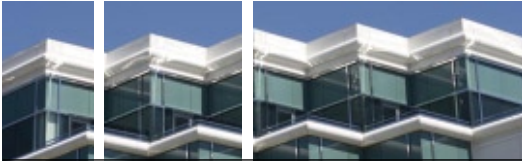


Business @ Bishop Ranch

Northern California's Most Dynamic Business Community



NewsFeed

- As part of a new branding strategy, **vCom Solutions** has introduced a name and logo change—from VCOM to vCom—and a new Web site providing information about vCom's services and focus. www.vcomsolutions.com
- **AdMission Corporation**, an online display advertising technology company, and Builder Homesite, Inc. have partnered to create a customized, dynamic advertising platform that combines new homes listing data with targeted, branded ad templates that will be available to U.S. home builders. www.admission.net
- Accela Automation® from **Accela, Inc.** was selected by Monterey County, CA to streamline its customer service and permitting processes and establish a full-time permits service center. Three of the county's Resource Management Agency departments will use the system to offer online services to citizens and the development community. www.accela.com
- **Aurionpro Solutions**, a global technology solutions provider, is investing a strategic stake in Maryland-based XTS, a developer of enterprise management analytics software for planning and managing Citrix and other virtualization platforms. www.aurionpro.com
- **Avatier Software**, an identity and access management products provider, announced year-over-year revenue growth of more than 70% for 2007. It was driven by an increase in license sales as well as significant growth in average sales price. www.avatier.com
- **Cognizant**, a provider of information technology, consulting and business process outsourcing services, joined the Fortune 1000 list at position number 859 based on the company's 2007 revenue of more than \$2.1 billion. www.cognizant.com
- **Sodexo**, a provider of food and facilities management services, has saved nearly 10 million gallons of water, more than 23,000 trees, half a million gallons of oil, and 5 ½ million kilowatts of energy in just one year by switching to recycled napkins in 1,300 of its foodservice operations. www.sodexousa.com
- **Aerotek**, a technical and engineering staffing agency, has recently opened new offices in Rockford, Illinois and Lebanon, Pennsylvania to accommodate client and candidate demands in the regions. www.aerotek.com

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BISHOP RANCH NEWS



Bishop Ranch is excited to have **Richard Fisher**, CEO of the Federal Reserve Bank of Dallas, as the guest speaker for our Executive Forum on

May 28th. Mr. Fisher will discuss the current status of the US economy and his economic outlook for the remainder of the year. For more information contact Rob Scott at rscott@bishopranch.com or 925.277.1700.



The date for the next **B2B Networking Event** has been changed from June 26 to June 11 at the Bishop Ranch Conference Center. Please join us and your neighboring Bishop Ranch businesses. Contact your property manager to find out more about or B2B offerings designed to help you grow your business.



EXECUTIVE PROFILE

Maury Blackman

Maury Blackman oversees Accela, Inc., a provider of software solutions to government agencies worldwide.

Title: President and CEO

Company: Accela, Inc.

Location: Bishop Ranch 3

No. of employees: 150

Year company founded: 1999

Years at Bishop Ranch: 2

Business: Software

Biggest challenge: Managing input from our 500 customers. Then, translating that input to continuous improvements in our product.

Best way to motivate staff:

Continually reach out to employees and solicit feedback on how we're doing in management and as a company.

Suggestions for up-and-coming executives: Lead by example. I look

at other people who I think are strong leaders. I learn about them and I emulate those characteristics that I admire—to the point where it makes sense, of course.

A goal you still want to achieve:

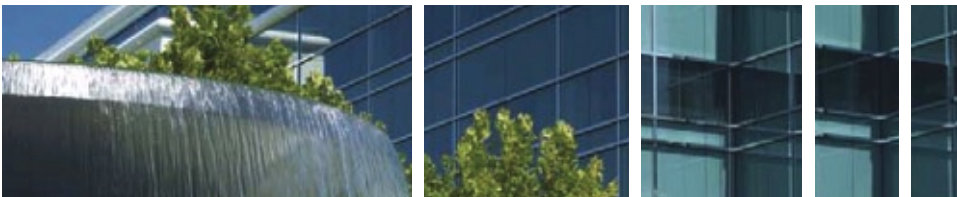
We hope to be a public company that markets our software worldwide someday.

