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Sostilio & Associates International Digest SAID

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September 30, 2008:

MWA Intelligence (MWAi) invited me to present at its Dealer Advisory Council Meeting held at its World headquarters in Phoenix, Arizona. The meeting consisted of a two day event at which council members, service vice presidents and managers from 8 of the largest US independent dealers were able to interact with MWAi engineers and support members. At the formal events, the members heard about the current offerings from MWAi and the status of upgrades and fixes. They also heard from MWAi partners who offered new concepts to help further the sale of MWAi products. MWAi also took advantage of the occasion to garner feedback on the future direction of product development.

The outside speakers included SAI, leasing companies, a printer/MFP manufacturer, ECi² and Blackberry/RIM. There was good give and take from the attendees who were inquisitive and candid in their feedback and truly expressed a desire to be helpful. The council members obviously get along well with one another and they exhibited a high degree of professionalism and civility that these meetings can sometimes lack.

Michael Stramaglio, President and CEO of MWAi, concluded the two day event by conducting a ribbon cutting ceremony and open house at MWAi's new world headquarters, a spacious open floor plan suite that will house the engineering, support groups, and executive offices. It is located about a mile from the current location and will give MWAi more room to grow and meet its customer needs. As always it was a pleasant visit with the good folks in Phoenix.

Bob Sostilio