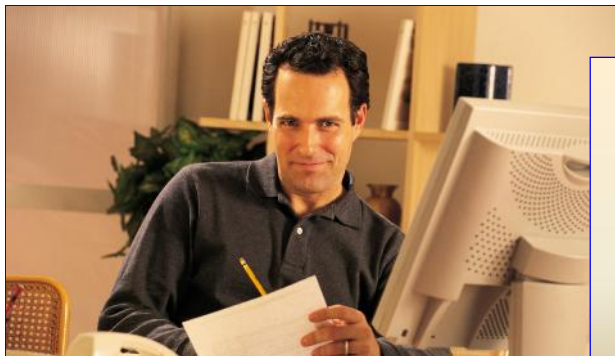
Using a **SKILMATCH "cloud" solution, you receive:**

- ✓ Access to reliable **SKILMATCH**-managed servers
- ✓ Your own secured, private database
- ✓ Access to 24 x 7 x 365 **SKILMATCH** support
- ✓ On-line documentation and user guides
- ✓ Comprehensive product and usage training


Using a **SKILMATCH "cloud" solution, you furnish:**

- ✓ A secure Web connection at each office
- ✓ A supported Windows PC for each user
- ✓ At least one laser printer at each office
- ✓ A commitment to use **SKILMATCH** correctly
- ✓ Energy and focus to grow your business

Our  **cloud systems** also let you start and stay with the best



*"When I first heard we could rent software like the big companies have for just \$99, I didn't believe it. I thought there had to be a catch. There wasn't! Now that we have **SkilMatch**, we can absolutely compete with the largest multi-national staffing companies."*

For smaller companies, our three in-the- offerings



SkilMATCH Express A full-suite SaaS rental

SKILMATCH "E" is an in-the-cloud rental **system**, provides full-suite software, doesn't require a software license purchase and doesn't require a customer-owned server. The **integrated** software includes:

FRONTOFFICE (search, sales), **PAYBILL** (pay, bill, receivables), **BACKOFFICE** (staff payroll, payables, general ledger)

✓ **SKILMATCH E customers rent full-suite software and server access for \$99**

SKILMATCH E is designed for a staffing service with limited capital to invest... or doesn't want equity in a full-suite software **system** structure... or intends to stay small

This is our most popular in-the-cloud product because it's full-suite and just \$99 per month per user

SkilMATCH Express+plus A full-suite ASP purchase + rental

SKILMATCH "E" +plus is an in-the-cloud purchase + rental **system**, provides full-suite software, does require a software license purchase, but doesn't require a customer-owned server. The **integrated** software includes:

FRONTOFFICE (search, sales), **PAYBILL** (pay, bill, receivables), **BACKOFFICE** (staff payroll, payables, general ledger)

✓ **SKILMATCH E +plus customers purchase (license) full-suite software and rent server access for \$54**

The SKILMATCH E +plus **system** is designed for a staffing service with limited capital to invest but wants equity in a full-suite software **system** structure... or wants to eventually use a non-shared customer-owned server

SkilMATCH OnDemand A by-module SaaS rental

SKILMATCH OnDemand is an in-the-cloud rental **system**, provides software by-module, doesn't require a software license purchase and doesn't require a customer-owned server. Choose from modules:

FRONTOFFICE (search, sales), **PAYBILL** (pay, bill, receivables), **BACKOFFICE** (staff payroll, payables, general ledger)

✓ **SKILMATCH OnDemand customers rent module software and server access for \$99**

SKILMATCH OnDemand is designed for a staffing service needing limited software function... or has limited capital to invest... or doesn't want equity in by-module software... or wants to add software modules later... or intends to stay small

Our **one integrated system** provides ERP staffing software to unify and control your entire enterprise

What is ERP software? "Enterprise Resource Planning software is a business software **system** that allows a company to automate and integrate (not 'interface') the majority of its business processes, to share common data and practices across the entire enterprise and to produce and access information in real-time."

From recruiting and sales planning through relationship management, order filling, pay and bill, receivables, payables, staff payroll and general ledger... one integrated SKILMATCH enables you to...

