

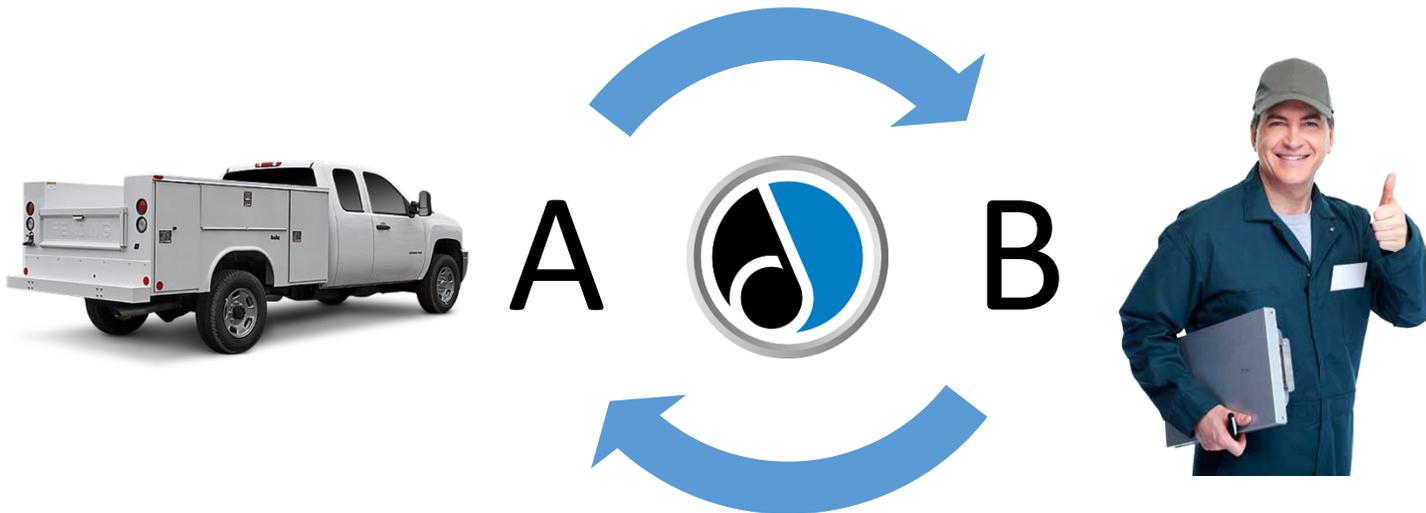


Over 25 Years

Davisware, Inc.
514 Market Loop, Suite 111
West Dundee, IL 60118

Our Mission is to leverage our industry expertise and customer relationships to create integrated and affordable software solutions. Since 1988, we've helped service-oriented businesses, contractors, distributors and manufacturers become industry leaders with technology solutions critical to the growth and success of their businesses.

So, do you ever wonder...



... how service trucks get from A → B, then back to A?

On time. Every time.

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Welcome to Team Davisware!

PRODUCT SUMMARIES

Click on the product logos to learn more about each software solution:

 GlobalEdge	GlobalEdge (GE) The most comprehensive, end-to-end business solution, to streamline and grow your business.
 S2KVision	S2K / S2K Vision Fully-integrated, modular- and web-based software solutions to optimize business performance.
 GlobalField Solution	 Remote Field Service Field service technology enabling technicians to GO PAPERLESS!
	 GlobalOne Fleet Global One Fleet (GOF) State-of-the-art, fully-integrated GPS technology.
 E2	E2 The most extensive online database for the equipment service industry.
 GlobalWarranty	Global Warranty (GW) Industry-leading technology to improve warranty claim software.

