



## Company Profile

Bachmann Handheld Solutions, founded in 1994 with offices based in Sparta, N.J, is dedicated to providing enterprise, startups, mobile software companies and other clients with a team of expert software developers to help design, program and complete critical mobile computing projects.

Bachmann Handheld Solutions is the software development services division of Bachmann Software, a leading provider of wireless file retrieval and printing software products for handhelds and smartphones. Bachmann has established itself as a leading contributor to the mobile and wireless economy through its software products and partnerships with many of the key companies in the mobile computing arena. The company's president and founder, Glenn Bachmann, recognized an emerging opportunity in wireless and handheld computing early in its evolution, and since 1997 has committed Bachmann Software to fully focus on creating innovative software solutions for the handheld and wireless industry.

A veteran of the mobile computer industry, Bachmann has participated in over 75 mobile computing projects, and maintains a unique and impressive portfolio of completed projects which span Palm OS, Pocket PC, RIM Blackberry, and Symbian OS platforms. Bachmann's client list ranges from such Fortune 500 industry giants as Hewlett-Packard, Xerox, Kodak, Panasonic, The Weather Channel and Polaroid, to handheld software leaders such as Dataviz and GoAmerica, to enterprise leaders like Aetna, to small startups with little more than a vision for new and innovative products.

With a staff of seasoned developers combined with professional project management, the company is well equipped to support clients' software development needs. Bachmann's success has been in good part a result of its focus on the application of a collection of "best practices" to client projects, from the initial specification, design and planning stages, through the timely completion of the final application. Bachmann understands the unique problems and issues in creating software that runs successfully on small handhelds, and works to assist its clients in designing **user-centric applications** that make the best use of each type of handheld or smartphone.

In addition to the company's product and development contributions, the company's founder Glenn Bachmann has also achieved personal recognition as the noted author of a series of books on handheld software development including "Palm OS Programming," published by Sams Publishing, "Professional Palm OS Programming", published by Wrox/Wiley, and his newest title "Hacking BlackBerry", also published by Wrox/Wiley as part of the ExtremeTech series.

### **Bachmann Software Professional Memberships and Associations:**

- Palm Plugged-In Program (PIP)
- Windows Mobile Solutions Partner Program (WMSPP)
- Blackberry ISV and SP Alliance
- Forum Nokia Professional



## **Bachmann Company History / Timeline**

### **Products, Projects, and Partners**

#### **1994**

- Bachmann Software founded

#### **1996**

##### **Development Services / Projects**

- Bachmann defines company future based on mobile and wireless computing software products and software development services
- Bachmann engaged by **Day-Timers** to develop handheld versions of its organization, planning and paper-based products

#### **1997**

##### **Development Services / Projects**

- A.T. Cross / Cross Pen Computing selects Bachmann to develop electronic ink software Windows and **the RIM Pager** to be used with their CrossPad electronic paper product.

#### **1998**

##### **Development Services / Projects**

- Nettech Systems (later Broadbeam) partners with Bachmann on a series of wireless messaging middleware solutions for Palm OS

#### **1999**

##### **Development Services / Projects**

- GoAmerica contracts with Bachmann's development team to create its proprietary **Go.Web wireless web browser** and email client software
- **Xerox** Corporation engages Bachmann Software to design its MobileDoc wireless document retrieval solution for wireless handhelds
- **Hewlett-Packard** hires Bachmann to port its JetSend technology from Pocket PC to Palm OS

##### **Products**

- Bachmann releases its own branded print engine and development tools solution for the Palm operating system.

#### **2000**

##### **Development Services / Projects**

- "Palm Programming", authored by Glenn Bachmann, is published by Macmillan
- Bachmann produces **ACT! Link** for Interact Commerce Corporation to enable synchronization of Palm PIM data with the popular ACT! contact management system
- **Polaroid** Corporation hires Bachmann to develop ImageMaster photo viewer application

## Products

- PrintBoy is released as an end-user printing solution with support for memos, addresses, calendars and to-do's.
- PrintBoy 2.0 introduces spreadsheet and document printing

## 2001

### Development Services / Projects

- Bachmann develops **wireless document conferencing** system for Cutting Edge Software using Java and Palm OS
- Dataviz taps Bachmann to develop Excel Spreadsheet module for Documents To Go office suite
- Bachmann hired to design and develop ACT! for Palm OS

