



NEWS RELEASE

For Immediate Release

CELLULAR PHONES DEPLOYED TO HELP DELIVER US MAIL

- EIS brings cutting edge wireless phone-based technology to the contract mail hauling operations of Sodrel Truck Lines -

Downers Grove, IL, September 3, 2003 – Enterprise Information Solutions, Inc. (EIS), a systems integration and computer engineering firm, through its Transportation Practice, has developed and deployed a mobile phone-based solution to help its client, Sodrel Truck Lines, improve efficiencies and increase return on investment in the competitive contract mail transport industry.

Transportation businesses are under increasing pressure to operate at a profit, and competition has cut margins to the bone, making it extremely difficult for operators to make serious investments aimed at improving efficiencies. By equipping drivers with cost-effective mobile phones running Java™ applications created by EIS, Sodrel is able to automate many aspects of its transportation fulfillment, including collecting better information from the field, managing mobile workers using GPS tracking technology, and allowing remote data entry without having to shell out the kind of money typically required for costly in-vehicle proprietary systems.

While route and drive time improvements are expected, Sodrel's prime goals for ROI were based on streamlining the back office support time required to get trucks their correct assignments and process the results of their daily trips. From a deployment that began in early June and which quickly expanded to more than 300 units, these goals have been met with an estimated 60 to 75 man-hours per week saved within Sodrel's back office support personnel. On top of this have come benefits for their drivers in the field.

"It's really a win-win situation for both drivers and management," said Jeff Canada, Sodrel's Director of Information Systems. "Drivers have less paperwork and the added security of constant contact with the terminal. Management is able to improve service and expand the business while decreasing costs."

At less than \$150 per unit in hardware costs, the price point of the Motorola i58sr phones made them a natural candidate for this application. For EIS, of equal importance is the phones' ability to run Java programs.

"Because Java technology is an open standard, it gives the device the flexibility and programmability equivalent to a desktop PC," noted Marc Mitchell, EIS's Transportation Practice Director. "Applications can be written that require very minimal key input, making them fast and easy to use. Furthermore, special function and navigation buttons can be used, enabling most interactions to be accomplished with a single keystroke. Some events are even recorded with no keystrokes as certain tasks are automatically recorded based on GPS location. Java technology on the phone also has the important benefit of allowing the application to function regardless of whether the unit has



network coverage. That's simply not possible when deploying in a web browser, or WAP, type approach. With a browser application, if you're inside a customer's warehouse or at some remote location that lacks cellular coverage, those applications simply stop working and you're out of luck."

"This type of application really benefits from the combination of features and internal technology that we've brought together in this single device," said Peter Aloumanis of Motorola's iDEN® Subscriber Group. "These Java- and GPS technology-enabled Motorola phones offer companies such as EIS the ability to develop customized solutions to meet their clients' specific business needs all within a compact unit that is built to stand up to the rigors of the truck cab environment."

For Sodrel, the fact that this project was deployed so quickly and has already provided the target ROI is a welcome event given the pressures of their operation as well as their past experience with other technology vendors. "EIS's hands-on knowledge of the transportation business was a critical factor in making this project such a success," stated Canada.

With most goals already met, EIS and Sodrel are currently looking at additional functionality to integrate into the current application including automated logging of drivers' hours. The two companies are also working together to bring this enabling technology to other contract mail hauling operations.

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. More information is available on the web at www.eisolution.com/transportation.

About Sodrel

Headquartered in Jeffersonville, Indiana, Sodrel Truck Lines, Free Enterprise System Motor Coach, and Sodrel Logistics combine more than 150 years of experience with the latest technology to deliver the best possible service. In 1867, Mike Sodrel's great grandfather started the first family transportation business with a flatboat on the Ohio River in Southern Indiana. In 1915, the Sodrels delivered mail and ice by horse and wagon. Today, the Sodrel family of businesses has grown into a 500+ employee busing and delivery operation known throughout the United States. For more information, please send email to info@sodreltrucklines.com.

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