

radiatingresults

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Navy Pier's most visible attraction, the 150-foot-high Ferris wheel. In the evening, the Ferris wheel's 40 spokes, spanning a diameter of 140 feet, are illuminated by thousands of sparkling lights.



North American User Conference 2007 Wraps Up with Record Attendance

Radius Solutions' annual North American User Conference was held in downtown Chicago, on June 18-21st at The University Club, located at 76 East Monroe Street. It was a pleasure to host the opening reception for the event in our new Corporate and North American Headquarters location at 150 N Michigan Avenue, in Chicago, IL.

Thank you to those who participated in the conference, our user group membership continues to grow and we were pleased to have a record turn out at this year's event. We hope you had the opportunity to network with your peers and as a group, we all learned through your individual experiences. Radius Solutions is continuing to develop in ways to ensure that we provide you with the long-term business partner your company requires, so the feedback you provided to us is very important and will help us better support your organizational requirements today and into the future.

We hope you enjoyed all of the sessions and found them to be beneficial. The introduction of a half day executive

program including; a keynote presentation, Radius Solutions company update and Panel Discussion with industry experts, was new to the program and we appreciate your feedback regarding this new format. All presentations from the executive track, management track and technical track are now available on the Radius Solutions intranet, which can be found at www.radiusolutions.com then following the link to the client site. You will need your client password to access the site. If you need a password or need help accessing the site, please contact Jennifer Junitz directly at 312-327-7168.

Finally, we would like to thank the user group committee members, John Reynolds, Mike Dingee, Jean-Francois Bedard, Mike Hanson, and especially John Samuelson, our user group President, for leading this year's event. Radius Solutions enjoys an active and vibrant user community and we look forward to helping facilitate meetings and networking opportunities where you can collaborate with expert users and share experiences, tips and ideas.

A Message from Radius Solutions' Executive Management

As Radius Solutions enters into the second half of 2007, we continue our focus on being the best partner possible for our clients, in our served markets. As such we feel it is important to provide regular updates to you on the state of our organization, as well as our goals and plans.

We recently completed our annual North American User conference, where I spoke about our operating philosophy, and provided information on our company performance. For those who attended the conference, thank you for your participation. For folks who did not make it to that event, I will recap some of that information.

It has been approximately 18 months since Radius Solutions underwent a management buy-out. This change made it possible for us to make greater investment back into the company and it enabled us to make the incremental business adjustments needed to lay a solid foundation for accelerated growth, long-term sustainability and in short, greater ongoing success. I like to think of the activities over the past 18 months as the execution of our "Built to Last" strategy, for those of you who are Jim Collins fans.

Since we are a company that embraces continuous improvement, not only have we been investing in areas for growth, but like you, we have been focusing on process improvements to help us become more efficient and respond more quickly to your needs. And as you will read throughout the course of this newsletter, we are starting to see excellent results in our organization as a result of these changes.

We understand that our success is predicated on our ability to provide you with the solutions you rely on to compete in today's challenging business environment. An environment where consolidation continues to present you with fewer but bigger and better competitors, where margins continue to be squeezed, customers' demands continue to grow,

and IT budgets for solutions to these challenges continue to be reduced.

As your business information management provider, we are committed to helping printing and packaging organizations meet these challenges, by providing solutions that deliver value and rapid ROI. And we want to continue to improve our solutions and our company so you can rely on us as a long-term ERP/MIS partner for success. It is with these goals in mind that we have made the following changes:

Product

We have better formalized the product management function at Radius Solutions and Paul Devonald has been appointed to head up this area in our organization. Ongoing R&D investment has been increased to ensure that our solution remains best in class, based on functionality, technology and usability. A number of functional and technical enhancement requests were submitted during the North America User Conference and are currently being evaluated by Paul and his group.

Services

We have added several top notch services professionals and we have undertaken a large training effort for our consultants to ensure they remain world class and employ best practices. This effort also includes an improved central repository for our collective knowledgebase to help improve efficiencies, accelerate cross training and facilitate the distribution of information on new release features.

Support and Development

We have added several new support and development staff, as well as improving the processes involved in logging and resolving issues. Our investment in this area continues to grow, and we have received excellent feedback on the improved performance we are already achieving.

