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*The boxes on our production floor made a great backdrop for filming the Microsoft Dynamics commercial. And yes, it does get hot under the lights.*

*Marc*

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## 2008 HIGHLIGHTS TO DATE

### Peer Recognition

- In March, DRS was notified that it had been selected as a finalist in the professional division of the Samsung Innovation Quest competition. It then became my privilege to fly to London, represent DRS and present PharmaSync®, our Life Sciences data collection application, to a board consisting of Samsung mobile engineers. Winning solutions will be announced next month and will be based on feature/function uniqueness, i.e., never-before-available on a mobile device. Since ours is patented, I'd say we have a very good chance. In the interim, DRS has been requested to provide Samsung with a marketing overview of PharmaSync and the US market. For more information, visit [www.samsungiq.com](http://www.samsungiq.com)

### Channel Partners

- Next month, I will be presenting jointly with Microsoft and IQ Max at the upcoming Microsoft Health & Life Sciences Developer and Solutions Conference in Atlantic City.
- DRS was selected as only one of a dozen or so companies nationwide to pilot a new application from Microsoft -- Microsoft Dynamics CRM OnLine. The success of that program led to us being asked to be part of an

upcoming Microsoft ad campaign. Rick McQuade, President/CEO, the DRS facility and I were all featured in a 3-minute infomercial video during which we explained the benefits of the new application.

- DRS is in the process of expanding its relationship with AT&T. We will be jointly marketing at the above mentioned Microsoft conference. DRS and AT&T are also in the process of identifying other events to attend during the coming year.
- DRS is currently engaging in multiple joint opportunities with AT&T.

### New Accounts

- DRS has added two new customers for DRS RepReview. Both are using DRS RepReview as a hosted application. This allows for fast deployment and requires little or no IT support from our customers. Each of these customers is taking advantage of the embedded image retrieval application in DRS RepReview to further streamline their daily operations.
- DRS has completed the go-live of our two newest PharmaSync® customers.
- DRS completed an archive conversion for one of its existing customers. This

consisted of taking the existing CD image volumes from the previous vendor and converting them to our web image delivery image application, Web Image-View. The total number of images converted was in excess of 1.5 million.

### Milestones

- DRS has now fully implemented Microsoft Dynamics CRM OnLine for its sales and marketing groups.
- Highlights from our Business Solutions Group include: In a short span of time (1 year) we have passed the 10 million image mark for one of our newer customers. We are on target to double this in another 6 months' time.

### Product News

- DRS has expanded its in-house reconciliation services for an existing DRS RepReview customer. We have been tasked with assisting one of our customers with pieces of their reconciliation process here at DRS. This was easily accomplished using our DRS RepReview platform as the unifying application for this joint effort. This allows DRS and our customer to work "alongside" one another without the necessity of being in the same physical location. Additionally, DRS has taken over the e-reject "home office" portion of Reconciliation for this same customer.