LABSTATS

SOLE SOURCE CERTIFICATION

January 04, 2021

To Whom It May Concern,

This letter serves as a confirmation that Computer Lab Solutions LLC (FEIN: 20-1177182) is the sole source provider of LabStats software, including all components.

LabStats software may be ordered via the following methods:

- Contact a sales representative by phone (208-473-2222) or email (sales@labstats.com).

- Submit a purchase order via email (sales@labstats.com), fax (208-473-2989), or mail (255 B Street, Suite 201 | Idaho Falls, ID 83402).

For more information, please contact our Sales Department.

Sincerely,

Daniel Berry
CEO

What Is LabStats?

LabStats is a software solution that measures computer and application usage in university computer labs. Dashboards and customizable reports make visualizing usage data quick and easy. Report results empower lab managers with the knowledge required to cut excess spending and focus resources in the areas students need them most.

How Is LabStats Unique?

LabStats was the first widely-used product of its kind and it remains the market leader more than a decade later. A few other products have similar features, but none represent the same complete package, or have the same simplicity or accuracy that LabStats does.

Reports: The LabStats "secret sauce" is our reporting. No other product provides the same essential reports that have been tailored to meet the needs of university computer labs. We've worked very closely with university lab managers for a very long time so we can understand their questions and provide factual answers in the form of reports.

Hardware Tracking: A few other products track hardware usage to some degree, but none with as much depth and accuracy as LabStats, and none built specifically for the university computer lab environment. However, even if another product were to track hardware usage as well as LabStats, that data is only as good as the reports that give it meaning, and we are confident LabStats has the best reports for universities that can't be found in other products.

Application Tracking: A few other products track application usage, but none with as much depth and accuracy, and none that track hardware usage as well. LabStats not only tracks local applications, but it also tracks web applications, and differentiates between applications that are simply "in-use" vs. "in-focus." Once again, usage data is only as good as the reports that give it meaning, and we are confident LabStats has the best reports for universities that can't be found in other products.

Maps: Maps is a feature unique to LabStats that allows you to easily create a visual representation of your labs, populate it with icons representing each computer in your lab, and put it on display so the the real-time availability status of each computer is publically known. This helps students quickly find open computers and boosts the efficiency of your labs. This feature is not available in any other product that we know of.

Tagging: LabStats features a unique tagging system that allows greater customization of reporting results. Tags can be applied to computers, applications, and users. Reporting results can be filtered using tags to narrow results and focus on the desired report criteria. A similar tagging system is not available in any other usage tracking product that we know of.