



# Mi-Co CEO Focuses on Partner Successes at the Sixth Annual Stockholder Meeting

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*Mi-Co's New CEO, Dr. Greg Clary, Highlights Positive Cash Flow as Validating Partner-centric Business Model at Company's Sixth Annual Stockholder's Meeting in Research Triangle Park NC*

PR9.NET August 14, 2006 - Research Triangle Park, NC. In the keynote presentation at the Annual Stockholder Meeting, Dr. Greg Clary highlighted Mi-Co's activities with both large, strategic partners such as Microsoft and IBM as well as specialized smaller, vertical partners, such as Optiform and Dimensions 5 because both groups were important in Mi-Co's ongoing success.

"Mi-Co's business strategy has always placed a heavy emphasis on partnerships," stated Clary, "and this year's positive financial picture is a tribute to our partners. Moreover, this success was driven by the Mi-Co team that recruits and trains the right partners and to the development team that delivers world class software with the right features to the Mi-Co channel."

Mi-Co's partnership agenda includes the development of key strategic and technical partnerships. Strategic partnerships that were highlighted during the meeting were activities with Microsoft (Mi-Co is a Microsoft Premier Tablet PC Partner), Lenovo (a multifaceted sales, marketing and technical relationship that began this year) and IBM (Mi-Co serves as a business partner and an IBM Workplace Forms ISV partner).

In addition to these relationships, Mi-Co has signed a number of channel partners that are using the Mi-Forms technology to address specific vertical sector mobile data capture needs. The successful partners highlighted included Dimensions 5 headquartered in Roseville, California and Optiform from Indianapolis, IN. Dimensions 5 is a Mi-Co channel partner focusing on the construction industry and Optiform develops healthcare related solutions for automating the collection of both data and images from paper and electronic formats. Recently Optiform implemented Mi-Forms Software in several hospitals including Sutter Health in California and Columbia St. Mary's Hospital in Milwaukee, WS.

Mi-Co staff also discussed its partnerships with companies implementing mobile data capture applications for digital pens (such as the pens manufactured by Logitech). California based Maxcentric, a partner that specializes in the development of applications for the lifecycle management of facilities and assets, was highlighted for a recent implementation of a highly cost effective digital pen application for the inspection of residential rental properties.

"Mi-Co now has partners in a number of key verticals such as the financial sector, selected healthcare segments and governmental services," stated Dr. Clary, "and based on our past success with both strategic as well as vertically focused partners we will continue to aggressively recruit sales channels for other key market segments."

In responding to questions during the Q&A session, Dr. Clary highlighted that in addition to the successful vertically oriented partners, Mi-Co's future activities include targeting companies in specific horizontal markets. Mi-Co will be actively recruiting applications software companies and service organizations working in areas such as asset management, sales force automation and customer relationship management.

This was the first annual meeting since Dr. Clary was named CEO by the Mi-Co board. Co-Founder and previous CEO, Jim Clary will continue to serve as Chairman of the Board.

"Mi-Co has built excellent technology that changes the way that companies capture data in a mobile environment. Our customer base continues to grow dramatically and it is a perfect time, both personally and professionally to hand the reins to Greg," said Jim Clary.

"I have been involved in software technology companies for over 20 years," stated Barrett Joyner Sr. VP of Mi-Co, "and Greg has the leadership skills and vision to capitalize on the strong foundation that has been built by Jim and the Mi-Co team. Greg has served as a CEO previously and, while he has a strong technology background, I continue to be impressed with his business acumen."

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## About Mi-Co

Mi-Co, the mobile data capture company, provides digital writing software to increase the efficiency and effectiveness of the entire process of capturing and using data. Mi-Co's end-to-end enterprise Mi-Forms Software System enables flexible forms design and the capture, handwriting verification and communication of forms based data for enterprise users. Mi-Forms supports enterprise data capture using the Tablet PC, Digital Pens, Pocket PCs and signature capture devices. Mi-Co is headquartered in Research Triangle Park, North Carolina and a Seattle, Washington customer service center.

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