



Junction Solutions

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Junction Solutions Announces Executive Addition, Promotion

Greg Doyle Joins as Vice President of Field Operations, and Chris Hafenscher Becomes Senior Vice President of Alliances

CHICAGO--([BUSINESS WIRE](#))--Chicago-based Junction Solutions (www.junctionsolutions.com), a provider of vertical market-specific software applications and services for the Multi-Channel Retail and Food and Beverage industries, has added to its executive leadership team and promoted from within, according to Jeff Grell, president and CEO of Junction Solutions. Greg Doyle has joined the company as Vice President of Field Operations, while Chris Hafenscher has been promoted to Senior Vice President of Alliances.

Doyle will be responsible for sales operations in Junction Solutions' Retail, Manufacturing and Distribution divisions. Doyle previously served as Vice President of Retail for SAP America, a global provider of business software. Prior to joining SAP, he was Senior Vice President of Navis, where he implemented the company's operating system for a number of the country's top retailers. Doyle also served on the management team for Manugistics, a leading supply chain management software provider. He will be based in Junction Solutions' Pleasanton, CA office.

"Greg has two decades of experience working with business software systems for high volume retailers and manufacturers, which makes him ideal for expanding Junction Solutions' presence in our targeted retail, manufacturing and distribution markets," said Grell. "His success in leading sales and field operations teams will allow him to play a key role in our company's continued, significant growth, and we are delighted to welcome him to our team."

"This is an exciting time to join Junction Solutions as the company expands its leadership role in the cross-channel retail and food and beverage extended ERP space," said Doyle. "Junction Solutions and Microsoft are revolutionizing the way companies manage and support their entire value chain, and I am eager to help the company bring its 360-degree business management model to an even greater number of customers."

As Senior Vice President of Alliances, Chris Hafenscher will build and oversee new relationships with partners as Junction Solutions increases its sales and services beyond its current core markets.

Hafenscher will be responsible for further developing Junction Solutions' relationship with Microsoft, as well as building the company's Global ISV, technology, reseller and referral partner channels. Hafenscher is a co-founder of Junction Solutions with over 22 years of experience in the software and consulting industry. He has worked with manufacturers and distributors in both sales and delivery management roles, and most recently served as Junction Solutions' Senior Vice President of Sales. He is based in St. Louis, MO.

"We have tasked Chris to lead a very important initiative to develop our partner channels and facilitate our growth by targeting large-enterprise organizations and expanding into different geographic regions," said Grell. "I want to thank Chris for the excellent work he has done already to help us build our company, and know his leadership in this new key role will enable Junction Solutions to maintain our remarkable momentum."

"Junction Solutions is poised to build on its current successes and expand into new markets," said Hafenscher. "The leadership team has charted a course for the company to transition from a direct sales model where we sell, implement and support our product portfolio, to a hybrid sales model where we work with partners to promote, install and maintain our software solutions. We will not pull back from our direct sales efforts, but will add these new channels in order to facilitate the company's growth."

About Junction Solutions

With offices throughout the U.S. and U.K., Junction Solutions provides vertical-specific software applications and services that help organizations enhance operational performance, reduce costs, expand delivery channels and strengthen relationships. Built on Microsoft Dynamics® AX and designed specifically for Food & Beverage and Multi-Channel Retail companies, Junction Solutions' innovative offerings focus on enterprise resource planning, (ERP), supply chain management (SCM – demand, order, warehouse, yard and distribution management), human capital management, merchandising, order entry management, call-center management, eCommerce engagement and fulfillment. The company was named 2010 Microsoft Dynamics® Retail Partner of the Year. For more information, please visit www.junctionsolutions.com.

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