

# Business Consulting Services -- Provided by (EDC):

EDC ComputerS, Inc., 716 – 11<sup>th</sup> Street South, Benson, MN 56215 (320) 843-3930

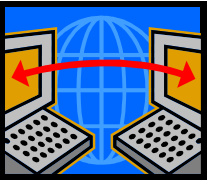
*We will give you the help you need, when you need it – at a fair rate. Al Leedahll*

## Services Available From EDC

**Consultation:** EDC will help you evaluate your business and recommend procedures, software and hardware that will allow you to:

- Streamline operations
- Be more efficient
- Save time
- Make more money
- Provide better service

**Network Administration:** EDC will setup computers, connect them to the internet, install small-office networks (LANS), install software, share printers and other basic computer network administration tasks.



**Tutoring:** Once your equipment is up and running, EDC will show you how to use the software, hardware and new procedures to meet your goals.



**Help Desk:** EDC will provide follow-up telephone support whenever you have a question. Many basic software related questions (in Word, Excel & QuickBooks) can be answered over the telephone in a few minutes.



### Computer Repair:

Computers are so inexpensive it is often less expensive to replace a computer than to fix it. We will help you evaluate whether it is more economical to repair or replace your equipment.

**Ongoing Support:** Make EDC a part of your team. Allow EDC to help you: identify opportunities; brainstorm & develop new concepts; generate ideas for novel solutions to problems; and, prepare plans-of-action for detailed development and implementation of the ideas conceived.



Make EDC a part of your advisory team.

**Advice & Research:** Retain EDC to advise you on a wide range of subjects and to research new technologies and techniques that can be beneficially used in your business.

## Is your workload too heavy? Is your schedule too hectic?



Are you so busy doing things that have to be done that you do not have time to do the things that should be done?

Where do you need help? Hire EDC to help you!

For example: EDC handled accounts payable for a client for 3.5 years before the client hired a full-time secretary.

**Save Time:** One of EDC's clients was spending over 20% of their time processing invoices and needed a better solution. EDC installed a computerized bookkeeping system and showed the client how to use the system.

**Become more efficient:** EDC also helped the client develop a more effective way of obtaining part and labor data from workers so invoicing would be more accurate and complete. Within three months: the time required to process invoices was cut in half as well as being more accurate and complete.

The time required to process invoices was cut in half!

**Provide better service:** *When we needed a better way to create electrical contracting estimates and bids, EDC helped us evaluate, select and install a computerized system. Gary Loen*

**Need computer training?** *EDC setup a computerized bookkeeping system for us. Tutoring included! Cletus Grossman*

Retain EDC to research new technologies and techniques that can be beneficially used in your business.

**Effective use of technology:** *When we purchased another business (about 50 miles from our headquarters), EDC set up a system for us that enables both offices (as well as our accountant) to effectively use the Internet to work with real-time accounting data at all times. Steve Loen*

[www.edccs.com](http://www.edccs.com)

## Now is the time to go online!

Serve your customers 24/7, even while you sleep.



Online advertising is effective & economical. A large amount of information can be placed online for a relatively low cost. Give your customers the information they need to purchase your products and/or services!

On-line advertising is effective and economical

Use all other advertising to direct customers to your web site for more information.



**Target customers who want what you have to sell!** We can target the customers who want the unique qualities and features of the products and/or services you have to offer.

### Increase your sales

**area...** Expand your sales area statewide, nation wide or worldwide! There is no limit to your online sales area – you can chose how large of an area want to serve. You maybe surprised at the number of people who want the unique products and/or services you have to offer!

Send email that people want to receive!



EDC can help you set up email campaigns that will help drive customers to your web site and/or to your retail business. Email that people ask you to send... Email that people want to receive...

EDC will help you set up shopping carts and process credit cards online.

Do you have a product or service that can be sold online? EDC will set up what you need including online shopping carts and online processing of credit cards.



