

25 Years and Still the Industry Standard

Go into any bookstore and browse the aisles for books with the word “leadership” in their titles. You’ll find them in the history, business, and best-seller sections.

The study of leaders reveals the various conditions that result in an individual or company that has made the choice to take on the weight of leadership. To name a few, it involves innovation, attention to ethical practices, risk-taking, dedication, and superior customer service.

For sure, being a leader isn’t always easy. But it is rewarding to take responsibility for something you care deeply about and to apply your best efforts to making it the best it can be.

For O’Neil Software, it’s been one heck of a leadership ride. Twenty-five years and still counting as the software and hardware **solutioneers™** for more than 850 record centers in more than 60 countries, ranging from start-ups to multi-nationals.

Indeed, we’ve come a long way, during which time much has changed in our industry. And yet, one thing remains the same – our determination and commitment to meet the needs and exceed the expectations of our customers. Experience has taught us a lot about providing visibility into your record center operations, and we know in our gut that we must keep innovating when it comes to record storage management software. The challenge is not only to understand your needs today, but to enhance and optimize the innovation to satisfy your requirements 10 years from now.

So here’s what we’ve been up to over the years on your behalf, our loyal customers, illustrating just how great leaders think and where we are headed in the years to come. We hope it will get you thinking, too.

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- **Scan. Store. Manage. Deliver.™** Few of today’s record storage business challenges are new: create value, differentiate, please customers, increase your productivity and grow. However, what is new is the intense pressure to deliver results in less time, using less money, with little warning and almost no forgiveness for error – all against a constantly fluid background.

Whenever a decision must be made that will affect your service, impact your efficiency, or drive your profitability, O’Neil’s products and services streamline and optimize the process. O’Neil’s software products (**RS-SQL®**, award-winning **RSMobile®** and **RSWeb®.NET**), as well as its laser scanners, wireless hand-helds, portable printers, and barcodes, automate the entire records management lifecycle. They consistently offer automation, enhancements, and new features not found anywhere else. O’Neil Software is a Microsoft® Gold Certified Partner.

- **Boost operational efficiency by boosting operational visibility.** Ready to respond to the pace, pressures, and fluctuations of an ever-changing record storage management world? **RS-SQL** is O’Neil’s flagship product and the most competitively priced software solution on the market today. This state-of-the-art and feature-rich record tracking software allows you to easily, accurately, and flexibly manage and monitor the activity of any storable item (boxes, file folders, documents, tapes) throughout your record center, from deposit to destruction, work order to invoice.

Using **RS-SQL** lightens the load on your internal staff and reduces the time and effort it takes to access information. Designed to handle the needs of everyone, from start-ups to multi-facility record centers, and built around Microsoft’s® SQL Server database engine, **RS-SQL** is both scalable and robust. As the number of users increase, the product automatically scales to meet

your needs. Today, this software product continues to set the standard in record storage management solutions and is everything you need to run your record center productively and profitably.

- **Mobilize your field force with O'Neil's RSMobile scanning software (Symbol® Technologies Enterprise Solutions Award Winner for the North American Region).** Imagine if your wireless hand-helds could accomplish more of the tasks that your mobile users currently need to return to your workstation to complete? Aside from giving you a competitive edge, operating in real-time can provide you with several powerful business advantages: improved customer service. Enhanced productivity. A greater and faster return on your investment.

Successful mobility means getting close to your customers, and what better way to do this than with the ability to capture information at the point of activity, moving it to where it has the greatest impact and managing it with efficiency and security – all in real-time? RSMobile empowers users to complete workstation tasks directly from their wireless hand-helds, shortening process implementation time from hours to just minutes. Activities include downloading and uploading pick lists and work orders, creating route operations assignments, and uploading truck, work order, and delivery validations. This product offering from O'Neil reduces labor and operating costs and accomplishes all this using the technology investment you've already made.

- **It's big. Really big. It's the huge potential the Internet holds for your business.** Want to give your clients more immediate access to their records? Lighten the records management burden of your customer service staff? Lower your overhead and expenses and set the standards in your market?

O'Neil has harnessed the power of the Internet and Microsoft's latest .NET technology, allowing your clients extended access to your record center's RS-SQL database. **RSWeb.NET** enables greater efficiency, more productivity, and increased customer satisfaction, making your record center a true extension of your clients' operations. It gives them a powerful and convenient way to manage their own records and place orders. It provides them with more control over their business information, even though it's stored off-site at your facility. And it eliminates unnecessary e-mails, faxes, and telephone calls to your customer service reps. Instead of waiting for answers from your staff, your clients can quickly and easily query the database, order supplies, add new inventory or edit it, generate reports, request services, and even monitor the status of orders. All this takes place directly from their desks



For more information, contact:
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through a standard web browser, anytime – day or night – from anywhere in the world, saving time and eliminating costly errors. As part of our complete suite of fully integrated software, RSWeb provides your clients with fast, flexible, convenient real-time access to all their business records right when they need it – **online, a mouse click away!**

By any measure, O'Neil Software has experienced many years of incredible growth as the **doers, dreamers and drivers in the record storage management workplace.** And all of this is just the beginning. As technology continues to move forward, it will continue to change everything you do – and what you can expect from us. We've accomplished a great deal over the last 25 years, but we've only just begun to explore our potential. Wait till you see what the future holds!

For more information on our products and services, visit our website at www.oneilsoft.com. Regional coverage includes the Americas, Europe, India/Middle East, and Australasia.