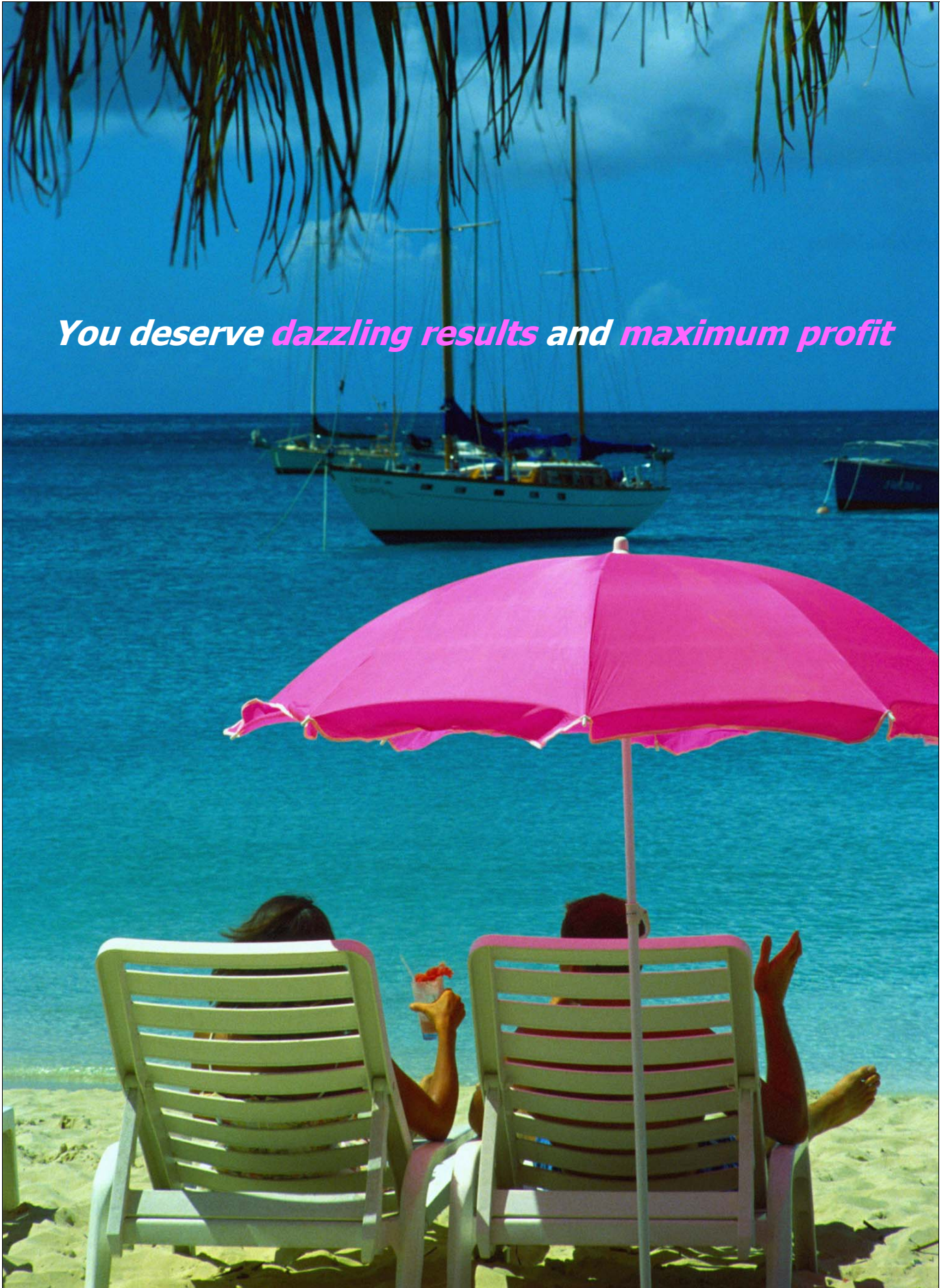


*You deserve **dazzling results** and **maximum profit***



**You can decrease your overall I.T. costs by 50%  
and increase your productivity and profit... in 90 days**

**Just say NO! to the "profit-eating MONSTER"**

**I.T. Frankenstein\***



**And say YES! to the "profit-efficient SYSTEM"**



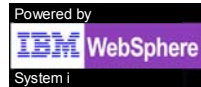
**SKILMATCH**

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

Say **NO!** to complicated, multi-software, multi-vendor, multi-server operational burdens and costs and say **YES!** to a less-costly, integrated I.T. **system** that makes workflow easier for users

