

Business @ Bishop Ranch

Northern California's Most Dynamic Business Community

THANKS FOR A GREAT 2008!

Bishop Ranch would like to thank everyone who made 2008 such a great year. We leased more than one million square feet of office space and welcomed some exciting companies, both large and small, to our business community.

Take a look at who leased, renewed or expanded last year:

4 Way Logistics, Inc.	FedEx	Pacific Convenience and Fuels
Aidan Aryl Enterprises	Full Care Medical Group	Pike Electric, Inc.
Apellanes Advertising	H. Abram Wilson	Praxair, Inc.
Melissa McNamara-Arthritis Center	Hanson Aggregates West	Pylon Solutions, Inc.
Ascend Strategic Partners	Hill Physicians Medical Group	Raymond J. Lucia Co's, Inc.
Average Joes Investing, LLC	IC Engineering, Inc.	UC Davis Regents
BEW Engineering	InfoBeans, Inc.	RFC Wireless, Inc.
Breathe Technologies, Inc.	Integriteam, Inc.	RK Associates
Brisco Partners	Janet Wong, CPA	Robert Half International
Burke & Associates	Japonesque	Robert Neves, M.D.
Citizens for Quality Schools	JMR Construction Corp.	RosCor Group, Inc.
Coca-Cola	Joan Buchanan	Sales Masters Solutions, Inc.
COL Search	John Muir Physicians Network	Scientific Image Ctr. Mgmt.
ConGlobal Industries, Inc.	Keystone National Group LLC	SPK Associates
Conniff Accountancy Corp.	Legacy Planners, Inc.	SR Valley Unified School Dist.
CSI Solar, Inc.	Limage Holding USA, Inc.	System 1 Executive Search
Del Monte Corp.	Louann Elsherbini-Masters & Assoc.	TargetCast Networks, Inc.
Diablo Green, Inc.	Mark Ressa	The Fiedler Law Firm
Diablo Valley ENT	MCJ Consulting	Torchiana, Mastrov & Sapiro
Edgewood Partners Ins. Ctr.	Mirion Technologies	True Wireless, Inc.
EduExpress	Morton, Lulofs & Wood, LLP	VCOM Solutions, Inc.
eQuest, LLC	One Stop Logistics Corp.	Viasyn
Federal Insurance (Chubb)	P&G	Western Conf. of Teamsters
		Yemeni Mesa



EXECUTIVE PROFILE

Iqbal Khan

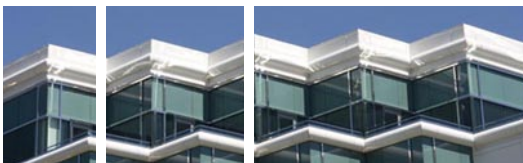
Title: President
Company: Alachisoft
Location: BR 6
Number of employees: 40 globally
Year company founded: 1996
Years at Bishop Ranch: 3
Business: Information Technology

Business philosophy: Our main focus is on improving productivity and performance of our customer's IT software applications, either by increasing efficiency, reducing costs or improving capabilities so they can do more with the resources they have.

Definition of success: Having a profitable business that achieves both customer and employee satisfaction. Our goal is not the typical Silicon Valley formula, where you grow fast and then go public. Of course we want to be profitable, but we also want to enjoy what we do.

Definition of good leadership: A good leader empowers their team by focusing on people's strengths, rather than their weaknesses, and amplifying those strengths. Inspire people to work as if the business

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NewsFeed

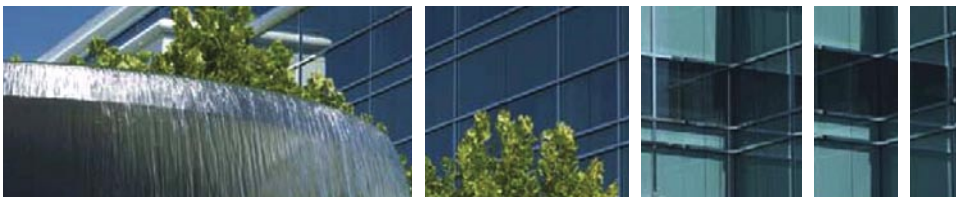
- **Clare Computer Solutions** has added two new benefits to its flagship service product, NetCentral Network Management: Annual Network Perimeter scans, which search your external network for vulnerabilities, as well as virus and spam scanning for e-mail. www.netcentralsolutions.com