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INDUSTRY SUMMARIES

We are actively involved in and service the following industries/associations:

	<p><u>ACCA</u> (Air Conditioning Contractors of America) ACCA is a non-profit association whose membership includes more than 60,000 professionals and 4,000 businesses in the indoor environment and energy services community. ACCA works together to promote professional contracting, energy efficiency and healthy, comfortable indoor environments. ACCA is the only nationwide organization of, by, and for the small businesses that design, install and maintain indoor environment and building performance systems.</p>
	<p><u>AICD</u> (Association of Independent Compressor Distributors) Founded in 1985, AICD provides networking opportunities with other distributors and vendors within the compressed air industry.</p>
	<p><u>ASHRAE</u> (American Society of Heating, Refrigerating & Air Conditioning Engineers) ASHRAE is a global society advancing human well-being through sustainable technology for the built environment. The society and its members focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability within the industry. Through research, standards writing, publishing and continuing education, ASHRAE shapes tomorrow's built environment today.</p>
	<p><u>CFESA</u> (Commercial Food Equipment Service Association) CFESA is a trade association of professional service and parts distributors. Since 1963, CFESA has set the standard for excellence; providing an answer to all your equipment service needs.</p>

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	<p><u>CFMA</u> (Construction Financial Management Association) CFMA is "The Source & Resource for Construction Financial Excellence" and the only non-profit organization dedicated to serving the educational needs of today's construction financial professionals.</p>
	<p><u>IBDEA</u> (International Beverage Dispensing Equipment Association) IBDEA is an international non-profit trade association representing companies that sell, lease, rent, manufacture and service beverage dispensing equipment and supplies.</p>
	<p><u>IDA</u> (International Door Association) IDA's primary mission is to provide programs and services to door and access systems dealers for the express purpose of enhancing their value and professionalism.</p>
	<p><u>MCAA</u> (Mechanical Contractors Association of America) / <u>MSCA</u> (Mechanical Service Contractors of America) MCAA serves the unique needs of approximately 2,500 firms involved in heating, air conditioning, refrigeration, plumbing, piping and mechanical service.</p>

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	<p><u>NACS</u> (National Association of Convenience Stores) NACS is an international trade association representing more than 2,200 retail and 1,600 supplier company members. It serves the convenience and fuel retailing industry by providing industry knowledge, connections and advocacy to ensure the competitive viability of its members' businesses.</p>
	<p><u>NAFEM</u> (North American Association of Food Equipment Manufacturers) NAFEM is a trade association of 550+ foodservice equipment manufacturers supplying products for food preparation, cooking, storage and table service. In its 60+ year history, NAFEM has emerged as a leader in the foodservice industry.</p>
	<p><u>NFPA</u> (National Fire Protection Association) NFPA's mission is to reduce the worldwide burden of fire and other hazards on the quality of life by providing and advocating consensus codes and standards, research, training and education.</p>
	<p><u>PEI</u> (Petroleum Equipment Institute) PEI is a trade association whose members manufacture, distribute and service petroleum marketing and liquid handling equipment.</p>

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OPEN POSITIONS

The following job descriptions are for positions we frequently hire. So, if you are a self-proclaimed **ROCKSTAR**, we invite you to read on:

Position	Description
<p align="center">Product Representative</p>	<p>This position will oversee all facets of the sales process from inception to completion. Candidates must be able to work at our West Dundee, IL office and be willing to travel regionally. If you enjoy working in a fast-paced and fulfilling work environment, this may be the right opportunity for you.</p> <p>Candidate Requirements:</p> <ul style="list-style-type: none"> - Proven work experience in sales, preferably software-related to service-oriented industries - Personable and articulate – able to effectively communicate information across all platforms - Highly motivated, organized and able to simultaneously manage multiple projects and priorities - Exceptional customer relationship and leadership skills - Above-average knowledge of basic accounting principles, job costing, service billing, profit margins and basic reporting <p>Job Requirements:</p> <ul style="list-style-type: none"> - Ability to quickly learn new and complex processes and procedures - Identify relevant industries within defined territory and build/maintain relationships - Develop sales leads through prospecting/cold calling and respond quickly to inquiring parties - Manage inquiries for incoming opportunities using supplied sales management software - Collaborate with Marketing to creatively and strategically secure new customers - Maintain accurate and up-to-date records in supplied sales management software - Conduct product demos and stay current with industry trends and competitive software - Network with current and prospective customers at trade shows, etc. - Complete all required paperwork timely and accurately - Consistently follow-up with prospective customers until sale is successfully closed - Maintain customer satisfaction with regular follow-up and recommend/secure add-on sales - Other duties as assigned

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**Implementation
Manager**

Candidates must be able to work at our West Dundee, IL office and be willing to travel up to 50-75% of the year. If you enjoy working in a fast-paced and fulfilling work environment, this may be the right opportunity for you.

