

Statement of Qualifications

Waddell Software Development LLC

January 2001

Introduction

Waddell Software Development LLC (WSD) provides custom software development, contract programming, system design and system documentation for organizations who generate high quality data. We do not sell instruments or computer systems. Our services increase the productivity of existing information systems through software development and enhancement.

William Waddell, President and Senior Programmer, has decades of experience with data management systems, ranging from legacy systems to current state-of-the-art object oriented languages and applications. Waddell Software Development LLC leverages that experience and expertise to make our client's data management system as efficient as possible, so that our clients can stay focused on their core business. Waddell Software Development LLC also provides web page design and web page maintenance, on-site training of applications software, and other related contract services.

Project experience

The purpose of this section is to characterize the types of projects we have successfully completed. Many of our early projects have been for environmental companies because we had a solid reputation established in that industry. The following examples are intended to provide an illustration of the types of work we have done. A list of references is available by request.

- Our first major development project came from an environmental laboratory network that had two facilities in different regions of the country analyzing multimedia environmental samples in high-resolution mass spectrometer instrument labs. In mid-1999, Waddell Software Development LLC was contracted to review the data retrieval and transfer processes and design programming changes to eliminate the need for operators to manually input data. The system was designed by WSD president Bill Waddell and written in Visual Basic at the customer's request.

The project required the merging of data from two instrument labs, which historically had been owned by other companies, using mass spectrometer systems from two different manufacturers.

The set of conversions programs have been successfully installed at both facilities. The operators can now select a sample batch, review the Peak List and assign specific compound names to any of the peaks.

RT	Amount	Det Limit	Spike Amt	Recovery	Flag	ppb
1.2.3.7.8-PwCDD	23.34	48.900	0.00091425	0.00	00.0	4.8900
1.2.3.4.7.8-HxCDD	31.11	50.300	0.00649174	0.00	00.0	5.0300
1.2.3.7.8-HxCDD	31.16	50.300	0.00649174	0.00	00.0	5.0300
1.2.3.7.8.9-HxCDD	31.41	50.300	0.00649174	0.00	00.0	5.0300
1.2.3.4.6.7.8-HxCDD	34.11	50.300	0.0062507	0.00	00.0	5.0300
OCDD	36.26	106.000	0.0082090	0.00	00.0	10.6000
2.3.7.8-TDF	00.00	8.000	3.7119	0.00	00.0	0.000
1.2.3.7.8-PwCDF	00.00	0.000	0.79889	0.00	00.0	0.000
2.3.4.7.8-PwCDF	22.51	50.300	0.0079889	0.00	00.0	5.0300
1.2.3.4.7.8-HxCDF	29.41	48.900	0.0038525	0.00	00.0	4.8900
1.2.3.7.8-HxCDF	29.56	48.900	0.0038525	0.00	00.0	4.8900
2.3.4.7.8-HxCDF	30.57	48.900	0.0038525	0.00	00.0	4.8900

After identifying peaks, the operator can display a Result List displaying only those compounds of interest with corresponding Retention Times, concentration, detection limit, recovery

percentage and any applicable flags. Once approved, the results are stored in a local server to be collected soon after by the centralized corporate computer network.

Waddell Software Development LLC also provided written User Manuals, program based Help files and trainer assistance to support the success of this conversion. In addition, test scripts were designed and tested prior to installation to validate the programs.

- Waddell Software Development LLC was contracted by a systems engineering firm, specializing in maintenance and refurbishing of mass spectrometers, to assist in the installation of a previously owned MicroMass high-resolution mass spectrometer into an environmental laboratory. The central task was to automate the process, which took raw data from the instrument and formatted it to be integrated into the in-house laboratory information management system. The most significant challenge was to merge two diverse systems. A bridge was required to link the original legacy system with the more contemporary NT-based operating system. The final outcome required a strong background in legacy systems and project management experience to diagnose and integrate the "old" with the "new".
- The environmental laboratory mentioned in the previous example independently contracted Waddell Software Development LLC to more fully automate the data reporting processes. Spreadsheets were created which allowed the operators to analyze the raw data and make adjustments without the need for manual input. Final format was seamlessly integrated into their traditional data-reporting format.
- In the fall of 2000, a company providing e-commerce and Internet access to the environmental, health and safety industry contracted Waddell Software Development LLC. Bill Waddell provided electronic data deliverables support by writing the requirements and procedures required to accept electronic files from long-term monitoring programs.
- In late 2000, Bill Waddell was contracted to design and implement a data retrieval/reporting system for the analysis and reporting of isomer specific polychlorinated biphenyls (PCBs). This new system used the key elements designed earlier to identify and report specific polychlorinated dioxins and furans (dioxins). The same program written to perform the dioxins analyses would handle the PCB method requirements, but it would access different maintenance tables.

