

# Paragon introduces mobile data services division

## Twenty clients already sign up for program

BY RACHEL MCCORMICK-JENNINGS  
rmccormick@bizjournals.com

Paragon Development Systems, Oconomowoc, has launched a mobile data services division that buys, installs and maintains mobile devices for "smart phones," also known as personal digital assistants (PDAs).

The mobile data services division handles contract negotiation with smart phone providers, training employees to use smart phones and installing software to ensure smart phone users can access e-mail accounts.

A help desk at Paragon's Madison office can control a smart phone should a customer have technical difficulties or need assistance with accessing other software.

The new division, which targets midsize to large businesses, was created after Paragon employees began hearing client frustrations with smart phones and problems linking smart phones with existing infrastructure.

IT directors were spending thousands of dollars to upgrade computer systems to make smart phones compatible with the existing infrastructure. The new Paragon service will research which smart phone fits a client's needs and then implement the smart phones.

Paragon Data Services, which goes by the name PDS, is a technology services company

that builds, supplies, implements and manages IT infrastructures. PDS has more than 200 employees and \$85 million revenue in 2005.

Twenty clients have signed on for the new service since its launch in January, said Keith Fraleigh, vice president of management services.

"The need for these services has been developing for some time," Fraleigh said.

### WIRELESS GROWTH

Eight million businesses and consumers use wireless e-mail in the United States, a figure that will grow to 16 million by year-end, according to Gartner Inc., Stamford, Conn. By 2008, Gartner predicts half of all employees who access e-mail with a personal computer will also have wireless e-mail.

National Business Furniture, Milwaukee, is one area business looking at the new services.

"We need functionality but I'm not sure I want to incur the extra manpower that the new technology would need to operate smoothly," said Steven Fry, director of information technology systems for the company.

Competitors of PDS agree that the market for servicing mobile devices for business is growing but few are implementing the service that PDS is providing.

Berbee Information Networks Corp., Waukesha, the No. 2 technology services provider in metro Milwaukee behind PDS, also negotiates for service agreements with smart phone providers but does not provide support for the devices.

"We plan to link all different communication platforms with mobile data services," said Pat Scheckl of Berbee Information Networks.



SCOTT PAULUS

Keith Fraleigh . . . "The need for these services has been developing for some time."

# Catholic Funds seeks institutional investors

BY JENNIFER BATOG  
jbatog@bizjournals.com

The mutual fund family of Catholic Knights, which primarily focused on individual investors since its inception in 1999, is pursuing religious institutional investors such as Catholic religious orders, dioceses, universities and hospitals.

Managers of the Catholic Funds see a growing opportunity among institutional investors, said Catholic Knights president Daniel Steining.

"There's a lot of investment capital in these institutions," he said. "It's an underserved market."

Catholic institutions have few opportunities to invest in funds that mirror Catholic values such as the sanctity of life, human dignity and just treatment of people, Steining said. Many institutions invest in mainstream funds, which may hold stock at odds with those values.

Catholic Knights, Milwaukee, manages the Catholic Funds, a \$55 million indexed

mutual fund that owns shares in all but four companies in Standard & Poor's 500 Index.

The fund switched its subadviser and investment strategy in January as part of the effort to attract Catholic institutional investors. Ziegler Capital Management L.L.C., Milwaukee, advises the fund.

Ziegler has experience with institutional investors and a wide distribution network that can promote the Catholic Funds among institutional investors.

Confidence

Administrative Rules Adoption Alternative Dispute Resolution Animal Appellate Advocacy Bankruptcy Biotechnology Brownfields Business Brokerage Agreements Buy-Sell Agreements CDLs Chapter 7, 11, 13 Collaborative Commercial Development Confidentiality Agreements Construction Contracts Corporate Governance Corporate Reorganization Criminal Defense Divorce Due Diligence Employee Benefits Employment Discrimination & Harassment Employment Handbooks Energy & Utility Environment ERISA Estate Planning & Probate Executive Employment & Labor Law Family Business Family Law & Accounting General Taxation Financial Insurance Intellectual Property Law Litigation & Arbitration Medical Malpractice Personal Injury Products Liability Professional Ethics & Discipline Property Management Real Estate & Land Use Regulatory Approvals & Compliance Residential Development Rights-of-Way Roth 401(k) & Pension Plans Safety & Health Compliance School Securities State Legislation Succession Planning Tax & Tax Advocacy Tax Incremental Financing Technology Transfer Telecommunications Trademarks Trade Secrets Transportation & Logistics Trials Trusts

**DEWITT ROSS & STEVENS** s.c.  
LAW FIRM

**Know Us Before You Need Us**

**Our lawyers make it their business to look out for yours.**

262-754-2840 ■ info@dewittross.com  
Metro Milwaukee and Madison

## ASK THE FINANCIAL PROFESSIONALS

**CONTRACTORS: IS YOUR INTERNAL JOB COST SYSTEM WORKING EFFICIENTLY?**

Many contractors are gearing up for the main flux of the construction season and may not be ready for changes that are likely occur to their costs throughout the summer. Now is the ideal time to make sure that your internal job cost system is up to date. Understanding the key components of direct costs and how indirect costs are charged or allocated into job cost is imperative. Are you prepared for changes in union labor rates or changes to your workers' compensation and general liability rates? Do your purchase orders or subcontracts have escalation clauses? Successful contractors realize that managing risk is vital.

Making sure job costs are maintained accurately can save a contractor a lot of headaches and reduce the risk of litigation or mediation.

Eric Carlson is a manager in Wipfli's Construction and Real Estate Group and specializes in accounting, auditing, consulting, and litigation support. For further information, please contact him at Wipfli LLP.

Eric J. Carlson, Manager  
Wipfli LLP  
414.398.3475 • ecarlson@wipfli.com  
www.wipfli.com

**75 YEARS**  
**WIPFLI**  
Business experts. Right from the start.

**GETTING APPROVAL FOR YOUR BUSINESS LOAN**

How flexible are banks in accommodating a borrower's needs?

All banks have guidelines they use to help determine whether or not to approve a business loan request. Typically, they look at debt coverage (ability to repay the loan) as well as collateral.

Business borrowers don't always meet those guidelines perfectly. That's why it's important to work with a lender who is willing to adjust the structure of the loan in order to satisfy the guidelines and get the loan approved.

Partnering with a secondary source of financing, such as the SBA, is one way. Structuring the deal as an interest-only loan until the business is stabilized or lengthening the amortization term for lower payments are others.

At AnchorBank, we're willing to work with each individual customer to structure a business loan that's right for them.

Frank M. Cannistra, Vice President Business Banking  
AnchorBank  
15600 W. Cleveland Ave., New Berlin  
Phone: (262) 317-7121 • Fax: (262) 317-7177  
fcannistra@anchorbank.com

**AnchorBank**  
What will you do with your money today?

TO ADVERTISE ON THIS PAGE, PLEASE CONTACT DAVE MERK OR YOUR ADVERTISING REPRESENTATIVE AT 414-278-7788