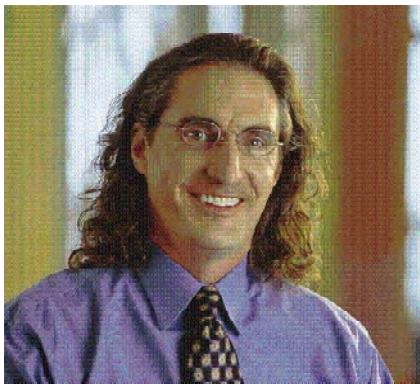


information technology

North Dakota delivers **growth & prosperity**



As a high-tech company competing on a global basis, North Dakota has provided all the essential components to allow us to be a leading provider in our market place.

Doug Burgum
Senior Vice President
Microsoft Corporation

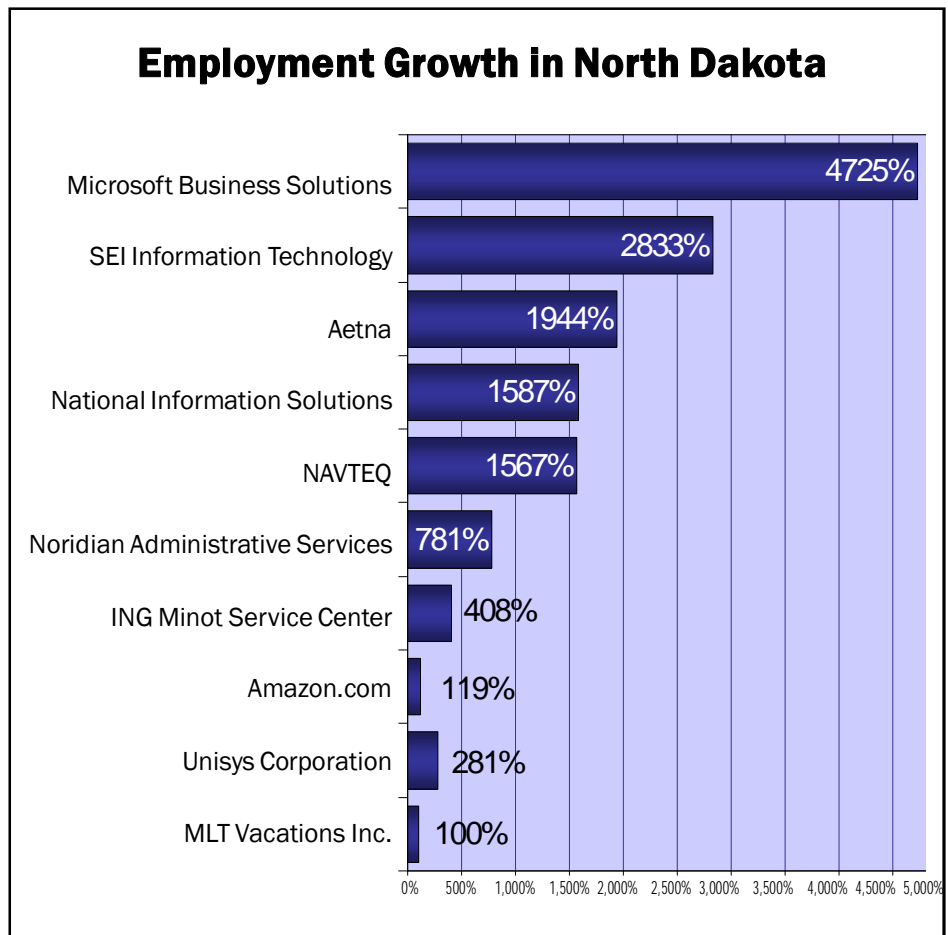


Global Companies Prosper in North Dakota

North Dakota has spent more than 10 years attracting and expanding some of the most recognizable information technology companies in the world. Companies have surpassed all growth expectations and, in some cases, opened facilities in more than one North Dakota city after experiencing great success with their first site.

North Dakota has the technological infrastructure they need, allowing them to tap into the state's underemployed workforce. Educated, hard-working and enthusiastic employees are key to the success of these companies.

The table shown below demonstrates the extent to which some of these firms have grown from their first year of operation.





Software development firm locates in North Dakota

A United States-based software firm has begun operations in North Dakota. Grizella Software of Denver, Colorado, announced in July of 2003 that it would move its company headquarters to Hebron, ND. The company provides software tools for the trucking industry intended to improve the management of marketing, freight, customer service and dispatching.