Say **NO!** to expanding, multi-software, multi-vendor, multi-server, profit-reducing I.T. staff costs and say **YES!** to a less-staff-required I.T. **system** that is a strategic profit-enhancing structure

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



- One front and back office system YES!**
- One front and back office server YES!**
- One front and back office software YES!**
- One front and back office database YES!**
- One front and back office support 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!**

- Free electronic data conversion **YES!**
- 24-hour toll-free service and support **YES!**

- SKILMATCH** has provided staffing systems for over 30 years **YES!**
- SKILMATCH** has thousands of users in the staffing business **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 no-server ASP Web-based rentals for \$99 **YES!**
- SKILMATCH** has server-based systems for larger companies **YES!**

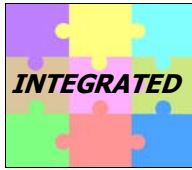
**\* I.T. Frankenstein**



Say **NO!** to the **technology monster** created from a multiple-vendor hodgepodge of disparate 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

# A Product Review for Staffing Executives

## 10 reasons for you to select



**as your staffing software system partner**

<b>REASON #1</b>	<b><i>Our true total integration</i></b>	<b>Page 5</b>
<b>REASON #2</b>	<b><i>Our stable established organization</i></b>	<b>Page 6</b>
<b>REASON #3</b>	<b><i>Our Web- or server-based implementations</i></b>	<b>Page 7</b>
<b>REASON #4</b>	<b><i>Our "we have everything" software</i></b>	<b>Page 10</b>
<b>REASON #5</b>	<b><i>Our optional software and interfaces</i></b>	<b>Page 12</b>
<b>REASON #6</b>	<b><i>Our required and optional training</i></b>	<b>Page 15</b>
<b>REASON #7</b>	<b><i>Our unmatched 24 x 7 x 365 support</i></b>	<b>Page 16</b>
<b>REASON #8</b>	<b><i>Our unique IBM technology infrastructure</i></b>	<b>Page 17</b>
<b>REASON #9</b>	<b><i>Our free electronic data conversion</i></b>	<b>Page 18</b>
<b>REASON #10</b>	<b><i>Our great successful customers</i></b>	<b>Page 19</b>



*"Every time I attend our local staffing association, I hear people complaining about their systems. And they've all changed systems multiple times, too! We've had SkilMatch for years and years and I couldn't be happier. SkilMatch is really unique."*

### **The SKILMATCH mission statement**

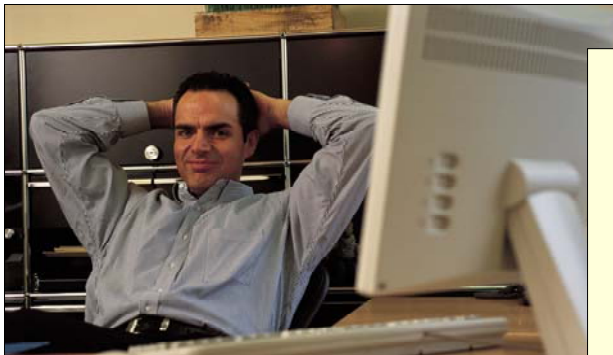
*The mission of SKILMATCH is to continue to provide premier, reliable products and services for the staffing industry... as we have for over 30 years... including best of breed technology systems, front and back office integrated software solutions and 24 x 7 x 365 immediate response support services... enabling customers to experience increased efficiency and productivity to enhance sales... enabling customers to experience reduced overall administrative tasks and costs to enhance profits... enabling customers to focus on the development and profitability of their own businesses without having to "worry" about technology and how it works.*



*"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-resistant server that does everything. It handles our front and back office, email and faxing! It's never been down."*



*"Now we have all the ability the big guys have. Internet timecards, pay cards and a website portal for our customers and temps. 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'."*

