

# NEWS RELEASE

## MBS DEV ANNOUNCES TODD EAKES AS VICE PRESIDENT OF SALES

### *-- New Sales Executive to Lead Aggressive Growth Plans & Expansion of Sales Channels for Distribution Solutions --*

**Broomfield, Co– January 3, 2005** - MBS Dev, Inc., a leading Independent Software Vendor (ISV) of Microsoft® Axapta® solutions, today announced the appointment of Todd Eakes to the role of Vice President of Sales. Todd Eakes brings to MBS Dev more than 16 years experience as a distribution and supply chain sales and consulting professional.

"Todd has the unique combination of solutions selling expertise and the strategic sensibility to deliver new growth opportunities," says Laura Guillaume, President and CEO of MBS Dev. "MBS Dev is poised to build advanced distribution solutions and vertical specific product extensions on the Axapta platform becoming the number one ISV Axapta Solutions Provider for distribution companies in North America. Todd Eakes is the right person to deliver, manage and drive our distribution solutions into the market and build the MBS Dev sales channel of partners."

"I'm thrilled to join the MBS Dev team." said Eakes. "Our combined wealth of industry and development experience along with our vision to deliver vertical specific solutions on top of the Axapta solution suite has us positioned to deliver solutions to our customers and channel partners in a more comprehensive and accelerated fashion than any other solution on the market today ."

Todd spent the early part of his career as a supply chain practitioner in a variety of roles including planning, scheduling and inventory management. During that time he also served key roles including Project Manager on a number of ERP implementations. The latter part of his career has included working on a variety of consultative and sales engagements for both large and small application software providers. He is experienced both in post sale implementation and project management as well as helping companies understand key business requirements and value creation opportunities through technology and process change.

Most recently Todd played a key role in sales leadership with a local start-up, an application software provider focused on delivering ERP solutions to the distribution industry. Todd helped the company to develop a solution sales methodology along with sales tools, policies, procedures and other infrastructure to streamline and accelerate the sales cycle. As a result, the company enjoyed breakthrough sales success in selling its newest technology to both existing and new customers. Todd has consistently been recognized as a top performer in his roles with Computer Associates, i2 Technologies, Syngistix and Technology Consulting Group.

Todd is a certified APICS instructor and in addition to teaching APICS certification courses, he has developed and taught Basics of Supply Chain Management courses to a number of large organizations including i2 Technologies and UPS. Todd is recognized as a CFPIIM by APICS and spent three years as a Vice President on the Board of Directors for the Colorado Chapter. He has also served in a number of teaching and advisory roles for local colleges and universities. Todd holds an MBA from the University of Colorado and a BS in Industrial Technology Management from Colorado State University.

#### **About MBS Dev**

MBS Dev, Inc. is a Colorado corporation founded to assist both Microsoft Axapta customers and reselling partners with distribution industry vertical solutions, development requirements and support services. MBS Dev, Inc. is a certified Value Added Reseller (VAR) and Independent Software Vendor (ISV) partner for Microsoft Axapta. MBS Dev has a distribution industry vertical focus, allowing us to truly differentiate ourselves with our vertical solutions. The MBS Dev focus is to deliver to the wholesale distribution market vertical specific applications that provide the required functionality specific to the industry. MBS Dev provides maximum value and service to its clients through a dynamic combination of professional talent, extensive technical expertise and teamwork.

For further information, visit our web site at [www.mbsdev.com](http://www.mbsdev.com).

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#### **Contact Information:**

Laura Guillaume

Business Development Manager

(303) 469-2346

[lguillaume@mbsdev.com](mailto:lguillaume@mbsdev.com)