SEI sister company opens with multiple ND locations





SEI-CCS, a 36-year-old computer service company, last year launched SEI-LLC, a pilot project providing remote order services to fast-food restaurants. North Dakota offices in Grand Forks, Steele and Rugby have begun using at-home employees to take food orders by phone and transmit them to restaurants by computer. Next year an additional office will open in Wishek, ND.

NAVTEQ expands in North Dakota

NAVTEQ, a Chicago-based firm that produces digital roadmaps for Web sites and vehicle navigation systems, added 60 jobs to its workforce in Fargo, ND. Opened in 1995, the Fargo site now employs about 250 people. NAVTEQ employs 1,300 people in more than 17 countries. Their data is onboard most vehicle navigation systems sold in North America and Europe.

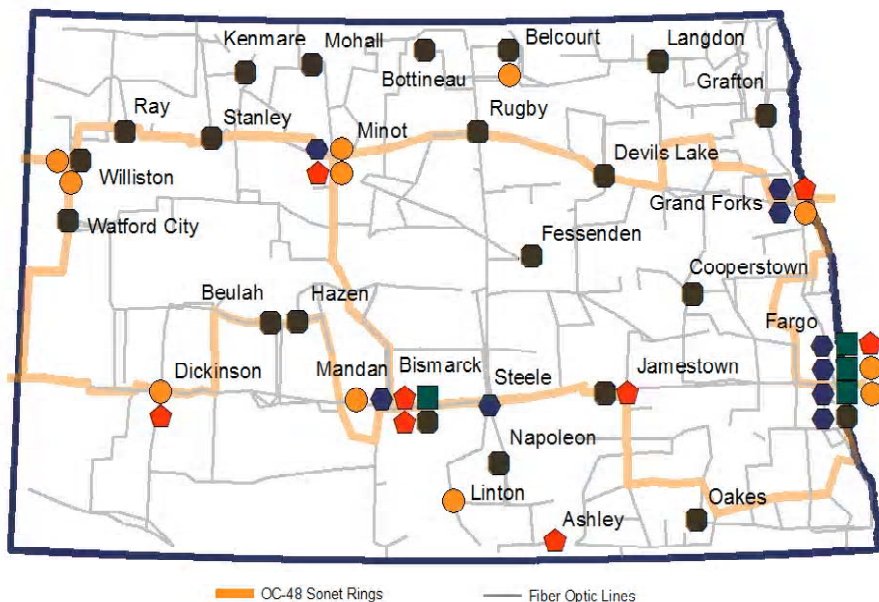
More than 30 companies across North Dakota discover the state is wired for them

You will find a wealth of information technology companies that are growing and prospering in North Dakota. Indeed, information technology facilities located in North Dakota are some of the most productive in the nation. The map on the next page depicts the major information technology facilities in five broad categories:

<u>CATEGORY</u>	<u># EMPLOYED*</u>	<u>CITY</u>
Banking and Finance 		
Unisys Corporation	400	Bismarck
US Bank Service Center	450	Fargo
Wells Fargo Services Company	240	Fargo
Cargill Financial Service Center	115	Fargo
Insurance 		
TechLink Inc.	73	Ashley, Dickinson
Coventry Management Services Inc.	360	Bismarck
Aetna	552	Bismarck
ING Minot Service Center	750	Minot
Noridian Administrative Services	749	Grand Forks, Jamestown, Fargo
Software and Software Support 		
Microsoft Business Solutions	965	Fargo
NAVTEQ	250	Fargo
Sundog Interactive Inc	41	Fargo
Aatrix	42	Grand Forks
National Information Solutions Coop.	253	Mandan
SEI Information Technology	440	Fargo, Grand Forks, Steele, Rugby
Telemarketing Services 		
Dynaband LLC	74	Belcourt
Call Evolution Company	100	Bismarck
NOVO 1	226	Williston
ACI Telecentrics Inc.	75	Devils Lake
TRJ Enterprises Inc.	21	Hazen
Performance Centers Inc.	150	Oakes, Fargo
Medical Arts Press Inc.	74	Ray
Dynamics Marketing Inc.	220	Cooperstown, Jamestown, Napoleon



IT companies in North Dakota



<u>CATEGORY</u>	<u># EMPLOYED*</u>	<u>CITY</u>
Telemarketing Services (continued)		
eTelecare Global Solutions (Phase II)	200	Minot
Midwest Telemark International	500	Stanley, Mohall, Beulah, Rugby, Grafton, Kenmare Watford City, Langdon Bottineau, Fessenden
Business Services and Support ●		
Amazon.com	350	Grand Forks
Upstream	422	Fargo
American Express	349	Linton, Dickinson
Laducer & Associates Inc.	270	Mandan, Belcourt
MLT Vacations Inc.	268	Minot
Choice Hotels Reservation Center	412	Minot
PepsiConnect	117	Fargo
Holland America	57	Williston

*Employment numbers are gathered from surveys, news clippings and other third-party sources. Although we have no reason to doubt the accuracy this information, it may be subject to errors or omissions.