*There's a BIG difference between "inteGRATED" and "interFACED"*

*Many systems claim to be inteGRATED like SKILMATCH but they're only interFACED*

*interFACED is harder and more costly*



*When a business wants to expand to a building next door, a "bridge" (interFACE) is needed. If a third building is needed, so is another bridge. The buildings were built by different builders, using different plumbing and different electrical systems and different foundations. Who builds and maintains bridges? If a foundation moves or changes, bridges must be adjusted. Who is responsible? The original builders are only liable for their individual buildings. And the bridge builder(s) will always say, "The bridge was fine when I built it."*

**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 (bridges) 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 or something doesn't work, WHO takes responsibility, and HOW FAST, since most problems are time-sensitive? YOU?**



*inteGRATED is easier and less expensive*

*A multi-story building is built by one builder using the same electrical system, the same plumbing, the same foundation -- all inteGRATED to provide a stable environment that makes sense. It all works TOGETHER and everyone knows who is responsible if something needs to be adjusted or fixed.*

**The SKILMATCH system is inteGRATED.** Invented for our own staffing business 31 years ago, it's improved yearly - like a Mercedes. We **designed, authored and own** the front office, pay-bill, receivables, payables, staff payroll and general ledger. **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 front office staff with security. All information flow is two-way. 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 staff answer this: "How many hours do I need for my vacation bonus?" In SKILMATCH, they click "Bonuses" on the employee's file and say, "You need 857 hours for your next bonus." SKILMATCH **inteGRATED** features enhance efficiency. **All information is in one database and is available where and when it's needed!**



*SKILMATCH is truly inteGRATED and we handle all support issues 24 x 7 x 365*

*Ask this question... "Who WROTE, OWNS and SUPPORTS all the software?"*

**REASON #2** *Our stable established organization*

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

*SKILMATCH is staffed by nice people and we have great products and support*

*We have thousands of users and we have been in business over 50 years*

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

**We're the industry's oldest, most-stable vendor.** SKILMATCH has been in the Staffing Industry under the same ownership for over 50 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, fully-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 know the ins and outs of our product because **every** line of SKILMATCH code was written by the **current** programming staff.

**Our customers are loyal.** We provide premier SKILMATCH systems to staffing enterprises across the USA. There are thousands of SKILMATCH users. Our customers depend on us and keep our systems as they grow from a few users in one office to hundreds of users in many offices. We have replaced most other systems.

**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 us up-to-date.** User-group meetings are held to introduce new enhancements and products and to discuss technology updates. Users are encouraged to participate in an interactive discussion that contributes to a "wish list" of SKILMATCH enhancements.

**IBM selected us to represent them to the staffing industry.** SKILMATCH is an IBM remarketer for staffing because of our industry 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!"*

***SKILMATCH knows that a "one size fits all" solution doesn't make sense in today's complex business and technology environment***

***SKILMATCH offers an ASSORTMENT of system implementation alternatives and pricing models...***

- ✓ *Server-Based or ASP Web-Based System Technology*
- ✓ *Full-Suite or By-Module Integrated Software*
- ✓ *Purchase or Rental or Purchase + Rental payment plans*



**Other vendors have limited options.** When a vendor **only** offers server-based systems or **only** offers Web-based systems or **only** offers any **one** kind of system, that vendor is not recognizing the variety of needs and requirements that individual companies may have in today's demanding environment.

**SKILMATCH has many options.** 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 Internet, for \$39 - \$99 per month, per user, using our IBM servers at our location without daily system 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...***

**SKILMATCH** **Platinum** **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 and buy an IBM server.**

*SKILMATCH Platinum is designed for staffing services that have 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.**

**It's the best!** Platinum customers have **one** IBM server to serve **all** offices. They manage their 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 the systems of the largest staffing companies.

***With SKILMATCH Platinum, you can start and stay with the best!***

**Before we describe our four "ASP" choices, let's answer these questions:**

**Why so many options? What is an "ASP"?**

**Background.** In the past, startup costs for our *Platinum* system, the only system we offered, were unaffordable for small companies. They frequently couldn't afford *SKILMATCH*, and bought something that didn't provide everything they wanted. When growth provided the capital to upgrade to *SKILMATCH*, they had to experience a disruptive conversion and lost their investment in the inferior system.

