Company Background

Technical Difference, Inc. is a privately held corporation and publishes People-Trak®, a PC based Human Resource Information System for organizations with 10 to 10,000 employees. Technical Difference was founded in 1992 to address the growing need for high quality, fairly priced software in the human resources market. Since its inception, Technical Difference has grown rapidly in both market share and gross revenue. Today, People-Trak is one of the most widely installed Windows based HRIS products.

Our Vision

We provide our customers with the tools they need to do their job more effectively and more efficiently than they have in the past. Our goal has been to create a product and to offer services that are meaningful and to the point. You do not need to pay for services you will never use, and you don't need a complex product that is difficult to learn and nearly impossible to use. We believe that the correct solution is the solution that is appropriate for you.

Every organization is different and custom software is very expensive. To accommodate the unique needs of each organization, without the need for custom software or expensive consultants, we provide many no-cost features that enable you to make our standard software more appropriate for your organization. The customization features themselves are easy to use and you can quickly and effortlessly tailor our product to work the way you need it to.

Our approach to technical support is also novel. While we do not send legions of expensive consultants to bug and bill you, we do have a well-trained and efficient support staff dedicated to your personal and product satisfaction. We are proactive, and we will call you regularly to make certain our software has met your needs, and continues to meet your needs. If you have a question, we will answer it. If you need

training, we can provide it. If you need conversion services, we can furnish it. In summary, you are in control because you are the customer. Our basic philosophy can be summed up in these principles:

- Give Human Resource professionals what they need to do the job they are paid to do

- Do not charge for goods and services that are not needed

- Provide competent and timely support when it is needed

- Seek to meet customer needs before they arise

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Our Products

The People-Trak product line encompasses a range of products and platforms for all your HR needs. Our HR modules include Personnel Management, COBRA Administration, Safety Management, Applicant Tracking, Position Control, and Training Administration. People-Trak can operate on your desktop, Local Area Network (LAN), Wide Area Network (WAN), through your browser (ESS), or via a client-server platform.

All People-Trak products provide advanced features and exceptional value. When compared on a feature by feature basis to our competitors, we are frequently just a fraction of the price. When asked how we can do it, our answer is always the same. The "technical difference" (hence our name) is the difference. Simply put, we can develop, maintain, and support our software better than our competitors because we offer technically advanced solutions using the latest software technology. In addition, we offer our employees many incentives to work both hard and smart. The end result is an empowered and innovative workforce that shares in the success of the organization. Our customers are always the beneficiaries of Technical Difference employees who care about your organization and theirs.

Our Services

Technical Difference provides a variety of services to its customers including technical support, software updates, software upgrades, custom programming, and database conversions. As with our products, these services are frequently priced much less than our competition. Again, this is possible due to the talents of our people and the technologies we use. Motivated individuals with the right tools can do just about anything and if there is something we cannot do, we can usually tell our customers how or where it can be done.

Our People

As you might have guessed, Technical Difference is very picky about the people we choose. Because we offer exceptional return on investment for our employees, we seek only

highly motivated, results-oriented individuals. Each and every employee benefits directly in the success of the organization and thus, each and every employee contributes directly.

Our Future

Our goal is to become the leading supplier of human resources software in our market segment. Once that goal has been reached, we intend to retain that position by providing the same quality products and services that earned us the distinction in the first place. We are constantly at work questioning, refining, developing, and improving everything we do. That process will never stop.