Candidate Requirements:

- Previous experience using or supporting enterprise software packages (accounting, inventory, distribution, service automation, manufacturing)
- Ability to quickly learn new and complex processes and procedures
- Personable and articulate – able to effectively communicate information to an array of companies and people
- Highly organized and able to simultaneously manage multiple projects and priorities
- Exceptional customer relationship skills
- Above-average knowledge or understanding of accounting principles
- Proficiency in MS Excel, Word, and PowerPoint
- Willingness and ability to travel up to 50-75% of the year across North America
- PMP designation or CAPM designation an asset
- Experience with SQL an asset

Job Requirements:

- Work with new clients to develop and execute a system implementation plan
- Review business processes and map current-state workflows to help identify the best way to set-up and deploy new applications to achieve future-state goals
- Provide clients with on-site and remote training and follow up support as needed
- Coordinate and facilitate training programs with client staff to ensure a smooth transition from legacy system
- Assess potential software enhancement requirements and interface with development team to design, develop and test final product
- Continue to support clients after Go Live date to ensure long-term success of the implementation, including follow-up training, issue resolution, and general business consulting, where appropriate
- Work with Software Implementation Team to continually develop new user documentation and training materials, including client-focused procedure guides and other non-traditional user support materials

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Support Analyst

Candidates must be a college graduate and aspire to establish a career in software training, product support, or project management. Candidates must also be able to work at our corporate office in West Dundee, IL and have a willingness to travel (on occasion). If you enjoy a fast-paced work environment and want to gain experience in a variety of business concentrations (i.e. accounting, consulting, management, etc.), this may be the right opportunity for you.

Candidate Requirements:

- Previous experience using or supporting ERP software packages (accounting, inventory, distribution, service automation, manufacturing)
- Ability to quickly learn new and complex processes and procedures
- Personable and articulate—able to effectively communicate information to an array of companies and people
- Highly organized and able to simultaneously manage multiple projects and priorities
- Exceptional customer relationship skills
- Above-average knowledge or understanding of accounting principles is required
- Proficiency in MS Excel, Word and PowerPoint
- Willingness and ability to travel across North America on an as needed basis
- Experience with SQL is a plus

Job Requirements:

- Work with new and existing clients to answer questions and solve issues that arise from their daily software usage
- Assist new and existing clients in understanding necessary procedures to reach their desired results
- Provide clients with suggestions on ways to utilize various software to handle industry- and company-specific situations
- Make appropriate recommendations (i.e. set-up changes, modules) needed to accomplish clients' anticipated result or to resolve issues
- Coordinate and facilitate follow-up training with clients' staff, upon request
- Work with Implementation Team to continually develop new user documentation and training materials, including client-focused procedure guides and other non-traditional user support materials

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Application Tester

Candidates must be an educated team player and able to work at our West Dundee, IL office. If you enjoy working in a fast-paced and fulfilling work environment, this may be the right opportunity for you.

Candidate Requirements:

- Proficiency in MS Excel, Word, and PowerPoint
- Personable and articulate – able to effectively communicate information
- Highly organized and able to simultaneously manage multiple projects and priorities

Job Requirements:

- Ability to quickly learn new and complex processes and procedures
- Complete any and all necessary documentation as it relates to the navigation and testing of our software platforms
- Other duties as assigned

We invite all *qualified* applicants to submit your resumé to employment@davisware.com.
Please specify the position for which you are applying in the subject line.

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