**ASP solutions.** We now offer four ASP (Application Solution Provider) solutions that **don't** require a customer-owned server and, in some cases, **don't** require licenses. With a *SKILMATCH* ASP, a smaller company can enjoy *SKILMATCH* without *Platinum* startup costs. Most other ASPs require purchase of licenses and purchase of a server that is "hosted" at the ASP provider's site. Using *SKILMATCH* ASP solutions, software is either **rented or licensed**. Server access is **rented**, via the Internet, using powerful *SKILMATCH*-controlled servers. We handle server administration, server I.T. "stuff", server back-ups and server software updates.

**Results.** Using an ASP solution, you can start with the best, at a lower startup investment, and low, monthly costs of \$39 - \$99 per user. A *SKILMATCH* ASP customer has the base functions they'd have if they had their own server and *Platinum*. They can compete effectively because their software is competitive with large staffing companies.

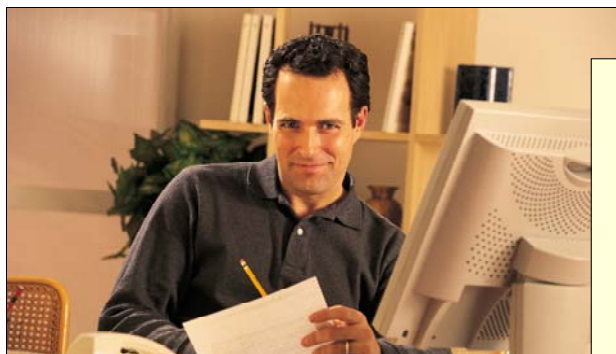


**Using a *SKILMATCH* ASP solution, you receive:**

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

**Using a *SKILMATCH* ASP solution, you furnish:**

- ✓ An Internet connection at each office
- ✓ A Windows PC for each user
- ✓ At least one printer per office
- ✓ A commitment to use *SKILMATCH* correctly
- ✓ Energy to grow your business



*"When I first heard we could rent software like the big guys have for just \$99, I didn't believe it. I thought there had to be a catch. Now that we have *SKILMATCH*, it's possible for us to compete, technologically, against the largest multi-national staffing companies."*

**For smaller companies, our ASP Web-based offerings...**

## **SKILMATCH ASP-E** A full-suite ASP Web-based rental

"SKILMATCH ASP-E" is a Web-based rental, provides **full-suite** software, **doesn't** require a software license purchase, **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 ASP-E customers rent full-suite software and server access for \$99.**

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

**This is our most popular ASP product because it's full-suite and just \$99 per month per user.**

## **SKILMATCH ASP-E+ plus** A full-suite ASP Web-based purchase + rental

"SKILMATCH ASP-E+plus" is a Web-based purchase + rental, provides **full-suite** software, **does** require a software license purchase, **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 ASP-E+plus customers license full-suite software and rent server access for \$39.**

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

## **SKILMATCH ASP OnDemand** A by-module ASP Web-based rental

"SKILMATCH ASP OnDemand" is a Web-based rental, provides software **by-module**, **doesn't** require a software license purchase, **doesn't** require a customer-owned server. Choose from modules:

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

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

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

## **SKILMATCH ASP OnDemand+ plus** A by-module ASP Web-based purchase + rental

"SKILMATCH ASP OnDemand+plus" is a Web-based purchase + rental, provides software **by-module**, **does** require a software license purchase, **doesn't** require a customer-owned server. Choose from modules:

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

✓ **SKILMATCH ASP OnDemand+plus customers license module software and server access for \$39.**

The SKILMATCH ASP OnDemand+plus system is designed for a staffing service that needs limited software function **or** that has limited capital to invest but wants equity in a module software system **or** that wants to eventually use a non-shared customer-owned server.

**SKILMATCH is *INTEGRATED E.R.P.\** staffing software**  
**that enables you to UNIFY and CONTROL your entire staffing enterprise**

**\*E.R.P. (Enterprise Resource Planning) software:** "A packaged business software system that allows a company to automate and integrate 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, SKILMATCH helps market and service faster and more efficiently. SKILMATCH enhances control over applicants, employees, prospects and customers. Financial data provides you with the visibility and analytical tools to administer your business with intelligence.*

**SKILMATCH is the foundation to link your entire business cycle**

**Supporting 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 grow and control. SKILMATCH easily manages multiple relationships and locations with unique operational needs.