- (1) Market, sell and service faster, more efficiently and more productively*
- (2) Enhance your control over procedures, staff, applicants, employees, prospects and customers*
- (3) Intelligently analyze your business using captured financial data and staffing-specific reporting*

We are the foundation to link your entire business together

We support the enterprise. Staffing companies need to manage multiple services and/or multiple locations and need to break into new markets with various employee and customer needs and various government regulations and processes. Expanding and managing your business can be awkward. Having the right information and infrastructure in place gives you the flexibility and scalability to control growth and grow quickly. SKILMATCH easily manages multiple relationships and locations, each with unique operational needs.

We control processes. Reducing capital investment, re-focusing on core products and services, precisely controlling transactions and processes -- these are the imperatives of world-class staffing. To help our customers succeed, SKILMATCH overcomes communication and data-sharing limitations, meets planning and servicing requirements and enables the visibility needed to control complex relationships and data.

We enhance service development processes. SKILMATCH establishes comprehensive structural definitions and profiles of applicants, employees, prospects, and customers. It also establishes complete profiles of staff capabilities and your service areas' taxing authorities. By **integrating** and bringing these definitions online, SKILMATCH provides the ability to manage the impact and significance of servicing and accounting.

We track and share histories and documents. SKILMATCH stores and tracks history. True **integration** allows multiple-user access to all records without concern for who else might be using the records. You can service, support and update customer and employee records in the "front office" while they are serviced, supported and updated by the "back office". SKILMATCH stores and shares notes, comments, emails, documents and other files associated with employees, applicants, customers, prospects, jobs and vendors.



It's **one integrated system**
using **one** premium database
on **one** scalable server
from **one** trusted vendor
with **one** call for 24x7 support.
It's **one** -derful.



We help you manage your business more efficiently
with totally *integrated*, powerful software functions

FRONTOFFICE functions include...

- Integrated* Applicant and employee tracking and search
- Integrated* Résumé storage and access
- Integrated* Customer and prospect tracking and search
- Integrated* Job order tracking and search
- Integrated* Skills and attributes search
- Integrated* Availability search
- Integrated* E-mail history storage
- Integrated* Task and event calendar and tickler
- Integrated* Activity ticklers for applicant and employees
- Integrated* Activity ticklers for customers and prospects
- Integrated* Activity ticklers for jobs and work orders
- Integrated* Management reports with pay and bill data***
- Integrated* Contact management
- Integrated* Sales tracking and management
- Integrated* Sales reports with pay and bill data***

*** (Pay and bill data included when using SKILMATCH PayBill.)

PAYBILL functions include...

- Integrated* Single entry payroll and billing
- Integrated* Management reports and analysis
- Integrated* Sales activity and sales trends reports
- Integrated* Accounts receivable and cash receipts
- Integrated* Gross margin reports by many criteria
- Integrated* Magnetic media tax reporting
- Integrated* Employment agency "cash-in" tracking

BACKOFFICE functions include...

- Integrated* Accounts payable
- Integrated* General ledger and financial statements
- Integrated* Interface to other general ledger software
- Integrated* Pay, bill, A/R and A/P post to G/L automatically***
- Integrated* Staff payroll: secure, limited access
- Integrated* Staff payroll: magnetic media tax reporting

*** (Pay, bill and A/R post automatically when using SKILMATCH PayBill.)

System selection shouldn't be based on things that are not long-term success predictors

Buzzwords -- Screen colors and layouts --
Bells and whistles -- Clever sales people --
Higher cost -- Only what front office staff wants -- Only what back office staff wants -
And NEVER a computer-geek relative's recommendation (ouch!)



Don't compare "apples to oranges" when evaluating systems and partners

A "**system**" is very different from "software"
A "**partner**" is better than a "vendor"
"**Integrated**" is better than "interfaced"
Subtle and distinct differences will make a huge profit difference in the long-term value of your implementation

Other *integrated* options available include...

Online Applications and Onboarding
Online Availability
Individual and Group Texting
Online Timesheets and Paystubs
Timeclock Timesheet Processing
Direct Deposit, Paycards and Positive Pay
Online Invoicing
Unemployment and Tax Credit Processing
Essential StaffCARE Processing
Automated Bank Reconciliation Processing
Automated Lockbox Processing
Payroll Tax Filing Processing

**We offer optional software, services and interfaces
for popular staffing industry or general business functions**



Choose the appropriate solutions for your business

Automated Online Timesheets **WEBTIME**

Our online timesheet and approval system. Better than "the others" because, from day one, it can be used for all of your customers immediately: It allows timesheets with either online approval (requires a customer's prior consent) or with signature approval (does not require customer consent). Both automatically enter all time into *SKILMATCH* and makes legally required federal and state changes to regular, overtime and doubletime hours. It eliminates costs for expensive printed timesheets and eliminates manual entry of timesheets -- reducing staff costs.