Bill Waddell's employment experience

Bill's primary role at Waddell Software Development LLC is to direct the technical programming services we provide to our clients. For example, concurrent with the PCB project mentioned above, Bill is designing a web-based scheduling program to allow a 150+ member organization to schedule paid and volunteer work assignments in its web site. Bill coordinated data management activities of their staff, installed calendar software and recommended networking alternatives. Once completed, the organization plans to incorporate equipment maintenance and training schedules into the password protected web site.

Prior to starting his own business in the spring of 1999, Bill worked for a privately owned environmental and pharmaceutical testing laboratory for ten years. Under his direction, the laboratory expanded its quality control to more consistently deliver a quality data package and significantly reduce reworks. Through Bill's leadership and experience as the Operations Manager, the lab was able to reorganize its procedures to significantly reduce turnaround time of billable reports. Bill was the architect of the laboratory's information management system, which handled one of the largest non-governmental high-resolution mass spectrometer labs in the country.

Previous work experience includes technical programming services, director of a county government department, and development of a tax collections system and management of a software development service group.

Throughout his professional career, Bill has become proficient in over fifty different programming languages and applied those skills to over a hundred different real world applications. He has also consistently demonstrated his skills in problem solving, managing people, and controlling complex projects.

Bill's resume is in Appendix I

Phil Fields' employment experience

Phil's primary role at Waddell Software Development LLC is to provide technical support for the custom programs that Bill designs and installs. His first major project was to write the user manual and electronic help files for the integrated programs designed for a large environmental company. The manual is used to train new employees on all the features incorporated into the program. Those features were also built into an on-line help system so that instrument operators could get assistance on a specific feature while in the program.

In early 2000, Waddell Software Development LLC was contracted to design and install a web page for a local dairy operation. Since that first project, Waddell Software has designed and installed five other web sites for organizations in central North Carolina. Phil is currently working on a site that will provide web-based scheduling capability for its 150+ members.

Phil also provides marketing support through Waddell Software Development LLC to an environmental engineering firm. The client recognizes a significant cost savings by outsourcing market research, telephone communications and assistance in the development of marketing materials.

One of our clients needed assistance with on-site training of Microsoft Office applications and they contracted WSD to deliver those services. A curriculum was customized to the experience level of the student and training sessions were done at the student's convenience in his office so as not to disrupt his normal duties.



Prior to starting with Waddell Software in 1999, Phil directed the marketing program for an environmental laboratory. During that ten-year period, Phil had extensive experience in design and production of marketing materials, trade show participation, advertising, public relations and customer services.

Phil experiences also include directing the information systems for a modular building manufacturer, selling computer systems to businesses and cost accounting and budgeting for hospitals. He provides a broad range of experiences in technical and computer related applications that meld well with Bill's expertise in systems management.

Phil's resume is in Appendix II

Additional resources

Allan Green assists Waddell Software Development LLC as a consultant and contractor. Through his own business, QualiNET, Allan provides consulting and training in software development technology. Allan represents a high quality resource that's readily available to Waddell Software Development LLC for those projects requiring additional resources or expertise.

Allan's resume is in Appendix III

Summary

Using Waddell Software Development LLC for outsourcing information technology needs makes good business sense for several reasons. First is cost. WSD provides the concept, the budget, the implementation and the validation for the project. No long-term commitment to extra personnel is necessary. We cooperate fully with your in-house IT department, and free them up to focus on their core competencies. Secondly, our approach is to maximize the resources you currently have. WSD does not have to make a specific vendor product or software language fit into your IT system. Our only goal is to design the best solution to meet your needs. Lastly, we are a small, but an expandable organization. We grow, as the project and schedule require, while managing overhead appropriately. In addition to QualiNET, WSD has access to certified network engineers and trained programmers. If the project requires additional personnel because of its scope or short deadline, WSD has in experience managing temporary resources to get the job done on time and under budget. Additional information about Waddell Software Development LLC is available at our web site: <http://www.WaddellSoftware.com> or by calling Phil Fields at (919) 933-5169.

Appendix I

WILLIAM J. WADDELL, JR.
6513 Meadow View Road
Hillsborough, NC
(919) 942-3344



CAREER SUMMARY

A seasoned administrator and accomplished data processing manager with over 30 years of corporate management, computer systems implementation, and project leader experience. Major strengths are problem solving, managing, motivation, programming, systems analysis and design. Other skills include statistics, mathematics, planning and organization. Acknowledged to be a dedicated, considerate, open-minded team builder, who seeks innovation and challenges.

CAREER HISTORY

WADDELL SOFTWARE DEVELOPMENT LLC, Hillsborough, NC -- May 1999 to present
Owner and executive officer of start-up company specializing in systems analysis and program design.