**Controlling 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.

**Service Development Process.** SKILMATCH establishes comprehensive structural definitions and profiles of your applicants, employees, prospects, and customers. It establishes complete profiles of your staff's 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 service and accounting.

**Tracking History and Documents.** SKILMATCH stores and tracks history and 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 generates and maintains documentation, stores emails, documents, videos and spreadsheets associated with employees and customers.

*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.*



***SKILMATCH helps you manage your business more efficiently  
with fully-integrated, powerful software functions***

**FRONTOFFICE functions include...**

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



**FRONTOFFICE**  
**PAYBILL**  
**BACKOFFICE**

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

**PAYBILL functions include...**

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

**BACKOFFICE functions include...**

*Integrated accounts payable*  
*Integrated general ledger financials*  
*Interface to other general ledger systems*  
*Pay, bill, AR and AP post to GL automatically\**  
*Staff payroll: secure, limited access*  
*Staff payroll: magnetic media tax reporting*

\* (Pay, bill and AR post automatically when using SKILMATCH PayBill.)

***SKILMATCH Web-based help and documentation make learning easier***

Screen-sensitive Web-based help for viewing or printing is accessed directly from any SkilMatch screen.

***SKILMATCH provides optional integrated software and interfaces  
for popular staffing industry or general business functions***



***Internet Timesheets Interface***

We interface to time collection/approval systems including *TALX FasTime* and *iWebTime*. Employees can report and print timesheets through your Website or by telephone. Customers can approve timesheets via email or by signature. Time collected is automatically entered into *SkilMatch* payroll - eliminating data entry! Move your timesheet collection process to the Internet. Eliminate pre-printed timesheets. Benefit from automatic time and math calculations. Experience automatic adjustments for overtime and double-time work rules. Manage "missing timesheets" and timesheets "not yet approved".

***Broadcast Messaging Services Interface***

We interface to broadcast messaging systems - including *TALX FasCast*. Quickly send messages in your voice to any number of customers, employees, partners and prospects. You make one call and the system does the rest. You can schedule hundreds of "availability", "job offer" or other simultaneous messages while you do something else. The *SKILMATCH* interface creates a call list from a search.

***Unemployment Management Services Interface***

*UCeXpress* (formerly *Frick*) provides unemployment programs for Claims Management and Appellate and Hearing Services. This *SKILMATCH* interface collects and formats files required by *UCeXpress*.

***Tax Credit Services Interface***

*TALX* tax credit service (formerly *NetProfit*) reduces tax liabilities through credits and incentives. This *SKILMATCH* interface collects, formats and exports the files needed by *TALX* tax credit service.

***Benefit Services Interface***

*Benefits-In-A-Card* offers a range of benefits, including health insurance for employees. This *SKILMATCH* interface exports the files needed by *Benefits-In-A-Card* and imports the files received back.

***MICR Checks and Laser Invoices Interface***

This interface to *Create-A-Check* offers these upgraded functions:

- ✓ 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

***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 ever outgrow the SKILMATCH general ledger (with a limit of 89 branches or cost centers) or you want specific functionality provided by another G/L system.

### ***Faxing and Viewing System Interface***

- ✓ Using any fax machine, store document images (application forms, reference letters, etc.) on the server
- ✓ View or print or fax those images
- ✓ Provide all PCs with a "fax driver" to allow faxing of any document from that PC through the server
- ✓ A complete, paperless fax-receive and fax-distribute system for your entire enterprise from KeyesFax.

### ***Positive Pay Option***

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

### ***Direct Deposit and Paycard Option***

SKILMATCH integrated server software for Direct Deposit and Pay Cards 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. Available for either or both temporary staff and permanent staff payroll modules.

### ***Automated Bank Reconciliation Option***

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 your SKILMATCH system.

### ***Timeclocks Interface Option***

SKILMATCH integrated server software to interface with customer-site timeclocks allows timeclock or Excel information to create timesheet batches in SKILMATCH. This interface can work with many timeclock systems.