Automated Online Applications **ATS**.connect

Allows candidates to complete your application "online" via your Website or in your office. Applications are stored in a "holding-but-able-to-work-with" ATS *SKILMATCH* database and are exported to your "real" *SKILMATCH* database only when/if other forms and interview processes are complete. Eliminates paper applications and reduces staff data entry. Expedites processes and reduces applicant time in your office.

Internet Job Posting and Website Tools **Staffing****BUTTONS**

Provide on-line services to customers, prospects, employees and applicants 24 x 7 x 365 by renting one or more of these services for your Website. (1) View available jobs: Applicants can search, view and apply for your job orders. (2) Apply for work: Applicants can submit applications, pre-applications or résumés. (3) Submit a job order: Customers and prospects can submit jobs online. (4) View available people: Customers and prospects can view mini-résumés of your available people on your Website and submit requests for more information.

Automated Online Paystubs **PSO** Pay Stubs Online

Enable all of your temporary employees to go to your Website 24 x 7 to view or print year-to-date information and up to four years of pay stubs -- paycheck stubs, direct deposit vouchers or paycard vouchers. Eliminate or reduce postage costs because you don't have to mail paystubs anymore.

Front-End Résumé Processing and Recruiting **reShate**

Using a résumé, an email (and attachments) or the "clipboard", intelligently parse (extract) information to create an applicant data file without manual entry. Process résumés, in bulk, to create many applicant files at the same time without manual entry. Search applicants and résumés by "classifications" or "synonyms" or by "keywords" or by a combination. Move applicants to your "real" *SKILMATCH* database only when/if used.

Automated Group Calling or Texting Interface

An interface to group messaging vendors -- like *FasCast* and *Call-Em-All*. Send simultaneous voice or text messages to many customers, employees or prospects. You make one call or one upload and the vendor does the rest. You can schedule "availability", "job offer" or other simultaneous text or voice messages while you do something else. This *SKILMATCH* interface creates a list from a search.

Automated Unemployment Cost Management Interface

Equifax provides unemployment case management services. This SKILMATCH interface collects and formats files required for the service.

Automated Tax Credit Interface

Equifax Tax credit services and others reduce tax liabilities through credits and incentives. This SKILMATCH interface collects, formats and exports the files needed by tax credit services.

Automated Essential StaffCARE and Benefits-In-A-Card Interface

Essential StaffCARE and Benefits-In-A-Card offers benefits which include health insurance for employees. This SKILMATCH interface exports the files needed and imports files back to SKILMATCH.

MICR Checks and Laser Invoices Interface

- ✓ Print MICR payroll and payables checks on "blank", secure check stock, eliminating costly pre-printed forms
- ✓ Print laser invoices on "blank" invoice stock, eliminating costly pre-printed forms
- ✓ Print laser W-2 and 1099 documents on special perforated laser stock
- ✓ Print checks or invoices at branches using "blank", secure forms

Automated Internet Job Posting Interface

JOBLISTER (from dubdubdub) lets you post available jobs to your Website, allows applicants to search open jobs and allows applicants to apply for any job. This SKILMATCH interface moves your open job orders between SKILMATCH and JOBLISTER as jobs are opened, filled or cancelled.

Alternate General Ledger Interface

This SKILMATCH interface automatically moves financial data from SKILMATCH to other G/L systems if you desire -- or if you ever outgrow the SKILMATCH G/L -- which allows 89 G/L companies, each with 89 branches or cost centers.

Automated Positive Pay

SKILMATCH integrated server software for Positive Pay allows you to download to your bank(s) valid checks and voids that have been issued by SKILMATCH payroll and accounts payable.

Automated Direct Deposit and Paycards

SKILMATCH integrated server software for Direct Deposit and Paycards allows you to download to your bank(s) an ACH file of payroll transactions to be directly deposited into a bank/paycard account for each employee.

