

Business @ Bishop Ranch

Northern California's Most Dynamic Business Community

August/September 2009

[Bishop Ranch.com](http://BishopRanch.com)

[Contact Us](#)

[Submit News](#)



NewsFeed

- [eQuest](#) has renewed [a multi-year partnership](#) with Peopleclick, a global talent acquisition solutions provider. Peopleclick will continue to use eQuest's services for job-posting delivery and job board management, in addition to new, personalized metrics dashboards for assessing career sites and a new batch of domestic and European job board destinations.
- [Affiliated Computer Services](#) has been awarded a contract by the Illinois Department of Health Services, which plans to use [ACS's electronic payment card program](#) to improve the distribution of state payments to child care providers and specialized personal assistants. Reloadable MasterCard debit cards will be offered as a payment option, alongside traditional paper checks.
- [Aris Global's agClinical NW](#), a clinical trials management system for SAP solution-enabled environments, [is now endorsed](#) by SAP. This signifies that the system complements SAP software offerings, is developed in accordance with SAP development guidelines and provides additional choices and flexibility for businesses running SAP applications.
- [Brocade](#) has appointed Amanda Giddins as its new EMEA channel sales director. [This appointment](#) coincides with Brocade's launch of its new channel partner program, which Giddins will spearhead across EMEA. Giddins has more than 18 years of sales, marketing and business development experience in the global telecoms and networking marketplace.
- [IBM analytics](#) technology will be used in Alabama's Mobile County Public Schools in an effort to [better measure student performance](#). Customizable dashboards and background planning tools, among other resources, will allow teachers to identify students "at risk" and adjust academic programs in real-time in order to best deliver smarter education services.
- [Otis Elevator Company's](#) joint venture, Xizi Otis, has [secured a new contract](#) from Longfor Properties, a real estate developer in China. Xizi Otis will deliver and install 442 elevators and 10 escalators for residential and commercial projects in four cities.
- [CBIZ Inc.](#), a professional business services provider, [has acquired EAO Consultants, LLC](#), a New Jersey-based employee benefits firm. EAO provides employee health benefits, retirement programs and executive benefits for clients ranging from small, family-owned businesses to large corporations.

JAPONESQUE

EXECUTIVE PROFILE

Karen McKay

Title: Founder and CEO
Company: [Japonesque Professional Makeup Supplies Inc.](#)
Location: BR15
Number of Employees: 9
Year Founded: 1984
Years at Bishop Ranch: 1
Business: Custom manufacturer and marketer of makeup accessories

Business philosophy:
Managing the complete supply chain as though everyone is a customer. That does not mean undermining the position and responsiveness we give to our clients. However, it does mean giving our suppliers, the community and our employees the same level of attention.

Suggestions for up-and-coming executives: Make sure you have a clear view of what you want to achieve and that the plan to get there is realistic and achievable. Surround yourself with the best people you can afford and seek long-term relationships in your employment, purchasing,

- [EDS](#) has signed a [five-year technology services agreement](#) to manage the American Express end-user desktop computing environment and its global voice and data networks. In addition, EDS will provide on-site services for approximately 60,000 employees in more than 130 countries around the world.
- [Bank of America Merrill Lynch](#) welcomes A.J. Murphy as a [managing director](#) and head of Americas Leveraged Loan Capital Markets. Murphy brings a background in leveraged capital and leveraged debt capital markets, as well as prior experience working at both Deutsche Bank and JPMorgan Chase.
- [The Mirion Technologies](#) Health Physics Division will supply a [passive dosimetry system](#) to the Swedish Rescue Service Agency. The system, which includes DIS-1 personal dosimeter badges and the DBR-1 dosimeter readers, will help rescue units near Sweden's nuclear power plants to quickly monitor and record radiation doses.
- [GE Capital's](#) Healthcare Financial Services business [has increased Nyack Hospital's credit facility](#) to \$30 million to support comprehensive, hospital-wide automation. Nyack Hospital is a 375-bed community care medical/surgical hospital located in Nyack, NY, and has been a client of GE Capital since 2006.
- [JPMorgan Chase](#) has repaid in full the [\\$25 billion preferred stock investment](#) it accepted through the Troubled Asset Relief Program. JPMorgan Chase also paid an aggregate of \$795,138,889 to the U. S. Treasury in dividends on the preferred stock, including dividends that had accrued through the redemption date.
- [Alcatel-Lucent](#) will supply [an intelligent optical network](#) for TOT Public Company Limited (TOT). This contract will support TOT's IP broadband project and is the largest transmission deal of this kind in Southeast Asia.
- [Nortel Communications](#) has released [a new version of the Nortel Communication Server 1000](#) (CS 1000), an enterprise foundation for communications and telephony-based unified communications. The 6.0 release of the IP PBX provides even greater simplicity, resiliency, security and openness for businesses looking to adopt an energy-efficient communications platform.