### ***Automated Lockbox for Cash Receipts Option***

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



*"SkilMatch had so many great options for us to choose from. Direct deposit, Web portal for our customers and our temps, Internet timesheets, job posting to the Internet - all the things that we didn't have before. We're just like the "big guys" now!"*

### **Alternate Timesheet Entry Option**

SKILMATCH integrated server software for Expected Timesheet Entry is fast and efficient. You can save hours of data entry. This software allows 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... Optionally insert a check-handling rule for every timesheet... Optionally insert an available rule for every timesheet... Verify or change hours on the screen... then click to create a timesheet batch.

### **Web Portal Option**

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 Web site. Using a Web browser on any computer or a Web-access PDA or pocket PC...

- ✓ 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, earnings, check stubs, 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 the SKILMATCH system, the information can be accessed by approved users through your Web site. All data is "pushed" to the portal, i.e., secure data access is only to data which you have allowed to be accessed. Initial set-up includes optional usage of several pre-defined reports. Your Web portal is customized by you.

### **Payroll Tax Filing Services Interface Option**

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

### **Medical Staffing Pay and Bill Options**

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 Option**

SKILMATCH integrated server software for staffing companies that provide day labor personnel 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...**



**crystal reports**

**IBM.** QUERY

**Microsoft** QUERY, EXCEL, WORD

## ***SKILMATCH provides personalized training and consultation***

### ***Full-suite training for full-suite systems***

**Full Suite Training Package.** Full implementation of a new, full-suite SKILMATCH system is enabled by a Full Suite Training Package. Training usually occurs at your site over a 60-90 day period. During this time, the SKILMATCH training staff works with you to enable the normal continuation of your daily business while existing records are converted to the new system manually or electronically. Our staff has been qualified to create a smooth transition to minimize impact on productivity during conversion to SKILMATCH. SKILMATCH training for most new customers typically involves sending one or more members of our staff to your main location for nine days of on-site training and consultation. These nine days are divided into three sessions.

**First Session, 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.

**Second Session, 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.

**Third Session, 6 days.** After conversion of your old data is complete, we return to your office. We verify the integrity of your converted data, we train and help you run your entire first payroll and billing. We complete training on payables, receivables, and 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 really make more money by using it properly!"*

### ***Modular training for by-module systems***

Modular training is conducted through several phone sessions or can be conducted as full-day sessions at SKILMATCH in Houston or at your location.

**FRONTOFFICE** implementation is enabled by 8 hours of training.

**PAYBILL** implementation is enabled by 16 hours of training.

**BACKOFFICE** implementation is enabled by 16 hours of training.

### ***Optional training for new and existing customers***

Additional training or consulting is available at your site or our site or via phone.

***SKILMATCH is legendary for 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.***

***Expect immediate, human-centric support***



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 our voicemail system. Support calls are handled **when** you call or, if all support staff is 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 a specific person or (2) connect **immediately** to a live person who will contact the appropriate support staff to return the call. *SKILMATCH* support is always open.

**Toll-free access** is provided to all *SKILMATCH* departments, 24 x 7 x 365 -- whenever you need us

**Free "Regular Hours *SKILMATCH* Support"** is provided for most *SKILMATCH*-brand software issues

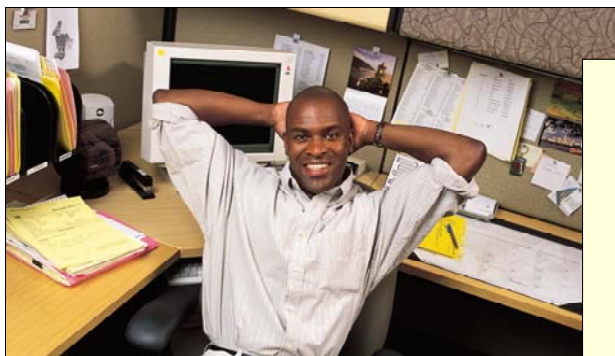
**"Other Support"** is available for problems like PC issues, communications, hardware or other-vendor software