- * Increased capacity for large environmental laboratory network in initial project. Merged the data from two laboratories with different instrumentation and operating systems into a standard corporate format.

TRIANGLE LABORATORIES, INC., Durham, NC -- 1989 to May 1999
Privately owned environmental and pharmaceuticals testing laboratory specializing in dioxin, organic and inorganic analyses with annual sales over \$15 million.
Senior Systems Analyst -- 1993 to Present
Operations Manager -- 1991 to 1992
Systems Manager -- 1989 to 1991

- * Expanded quality improvement effort to deliver consistent products and reduce reworks by over 50%.
- * Reorganize production reduce work schedule from 35 days to 14 days, reduced work-in-process by over 40%.
- * Streamlined operating procedures and reorganized management to increase annual production capacity by 50%.

CORPORATE PERSONNEL, INC., Charlotte, NC -- 1987 - 1988
Consulting firm providing technical programming services to industry.
Consultant

- * Programmed consistently under budget and ahead of schedule saving an estimated \$270,000 over 18 months.

CONSOLIDATED DATA PROCESSING, El Paso, TX -- 1983 - 1987

El Paso County government department providing services to the county, city and appraisal entities.

Applications Manager -- 1986 to 1987

Director -- 1983 - 1986

- * Merged three departments and directed transition. Eliminated duplication saved over \$1 million/year.
- * Installed accounting and payroll/personnel systems. Doubled management information halved clerical effort.

THE EBERT CORPORATION, Lansing, MI -- 1981 to 1983

Privately owned land appraisal firm offering appraisal software and consulting services.

El Paso Project Manager

- * Developed a tax collections system, reduced processing times from 14 days to one day for \$200M annual revenue.

MADILL SYSTEMS, INC., Durham, NC -- 1974 to 1981

Privately owned software development and consulting group.

Vice President

- * Led team to develop multi-city, overnight analysis/reporting systems. Allowed expansion, doubled sales in 1 year.
- * Managed software development service group while generating 50% to 100% growth over 5 years.

EDUCATION

BS Mathematical Sciences - University of North Carolina, Chapel Hill, 1990.

Graduated with distinction.

AFFILIATIONS/ASSOCIATIONS

Board of Directors, Orange Grove Fire Company, Hillsborough, NC 1998-2001

Paramedic, Orange County EMS, Hillsborough, NC 1991 - Present

Lieutenant, Orange Grove Fire Company, Hillsborough, NC 1991 - Present

Chairman, Orange County Board of Adjustment, Hillsborough, NC 1989 - 1996

Chairman, Orange County Planning Board, Hillsborough, NC 1990 - 1996

Member, Friends of the Bonds, Hillsborough, NC 1997

Trustee, Wesley Foundation, Chapel Hill, NC 1988 - 1990

INTERESTS

Scuba Diving, Travel, Languages, Politics

WILLIAM J. WADDELL, JR.
TECHNICAL SKILLS SUMMARY

WADDELL SOFTWARE DEVELOPMENT, Hillsborough, NC

Programming: Visual Basic, Clipper, C shell script, VMS DCL, MS Excel, Windows NT, 95 and 98, MS-DOS, DEC VMS, HP-UNIX, DEC RSX11M+.

Applications: System Design, Integration of different instruments and operating systems, Laboratory Information Management Systems upgrades, Centralized Result Reporting (paper and electronic) into Corporate standards, Instrument Specific Programs (Finnigan MAT and MicroMass).

TRIANGLE LABORATORIES, INC., Durham, NC

Programming: Clipper, Pascal, dBase III & IV, FoxPro, VMS DCL, MS Access, WinBatch, C, Visual C++, QuatroPro, MS Excel, Lotus 1-2-3 -- Windows 3.1, Windows NT and 95, MS-DOS, DEC VMS, HP-UNIX, DEC RSX11M+.

Applications: Laboratory Information Management, Result Reporting (paper and electronic), Instrument Specific Programs, Accounting (GL, PR, AP, AR, SO, IN), Sales, Management Reporting, Instrument Control, Network Support, PCAnyWhere, cc:Mail, process control.

CORPORATE PERSONNEL, INC., Charlotte, NC

Programming: PL/I -- CICS, TSO, MVS, DB2.

Applications: Document Image Storage and Retrieval System, large scale Data Base Management.

CONSOLIDATED DATA PROCESSING, El Paso, TX

Programming: COBOL, PL/I, COBOL -- MVS, IBM's DOS, CICS, TSO, HP-2000.

Applications: Accounting, Payroll/Personnel, Property Appraisal, Criminal Justice Information System, Property Tax Billing/Collection, and Other Governmental Applications.

THE EBERT CORPORATION, Lansing, MI

Programming: Fortran, PL/I, COBOL, JCL -- DEC RSX11M+, MVS, IBM's DOS, CICS, TSO.