BISHOP RANCH NEWS



Bishop Ranch welcomes the [Guardian Life Insurance Company of America](#) to Bishop Ranch 8. Guardian is one of the largest and oldest mutual life insurance companies in America, with nearly 150 years of experience for diversified financial solutions.



Bishop Ranch also welcomes [BPS Reprographics](#) to Bishop Ranch 11. The company provides quick turnaround times and accurate processing for document imaging and distribution, including color imaging, finishing and laminating, and construction documents.

HONORS AND AWARDS

[Accela Inc.](#) has been recognized as [one of the 100 leading private companies](#) in the U.S. software industry by JMP Securities, a San Francisco-based investment bank. This is Accela's first inclusion on "The Hot 100: The Best Privately Held Software Companies" listing, which is selected by JMP's software research team.

financing and customer arenas.

Greatest business challenge: Getting the mix of business and family right. Our customers and suppliers are spread around the globe, so even our relatively small business demands extensive travel. That means I am on the road 50% of my time, and with a growing family I need to make sure I get the balance right. Fortunately, my husband, Keith, is also involved in the business and he shares some of that burden.

Definition of good leadership: A good leader provides clear direction as to where the business needs to go, but that has to be balanced with an open approach to new ideas. I encourage my team to feel they can help shape and influence our direction.

Best decision ever made: Buying Japoneseque. This is a business that resonates with me. I understand the products, love dealing with our customers, have strong and well-established relationships with our suppliers and am supported by a team who shares my beliefs. They help me drive Japoneseque to be a truly leading company in our space.

Like best about job: Not knowing what today will bring. Be it in the office dealing with FDA issues or on the road pitching for new business, there is a great deal of variety. I am always challenged to look at new things.

Like least about job: I'm very focused on business strategy and dealing with our customers, so I tend to step back a bit from the financing aspects of the business. If there is one thing I would change, it would be getting closer to this activity because having the financial support in place at the right time is key to maintaining our growth aspirations.

Greatest strength: I never

[NetApp](#) has been named the [Microsoft 2009 Partner of the Year](#) in the Advanced Infrastructure, Storage Solutions category. NetApp was chosen out of an international field of top Microsoft partners for its techniques and technologies aimed at reducing costs and improving availability in Microsoft Exchange, SharePoint Server, SQL Server and Hyper-V environments.

[Symyx](#) has been named one of the [Top 10 Life Science Software Vendors](#) in a May 2009 report published by Health Industry Insights, an IDC company. Symyx electronic laboratory notebook, data acquisition, decision-support software and scientific databases give scientists collaborative access to personal, corporate and public sources of data to support information-driven research and development.

[Day & Zimmerman Security Services](#) has received [the New Jersey Governor's Award](#) for its achievement in the prevention of occupational injuries. In order to receive this, the state's highest safety award, companies must have previously earned four separate awards. Day & Zimmermann is the only security services company to receive the award this year.

[Hill Physicians Medical Group](#) has received "[elite](#)" status designation—the highest level possible—in the 2009 Standards of Excellence program conducted by the California Association of Physician Groups. This marks the second year in a row that the elite designation has been awarded to Hill Physicians.

[vCom Solutions](#) has been named one of the "Best Places to Work in the SF Bay Area" by the *San Francisco Business Times*. [The company](#), a telecom management service provider, bounced up the list to the eighth spot following last year's nineteenth-place appearance.

B2B SEMINAR

[Marketing With New Media](#)

You've heard the buzzwords—SEO, Web 2.0, social media—and you've followed the trends, from LinkedIn to Facebook to Twitter. So what's hype and what's real? Come to this seminar and find out how to get started with effective online marketing and exposure on Google.

Tuesday, August 25, noon—1 p.m.
2623 Camino Ramon, 175 (BR3)
FREE, including light lunch
Call Tenant Services at 925.543.0100 to RSVP.



Submit news about your company to business@bishopranch.com. For more information about Bishop Ranch tenants located here, visit www.bishopranch.com.

give up! We do not win every pitch, but getting the occasional setback just spurs me on to try harder next time.

Dealing with disappointment: We suffer setbacks like any other business, but the important thing is not to dwell on them—learn from them instead.

Most admired characteristic: Integrity. I like to know that when people deal with me, and when I deal with them, that we can do that in an open manner, as the relationship is built on trust. That is only developed if you have a track record of acting with integrity.

Personal interests: I have my family, who give me a great deal of pleasure, and my gym to keep me fit. Beyond that, after a long week on the road, I like to relax with a glass of red wine and work on a new recipe.

Recent books read: I just finished the biography of *The Widow Cliquot*—a great documentary of a strong entrepreneurial woman who struggled against all odds. Along with my iPod, the book has been a welcome distraction from the interior of an American Airlines jet.

Favorite vacation spot: I could not pick one spot. I love everything, from the mountains to Mexico. I have recently spent more time in Europe as we grow our international distribution—it's lovely to go back to my native England.