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EVA: Keeping Track

It's 10 o'clock. Do you know where your vehicle is? If Greg Taisto has anything to do with it, you do.

No, Greg is not clairvoyant. But he does know how to combine the expertise of wireless product development and industry consulting with vehicle

tracking. And the result is a product called **CyntrX: On Demand Vehicle Location** and a company called **Enhanced Vehicle Applications – EVA**.

Greg started the company in 2004 to fill the need for a low-cost solution to vehicle tracking and diagnostics. No one was providing affordable vehicle tracking for both the consumer and the commercial market. So the company began manufacturing their "black box", called CyntrX. The device, which plugs into the vehicle, operates on government satellites and uses GSM cellular service to send the vehicle's location to EVA's central

server where customers can access it via the Internet. Subscribers simply log on and type in a user name and password to access data.

The cost? Less than \$300, which includes the device and service for the first year. The annual fee is only \$56 thereafter. Not bad for a parent who wants to keep track of his car and his kids.



Currently, EVA serves about two thousand private customers and another ten thousand industrial applications – trucking and car rental companies that need to keep track of their fleets. The remainder of EVA's subscribers are auto financing companies.

EVA's black box can provide more than vehicle location. Odometer readings, speed, and heading are just a few pieces of information that are only a computer ping away. The company is currently in the process of developing an automated system they call Prognostics, which will



EVA

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automatically provide preventative maintenance data to companies with large fleets of vehicles.

Greg explained, “If you’re a leasing company, like our largest customer Penske, you can integrate the Prognostics system into 100 percent of your fleet, which means that for every vehicle on the road, you can get reports on when clutches are due for a change, engine replacement, oil changes and so forth. You’ll have a report automatically on your maintenance manager’s desk by region every day.”

In addition, EVA’s system will provide fuel consumption data. “We can constantly give our subscribers statistics they can use to help save money on fuel,” Greg said.

Greg emphasized that EVA’s future lies with services. “As of this year we have a very mature product line which is why we’re going towards more software. The product is now reproducible anywhere in the world. It can work anywhere in the world. We just need to get a lot of pieces of hardware out there so we can be a service provider. That’s where the web comes in.”

That’s also where ZyQuest enters the picture. The ZyQuest team, led

by Business Solutions Architect David Zey, has been re-designing and re-developing EVA’s web system. “The application is getting designed for millions of subscribers versus tens of thousands of subscribers, which means ZyQuest is taking our performance and exceeding our customers’ expectations, hopefully on performance of the system, and also architecting the design of customer service and manufacturing, so everything’s automated for high volume,” Greg said.

Greg also noted, “ZyQuest will be designing and developing our whole enterprise system. The whole business will be automated, headed

“I chose ZyQuest because of the resource philosophy. I always have talent at my disposal, based on my time line.”

~~Greg Taisto

by ZyQuest. So all of our accounting records, shipping records from the factory, products coming in and going out, warranty support, everything will be automated.”

When asked where he sees EVA heading down the road, Greg commented, “I think we’re going to be a premier service provider to fleets, giving them a return on investment of reducing their maintenance costs.”

In the same way that his company can help his subscribers cut costs, Greg sees the ZyQuest Development Center as a valuable resource to save him money. “I chose ZyQuest because of the resource philosophy. I always have talent at my disposal, based on my time line. I don’t have to have somebody hired all the time. And I know I’m going to get a talent pool that’s quality because of how ZyQuest manages their talent. That’s exactly why I wouldn’t go anywhere else. If I were to go to somebody else, they would want a different engagement, which means a big quote, a big proposal, allocated resources. Do or die, you have to stick to it to the end. With ZyQuest, I can go heavy, light. I can get a lot of help or they’ll back off if that’s what I need. And so for my young, growing business, I can allocate as I need it. That is really a wonderful philosophy for the Development Center inside of ZyQuest as a resource center.”

And Greg knows that as EVA grows, the ZyQuest Development Center will be there to respond to the company’s changing needs.