Application: Property Appraisal, Property Tax Collection, and Facilities Management.

Appendix II

PHILIP I. FIELDS
 311 Westbrook Drive
 Carrboro, NC 27510
 Office: (919) 933-5169



Summary of Qualifications

Over thirty years experience in business development, financial, administrative services for small to medium sized companies.

Education

University of Delaware B. S. Business Administration, 1970	Newark, DE	1967-1970
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Salisbury State College Enrolled in MBA Professional Program, 1982-83 Undergraduate Accounting, 1980-82	Salisbury, MD	1980-1983
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Professional experience

Waddell Software Development LLC Documentation specialist Create web sites and user manuals	Carrboro, NC	1999-present
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Triangle Laboratories Vice president Marketing, Client Services Representative Managed marketing program. Provided technical assistance.	Durham, NC	1988-1999
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UNC-School of Medicine Computer Systems Coordinator, Medical Faculty Practice Plan Responsible for medical claims database for HMO-Services	Chapel Hill, NC	1988-1988
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Systems Craft Director, Management Information Services Responsible for accounting, AutoCAD and marketing information at manufacturing company.	Durham, NC	1987-1988
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ComputerLand Senior Account Manager Responsible for development of corporate accounts	Durham, NC	1983-1987
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Peninsula General Medical Center Rate/Budget Analyst Maintained financial records for cost reporting in 383-bed hospital	Salisbury, MD	1979-1983
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Personal

Lay Leader at Orange United Methodist Church

Appendix III

ALLAN GREEN

5604 Dairyland Road
Hillsborough, NC 27278
Phone: (919) 967-8181
Email:
akgreen@akgreen.com



Professional Overview:

Allan Green currently owns and operates the QualiNET Company, providing instruction and courseware development in Object-Oriented Design and Analysis using Rational Rose™ or System Architect™, C++, Smalltalk, and Java languages. QualiNET courses are offered using the most popular and advanced development platforms for Windows systems. QualiNET also provides custom courseware and instruction programs to meet unique training requirements, as well as systems design and integration services. QualiNet has been in business since 1993.

Prior to 1993, Mr. Green served as Adjunct Professor of Computer Science at North Carolina Central University under the auspices of IBM's Faculty Loan program. Mr. Green taught computing-related courses in both the School of Business and the Department of Computer Science, and was known for his commitment to the students and clarity of learning objectives. He was instrumental in introducing new topics into the computer science curriculum and assisting the University with its local area network implementation.

From 1985-1991 Mr. Green managed the consolidation of all major IBM data center facilities in the Connecticut, Westchester, New Jersey tri-state area. In 1985-87 all HQ production (MVS) operations, most notably the accounting and ledger processing, were consolidated at Sterling Forest, NY. During 1988-91 the HQ office/administration processing from 11 locations in the tri-state area was consolidated and relocated to a new I/S facility at Somers, NY. This project also had the added complexity of "regionalization", i.e., standardizing the support, operations, and user interface functions on one region-wide platform or process. Both consolidations were highly successful and the regional centers were acknowledged leaders in remote operations, network management, and end-user services.

Education

- BS in Computer Science, Union College, 1973 (GPA 3.3)
- MS in Systems and Information Science, Syracuse, 1981 (GPA 3.4)
- MBA, Lubin Graduate School of Business, PACE 1987 (GPA 3.9)
- Ph.D. Candidate, Graduate School of Management, Union College, Schenectady (1990-present) (GPA 3.7)

Instructional Experience:

QualiNET Company: (1993-)

Object-Oriented Programming with Java

Object-Oriented Programming with C++
Object-Oriented Programming with Smalltalk
Visual C++ Programming for Windows™
Object-Oriented Design and Analysis with the Unified Modeling Language
- Using Rational Rose™
- Using System Architect™

North Carolina Central University: 1992-93

Fundamentals of Computing and Information Systems
Systems Analysis and Design
FORTRAN programming
Computer Graphics with C++
Computer Information Systems and Business Applications
Calculus

Skills:

C, C++ - Expert level, instructional graphics, demos, OOP
Smalltalk - Expert level, instructional models, tutorials
Java - Expert level, client server interface development
Visual BASIC - Expert Level
APL - Expert level, statistical modeling, analysis
ASSEMBLER - financial and systems programming
COBOL - financial applications development
PL/1 - Manufacturing applications development
FORTRAN - Instructional demonstrations, development

Mainframe Systems/Sub-Systems experience:

MVS, VM, IMS, CICS, JES, SQL

Workstation/PC platforms:

DOS, WIN 3.1, NT, 95/98, OS/2, NETWARE 3.11& 4.0
MS OFFICE, MS ACCESS, DB/2, dBase, LOTUS, Wordperfect, FREELANCE,
and general familiarity with most other PC applications in common use.