**"Programmer-Assisted Support"** is available for all issues requiring programmer staff assistance

**"After Hours Support"** is available for all issues requiring staff assistance after regular hours, 24 x 7 x 365

**Free *SKILMATCH* updates** are provided for standard *SKILMATCH*-brand software changes and enhancements

**Free installation assistance** is provided 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 need to call!"***

***SKILMATCH knows the two ways to boost profit: Higher sales and lower costs***

*Our integrated software helps increase sales and lower costs*

*Our unique IBM infrastructure also helps increase sales and lower 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."*

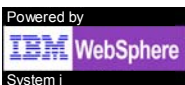
**Servers and database.** Whether you use your own server or rent server access from us over the Internet, you'll utilize the same *SKILMATCH* software, a unique *IBM* server **system** and the *IBM DB2* database. *DB2* is the world's most used business database because it is reliable, stable, scalable 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* server **system**.

**PCs, workstations, browsers and printing.** The power of *SKILMATCH* is on the server. Any PC or notebook with a Microsoft-supported operating system and network connectivity can be a *SKILMATCH* workstation. In addition, a *Citrix* device or a *Windows Terminal Server* device or an Internet browser can be a *SkilMatch* workstation. *SKILMATCH* products, 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 laser invoices and MICR checks that can be printed at branches.

**Connectivity.** A TCP/IP network, using private connections or cable, DSL or any broadband Internet connection, is our standard for network connectivity. We also offer dialup and VPN and "from your home" connectivity.

**I.T. staff requirements.** Most customers with less than 50 staff employees don't have **any** I.T. staff. Think how much money they save **every** year! They don't need I.T. staff because *SKILMATCH* software and the *IBM system* do the work. Even a large *SKILMATCH* implementation doesn't require a big, costly I.T. staff.

**The Web and the Internet.** *SKILMATCH* continues to offer enhancements and products that allow you to leverage your system assets for easy interaction with your customers and employees. Our software, our database and our *IBM systems* continue to be enhanced with focus on Web access and XML. *SKILMATCH* also has a division, **dubdubdub** (www), for designing and hosting staffing Web sites.



*SKILMATCH and IBM system infrastructure AND software AND low I.T. staff requirements lower your overall I.T. costs FOREVER and empower productivity and higher sales... and drive dollars to your bottom line!*

***SKILMATCH migration makes it easier to upgrade from your old system***

***Give us your old data and we'll make it look like SKILMATCH - 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 to the right places in SkilMatch. I still can't believe we just gave them our data and they converted us free!"*

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

***If isn't magic.*** We wish we could tell you that conversion is a breeze -- no stress, no impact on your business, no problem. But whether you are changing from a manual system to a computer system or from one computer system to another computer system, conversion is something that needs to be well-planned and well-implemented by experts so that it will have minimal impact on your business.

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

***Experience.*** We've been doing this for a long time. We 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 the 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 only available with full-suite training packages*

