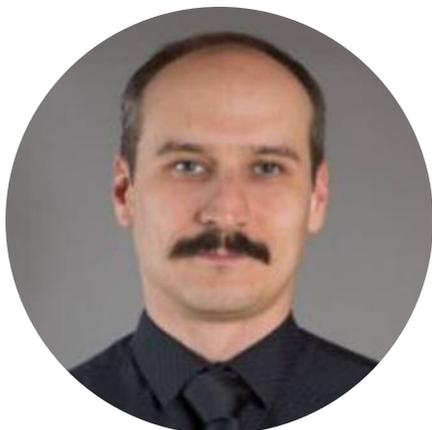




Q&A with Kirill Nesterenko, CEO of NesterSoft providing Internet and Computer Usage Monitoring Software that Ensures Employee Privacy while Increasing Productivity and Compliance to Company Policy



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"If work time is important to you, then you need WorkTime. At NesterSoft we offer an effective solution for managing an employee's work time."
- Kirill Nesterenko

CEOCFO: *Mr. Nesterenko, what is the focus for NesterSoft today?*

Mr. Nesterenko: Our main product is WorkTime®. It is an employee monitoring software to ensure productivity. It monitors internet and computers usage in a local or distributed network.

CEOCFO: *Would you tell us about WorkTime?*

Mr. Nesterenko: WorkTime records everything an employee does on his or her computer. It saves that information to the database, then provides reports about the employees work time, about attendance, applications, and documents use. This ensures proper attendance and productivity. This also prevents employees from spending time on their own social media pages, such as their own Facebook or twitter accounts.

CEOCFO: *Are the employees comfortable with something like this or do they feel an invasion of privacy?*

Mr. Nesterenko: There is a fine line between monitoring and spying. Our main focus and goal is to stay strictly on the monitoring side. More on the level of clock-in/clock-out system, but it is not taking pictures or recording keystrokes, or passwords or private banking information. It is mainly for the employer's protection. They employer is providing the computer and paying the salary, so they want to be sure their employees are working during the time they are supposed to be working.

CEOCFO: *Would you tell us more about the reports you generate?*

Mr. Nesterenko: We have more than 80 reports right now. It covers the full range of work. It is from top level summary reports such as who spends the most time online or top 5 Facebook users. Another is attendance, which records how much time is spent working, which shows active work, productive and non-productive work. You can go down to each employee and see in detail how much time he or she spends on Excel or on work, and how much time he spends on work.

CEOCFO: *Would a company typically have this in place for a certain group of employees or across the board?*

Mr. Nesterenko: Our customers are implementing our WorkTime product for all of the computers in their organization. They consider WorkTime a second application. For example, a moving company that has a fleet of trucks moving across the country. The manager would want to know the status of their trucks, the time they spend driving, where the truck is and if they have made their delivery. This is the same type of software; however, it monitors employee work activity instead of trucks.

CEOCFO: *Would an employee have access to their own information? Would a company make that available?*

Mr. Nesterenko: Yes, the companies can make the reports available to each individual employee. The employee can have access to his or her own data so they can monitor their own report and know how they are doing.

CEOCFO: *You website indicates that you have WorkTime Corporate, WorkTime Professional and WorkTime Home. What are the differences?*

Mr. Nesterenko: We cover the full range from home users to large corporation with people working in their company offices. There are independent contractors that use our software to see how much time they actually spend working on their computers. Most of the people are surprised how it increases productivity, so it is very popular. People can see how they spend their time and make the necessary adjustments. Most people underestimate the time they spend doing thing on their computers other than working. Therefore, employees and independent contractors can monitor their own time.

CEOCFO: *Are there many companies that provide a similar service or software?*

Mr. Nesterenko: It is a crowded field. There are many companies. It started with timesheets and time stamp machines so employers can see when their employees clock in and clock out. However, we are taking this to the next level and we are able to do this without spying; just focused on work performance.

CEOCFO: *There are many well know names on your list of customers; with very large companies as well as the White House. How do you reach out to potential customers? How do they find you?*

Mr. Nesterenko: Yes, we do have a couple of Departments from the White House, as well as the Departments of the US Army. Many of them find us through online searches. They come to our website, find out what we do and reach out to us. We also do some advertising to let people know about us.

CEOCFO: *What is your geographic range? Is it strictly North America or do you have customers worldwide?*

Mr. Nesterenko: Most of our customers are from the United States, and then we have customers in Australia, the Middle East, South Africa, Brazil and Canada. Therefore, we do have customers worldwide.

CEOCFO: *What is the implementation process for your customers?*

Mr. Nesterenko: It does not require a great deal of time to implement our software. To download, install the App and be ready to start using it, all it takes is about 10 minutes.

CEOCFO: *Does NesterSoft integrate with other systems? Should it or is stand alone the best way for this type of product?*

Mr. Nesterenko: It works fine as a standalone, but does integrate with other systems. It supports terminals and servers, and they do not have to do anything to integrate our App.

CEOCFO: *Where does mobile come into play?*

Mr. Nesterenko: Our product is for Desktop and Laptop computers. There are some other work related mobile devices that our App will work for as well, but 90% is form actual computers that employees are working on.

CEOCFO: *What has changed in your approach over time?*

Mr. Nesterenko: We started in 1998, and it was 1999 when we released a first version. At first it was for personal use, then it was commercial use, next was company use, and now about a year ago we came out with our Cloud-based solution.

CEOCFO: *What is next for NesterSoft?*

Mr. Nesterenko: Next will be to expand our use on mobile devices. We will also be developing more Cloud-based solutions, as everything is now in the Cloud. Employers and Employees will be able to check their time and monitor their workflow using mobile devices.

CEOCFO: *Put is all together for our readers. Why use NesterSoft?*

Mr. Nesterenko: If work time is important to you, then you need WorkTime. At NesterSoft we offer an effective solution for managing an employee's work time.