For more information about EVA, visit their website at <http://www.evaonline.biz>.

consultant watch

Steve Gicius



TGIF! *A bad case of the Mondays. Everybody hates their job.* Those expressions are so universal that they've become grist for Hollywood's humor mill. But when it comes to Steve Gicius, the old saws just don't apply.

"People have made comments that I'm one of the only people they know that actually likes going to their job every day. I don't think I have a complaint about it. I don't think there's anything I don't like about my job," Steve said when asked what he doesn't like about his career in Information Technology.

The path to job satisfaction

Because he loves his job so much, you might think that Steve always intended to become an IT professional. Not so. Like a lot of computer experts, Steve started his college life training for a career in engineering. "When I started at the University of Minnesota, I was going to become a mechanical engineer. But one of my mechanical engineering classes was full the second year, so I took a computer science class instead, because it would fill an elective. And I thought, 'I really like this.' So I decided to make the switch then," Steve recalls.

The path home

After earning his degree in computer science, Steve stayed in Minnesota, eventually working as lead developer/IT supervisor for the University and running his own small consulting business on the side. But when he had the chance to return to the Green Bay area, Steve was happy to make the move.

Of course, returning to his hometown wasn't the only reason

Steve joined ZyQuest as Business Solutions Architect in the company's Development Center. "The position here was going to give me more responsibility, and the projects were a lot more unique than the University," Steve said. "At ZyQuest, I get to do a lot more applications, a lot more from scratch, from nothing to completion, versus keeping major applications running and making enhancements."

Farther down the career path

Steve's work in the ZyQuest Development Center capitalizes on what he likes best about his career – working on projects from beginning to end, seeing how people use them, and seeing how they become more productive because of them.

Currently, Steve is working on a centralized security system and a help desk system. Steve explained, "ZyQuest had some projects in the past where they could have used a security system. So with that said, they decided they should start building a security system for their future clients. To be able to support

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Steve Gicius

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their SAP customers, they needed a help desk system to track the system, log calls, and so forth. So that was the other reason for needing a help desk.” Eventually, ZyQuest will be offering these systems to future customers. “Anybody that needs to log on to an application and would also like to set up roles and permissions for that application” is a potential customer, Steve said.

Steve noted that while large companies will always need a dedicated IT department, smaller companies, or companies with smaller or specialty projects can benefit from having access to an

outsourcing service like ZyQuest’s Development Center. By taking advantage of outsourcing, a company doesn’t need to keep a full-time staff for limited-time projects.

Keeping the path interesting

In addition to a broad range of projects, ZyQuest has provided a flexibility that Steve appreciates. “They give you what the requirements are, and you can talk through them and change them, but then they leave it open to how you actually develop it and design it,” Steve said. “I also like that they allow their developers to gain more experiences in languages other than their foundation languages. So if I

want to learn Java or I want to get cross-trained in some other language, ZyQuest will allow me to do that.”

And if Steve didn’t have a career building business solutions through Information Technology, what would he be doing? Another kind of building. “I really like fixing up houses, so I would do something along those lines,” he said, noting that he and his wife had fixed up their old house in Minneapolis.

But lucky for ZyQuest, the lure of house renovation isn’t enough to tempt Steve away from a job he enjoys going to every day.

The logo for ZyQuest, featuring the word "ZyQuest" in a stylized font where the "Q" is a red circle.The logo for SAP Channel Partner, featuring the word "CHANNEL" in a blue box above the word "SAP" in a larger blue box, with "PARTNER" written below.

ZyQuest is the only local full-service SAP Channel Partner in NE Wisconsin! ZyQuest helps large enterprises excel with SAP® MySAP Business Suite. We help small businesses get the big picture with SAP® Business One. And we help companies of any size successfully adopt change. Whatever your SAP needs, ZyQuest is here to help. For more information, contact Darron Basham, Director of SAP Services, at 920.617.7649 or darron.basham@zyquest.com.

government watch

staying competitive

Where have all the techies gone? Where will we find new ones? How will the United States stay competitive in the global high-tech community?

