

Ames Custom Computer Application Programming Firm Helps Biotech Company Manage Training of their Employees

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In today's business world ensuring that employees are well trained is more important than ever. Global organizations with large numbers of employees are challenged to provide business specific training cost effectively. Although the most important part of training is making sure people learn, first you have to get them enrolled.

Syngenta Crop Protection, a global biotechnology firm, with offices in Ames, Iowa and all over the world, recognized that it needed to leverage the Internet to enable enrollment in their corporate training programs. As with any computer application deployment decision, they were faced with a myriad of options. They could work with their internal technology department, they could buy an off the shelf software program, they could hire programmers on a contract basis to develop the application or work with another company to have them custom program a solution to meet their specific needs.

They selected Winning Solutions, Inc., to provide them with a custom program to meet their specific needs and to have WSI host it on one of their managed web servers. Work was first performed for Syngenta's Ames office, but word spread quickly through the company of the success of this work. Soon, WSI was developing similar web based training enrollment solutions for Syngenta offices in Greensboro, North Carolina; Minneapolis, Minnesota; Boise, Idaho and Basel Switzerland!

Because the solution was custom developed, each office was able to request and receive features and functions specific to their needs. Typically with off the shelf software, customers are limited to just the functions that come with the program. When customers ask for changes to the program, the typical response from an off the shelf software vendor is, "we will wait and see if enough users request it and if so we will add it to the next version". Winning Solutions, Inc.'s business model is designed to allow it to provide these critical changes as they are requested by the client. This was recognized as a key factor in the rapid spread and adoption of custom programming from WSI at Syngenta.

Syngenta is a world-leading agribusiness committed to sustainable agriculture through innovative research and technology. The company is a leader in crop protection, and ranks third in the high-value commercial seeds market. Sales in 2005 were approximately \$8.1 billion. Syngenta employs more than 19,000 people in over 90 countries. Syngenta is listed on the Swiss stock exchange

(SYNN) and in New York (SYT). Further information is available at www.syngenta.com.

Winning Solutions, Inc. (WSI) is a full-service information technology firm with corporate headquarters located in Ames, Iowa. Founded in 1996, WSI has grown to become a respected leader in the development of customized technology solutions. The Ames location has enabled WSI to take advantage of the talent pool graduating from Iowa State University. This, combined with the Midwest work ethic has enabled WSI to grow at a controlled rate from two employees to over 15 by 2006. WSI is a privately held, self-funded corporation which has been profitable every year of its existence. The management team feels that this allows WSI to take advantage of the current economic times through both acquisitions and expansion. For additional information please visit www.winningsolutionsinc.com.