Automated Timeclock or Excel Timesheet Spreadsheet Interface

SKILMATCH integrated server software to allow interfacing with customer-site timeclocks or Excel files to create timesheet batches in SKILMATCH. This interface works with most timeclock vendors.



"SkiMatch had so many great options for us to choose from. Direct deposit, a Web portal for our customers and temps, Web timesheets, job posting to the Web -- all the things that we needed but didn't have before. Now our system makes us just like our biggest competitors - actually better!"

Automated Bank Reconciliation

SKILMATCH integrated server software for Automated Bank Reconciliation allows you to upload from your bank(s) the checks that have been processed through your account(s). These files are then converted to SKILMATCH files and are used to automatically clear those checks through SKILMATCH.

Automated Lockbox Processing

SKILMATCH integrated server software for Automated Lockbox Processing uploads cash receipts received through your bank(s) lockbox account(s). The files are used to automatically process and post receipts through SKILMATCH without the usual manual entry.

Alternate Expected Timesheet Entry

SKILMATCH integrated server software for Expected Timesheet Entry lets you save hours of data entry by allowing you to enter timesheets by just keying hours or just verifying hours on displayed working jobs. You can quickly enter all timesheets for a customer or for a branch by requesting a screen of expected timesheets -- by customer, customer group, or branch. Optionally insert hours for every timesheet. Verify or change hours on the screen and click to create a timesheet batch.

Customer and Employee Web Portal

SKILMATCH integrated "Web Reports" server software and services for a Web portal provides your customers and employees access to on-line information from your SKILMATCH data through your Website.

- ✓ Customers can access data specific to their usage -- like hours and billing, YTD information, etc.
- ✓ Employees can access data specific to their work details -- like YTD hours and earnings, etc.
- ✓ Sales staff can access data specific to their accounts -- like a customer list with name, address, etc.

Data available for the Web portal is only limited by your imagination. If the data is captured by SKILMATCH, the information can be accessed by approved users through your Website. All data is "pushed" to the portal, i.e., secure data access is only to data that you have allowed to be accessed. Initial set-up includes optional usage of two pre-defined reports. Your Web portal report options and formats are determined by you.

Automated Payroll Tax Filing Services Interface

SKILMATCH integrated server software to interface with payroll tax filing services allows you to outsource tax filing. Companies like ADP and others assume responsibility for compliance and all payroll tax filing.

Medical Staffing Pay and Bill

SKILMATCH integrated server software for staffing companies who provide medical personnel provides additional software function needed. We have two medical modules available that enable unique rate structures and payroll processing and allow unique billing requirements, including billing by shift or day.

Daily Pay and Instant Pay

SKILMATCH integrated server software for staffing companies that provide day labor staffing provides additional software function. This module enables unique workflow processing necessary for a labor hall. It also provides unique payroll processing including "walk-up-and-get-a-check" procedures.

ODBC and SQL Report Writer Options Include...

crystalreports



QUERY



QUERY, EXCEL, WORD

We provide personalized training and consulting

Full-suite implementation for full-suite **systems**

We offer full-suite implementation. In addition to "self-serve", full implementation of new, full-suite SKILMATCH can be enabled by an optional turnkey package with on-site training at your site over a 60-90 day period. During this time, the SKILMATCH staff works with you to enable the normal continuation of your daily business while existing records are converted to SKILMATCH manually or electronically. Our staff has been qualified to create a smooth transition to minimize impact on productivity during conversion. SKILMATCH package implementation for new customers typically involves sending one or more members of our staff to your main location for nine days of on-site training and implementation. These nine days are divided into three sessions.

Our first session is 1 day. Usually 60-90 days before your first "real" payroll, this is a planning and consulting session. We learn more about your business and you learn more about SKILMATCH. We work with your staff to design user-definitions, discuss hardware installation, if any, and communication setup.

Our second session is 2 days. Usually 30-60 days before your first real payroll, and after required communications are ready, we install the server (if applicable), load software (if necessary), and conduct data entry and front office training for your trainers.

Our third session is 6 days. After conversion of your old data is complete, we return to your office. We verify the integrity of your converted data and we train and help you to run your entire first payroll and billing. We complete training for payables, receivables, general ledger and we provide "refresher" front office training.



"When we first bought the system, we didn't recognize how great the SkilMatch training would be. They held our hand through the entire process and made sure that we really knew the software so that we could actually make more money by using it completely and properly!"

