



February 2008



I am pleased to report DRS continued on its upward trajectory in 2007, a year marked by significant customer wins, technology enhancements and intensification of our partnership initiatives ...and the momentum is carrying over into 2008.

Already this year, we've added new customers in two very important market segments – business solutions and life sciences – and we anticipate new vertical deployments in financial services by quarter's end.

Rick

Richard McQuade
President

1323 Burnet Avenue
Union, NJ 07083
www.drscorp.com

2007 CORPORATE HIGHLIGHTS

Customer Wins

- During the first quarter, a multinational pharmaceutical company implemented DRS PharmaSync® for its OTC field sales representatives and has already seen a marked improvement in medical rep call reporting procedures at lower operational costs.
- Another Top 50 pharmaceutical company, founded in the mid-1800s and who today markets products in over 100 countries, decided that both DRS PharmaSync and DRS RepReview were perfect for their sample management and reconciliation operations, respectively.
- In addition to enterprise level businesses, our solutions are designed and developed to be widely scalable to fit the needs of small- to mid-size companies, as well. As such, DRS PharmaSync and DRS RepReview were also selected by an emerging specialty company founded at the beginning of this century. In all cases, the companies upgraded from paper to electronic data collection and proactive inventory reconciliation.
- Earlier in the year, a world-renowned pharmaceutical company appointed our Client Services Group to handle all of its reconciliation requirements on an outsourced basis.

Channel Partners

- Having satisfied a list of eligibility requirements, e.g., employing Microsoft® certified developers and marketing Microsoft-tested software solutions, we were awarded Microsoft® Certified Partner status.
- By mid-year, we began integrating Microsoft Dynamics CRM into major pharmaceutical companies' back-end systems, helping those companies drive performance improvements across sales, customer service, and marketing.
- Microsoft also selected DRS to be one of only eleven companies nationwide to test its new SaaS (Software as a Service) offering, Microsoft CRM Live
- Wireless connectivity partnerships continued to grow as DRS joined the AT&T Business Alliance Partner Program
- Another DRS partner, Enterprise Mobile, became instrumental in helping to expand DRS solutions offerings by providing implementation, help desk and device management services for all mobility strategies based on the Windows Mobile® operating system.

Product Development

- DRS rolled out a new version of its patented, real-time

data collection system, DRS PharmaSync, which now features increased functionality, tighter integration into back end systems, and expanded SaaS offerings which promise to deliver more effective results at minimal initial and operational costs.

- DRS RepReview, a software application that proactively reconciles prescription drug sample inventories as it monitors the sample transaction activities of pharmaceutical company sales representatives, became Web enabled to provide on demand image retrieval as well as integration with Microsoft CRM software.
- DRS BizAppsOnline, the complete DRS portfolio of commercially licensed business applications that includes, but is not limited to, financial, legal and human resources solutions, was introduced as SaaS.

Expansions

- With the influx of new customers and increased activity among current customers, we expanded our permanent staffing in the software development, client services, telemarketing, and PDMA Compliance areas.
- External facilities management expanded as well with on-site samples management staffing at a multinational pharmaceutical company.