



NEWS RELEASE

For Immediate Release

**CROSSCOUNTRY COURIER SELECTS EIS ENTERPRISE  
TRANSPORTATION MANAGEMENT SOLUTION FOR LTL OPERATION**

- New "*Patriot*" Software Application Integrated into System-wide Network -

**Downers Grove, IL and Bismarck, ND, December 2, 2002** – Enterprise Information Solutions, Inc. (EIS), a systems integration and computer engineering firm, and CrossCountry Courier, an LTL carrier serving the Dakotas, Minnesota and portions of Iowa and Montana, announced that CrossCountry has selected an EIS solution for providing an Enterprise Transportation Management Application for use throughout its operating network.

CrossCountry, which provides direct overnight delivery and offers nationwide service through strategic partners, said it has successfully completed a four-week pilot phase of the EIS software, dubbed *Patriot*, and will immediately roll out use of this powerful new Enterprise Application to support its entire operation of 16 terminals. The new system unites the functions of order entry and rating with the creation and routing of paperwork required to ensure consistent and reliable service in all terminals. It provides access to documents across all user desktop PCs and extends processing based on this critical data through the creation of invoices, which print with imaged copies of supporting paperwork. Another important aspect of this new system is that it lays the groundwork for further automation that will be deployed as part of the second phase planned for completion by the end of the first quarter of 2003. This includes pickup request entry and dispatch tasks, as well as Web-based functionality intended to allow customers to request pickups, trace shipments and retrieve paperwork via the Internet.

Enterprise Information Solutions, founded in 1994, developed the new enterprise software system as an extension of its pre-existing EIS Transportation Solution Set™ built entirely in the Java™ programming language. Beyond the rich graphical user interface (GUI) built using Swing components from the Java™ Foundation Classes (JFC), the application also employs Java™ solutions for image rendering and display, document scanner control, barcode recognition, Web access and email.

"This new IT solution enables CrossCountry to leverage additional Open Source solutions for database services and general server operating systems," said Marc Mitchell, transportation practice director for EIS. "Costs related to ongoing software licensing and proprietary hardware components are greatly reduced or eliminated. CrossCountry has even embraced the freely available Linux Operating System for use on many agent workstations to further drive down the expense associated with more traditional commercial desktop operating systems."

"For a one-time cost of around \$400 per workstation, we delivered e-mail, office document management and Internet access to our locations across three states," said Dan Polk, IT manager for CrossCountry. "Having *Patriot*



developed in Java was a no-brainer. Not only is the Java SDK available for free and based on the open systems idea, but we have cross-platform capabilities, making these low cost desktops even more valuable.”

“We had used three different canned software packages over the past 10 years and always ran into roadblocks as our growth continued at a rate of over 20 percent for the past 20 years,” added Ken Walter, business manager and west operations manager of CrossCountry. “Each previous software system was a challenge for us in terms of adapting our operation to the specific capabilities of the package. We clearly needed a software system that could be modified to fit the specific needs of our individual customers, but were continuously told it couldn't be done at all or at least at a cost that was justifiable.” The *Patriot* system, with its new and open approach to development, provides CrossCountry with a true customer-focused solution.

With their decision made, EIS and CrossCountry worked closely together in defining the scope and schedule for the project. Input from all levels of personnel was solicited to mold the existing EIS application to fit the specific needs of their operation. The end result is a system that was quickly and enthusiastically adopted by the CrossCountry users, deployed on schedule and at a cost that came in more than 10 percent under original cost estimates. Based on this success, this new application is expected to be a key component in CrossCountry's continued growth and prosperity. EIS is eager to find other carriers whose operations could benefit from this powerful yet flexible and open Enterprise Solution.

### **About CrossCountry Courier**

CrossCountry Courier, headquartered in Bismarck, ND is a regional LTL carrier specializing in overnight early a.m. delivery. With more than 20 years of transportation experience in servicing areas of the upper Midwest, the Company has committed itself to consistent delivery times with a strong emphasis on building strong partnerships with its customers. CrossCountry delivers products ranging from one pound to pallets weighing several thousands pounds daily. For further information, contact Ken Becker at (800) 521-0287.

### **About EIS**

Enterprise Information Solutions, Inc. (EIS), headquartered in Downers Grove, Illinois is a systems integration and computer engineering firm dedicated to deploying cutting edge technology solutions based on Open Systems and Open Source components. Founded in 1994, the EIS Transportation Practice focuses on solutions related to the specific challenges of the transportation and logistics industry and has participated in the development and implementation of many high profile projects for some of the biggest names in the business.

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