



PRESIDENT'S CORNER

By Phil Lieber

Please welcome Kyle Korbel to the P&L Technology team. As we continue to grow and add value to our customers, it became very apparent we needed to dedicate a person whose sole responsibility is to insure we know our customers. Is the customer growing and how does technology play in that growth? Have the needs changed? This position is what I

call "responsible for customer care". As he contacts you personally, please welcome him as you do all our employees.

Summer is upon us and the College World Series is this month. Fun for all, especially those in the Omaha area!

P&L TECHNOLOGY SUCCESS STORY

By Steve Heller

Most businesses look at technology as a tool to provide them with a competitive advantage. This is especially true when it comes to software and databases. The speed in which information can be entered, accessed, and reported on is very important when looking at becoming more efficient. One of our customers was frustrated with the state of a home grown database and desired a better way to go about it. As part of our brand promise of 100% Accountability, our engineers met with the customer to learn about their goals for a new database, put a plan in place in accordance with the client's goals and assisted in the conversion to the new platform. During the process, we continually communicated with the contact at the customer site to make sure their goals were being met. The newly completed database allows the customer increased performance and greater efficiency.

INSIDE THIS ISSUE

President's Corner	1
P&L Technology Success Story	1
2nd-Byte	2
Technology Tips	2
Recently Completed Transactions.....	3
Company Spotlight: Koski Professional Group, P.C.....	3



P&L CAPITAL



P&L TECHNOLOGY, INC.

Putting our Customers in a Position to Win



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GETTING STARTED WITH 2ND-BYTE

By Sam Schlegelmilch

I thought this day would never come, our product workhorse, the HP DC5100 SFF, is being sent out to pasture and is being replaced by the Core2Duo DC7700. This product has been by far our biggest seller. The DC5100 desktop allowed users the ability to purchase a very low cost unit that provides exceptional functionality, with HP quality pulling the wagon. We'll continue to stock the DC5100 SFF, but not for long as we are now moving into the next tier of computing. The Core2Duo processors are substantially faster than the Pentium 4, and allow users the ability to upgrade to Windows 7 at some future date. The DC7700's we have in stock come with a variety of processing speed and memory configurations, allowing us to customize each unit for a particular task. Like its predecessor, we'll continue to market these units with very aggressive pricing points. To date, we've already moved over 200 of these units, with orders in hand for approximately another 100 units. If your firm is looking to upgrade your old PC with something a little faster that won't kill the budget, please feel free to call me at 2nd Byte and I'll be happy to walk you through our current stock: (402) 861-7536.

TECHNOLOGY TIP: BACKING UP YOUR PERSONAL DATA

By Kyle Swanda

Most people have a number of documents on their home PCs that they would never want to lose, such as pictures of parents, grandparents, kids and of times gone by. Tax documents, resumes, homework, etc. also come to mind.

Having a home computer go out on you can sometimes be worse than having your work computer do the same. Usually at the office, there is a backup plan in place...a way to retrieve your documents should something happen. However, people oftentimes forget about the importance of backing up their documents at home.

There are a number of different ways to achieve this goal. First and foremost, you can purchase an external hard drive or flash drive and copy your files directly to it. This is usually the cheapest way to go, and it allows you to take you data with you. The only problem is, you have to keep copying your information to it to keep your backups up to date.

Some newer external drives come bundled with software that will allow you to set a schedule to back up on a consistent basis, but this requires that you have the drive connected to your PC all the time. What would happen should you have a flood, a fire, or a theft?

In come online backup solutions. There are a number of them, so I'll let you research that yourself, but they all allow you to use your high-speed internet connection to upload your personal files to the companies' servers and store them there indefinitely. Therefore, should anything happen to your home or PC you will have a copy of your important documents just a click away via the internet.



RECENTLY COMPLETED TRANSACTIONS WITH P & L CAPITAL CORP., INC.

By Phil Lieber

- A local wholesale distributor is growing and wants to keep its line of credit open; financed a new phone system and furniture. This was the 12th schedule with P&L Capital.
- A local automotive repair facility leased a new hoist due to increase in business. Again a repeat customer whose first lease with us was 12 years ago!
- An Engineering company out of San Francisco did another monthly schedule. They do a take down a month and take advantage of our Technology Rotation Lease.

COMPANY SPOTLIGHT: KOSKI PROFESSIONAL GROUP, P.C.

By Steve Heller

Koski Professional Group, P.C. was established in 1986. KPG is a full-service accounting and consulting firm. In addition to the traditional CPA firm services, we offer services in estate planning, incentive tax credits, employee benefit plans, the acquisitions and sales of businesses, business valuations, and health care reimbursement issues. We currently serve business clients in Nebraska, Iowa, Missouri and Kansas.

KPG serves successful closely-held businesses and their related owners, including those in the industries of health care, manufacturing and distribution, agriculture-related businesses, retail, dealerships, transportation, real estate, and service organizations. Because of our size, our clients benefit by getting personalized, quality service that helps them achieve the highest possible level of efficiency and profitability.

