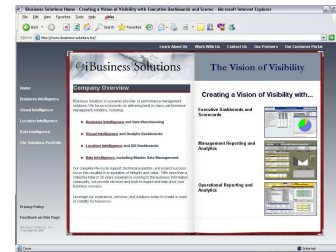


**Message from Tim Brands**

We're excited to re-start our quarterly newsletters, and hope all of our clients enjoy our new "look and feel". But more than our newsletter has changed in the past year. iBusiness Solutions has moved from being a technology services group to a performance management application company. We arrived here by combining our proven project processes with our industry-leading visualization skills to deliver performance management applications to the widest range of financial and operational users. We have not forsaken our technology roots and during the past year we have continued to add to our skills with Essbase training and projects, several successful Hyperion System 9 implementation experiences, and expansion of our Location Intelligence customer base and skill sets. I encourage you to get re-acquainted with iBusiness Solutions, and as always I look forward to hearing from you about your performance management efforts, successes, and challenges. Please [email](#) or call me at 612-730-7404.

**Volume 1, Issue 1: Nov 2006**

([PDF version](#) of newsletter)



**New Website includes Customer Portal Link!**

[www.ibusiness-solutions.biz](http://www.ibusiness-solutions.biz)

**Newsletter Spotlight**

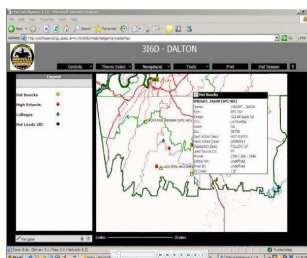
Hyperion **System 9** offers many ways to visualize your key measures and metrics. We are helping companies make informed tool choices and backing that up by delivering application successes. [Contact us](#) today to realize the value of your **System 9** investment.

**Service Focus: Performance Management Workshop**

If you have measures and metrics you want to capture and deploy in a dashboard application, then our **Performance Management Workshop** is for you. This holistic approach to developing, delivering and enhancing your application will help you guard against dashboard misuse, disuse, and abandonment. And regardless of the products or product versions you are using, it will answer the one question Hyperion cannot: "What product is best suited to build my dashboard?"

[Performance Management Workshop Details](#)

**Client Focus: US Army Accessions Command (USAREC)**



**Click on the USAREC photo above to have someone contact you to answer questions and share information regarding Location Intelligence.**

One of our recent successes has been supporting the United States Army with delivery of a location-intelligent application for the US Army and Army National Guard recruiting managers at over 2,200 locations in the fifty U.S. states and Puerto Rico. This application helps these leaders guide detailed prospecting by integrating their existing lead source systems with maps that contain detailed location of the leads and other points of interest like schools, Army Reserve and National Guard units, recruiting station locations, etc. The interface is extremely visual and requires only 45 minutes of training — it's the map! All selections, related data, prospect data layers, and more are all controlled via the map interface. An example of one of the screens is shown to the left.

We are seeing an increase in location intelligence (LI) applications among our dashboard clients. These applications combine business intelligence (BI), LI, and GIS. Risk Management, Supply Chain, and Sales and Marketing Management are areas that are showing the much activity, but operational applications such as the US Army are also great examples of the convergence of these powerful concepts and technologies.