Those are some of the most important questions to face the American world of science and technology in the last two decades. They have fueled debates over bringing foreign workers to the United States, offshoring technology jobs, and revamping our educational system from kindergarten through college. Not since Sputnik have Americans gotten so excited and expressed so much concern about our ability to step up and compete and succeed globally in science and technology.

Congress's answer

Finally, after two years of discussion, Congress has done something substantive to address those questions.

That something is the **America COMPETES Act of 2007**, a comprehensive package intended to “keep America the most innovative nation in the world by strengthening our scientific education and research, improving our technological enterprise, attracting the world’s best and brightest workers, and providing 21st century job training,” according to a fact sheet issued by the White House. President Bush signed the Act into law (P.L. 110-69) on August 9, 2007.



Provisions of America COMPETES

The legislation takes a two pronged approach: increasing research support and bolstering STEM (Science, Technology, Engineering, Math) education in our public schools.

According to the legislation, research funding for The National Science Foundation, the National Institute of Standards, and the Department of Energy’s Office of Science could double over the next 7 years. The legislation also creates a new high-risk research agency within the Department of Energy.

The legislation authorizes \$43.3 billion over the next 3 fiscal years for STEM education. According to a press release from the US House Committee on Education and Labor, the education initiatives include:

- (1) Establishing partnerships between higher education and businesses to educate and train scientists, engineers, and mathematicians;
- (2) Providing training programs for students who want to enter STEM careers;
- (3) Creating programs to enhance teacher education in STEM fields;
- (4) Placing more highly qualified teachers in high-need schools; and

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(5) Providing critical foreign language programs to students at all educational levels.

The President responds

In his press release about the America COMPETES Act, President Bush commented, "This legislation shares many of the goals of my American Competitiveness Initiative (ACI). ACI is one of my most important domestic priorities because it provides a comprehensive strategy to help keep America the most innovative Nation in the world by strengthening our scientific education and research, improving our technological enterprise, and providing 21st century job

training.

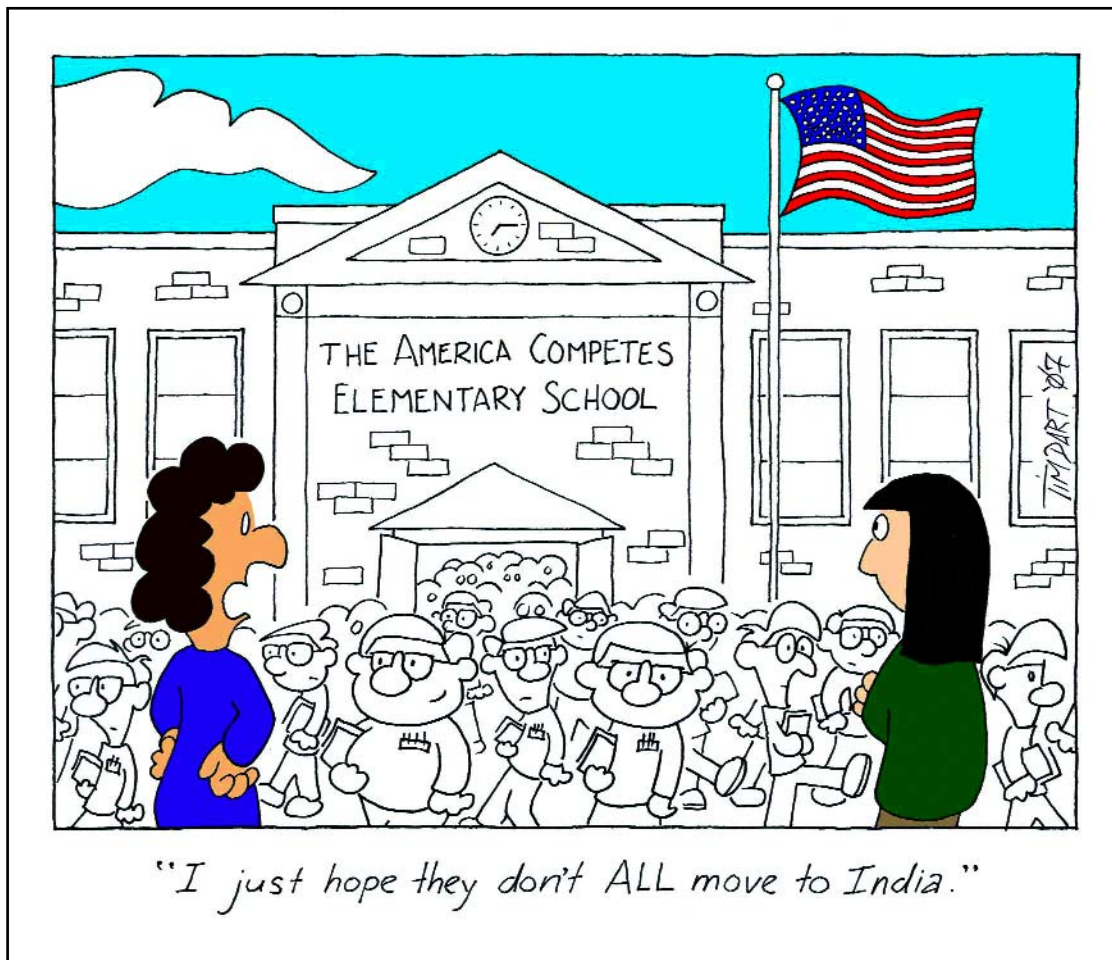
While President Bush applauded Congress for its bipartisan support of this needed legislation, he stressed that Congress has more work to do to assist America's competitiveness. Among the President's initiatives are:

