

2008 corporate highlights



Given today's economic climate, capital-purchase ROI has become more important than ever to the life sciences industry. That's why more pharmaceutical and biotechnology companies are turning to DRS for their sample accountability software and consultation needs. We have risen to the occasion each and every time, playing a significant role in business process planning and in the deployment of solutions that are simple, cost effective and easy to use.

Rick

Rick McQuade
President/CEO

It is critical for companies to stay in touch with their valuable information, deliver and receive data accurately and quickly when needed and extensively reduce operating costs...no small task. But recently, with corporate headcount under close scrutiny at a Top 50 pharmaceutical company, DRS assumed staffing and production management responsibilities for their entire Clinical Documentation Department. Utilizing a combination of on-site staffing and redundant production operations at our NJ offices in Union, we have already achieved an ROI in a very short period of time for this client and anticipate our involvement to increase in 2009.

Following DRS' successful implementation of Microsoft Dynamics CRM, Microsoft asked us to take part in a marketing campaign for the product's worldwide launch. As one of only two companies chosen to participate in this well-produced, highly successful spot, it was indeed a very proud moment for all of us at DRS.

Since 1992, DRS has been developing software using state of the art products and tools. For the most part, we created software to complement our production services and data/image delivery offerings. We are now focusing our efforts on Web product development. The result has been that we now market a combination of Web-based application deliveries with low introductory costs for clients who depend on and expect immediate ROI.

All DRS SaaS (Software as a Service) offerings enable our clients to benefit from the best products available incorporating the most timely information delivery available...all with high levels of Internet security. The success of this model lies within its ability to provide extremely rapid

deployment and implementation which, in turn, keep costs down while improving our clients' processes.

During the past year, we introduced PDMA OneSource, our full-circle samples management system which, in itself, was a further development of our already successful DRS Samples Management System. The development of the DRS RepReview Software Suite continued with the addition of complimentary upgrades to the product reconciliation software. DRS Compliance View provides a proactive compliance monitoring tool for managing sales representatives and DRS SampleTrak monitors third party product marketing programs to insure a good return on investment for home office promotional campaigns. Additional application modules will be available during the first quarter of 2009.

Also announced, was the latest version of PharmaSync®, DRS' patented signature capture tool which seamlessly integrates with any installed back office product. Additionally, our relationship with AT&T continued to grow improving phone service and connectivity.

The Business Solutions Group announced BizAppsOnline which provides seamless paper-based capture and image delivery. Its workflow process heightens corporate records management seamlessly enabling migration with any type of legacy data into one image repository through our Web ImagView application. Very important for legal requirements.

A key piece of the DRS product lineup for 2009 will be the development of a second electronic capture solution, *DRS DataView*, which will allow us to take the success of PharmaSync from our Life Sciences sector and make the same product offer to the Manufacturing, Insurance, and Finance industry. We expect this to be a very successful launch later this year.