### Products

- Palm bundles Bachmann's email printing solution with its handheld devices
- PrintBoy introduced in retail store channels by Macmillan Publishing
- Franklin Covey introduces branded version of Bachmann's PrintBoy software
- Bachmann launches FilePoint, a complete file manager for handheld devices

## 2002

### Development Services / Projects

- **Aetna** engages Bachmann to develop handheld patient tracking solution for nurses on PocketPC handhelds
- Bachmann hired to produce handheld PowerPoint Presentation Viewer by Cutting Edge Software for MS Office Suite
- Digital Scout engages Bachmann to develop soccer statistics solution

### Products

- Palm bundles Bachmann's FilePoint for inclusion in Palm-branded memory expansion card
- PrintBoy wireless document printing launched for Windows CE and Pocket PC operating systems
- PrintBoy bundled with Alphasmart's mobile Dana computer aimed at K-12 education market

## 2003

### Development Services / Projects

- PatientKeeper engages Bachmann to develop medical patient management solution
- **Symbol Technologies** hires Bachmann to develop Intermec printer cross-compatibility for its route accounting customers
- Pearson Education publishes **2<sup>nd</sup> edition of Palm Programming**, authored by Glenn Bachmann

### Products

- PrintBoy chosen by Palm to be **bundled with Tungsten C** device
- Bachmann adds Bluetooth and Wi-Fi printing to Pocket PC and Palm OS versions of PrintBoy

## 2004

### Development Services / Projects

- CampusK12 hires Bachmann team to develop teacher assessment software for **Pocket PC and Palm OS** handhelds
- EyeOnSolutions partners with Bachmann to **produce cross-platform Reporting and Printing module for Pocket PC and Palm OS**
- **Symbol Technologies** hires Bachmann to develop mobile printer drivers for Pocket PC

## Products

- PrintBoy ported to **Nokia's Symbian Series 60** platform, exhibited at CTIA Wireless in Nokia Pavilion
- Nokia bundles PrintBoy for Symbian Series 60 **with ATT Wireless** MMC card
- **Symbol Technologies** bundles Bachmann's mobile printing with its Captra solution
- Bachmann launches Windows Networking wireless file access with FilePoint 3.0
- Mobile Backup wireless network backup introduced by Bachmann
- **Belkin** bundles PrintBoy for Pocket PC and Palm OS with its Bluetooth Print Adapter
- **General Electric** selects PrintBoy for PocketPC for its water treatment inspection system

## 2005

### Development Services / Projects

- Wrox publishes **Professional Palm OS Programming**, co-authored by Glenn Bachmann
- Brother contracts with Bachmann to produce **Windows Mobile and CE.NET** printer drivers for Mprint mobile printer
- Bachmann tapped to produce book on **Blackberry software development**
- **Panasonic** hires Bachmann to produce **Chinese language** printing support for its ToughPrint mobile printer (Pocket PC and CE.NET)

### Products

- Bachmann ports PrintBoy to **Symbian UIQ smartphone** platform for use with Sony-Ericsson handhelds
- **Palm** bundles PrintBoy with LifeDrive Mobile Manager handheld
- Bachmann begins development of **FilePoint and PrintBoy for Blackberry** wireless devices
- **Panasonic** bundles PrintBoy for **Symbian Series 60** with X700 and X800 smartphones
- **FilePoint for Pocket PC** launched, adds wireless remote file access and remote Google Desktop search to Windows Mobile platform

## 2006

### Development Services / Projects

- **The Weather Channel** chooses Bachmann as its development partner for a series of mobile applications to deliver wireless weather forecasts, maps, severe weather alerts and video to **BlackBerry, Treo and Windows Mobile devices**.
- Wiley/Wrox publishes Bachmann's newest book on BlackBerry devices **"Hacking BlackBerry"**

### Products

- Bachmann releases **version 7.0 of its PrintBoy for Windows Mobile** document printing software product, introducing new support for Windows Mobile 5.0 devices, Palm's Treo 700w smartphone, native Microsoft Word support, and other new features.
- Palm produces a bundle of its popular Palm TX handheld with Bachmann's PrintBoy software, targeting the European market.