

\* ~~Eliminate Dual Entry~~ Integrate your computer systems. Save \$'s on resource time and cost.

- \* Plan & Budget exactly what you need BEFORE you call any vendor.
- \* Determine which SW is best for your business.
- \* Manage vendor communications, negotiate contracts, and create realistic project plans and budgets.
- \* Develop Strategic Long Range IS Plan. Does yours align with your company vision?
- \* Custom SW development to meet your company's needs.

*Specializing in your IT Outsourcing,  
Business Planning, and  
Project Management Needs*

**Information Technology**

- \* Need Help With Your IT Budget?
- \* How Do I Determine my ROI?
- \* Need Competent and Unbiased Advice?
- \* Don't Know Where to Start?
- \* Don't Know What Questions to Ask?

**Get Advice from Someone  
Who Lives in Your Community.**

**Don't \$pend Unnecessary  
Dollars.**

**Call Someone Who Has the  
Knowledge and Credibility.**

Markor, Inc.

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**Victor S. Jurgens**

President and CEO

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**Markor, Inc.**

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## Markor, Inc. Services

Markor, Inc. services cover a vast range. Usually, companies list their services, but give you no explanation of WHY you would need a particular service. Here is a sampling of “Problems” related to computers you may be having and the service Markor, Inc. can provide as a possible “Solution”.

### Problem:

- Personnel spend more time rebooting than being productive.
- Still looking for a file you created two months ago.
- Every time you turn around there is another bill on your desk for computer software/hardware...and you don't know when or why.

### Resolution:

#### General PC Support/Maintenance

- Get senior-level support and eliminate the personnel costs.
  - ❖ Preventative maintenance,
  - ❖ Data backups,
  - ❖ PC Software upgrades,
  - ❖ Setup/maintain company email,
  - ❖ Network Administration

### Problem:

- Experiencing what seems to be a “black hole” in your IT spending
- Always seem to go over your IT budget, or worse, you don't have a budget
- Manual data entry is causing input errors and extra personnel cost
- Band aids just keep getting bigger and more expensive
- No one understands what the IT department does

### Resolution:

#### IT Strategic Long Range Planning (SLRP)

- Develop a 1-5 year SLRP (business plan) which aligns technology with the company mission (not technology driving the business).
- Determine mission critical information needed to run the business. Make it readily accessible and accurate.
- Improve Business Process Efficiency (a.k.a. process reengineering)
  - ❖ Map out inefficiencies in functions (i.e. Payroll, AP, Sales data, Ordering, Inventory, etc.).
  - ❖ Develop proper plan to implement new business process and train personnel.
  - ❖ Makes day-to-day functions more manageable for employees,
  - ❖ Improve bottom-line by decreasing turn-over and actual time to perform functions.
- Improve Information Flow Efficiency
  - ❖ Map out how information flows through the company (i.e. Profit and Loss statement: Visually show flow, effort, and cost of effort to gather all information that goes in to the P&L.).
  - ❖ Develop proper plan to implement new information flow more efficiently.
  - ❖ Improve bottom-line by decreasing turn-over and actual time to perform functions.
- Integrate sharing of information between systems. Eliminate personnel cost of dual-entry. Eliminate cost of keying errors and information being reliable.



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## **Other Services Provided by Markor, Inc.**

### **Business Planning**

- Determine realistic ROI for any project
- Develop and maintain benchmark data to report ROI automatically

### **Project Management**

- New System Implementation (Small to ERP)
- Manage vendor communications, negotiate contracts, and create realistic project plans and budgets.

### **Web Development**

- Develop company web page, E-commerce
- Develop company intranet which can be connected to in-house systems for company reporting (i.e. HR, Sales).

### **Software Development**

- Custom software development to meet company needs (Wal Mart, Kaiser Permanente amongst past clients).

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## A Few Accomplishments of Our President and CEO

### \* General Manager and COO of Multi-million Local-based Computer IS Consulting Corporation

Responsible for all operations of corporation. Including management of Account Managers on location at IS outsourced client sites, all HR functions, and all customer relations. Managed product invention and development for venture capital company of on-board computer systems in waste-hauling trucks.

After coming on-board as G.M. brought all projects and outsourcing accounts to on time, on budget, and profitable.

*"... Your professional integrity has won the respect of your teammates, clients and the company...I can always count on you to get the job done... you are a great example of guaranteed results..."*

**President, CerikaCorp Inc.**

### \* Project Manager of Multi-million ERP (Baan/PeopleSoft) Implementation Across U.S. and Canada for a Local-based ConAgra Company

Responsible for software search, developing/maintaining budget, negotiating contracts, hiring and managing of implementation team, reporting to executive team, developing interfaces to accounting and manufacturing systems, and management of "process reengineering".

*"...In addition to his excellent skills in all the challenges of project work– troubleshooting, learning functionality two steps ahead of the users, assessing multiple technical options for the most cost-effective solutions – he is personable and supportive to all levels of the organization's personnel, from clerk to CEO, in managing the stresses and opportunities of change...I have relied on Victor's experience and contacts for excellent solutions to business/IT challenges and continue to do so."*

**Director, Information Technology, ConAgra Malt Americas**

### \* Managed Development Project for City of Vancouver

Developed application for Pretreatment Program compliance reporting and tracking.

*"Our sincere thanks to the entire ...team for their outstanding performance in completing our database project in a professional, timely manner..."*

**Head of Engineering, City of Vancouver**

### \* Division Manager for SW development and HW/SW implementation in all Wal Marts and Kaiser Permanente's

Responsible for management of all personnel. Status reporting to Executives. On steering committee to plan future development for Wal Mart. Received corporate "Award of Excellence" over 300 candidates - nominated by Wal Mart.

*"...for achieving excellence in performance and outstanding leadership contributions to the success of the company, Victor Jurgens is presented the CMSI Award of Excellence."*

**President/CEO, CMSI**

### \* Developed IS Strategic Long Range Plans for over 25 corporations (including ConAgra Malt Americas)

*"... With hard work, long hours, professionalism, and the highest of work ethics, you have served as the model all the rest of us aspire to...the single greatest success CerikaCorp has enjoyed...You are responsible for it (our success)...We are a better company because you are on board."*

**Board of Directors, CerikaCorp Inc.**

### \* National Leadership Award - Honorary Co-Chairman Business Advisory Council (representing state of WA)

### \* Managed Development, Implementation of Retail Systems, and EDI Procurement System, for multi-billion Dollar Retailer in England