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NewsFeed continued

- Recruiting and staffing agency **Spherion** announced that first quarter 2008 revenue was 25% higher year over year at \$576 million, compared with \$462 million last year. www.spherion.com
- **Novartis** reported higher sales and earnings in the first quarter of 2008, showing that the healthcare portfolio is well on its way to a new growth cycle. Net sales from continuing operations are up 9% and pharmaceutical net sales are up 6%. www.novartis.com
- **De Lage Landen**, a global provider of leasing, business and consumer finance solutions, has enlarged its European footprint by opening a new office in Paço D'Arcos, Portugal. www.delagelanden.com
- **First Data Corp.**, an electronic commerce and payment services provider, introduced First Data™ FD50, a point-of-sale terminal that supports both dial-up and Internet protocol (IP) communications, allowing merchants to accept virtually every payment option, including debit cards, electronic benefits transfer and all major credit cards. www.firstdata.com
- The **New York Life** Foundation awarded a \$776,400 grant to the Developmental Studies Center to expand access to its Afterschool KidzLit and Afterschool KidzMath enrichment programs in the Chicago, Los Angeles and New York City metropolitan areas. www.newyorklife.com
- **R.R. Donnelley & Sons Company** has opened a new UK payment processing facility in Lancing, West Sussex. The new facility offers the capacity to process more than 25 million electronic and paper payments per year. www.rrdonnelley.com
- **Nortel** is the first to become a global Telepresence Certified Plus Partner for Polycom. As part of this certification, Nortel completed Polycom's Telepresence VNOC (Video Network Operations Center) Provider Program, a comprehensive review of the capabilities required to provide managed telepresence services beyond traditional video conferencing. www.nortel.com
- In the first quarter of 2008, the organic growth of **Nestlé's** total food and beverages business (including Nestlé Waters, Nestlé Nutrition and Nespresso) amounted to 6.1% in Europe, 10.9% in the Americas and 14.9% in Asia, Oceania and Africa. www.nestle.com



HONORS AND AWARDS

INSZoom.com, Inc. was recently hailed by the National Association of Software and Service Companies (NASSCOM) as one of India's top 100 IT Innovators for 2007. The award showcases enterprising companies that have made innovation a central part of their growth strategies. www.inszoom.com

NRT LLC was ranked as the No. 1 residential real estate brokerage firm in the United States in the REAL Trends 500 for the 11th consecutive year. NRT earned the nationwide top spot for both closed sales volume and closed transactions. www.nrtinc.com

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

BLACKMAN continued

Definition of success: For me success is about achieving balance in your life. You can strive for business growth and profit, but you need to set personal goals as well—something challenging outside of work that you can focus on. It could be running a marathon or taking a cooking class—anything that is for you, not just your business.

Business philosophy: When I look at building a company, the number-one priority is hiring great people. We're focused on results, but that all starts from the human element. I look to hire super smart people who are well-balanced and have goals; then I build the organization around them.

Definition of leadership: Leaders are well-rounded people with a wide variety of skills who have balance in their life and who understand that being a good leader sometimes means being a good follower. You learn leadership skills by following other leaders, so you have to start by learning how to support other managers and follow their lead.

Personal mentors: People like George Washington and Dwight Eisenhower who overcame tremendous adversity to lead our country through dangerous times. I also have a degree in political science with a focus on ancient political thought, so I studied a lot of the classical Greek and Roman leaders.

Best decision ever made: Moving to California. I love the San Ramon Valley. The lifestyle, climate, the people—I wouldn't change anything about it. But moving from my hometown (Houston, TX) was also the hardest decision I ever made, because I was leaving my friends and family behind.

FYI

The Bishop Ranch Conference Center

- Accommodates 8 to 140 people.
- Includes high-speed Internet access, switches for networked training, LCD projector, audio conferencing, drop-down screens, a complete audio system, DVD & VCR, and white boards.
- Includes a complete catering kitchen with built-in buffet area and access to an outdoor patio.

Contact Bishop Ranch Amenities & Events at **925.543.0100** for reservations, rates and additional information.