Sales and Marketing

We have hired three new marketing staff to update our company brand, enhance our image and to improve our external and internal communications. We have launched our new website and many new materials and programs are underway. We have also added new sales personnel including a new head of sales in North America. Through the addition of the new sales and marketing personnel, we plan to continue our accelerated growth and separate our company out as the clear market leader in our space.

We have already received much positive feedback about many of these changes from quite a few of you. And we have been able to achieve an excellent financial start to 2007, as well as record attendance at our North America user conference and hopefully, outstanding results from our next client satisfaction survey. I look forward to sharing many more positive ongoing developments with you soon.

Best regards,



David Taylor
President and CEO, Radius Solutions

Welcome New Radius Solutions Clients



Radius Solutions is pleased to welcome the following new customers to our global client base.

Master Packaging – a two-plant converter of bags, rolls stock and laminations servicing bakery, produce, and institutional markets. Master Packaging is headquartered in Tampa, Florida, USA.

Multi-Packaging Solutions – a full service printing and packaging supplier, providing labels and cartons using flexographic, offset, letterpress, silkscreen, and digital presses. Headquartered in New York, New York, USA.

Protect-All – a manufacturer of standard, clarity, premium, and specialty laminating films. Protect-all is located in Darien, Wisconsin, USA.

Trojan Lithograph – a specialist in folding cartons and commercial printing including digital prepress. Trojan is located in Renton, Washington, USA

Zebra Technologies – a producer of bar code label and receipt printers, supplies, accessories, connectivity options and label design software. Zebra is headquartered in Vernon Hills, Illinois, USA.

We are committed to strengthening these new relationships and serving as a strategic, long-term business partner to these organizations today and into the future.

Boxpak – a folding cartons producer. Boxpak is based in Northern Ireland.

Excelsior – a manufacturer of flexible packaging. Excelsior is located in Wales.

Hammer Packaging – a multi-plant producer of sheet-fed cut and stack labels. Hammer packaging is headquartered in Rochester, New York, USA.

additional projects

We continue to focus on providing the best partnership possible for our clients. Many of them have chosen to extend implementations of PECAS Vision or upgrade to the latest release. Following are some clients undergoing activities in those areas: Alcan Food Flexibles, Alcan Tobacco Packaging, Cardinal Health, Chesapeake, Flexo Print, Multi-Color Corporation and Nampak Europe.



radiusevents

Sep

04

TLMI – Tech 007
Technical Conference
September 4-7, 2007
Chicago, IL

12

ECMA Conference
European Label Printers
Association
September 12-15, 2007
Cascais, Portugal

25

Webinar
PECAS Vision Estimating
Introduction

26

Label Expo Europe 2007
September 26-29, 2007
Brussels, Belgium

Oct

03

FPA Conference
October 3-6, 2007
Chicago, IL

15

FPA-CPP/Pack Expo
October 15-18, 2007
Las Vegas, NV

21

TLMI – Annual Meeting
October 21-25, 2007
The Kohala Coast, HI

30

Webinar
PECAS Vision Job
Costing Introduction

Nov

05

FFTA Fall Conference
November 5-7, 2007
Nashville, TN

Radius Solutions Moves its North American Headquarters in Chicago

Radius Solutions' North American Headquarters in Chicago has been relocated to Michigan Avenue in downtown Chicago, IL USA.

After a thorough search, Radius Solutions selected the new location on the 36th floor of a landmark building, as the perfect space for the company's needs. "It's such an exciting time for Radius Solutions and PECAS Vision. The location really reflects the unsurpassed efforts of our professionals while providing them a more efficient commute to the office. We also look forward to our clients being able

to truly enjoy Chicago when they visit," said David Taylor, President and CEO of Radius Solutions.

Radius Solutions' Chicago office contact information such as phone and fax numbers remain the same. The new office address is Radius Solutions, 150 N Michigan Avenue, Suite 3680, Chicago, IL, USA, 60601.



This newsletter is produced by Radius Solutions. If you have comments regarding content in this issue or would like additional information on any information listed in this publication, please contact: Sonal Gupta at 312-327-7173 or at sonal.gupta@radiusolutions.com.

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