For more information, see:  
[www.edccs.com/online/](http://www.edccs.com/online/)

**Do you have a business idea?  
 ... ..New product or service?  
 Want to be a business owner?  
 Want increased sales / profits?  
 Want an experienced partner?**

Al Leedahl is willing to spend an hour, free of charge, discussing business opportunities with you. Al will study the opportunity for a while. Then get back with you. The possible results are that Al will offer:

1. **Advice, Suggestions** and an opinion as to what would be required to make the opportunity a success.
2. **Consulting Services**, at an hourly rate, to help develop and implement the opportunity.
3. **To Become a Partner.** As a stockholder in, and a supplier of services to, a corporation that develops and implements the opportunity.

**Engineering Consultant**

Contact Al when you need:

- New ideas, Fresh approach, An Unbiased Viewpoint, "Outside Advice."
- Answers to: "What to do, How to do it, or Where to start..."
- Equipment designed to meet new challenges (*increase performance, reduce cost, adapt to new standards, leap-frog competition...*).
- Help to prepare, or evaluate, a proposal for the design of a new piece of equipment.
- A member of an advisory group that:
  - o Identifies opportunities.
  - o Brainstorms & develops new concepts.
  - o Generates ideas for novel solutions to problems.
  - o Prepares plans-of-action for detailed development and implementation.

Contact Al when you need an advisor:  
**320.843.3930**

Where appropriate, Al can give advice directly to: a designer who is laying out the design of a new piece of equipment; and/or, a prototype builder.

Examples of completed projects are shown at:

<http://www.leedahl.com/engineering/design/concepts.htm>

**Interview with Al Leedahl**

**Int:** I see you have Bachelor & Master's degrees in Engineering. Why did you go on to receive extensive post-graduate education in Business Economics and Business Administration?

**Al:** While growing up on a farm I was interested in "what made machines tick" so I studied engineering in college. Later, as a practicing engineer, I found that regardless how good a design was, it was of little economic value unless supported by a strong business. So I went back to school to learn "what made businesses tick!"

**Int:** So you got hands-on experience learning "what made businesses tick" by switching between self-employment and positions as an employee?

**Al:** Yes, I owned a very small manufacturing company and a couple of different consulting businesses. Each of them gave me good, practical experience in running small businesses. But several times I succumbed to "offers I could not refuse" to become an employee again!

**Int:** Yes, I see you had positions as: project engineer, project leader, senior engineer, product & engineering manager, and manager of engineering & R&D. How did you get involved in EDC (EDC ComputerS, Inc.)?

**Al:** In 1990 I started a consulting business called Engineering Design Concepts. A year later my son, who had just graduated with a degree in computer science, joined me. Eventually we became less involved in engineering consulting and more involved in computer related services and incorporated as EDC ComputerS, Inc.

**Int:** Is that when you started providing management-consulting services to small businesses?

What businesses are really looking for are ways to ..... become even more successful!

**Al:** Yes. We found that computers and software were often only a small part of what small businesses really needed. What they were really looking for were ways to become more efficient, save time, make more money, streamline their operation, provide better service, etc.

So, whenever possible, we would help our customers evaluate their entire business in search of ways to make it even more successful.

**Int:** Is your son still a part of EDC?

**Al:** No. Late in 2000 my son took a computer programming position with a company that sells photographs taken from satellites. At that time I semi-retired and provided business consulting services to a half-dozen loyal customers through EDC.

**Int:** What's next?

**Al:** I really enjoy helping small businesses become even more successful and want to expand the management services offered.

**Int:** So you would prefer to offer management advisory services on an ongoing basis?

**Al:** Yes, I have worked with some businesses through EDC on an ongoing basis for some time. Now I would like to also work with some small businesses where I have some equity in the business for added incentive to make the business even more successful.

**Int:** So you will consider partnering with selected small businesses?

**Al:** Yes. I formed a corporation called F I Group, Inc. for partnering with small businesses.

**Int:** Does F I Group, Inc. have a web site?

**Al:** Yes, [www.FriendlyInnovators.com](http://www.FriendlyInnovators.com), will be evolving as a source of information

about technology and small businesses. For more information, contact:

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Will you offer advisory services on an ongoing basis? Yes.  
 Will you consider becoming a business partner? Yes.