(1) Modernizing and making permanent the research and development tax credit. The R&D tax credit is not written in stone. It can expire, as it has in the past. President Bush believes that Congress should make the tax credit a more significant incentive for private sector innovation.

(2) Authorizing the Adjunct Teacher Corps program to bring 30,000 math and science professionals to teach in

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On the lighter side...





Len Janke
 Director
 of Project Services

I invite you to consider ZyQuest for your outsourcing needs.

Although we have been developing software since 1995, ZyQuest has most recently established a dedicated Development Center to extend our client services. Our goal in the Development Center is to develop partnerships with small- to medium-size businesses to collectively solve their business challenges with innovative IT solutions. Our proven methodologies and staff of professionals, averaging over 11 years of experience with diverse technology and industry backgrounds, enables us to meet our clients' needs, from developing custom software to providing IT outsourcing to providing professional services to helping them improve their IT organizations.

For more information, contact me at 920.617.7693 or len.janke@zyquest.com.

Staying competitive

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our nation's schools. If enacted, this initiative would add another 30,000 math and science professionals to our classrooms within the next eight years.

(3) Increasing our ability to attract and retain the best high tech workers from around the world by reforming our immigration system. President Bush believes that our immigration system should be reformed to allow American high tech companies to recruit superior workers from around the world.

Bush expressed disappointment that "Congress failed to authorize my Adjunct Teacher Corps program to encourage math and science professionals to teach in our schools. I am also disappointed that the legislation includes excessive authorizations and expansion of government. In total, the bill creates over 30 new programs that are mostly duplicative or counterproductive — including a new Department of Energy agency to fund late-stage technology development more appropriately left to the private sector — and also provides excessive authorizations for existing programs."

Future objectives

Whether Congress will support the President's objectives is questionable. For many high-tech professionals, Bush's suggestion that we soften our immigration laws to allow more foreign workers into the U.S. is tantamount to a declaration of war on American programmers, engineers, mathematicians, and scientists. They remain convinced that the H1-B Visa law already allows too many foreign workers to compete with Americans for jobs in the U.S.

Other groups, led by businessmen such as Bill Gates, call for an increase in the H1-B visa limit of 65,000 workers, saying that America just doesn't have enough high tech professionals to fill the needs of American companies.

If the America COMPETES legislation does the work that many hope it will do, the United States may begin to produce enough high-tech professionals to remain in the forefront of science and technology and to solve the problem of a dwindling American high-tech labor force.

For more information about federal legislation of interest to the IT community, visit our website at www.zyquest.com.

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innovation through technology

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1-800-992-0533. Or visit our website at www.zyquest.com