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NewsFeed continued

- **Heartwood Studios** has partnered with Cisco's Sports and Entertainment Division to create an interactive environment for Cisco's Stadium Vision™ technology. Launching in February 2009, the digital tool will enable Cisco's sales team to create customized lifelike environments for stadium owners and fans allowing them to envision their venue as a wirelessly-networked "Stadium of the Future". www.heartwood-studios.com
- **Gensler**, a leading global design firm, has started construction on Shanghai Tower. The 2,073-foot, 128-floor building will sit in China's Lujiazui Finance and Trade zone alongside the Jin Mao Tower and Shanghai World Financial Center. The cylindrical, green-certified structure is scheduled for completion in 2014. www.gensler.com
- **vCom Solutions**, an outsourced telecom expense and inventory management company, is transitioning its monthly customer invoicing to its online Web portal, vManager. The company expects the transition to save nearly four billion trees worldwide annually. www.vcomsolutions.com
- **TRC Companies**, an engineering, consulting and construction management firm, has teamed up with PG&E to help construct and upgrade the company's substation and transmission systems in Northern and Central California. The three-year agreement comes with several projects valued in the \$10 to \$20 million range. www.trcsolutions.com
- **CBIZ**, a business services provider, has signed a definitive agreement to acquire Mahoney Cohen & Company, a leading national accounting service provider based in New York. The acquisition is expected to net CBIZ approximately \$55 million in revenues in 2009. www.cbiz.com
- **Nortel** has unveiled a new educational program designed to provide IT professionals and students with a broader understanding of unified communications. According to Nortel, the new program is the most comprehensive, vendor-neutral training and certification curriculum available. www.nortel.com
- **Day & Zimmermann**, a managed security services provider, has acquired Massachusetts-based South Shore Security Systems. Already the twelfth-largest security company in the United States, Day & Zimmerman's acquisition will bolster its presence in the commercial real estate industry. www.dayzim.com



HONORS AND AWARDS

- **Otis Elevator Company's** director of worldwide engineering product quality, Isabel Hovey, has been inducted into the Academy of Women Leaders by the YWCA. Hovey joins more than 3,000 women inducted by the YWCA since 1974 for their outstanding achievement. www.otisworldwide.com
- **Legacy Planners, Inc.** founder, Laura O'Brien, has been named the San Ramon Chamber of Commerce's 2008 Ambassador of the Year. O'Brien has served as an ambassador to the community on behalf of the Chamber for the past three years and chaired the committee in 2007. www.legacyplannersinc.com

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were their own. That will improve your chances of success quite a bit.

Suggestions for up-and-coming executives: Don't plan your entire business model around VC funding, because there's no guarantee that you'll get it. Many don't. Try to achieve success and profitability without depending on the VCs.

Greatest business challenge: Our most difficult period was right after the dotcom days when funding wasn't available and our own finances were also limited. We got through it by running a really tight business and always staying positive.

Business goals: Our main goal is to remain profitable and continue modest growth. We're not focused on growing rapidly. We plan to continue, of course, to innovate and develop new products. We're already working on a new product relating to SOA scalability.

Best way to motivate staff: I think people are truly motivated by a sense of satisfaction with what they're doing. Do they feel like they're making a difference in their own lives and those of their customers? Of course monetary compensation plays a part, but that alone isn't enough to motivate people in the long term.

Best decision ever made: Deciding to really focus on our core team and make sure that they'll stick with us through thick and thin and work well together. More than any other factor, that has saved us through hard times.

Like best about job: I really enjoy participating in innovation, coming up with new ideas, inspiring my team and overall just having fun.

FYI: THE WORKFORCE @ BISHOP RANCH*

- More than three million people live in the Bishop Ranch commute area, or 44 percent of the total Bay Area population.
- The area's labor market is projected to increase by 32 percent over the next 20 years.
- Employee turnover at Bishop Ranch is low, with an average employee tenure of 6.4 years.

*Bishop Ranch Employee Demographic Study, CBRE Consulting, Inc., Sedway Group