***SKILMATCH customers are industry leaders***

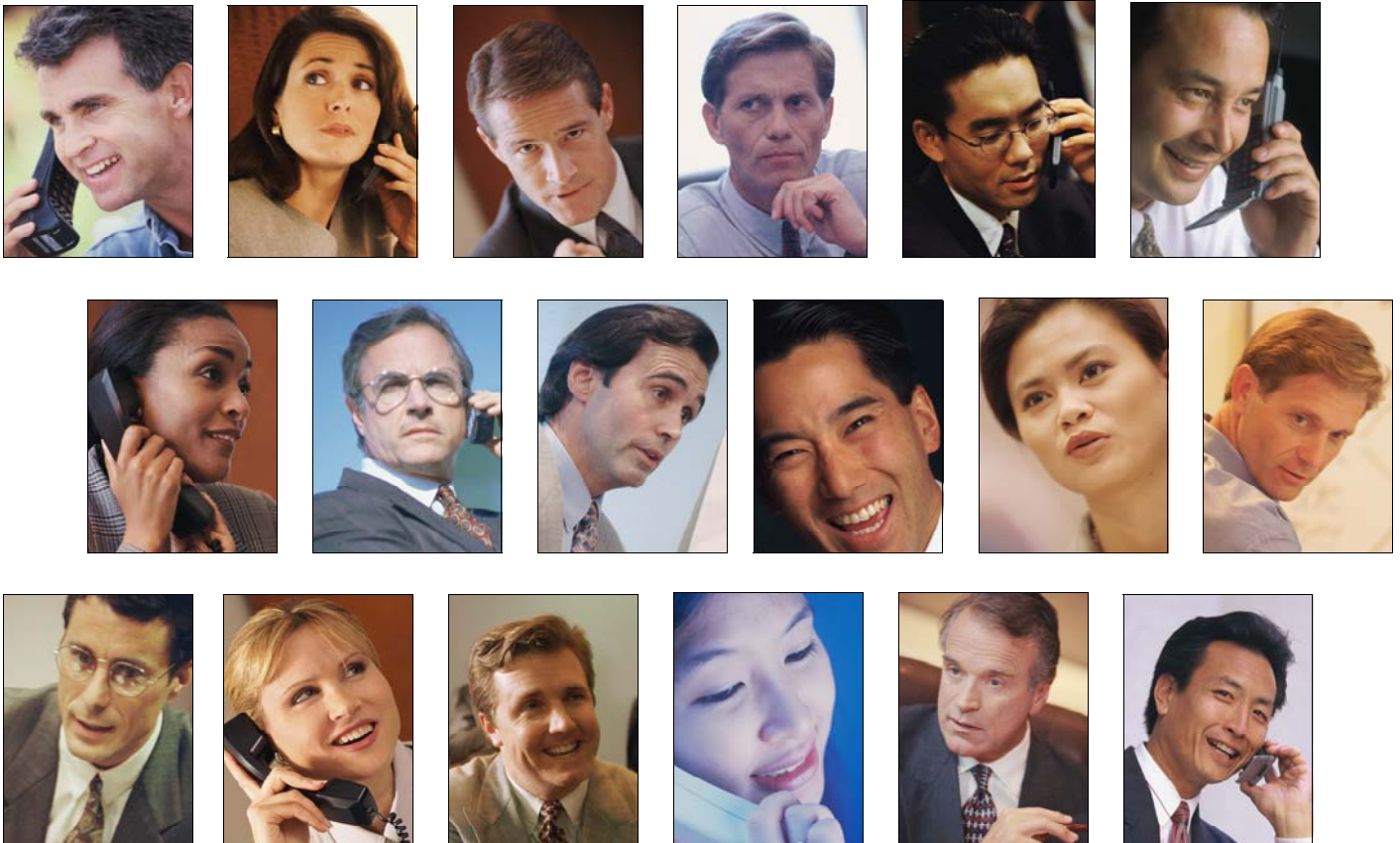
***If you really want to know about us, ask them!***

***Our customers are the best source of information about us***

***We're happy to provide references for you to contact***

- Ask them...*** Why did they chose SKILMATCH?
- Ask them...*** Why do they stay with SKILMATCH?
- Ask them...*** How has SKILMATCH has affected their business?
- Ask them...*** What about SKILMATCH 24 x 7 x 365 support?
- Ask them...*** What about SKILMATCH user meetings?
- Ask them...*** What about SKILMATCH IBM servers?
- Ask them...*** What about SKILMATCH updates?
- Ask them...*** What about SKILMATCH staff?

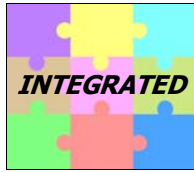
***Ask them anything about SKILMATCH***



***SKILMATCH has small, medium and large customers and thousands of users.***

***Please talk to them.***

The **INTEGRATED** Front and Back Office Staffing Software System



*One front and back office **system***  
*One front and back office **server***  
*One front and back office **software***  
*One front and back office **database***  
*One front and back office **support***

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



*"When you have a really dependable, fully-integrated, full-function, fully-supported system from two established, well-respected, stable, trustworthy vendors like SkilMatch and IBM, you have the time and the tools to grow and enjoy and profit from your business."*

***SKILMATCH** has provided staffing systems for over 30 years*  
***SKILMATCH** has thousands of users in the staffing business*  
***SKILMATCH** has systems for one user or hundreds of users*  
***SKILMATCH** has systems for one office or hundreds of offices*  
***SKILMATCH** has no-server ASP Web-based rentals for \$99*  
***SKILMATCH** has server-based systems for large companies*