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Serving Cranberry Township, Wexford and surrounding communities



MUSIC MAKERS — Bluegrass musicians gather for annual January Ice Jam at the Butler Days Inn.

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Wexford company receives grants

\$450,000 in state grants
to help create, keep jobs

By **BOB SCHULTZ**
Eagle Editor

MARSHALL TWP — A Wexford-based information technology company has received \$450,000 in state grants that will enable the company to expand and will help maintain and create 210 jobs within three years.

True Commerce on Perry Highway specializes in providing electronic data interchange solutions. Electronic data interchange is a form of electronic commerce. Specifically, EDI is an application-to-application electronic exchange of business documents in a pre-defined standard format.

EDI standards provide common formats for business documents such as purchase orders, purchase order acknowledgements, invoices and payment/remittance advice.

‘It will enable the opportunity to hire more of our local talent.’

COLLEEN MCDOWELL,
True Commerce's director
of marketing

The company had applied for the state funding, which includes a \$200,000 opportunity grant, \$150,000 in job creation tax credits and \$100,000 customized job training funding, to keep up with its rapid growth.

The state funding is the result of efforts by Gov. Ed Rendell's action team, formed to work with him and Community and Economic Development secretary Dennis Yablonsky to aid economic development projects.

The action team, which was made up of economic development professionals, worked with the businesses, as well as professional site consultants on projects involving significant investment and job creation opportunities.

The recent round of economic projects included \$16 million in funding for 26 projects that are anticipated to create 1,151 jobs and retain 7,974 jobs in 20 counties over the next three years.

Two of those projects are the True Commerce package and Allegheny Ludlum/Allegheny Technologies Consortium, which received \$1 million in customized job training funding for its 10 steel plants in six different counties.

Colleen McDowell, True Commerce's director of marketing, said the main focus for the grant funding will be for employee professional development.

“It will enable the opportunity to hire more of our local talent,” she said.

According to the company's Web site, True Commerce provides everything a company needs to fully implement electronic data interchange from one source.

Since 1995, True Commerce's mission has been to

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Grants

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provide small to mid-tier companies with a comprehensive, end-to-end EDI solution that is easy to implement and affordable.

Without an electronic commerce solution in place, a company enters data into a business application, prints a form containing the data, such as a purchase order, and then mails

or faxes this form to a trading partner. The trading partner, after receiving the form, must then re-key the data into another business application. Inherent in this process are poor response times, use of the postal system can add days to the exchange process, excessive paperwork for both companies involved in the exchange, and the potential for errors as information is transcribed.