American Express expands North Dakota centers

In 2003, American Express purchased three of the four Rosenbluth International customer centers in North Dakota. Since this purchase, American Express has expanded their Dickinson, North Dakota, facility three times, adding 170 workers. Company officials said, "The office has presented us with a tremendous pool of individuals whose work ethic, flexibility and ability to quickly learn new skills makes Dickinson a highly productive operation."

PepsiAmericas sales call center to open in May 2004

A \$5 million, 28,500-square-foot sales center for PepsiAmericas opened in 2004. It will be home to more than 230 employees as PepsiAmericas consolidates 13 US divisional sales offices in Fargo. "Basically what brought them here was the work ethic of our people," said Vice President and General Manager George Haugo.

eTelecare Global acquires expanding company

In August 2003, Phase II announced a new call center opening in Minot, North Dakota. Phase II opened its second call center in Minot with plans of over 200 employees in November. After its second expansion, Phase II was acquired by eTelecare Global.



North Dakota

Tax Incentives

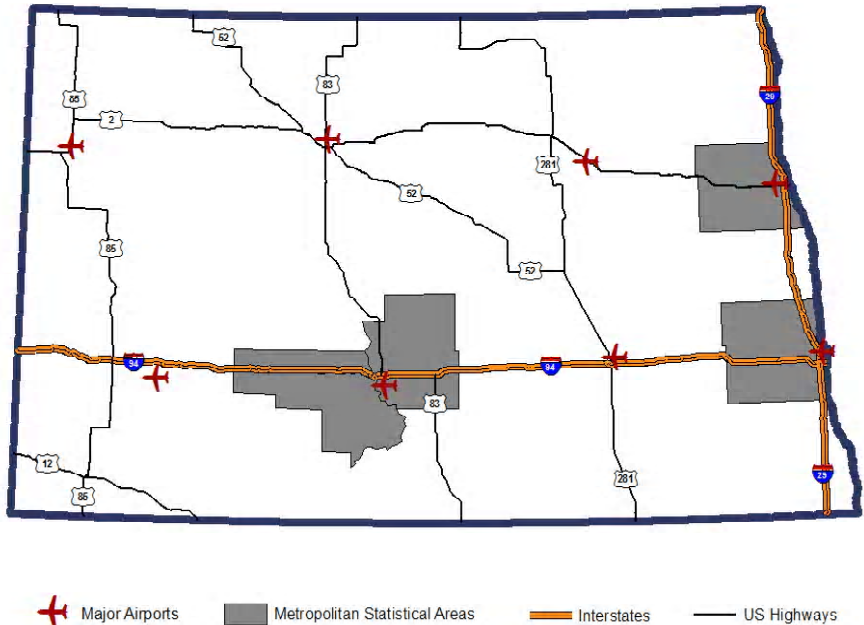
- Property tax exemption of up to 5 years for new or expanding businesses
- In lieu of a property tax exemption, in full or part, a company may negotiate a fixed or graduated property tax rate for a period not to exceed 20 years
- Corporate income tax exemption of up to 5 years for new or expanding technology based businesses
- Wage and salary corporate income tax credit for new businesses
- Income tax credit for research expenditures
- Sales and use tax exemption for computer and telecommunications equipment and interstate communications
- No personal property tax—includes equipment, inventory, materials in process and accounts receivable
- Lowest workers' compensation insurance rates in the nation



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North Dakota delivers the infrastructure you need



What others are saying about North Dakota...

“...the atmosphere of enthusiasm and optimism I’d found in North Dakota impressed me. The people I’d met were passionate about technology...”

“With its inexpensive energy and real estate, and an educated, underemployed workforce, perhaps the answer to offshore lies within our borders—and out on the Plains.”

– Tamara Carter, Managing Editor
January 2004, *Software Development Magazine*

“The state is an education powerhouse. North Dakota has the nation’s highest high school graduation rate (89%). It sends a greater portion of high school students to college (69%) than any other state. And state government spends more per resident on college education (\$689) than any other state.”

“The state is producing economic thoroughbreds: educated young people with the farmers’ work ethic.”

– Dennis Cauchon
February 24, 2004, *USA Today*