Module implementation for by-module **systems**

Our optional module implementation is flexible. It can be several phone sessions or can be full-day sessions at SKILMATCH in Houston or at your location.

FRONT OFFICE	Optional implementation is enabled by 2 days (16 hours) of training
PAYBILL	Optional implementation is enabled by 5 days (40 hours) of training
BACK OFFICE	Optional implementation is enabled by 2 days (16 hours) of training

Optional on-going or supplemental training

Additional services are available. On-request training or consulting can be at your site, our site or by phone.

We are legendary for providing premium service and support



One system

One call for support

One responsibility

Every system has bells and whistles.

Every system has strengths and weaknesses.

But, what about the support you need?

Most software doesn't have great support.

SKILMATCH does, 24 x 7 x 365.

You can expect immediate, human-centric, U.S. based support from SKILMATCH



SKILMATCH support is always open. A real, live person in our office answers our telephone from 8am until 5pm Central time, Monday through Friday. The operator connects calls, takes messages or connects callers, **only** after permission, to voicemail. Support calls are handled by **U.S. based** staff when you call or, if all support staff are busy, by a return call within 15 minutes. After 5pm Central time, our phone is answered electronically and offers two options: (1) leave voicemail for specific staff or (2) connect immediately to a live person who will contact the right support staff to return the call.

We provide screen-sensitive Web-based help. Accessed directly from any SKILMATCH screen.

We provide toll-free access. For all SKILMATCH departments, 24 x 7 x 365 -- whenever you need us.

We provide optional free regular hours software support. For standard SKILMATCH-brand software issues.

We provide optional technical and software support. For PC issues, communications, hardware or other-vendor software.

We provide optional programmer-assisted support. For all issues requiring programmer staff assistance.

We provide optional after-hours support. For all issues requiring staff assistance after regular hours, 24 x 7 x 365.

We provide free SKILMATCH updates. For SKILMATCH-brand software changes and enhancements.

We provide free installation assistance. For SKILMATCH-brand server software updates, enhancements or changes.



"SkilMatch support is unbelievable! Just knowing we can call them toll-free 24-hours a day takes the pressure off. Their phone is answered by a real human and they handle our problems immediately. But the really good news is... we rarely even need to call!"

How do you boost profit? You increase sales and productivity... and reduce costs!

Our **integrated** software helps you increase sales and productivity

The IBM Power™ server and IBM i™ operating system help reduce or eliminate I.T. costs



"We don't know anything about computers. We don't know SQL from ODBC from XML! With SkilMatch, we don't need to know. They just make it easy. Point, click and suddenly we have the SkilMatch information we need in an Excel spreadsheet. It makes us feel smart!"

Say good-bye to server virus problems. Whether you use your own server or rent server access from us over the Internet, you'll utilize the same SKILMATCH software, a unique IBM Power™ server and the IBM DB2 database. DB2 is the world's most used business database because it is reliable, stable, scalable and compatible with ODBC, SQL, XML and other database standards. Virtually all report writing software, including Crystal Reports and Microsoft Excel, are supported on the virus-resistant IBM Power™ server.

Standard PCs and printers will connect to SKILMATCH. The power of SKILMATCH is on the server. Any Windows PC or notebook supported by Microsoft and with network connectivity can connect to SKILMATCH. In addition, a Citrix device or a Windows Terminal Server device can connect to SKILMATCH. SKILMATCH software, servers and database are designed to integrate with Word, Excel, Outlook and other Windows software. SKILMATCH can store any PC file associated with an employee, a customer, a job order or a vendor. We offer optional laser invoices and MICR checks that can also be printed to branches.

Standard connectivity will allow access to SKILMATCH. A TCP/IP network, using private, cable, DSL or a broadband Internet connections is how you connect. We also offer optional dialup, VPN and "from home" connectivity.

Your I.T. staff requirements will be "no or low". Most customers with less than 50 staff employees don't have any I.T. staff and save thousands of dollars every year. They don't need I.T. staff because the SKILMATCH system and IBM Power™ server do the work. Even large SKILMATCH customers don't need a big I.T. staff.

The Web and the Internet become more and more important. SKILMATCH continues to offer enhancements and products that allow you to leverage your I.T. assets for easy Web interaction with your customers and employees. Our software, database and the IBM Power™ server continue to be enhanced with focus on the Web. SKILMATCH also has a division, **dubdubdub** (www), for designing and hosting staffing Websites.



