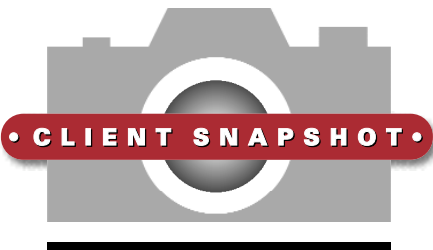


Topics

from THE ONSTOTT GROUP

MRO Software: Global Leader Seeking Global Sales Leadership

Onstott



Headquartered in Bedford, Massachusetts, MRO Software, Inc. is the leading provider of Strategic Asset and Service Management solutions. MRO Software, Inc. is a \$186 million global company with approximately 900 employees, 10,000 customers and more than 260,000 end-users. The majority of large multi-national companies in the pharmaceutical, automotive, energy, aerospace & defense, computers and electronics, and beverage industries are using MRO's software solutions.

Gartner, Inc. has positioned MRO Software in the "Leader" category of every semi-annual magic quadrant matrix for enterprise asset management (EAM) providers since its first matrix in 1998. MRO Software is the only asset management solutions provider that can claim this achievement.

With such a broad-reaching spectrum of customers, it stands to reason that MRO needed a widely experienced Executive Vice President of Worldwide Sales to lead the global sales organization. MRO Software selected Joe Onstott to lead the search. Joe has had a long-standing relationship with MRO Software. In May 2000, Joe recruited Peter Rice to the company as Chief Financial Officer. The following year he brought Patti Foye on board as Executive Vice President, Global Marketing and Alliances.

The Onstott Group cast a worldwide net to uncover the right sales executive to grow and lead MRO Software's world-class sales organization. In addition to having held a leadership position in a publicly traded software vendor, the ideal candidate needed successful personal experience in managing and leading an international sales region, preferably EMEA.

We uncovered the successful candidate in Richard (Dick) Cahill. While Dick was raised in the Boston area, he had relocated to the other side of the Atlantic with Remedy, a BMC software company. There, as Vice President Worldwide Sales and Services for the Service Management Business Unit, Dick had increased revenues from a forecast of \$250M to \$400M. Prior to his worldwide role, Dick was responsible for Remedy's Europe, Middle East and Africa operations and drove that region's significant growth.

The Onstott Group cast a worldwide net to uncover the right sales executive to grow and lead MRO Software's world-class sales organization.

"I am very pleased to have an executive of Dick's caliber and background join MRO Software especially as we prepare to deliver Maximo Enterprise Suite," said Chip Drapeau, President & CEO of MRO Software. "Dick's proven success as an international sales leader will help lead the Company's entry into new markets. His direct experience in IT Asset Management and Service Desk will be invaluable as we execute our expansion plans this year."

Dick resides in London with his wife Juliet and four sons.

Industry Briefs

COMPUTERS, SOFTWARE AND SYSTEMS

Kronos Inc. has appointed **Stuart Itkin** as Vice President of Marketing. In this position, Stuart will manage all corporate marketing activities including product marketing, industry marketing, marketing communications, and strategic alliances. Prior to joining Kronos, Stuart was Vice President of Marketing at Zebra Technologies Corporation, a global leader in specialty printing solutions for business and process improvement. Kronos' (Nasdaq: KRON) workforce management solutions help organizations staff, develop, deploy, track and reward their workforce.

Christopher Gorgone has been named Chief Officer of **Moldflow Corporation**. Moldflow (Nasdaq: MFLO) is the leading global provider of automation and optimization software solutions for the plastics injection molding industry. Chris joins Moldflow from The Nuzzo Group LLC, a boutique consulting group providing operational, accounting, and financial expertise.

MRO Software, the leading provider of strategic

asset management solutions, has appointed **Richard A. Cahill** as Executive Vice President, Worldwide Sales. In his role Dick will serve on the Company's Executive Management Committee and will be responsible for Worldwide Sales Operations. Dick joins the company from BMC Software, Inc., where he was Vice President, Worldwide Sales and Services for the Service Management Business Unit and was directly responsible for the Remedy and Magic business lines. MRO Software (Nasdaq: MROI) is a global company based in Bedford, Mass., with approximately 900 employees, 10,000 customers and more than 260,000 end-users.

Stratus Technologies, Inc. has named **Maureen Donnelly** to the newly created position of Vice President and Chief Accounting Officer (CAO). Maureen joins Stratus from Analog Devices where she was Controller, DSP & Systems Group, an \$800 million business unit. Stratus Technologies is a global provider of fault-tolerant computer servers, technologies and services, with more than 20 years of experience focused in

the fault-tolerant server market. Stratus servers and support services are used by customers for their critical computer-based operations that are required to be continuously available for the proper functioning of their businesses.

Workscape, Inc. welcomes **Stephen J. Whittier** as Vice President of Sales, Total Benefits Outsourcing (TBO). An innovator in HR self-service, Workscape provides a full-range of outsourced benefits and workforce management solutions including outsourced benefits administration, compensation management, performance management, employee self-service and manager self-service, as well as an employee portal. The company is venture-backed, with Warburg Pincus as its primary sponsor. Steve joins Workscape from Fidelity Human Resource Services Company (FHRS) where he was Vice President.

