



FOR IMMEDIATE RELEASE

Clarkston Consulting Benefits Livestock Identification Programs

Recently Completed Acquisition of Health Informatics Division of QC Data Provides Direct Advantages

DURHAM, NC and CALGARY, ALBERTA (September 29, 2003). Clarkston Consulting, a nationally recognized management and technology consulting firm, recently completed the asset acquisition of the Health Informatics (HI) division of QC Data, one of the world's premier providers of hosted information management services for utility, telecommunications, government and health industries. This acquisition will directly benefit livestock identification programs across North America.

QC Data HI implemented, and currently hosts, the system central to the identification and tracking of livestock by the Canadian Cattle Identification Agency (CCIA). Under the federal Health of Animals Act, an identification tag is mandatory in Canada for cattle born after July 1, 2001 and leaving their herd of origin.

According to Tom Finegan, CEO of Clarkston Consulting, "The acquisition will enable us to further enhance our services to our clients while exploring business strategies through the value chain, from producer to consumer, and seeking opportunities that will allow the industry to maintain current markets and expand into new ones."

James La Voy, managing partner at Clarkston Consulting, noted, "This partnership will allow us to address concerns over animal health and food safety while increasing consumer confidence in animal food products by ensuring the security and effectiveness of the livestock identification process. We can see the full spectrum from 'farm to plate,' leveraging Clarkston Consulting's expertise in both the life sciences and consumer products industries and QC Data HI's expertise in data management."

The CCIA is a non-profit industry agency incorporated in 1998 to establish a national cattle identification program in Canada, and is comprised of representatives from all sectors of the cattle industry. The national cattle identification program, which is regulated and enforced by the Canadian Food Inspection Agency (CFIA), is an industry-led program designed to promote consumer confidence through assurance of efficient traceback, and containment of serious animal health and food safety problems.

"Clarkston Consulting's expertise in providing successful management and technology solutions, and their life sciences and consumer products industry expertise, combined with QC Data HI's



continued implementation and support of the CCIA data system, will augment CFIA’s capacity to broaden the scope of animal health and food safety traceback systems in Canada,” stated Julie Stitt, Manager of the CCIA. “Industry leaders recognize the importance of safeguarding our national herd and assuring consumer confidence both at home and in our export markets, and our partnership with Clarkston further enhances our ability to meet these goals.”

QC Data HI and Clarkston Consulting were also recently awarded the contract to supply the Premises Identification and Information System for the Wisconsin Livestock Identification Consortium (WLIC). The Premises System will provide the foundation for WLIC’s Animal Identification and Information System (A-II) – a system that will enable individual animal identification and movement tracking to support regulatory requirements for animal disease programs and food safety, as well as support value-based marketing. The WLIC is pioneering animal identification in the U.S., and is incorporating currently evolving national animal identification standards and requirements into A-II.

Neil Hammerschmidt, COO of the WLIC, stated, “The partnership of QC Data HI’s high-level data management expertise and technical skills with Clarkston Consulting’s expertise in developing business solutions will make this groundbreaking project a success. Our program supports, and actually accelerates, the establishment of a national program, so pressure to deliver is high.”

By acquiring QC Data’s HI assets, Clarkston Consulting will continue to advance livestock identification, as well as assist clients seeking broader vision across the life sciences and consumer products value chains.

About Clarkston Consulting

Clarkston Consulting is a nationally recognized management and technology consulting firm that creates successful business strategies and implements technology solutions. Clarkston’s business value acceleration approach bridges the gap between strategy and technology to build a sustainable business advantage for Fortune 1000 manufacturers within the life sciences and consumer products industries. The firm’s excellence has been recognized through numerous industry, vendor, and client awards. Clarkston’s exceptional client satisfaction rating, as measured by The Conference Board, is heralded as among the highest in the consulting industry. To learn more about Clarkston, visit www.clarkstonconsulting.com.

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Contact:

Melissa McCaslin
Clarkston Consulting
919-484-4442
mmccaslin@clarkstonconsulting.com