Unicon Newsletter   Q1/06

Record Number of New Client Wins for Unicon in the First Quarter

Unicon is pleased to report a record number of new accounts in the first quarter of 2006. Seven colleges chose the Academus suite of products for their online campus needs, and many new institutions are poised to sign on in the second quarter. *"The response from the education community has been phenomenal"* said Jim Layne, Vice President of Sales and Marketing at Unicon, Inc. *"Once people see the benefits of using an open-source based technology, it becomes clear why the Academus suite of products is so powerful."*

Introducing our new clients:

Joliet Junior College, *Joliet, Illinois*
Joliet Junior College recently chose Academus Portal and WCM (Web Content Management) with RedDot technology as their online campus and content management solutions. Joliet Junior College is one of the largest community colleges in Illinois.

University of Tulsa, *Tulsa, Oklahoma*
The Golden Hurricanes of TU, a current Datatel customer, purchased the Academus Portal solution and several integration services. Established in 1894, the University of Tulsa is an independent institution affiliated with the Presbyterian Church.

Spartanburg Technical College, *Spartanburg, South Carolina*
Spartanburg Technical College was originally a CampusCruiser customer, but switched to Academus Portal 2.0 when they put out an RFP (Request for Proposal). Spartanburg Tech. is also a customer of Datatel, one of Unicon's corporate partners.

Heartland Community College, *Normal, Illinois*
Heartland Community College is the newest community college in Illinois. This new institution embraces emerging technology, and selected Academus Portal 2.0 as their online campus solution of choice.

Southwestern University, *Georgetown, Texas*
Southwestern University is the oldest university in Texas, and was a university before Texas became a state. This storied institution chose the Academus Portal solution for their online campus needs.

Simmons College, *Boston, Massachusetts*
Simmons college was an existing RedDot customer, and decided to purchase Unicon's Academus Portal solution, including integration and RedDot project mentoring services. Simmons College has an award-winning design department, and will be working with Unicon to create a custom skin for their Academus Portal account.

Tacoma Community College, *Tacoma, Washington*
Tacoma Community College chose Unicon's Academus Portal from many options when they put out an RFP (Request for Proposal). In addition to Academus Portal 2.0, TCC purchased several integration services.

Unicon Completes New Facilities Expansion

Unicon's latest facility expansion was completed in December 2005. An unprecedented number of new accounts lead to many recent hires during the first quarter of 2006, making the addition of new space particularly timely.

"The completion of the office expansion has allowed us to move forward comfortably with adding more staff to support our new clients and projects," said John C. Blakley, CEO of Unicon, Inc. *"Having room to grow is important in enabling us to meet our customers' needs quickly and efficiently."*

The new space includes a new conference room and 14 new workspaces, and houses the Professional Services and Sakai units.

Open Source Staff Strengthened

Two valuable veterans of the open source effort joined the Unicon team during the first quarter. Mike Zackrison has joined the company as Vice President of Product Management, and John A. Lewis will serve in the role of Software Architect. These two new employees will help guide the management and technical development of Unicon's contributions to the open source community.

Mr. Zackrison will be responsible for developing and executing Unicon's product-related business strategies, tactics, and activities while working with sales, marketing, and other departments to meet the company's development and revenue goals. Mike Zackrison joins Unicon with extensive experience in developing and marketing open source software products and technologies for the higher education market.

Mike Zackrison

"As Unicon continues to broaden its product portfolio," said John C. Blakley, CEO of Unicon, Inc, *"Mike's expertise will be instrumental in helping our company create better products for enabling the business of education."*

Industry veteran John A. Lewis will be responsible for directing the company's technology efforts regarding open source technologies for higher education. He continues his role as the lead developer of Spring Portlet MVC, the new JSR-168 application framework that is part of the latest release of the wildly popular open-source Spring Framework project. Prior to joining Unicon, Mr. Lewis held positions of Chief Technology Officer for Arcanum Education Solutions and Director of Product Development for Entrada Software, Inc.

John A. Lewis

"Unicon is very pleased and fortunate to have John Lewis join our team in the role of Software Architect," said John C. Blakley, CEO of Unicon, Inc. *"John's credentials, skills, and experience with open source technologies and higher education will be a tremendous asset to our company as we further strengthen our leadership role in the industry. We look forward to his contributions playing a significant role in our future direction and success."*

UNICON®

New Partnership between Unicon and Questionmark

A new partnership between testing and assessment software provider Questionmark and Unicon, Inc., has brought about the integration of Questionmark ™ Perception™ testing and assessment software through Academus®, the open-source based portal.

The Questionmark Portlet is an integration that makes it possible for a learner's scheduled assessments to be displayed within a "portlet" of an organization that has adopted Unicon's Academus Portal. Once participants have logged in to the portal, they can move freely from one activity to another. Now learning events and assessments can be part of someone's daily routine without having to log into a separate, specialized system. The learner sees a list of the quizzes, tests and surveys that have been scheduled for them. Clicking on one of the assessment links causes the assessment to start. When the assessment is completed, the results are stored within the Questionmark Perception database for future analysis, and the user can be given any appropriate feedback. The integration is the result of a partnership between Questionmark and Unicon.

"Web portals make it easy to combine Perception with other best-of-breed applications to create customized information and activity centers to suit many different types of institutions and situations," commented Questionmark CEO Eric Shepherd. *"By providing the Questionmark Portlet, Questionmark is demonstrating its continued commitment to open standards and working with the open source community to provide the solutions required by the marketplace."*

"As the use of online assessments in higher education continues to grow, so does the need to enable easier, centralized access," said John C. Blakley, CEO of Unicon, Inc. *"We're pleased to partner with Questionmark to expand the possibilities available to academic institutions that have deployed Academus Portal."*

Demand for Sakai Demos Skyrocketing-Unicon Announces Webinar Schedule to Meet Needs

Unicon has always been dedicated to educating its clients, but with the introduction of the new Webinar schedule, training and education are more convenient than ever.

Unicon's training team has been in high gear during the first quarter, traveling to perform training sessions for clients like Thompson Learning, Trinity College, and UC Davis, in addition to presenting informative sessions at numerous conferences around the country. But it's not always possible for clients and prospective clients to travel to learn more about Sakai and our products.

In order to respond to the growing demand for Sakai demos and training, Unicon is offering a new series of Sakai Webinars. Most Fridays from 10:00-11:30 AM PST, Unicon will be hosting an online Sakai demonstration and tutorial. *"So many people are frustrated with their current online campus solutions and are interested in learning about Sakai,"* says Patty Wolf, Director of Training at Unicon. *"These Webinars offer anyone the ability to get a better understanding of what Sakai can do for them, and without the hassle of travel or scheduling."*

To see the complete schedule of Sakai Webinars, and for more information, please visit our website at www.unicon.net.

Enter the Academus Open Campus Sweepstakes!

Win a six-month Sakai Collaborative and Learning Environment for you and three of your colleagues! Each subscription awarded will support up to 40 students. Ten winning packages will be awarded.

Now is your chance to pilot Sakai for yourself and really put it to the test. Sakai can supplement your classroom, enable distance learning, or act as a collaborative online environment for research projects. Create and manage courses, coordinate projects, collaborate on research, and more. The Pilot Sakai program includes Elluminate Live! Lite Office, a personal-sized, single-room online collaboration tool perfect for one-on-one tutoring, virtual office hours, group project meetings, exam review sessions, and more.

Enter between now and April 30, 2006 and get a chance to win a free six-month subscription! Winners will be drawn on May 1, 2006.

Enter at www.academusopencampus.com