TELECOMMUNICATIONS

Congratulations to **Tim Walsh**, who has been named Vice President, Americas Sales for **NMS Communications Corporation**. Tim joins NMS Communications from Comverse, where he

was Vice President, North America Wireless Sales. NMS Communications (Nasdaq: NMSS) is a leading provider of technologies and solutions for mobile applications and infrastructure. NMS products enable new mobile voice, data, and video applications and improve the performance and quality of wireless networks, helping customers grow their revenues and profits.

SEMICONDUCTOR

Frank M. Coyle has joined **Helix Technology Corporation** as Vice President, Chief Information Officer. Frank joins Helix from Manufacturers' Services Ltd., a global contract manufacturer, where he was Corporate Vice President Information Technology and CIO. Helix Technology Corporation (Nasdaq: HELX) is a global leader in the development and application of innovative solutions in the field of vacuum technology for the semiconductor, data storage and flat panel display markets.

PROFESSIONAL SERVICES

Spryance, Inc., has appointed **Steve Flieder** as Vice President of Sales. Steve joins Spryance from Planar Systems, where he

was Vice President and General Manager, Medical Business Unit. Spryance is an emerging leader in the business process outsourcing (BPO) sector, providing technology enabled outsourcing services to clients in the U.S. health-care sector, with a primary focus in the medical transcription industry.

CONSUMER PRODUCTS

Congratulations to **Ian Tinkler** who has joined **Keurig, Inc.** as Vice President of Brewer Engineering. Ian was previously Director of Research & Development Engineering for Culligan International in Chicago. Keurig is a leading manufacturer of portion-pack, single coffee brewing systems for office, food service, and home use. Keurig introduced its single-cup portion pack system in 1998, when Green Mountain Coffee Roasters was licensed to pack its specialty coffees in Keurig's patented container called the K-Cup®. Keurig is the #1 single-cup office coffee system in the US with more than 1 million K-Cups brewed every day.

To our clients and friends,

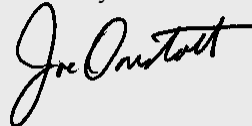
I would like to personally thank all of you who have provided support to my family and me over the past several months. As many of you know, 2004 had a tragic ending with the accidental death of my oldest son Kevin. Kevin died at the age of 27 in an accident on December 15 at North Ridge Country Club in Raleigh, North Carolina, where he was Assistant Superintendent. Kevin was overseeing a piece of heavy machinery when he was struck and killed instantly by the vehicle. He was proud to have graduated from the Turfgrass Management Program at North Carolina State University. We have established an endowed scholarship in Kevin's name, which will leave a permanent legacy at the institution.

Two special events to honor Kevin are underway. The Kevin M. Onstott Memorial Scholarship Golf Tournament will be held at Northridge Country Club in Raleigh on Monday, June 20. This is the day following the U.S. Open in Pinehurst, and we are hoping that friends planning to attend the U.S. Open will plan to stay an extra day to participate in the tournament.

The 20th annual Onstott Invitational will be held on August 8 at Woodland Country Club in West Newton, Massachusetts. Historically, the proceeds for this tournament have been donated to the American Cancer Society and the Cam Neely Foundation. This year the committee voted to donate all of the proceeds of the tournament to the Kevin M. Onstott Memorial Scholarship Fund at North Carolina State University.

Your calls, letters, novenas, inspirational readings, and financial support for the scholarship fund have been very much appreciated. We hope that Kevin's memory will live on through the dedicated students who will be scholarship recipients.

Sincerely,



Joe Onstott

KEVIN M. ONSTOTT MEMORIAL SCHOLARSHIP FUND

Donations may be sent to:

KEVIN M. ONSTOTT MEMORIAL SCHOLARSHIP FUND
C/O CHRIS WESSEL
NC STATE UNIVERSITY, BOX 7645
RALEIGH, NC 27695-7645

World Search Group News

The Annual Meeting of the World Search Group was held outside Lisbon, Portugal this past fall. Over seventy percent of member firms were represented. Jim Carlisle of Western Management Consultants in Toronto was elected as the new Chairman, replacing Maurice Dennis of London. Regional Directors were also elected, as was The Onstott Group's Ben Beaver who continues in his role as Treasurer. The Annual Meeting for 2005 will be held in Warsaw, Poland. With 24 firms located in 18 countries in Europe, the Americas and the Asia/Pacific region, The World Search Group is a strategic alliance of like-minded and independent retained search firms who assist their clients with search needs on a Global basis. We invite your attention to the World Search Group web site, www.worldsearchgroup.com.

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SAVE THE DATE

THE 20TH ONSTOTT INVITATIONAL GOLF TOURNAMENT

Proceeds to benefit the Kevin M. Onstott Memorial
Scholarship Fund

Please contact Helen Neal at The Onstott Group, hneal@onstott.com, if you would like to be added to our tournament mailing list.

MONDAY, AUGUST 8, 2005

Woodland Country Club • West Newton, MA



The Onstott Group serves clients with retainer-based executive search within technology, telecommunications, financial and professional services, consumer products, venture capital, and high growth companies. We invite you to visit our web site at www.onstott.com.

The firm is a member of the Association of Executive Search Consultants, the premier professional association representing search firms worldwide. Its mission is to maintain and enforce the highest professional standards in executive search.

The Onstott Group is also a member of The World Search Group, an alliance of 24 experienced independent executive search firms located in 18 countries. Through this affiliation we provide global reach to our clients.

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