SKILMATCH uses IBM Power™ system infrastructure with "no-or-low" I.T. staff requirements.

We lower your overall I.T. expenses forever, enhance your productivity, promote higher sales volume and drive dollars to your bottom-line profit -- where they should be.

Our migration process makes it easier to upgrade from your old software

Give us your old data and we'll turn it into our data - No extra charge!**

Data conversion is similar to a conversation between two people -- one who speaks only French and one who speaks only English. Someone is needed who can speak both languages to translate properly!



"The toughest thing about changing systems is conversion. SkilMatch spent a lot of time working with us to make it easier. They analyzed our old data so that it would go into the right places in SkilMatch. I still can't believe we just gave them our data and they converted us for free!"

We're experts at translating employee and customer data from your old software to your new **system**

We wish we could tell you that conversion is a breeze. You know -- "magic" -- no stress, no impact on your business, no problem. But whether you are changing from a manual process to a computer or from one software vendor to another software vendor, conversion is something that needs to be well planned and well implemented by experts so that it will have minimal negative impact on your business.

If another vendor tells you that conversion is "no problem" -- beware! Conversion is always a challenge to an organization. Just training your people to use new software has an impact on your business. Being sure that the data you want from your old software is translated correctly into a new system is crucial. Working with someone who understands conversion challenges and pitfalls is a must.

We've been doing this for over 40 years. We're experienced and know the realities of data conversion. We know what to look for. We know how to plan. We know how to work with your people. We know how to handle a conversion so that any possible negative impact on your business is minimized.

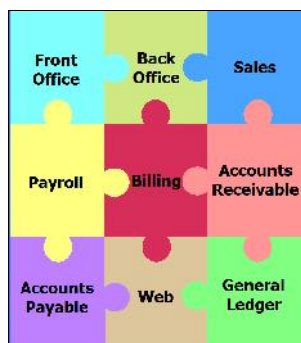
We'll work with you to make conversion as effortless as possible

**Free electronic data conversion is available with optional full-suite training packages

**Our customers are respected, successful industry leaders
If you really want to know about us from their perspective, ask them!**

Our customers are your best source of information about us and our **system**

We're happy to provide reference contacts to you



- Ask them** Why did they choose SKILMATCH?
- Ask them** Why do they stay with SKILMATCH?
- Ask them** How has SKILMATCH has affected their businesses?
- Ask them** What about SKILMATCH 24 x 7 x 365 support?
- Ask them** What about SKILMATCH IBM servers?
- Ask them** What about SKILMATCH updates?
- Ask them** What about SKILMATCH staff?

Ask them anything about SKILMATCH



We've had small, medium and large customers and thousands of users

Please, talk to our customers



SkilMATCH :-)

Front to Back Office Staffing Systems

We've Been Making Customers Happy Since 1951

One integrated system	for front and back office	YES!
One integrated server	for front and back office	YES!
One integrated software	for front and back office	YES!
One integrated database	for front and back office	YES!
One integrated support	for front and back office	YES!

Search	YES!
CRM/Sales	YES!
Résumés	YES!
Calendars	YES!
Web Portal	YES!
Web Timesheets	YES!
E-mail	YES!
Pay and Bill	YES!
Receivables	YES!
Payables	YES!
Staff Payroll	YES!
General Ledger	YES!



"When you have a fully-dependable, fully-integrated, fully-functional, fully-supported system from stable, well-respected, trustworthy vendors like SkilMatch and IBM, you have the comfort to forget about "computers" and, instead, have time to grow, enjoy and profit from your business."

SkilMATCH :-) has free electronic data conversion	YES!
SkilMATCH :-) has 24-hour toll-free service and support	YES!
SkilMATCH :-) has provided staffing systems for over 40 years	YES!
SkilMATCH :-) has had thousands of users in staffing businesses	YES!
SkilMATCH :-) has systems for one user or hundreds of users	YES!
SkilMATCH :-) has systems for one office or hundreds of offices	YES!
SkilMATCH :-) has in-the- cloud monthly rentals for \$54-\$99	YES!
SkilMATCH :-) has server-based systems for larger companies	YES!

www. **SkilMATCH** .COM 1.866. **SkilMATCH**