

"POINT 4 USERS ARE GIVING US AN EXCELLENT REPUTATION."

PROVEN RELIABILITY

"A lot of computer companies talk about reliability, but I can document 99.9% up time with my POINT 4 systems," says Steve McCormick, Owner/Director of Computer Operations for Derderian, Kann, Seyferth and Salucci, P.C. in Troy, Michigan.

DKSS is a respected, 40-year-old CPA firm and an integrator of customized computer systems for business applications. As such, the company is both a value added reseller and an end-user of POINT 4 high performance, multi-user minicomputer systems.

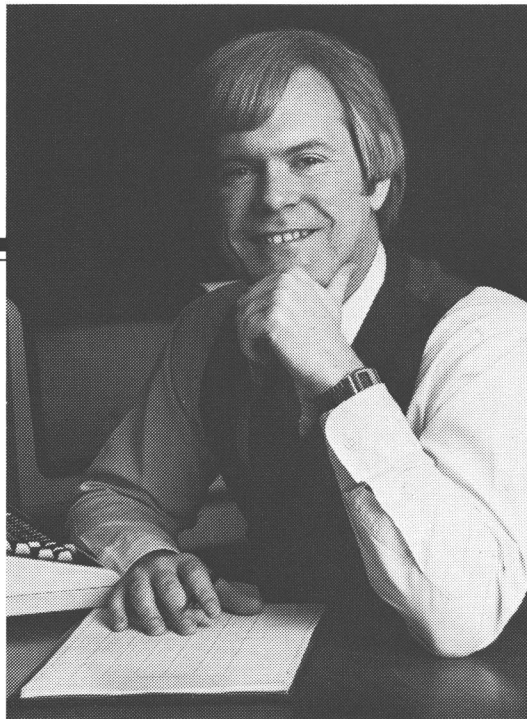
"We own five POINT 4 computers," says McCormick. "We won't recommend a system we wouldn't use ourselves."

TOPS IN CUSTOMER SATISFACTION

DKSS isn't alone in selecting POINT 4 minicomputer systems. Thousands of satisfied customers have also chosen POINT 4 high performance computers to help solve their unique business problems. They are consistently impressed, year after year, with the quality and support of POINT 4.

CUSTOM-TAILORED SYSTEMS

Why did DKSS choose POINT 4? "In addition to reliability, flexibility is a big reason," according to McCormick. "With POINT 4 computers I have the freedom to choose from virtually all of the best peripherals on the market. The POINT 4 operating system is so flexible, I'm not limited. That makes my system very competitive."



Steve McCormick, Owner/Director of Computer Operations, Derderian, Kann, Seyferth and Salucci, P.C. Troy, Michigan

18,000 SATISFIED CUSTOMERS

IRIS, the POINT 4 operating system, has become an industry standard in Business Basic environments with more than 18,000 installations worldwide. IRIS is a true multi-terminal operating system with the capacity to support up to 128 users for multiple timesharing and batch processing tasks.

MAXIMUM PERFORMANCE AT MICRO PRICES

Multi-user timesharing performance plus low original cost give POINT 4 minicomputer systems an exceptional price/performance ratio. In a five-terminal system, for example, the per-user cost is substantially less than many microcomputers. Plus, each POINT 4 user typically gets several megabytes of personal disc storage as well as access to the total system database, a claim no personal computer can make. And the exceptional 400 nanosecond cycle time

of the POINT 4 computers supports highest performance for each user.

"I have one customer that started with a three-terminal system," says McCormick. "Now they support 74 terminals nationwide with no loss of efficiency on the same POINT 4 computer."

THE RESELLER'S PARTNER

Steve McCormick is also excited about the POINT 4 support for resellers. "They really take the partnership idea seriously," he says. "We're always trying new software concepts and POINT 4 is behind us completely."

VERTICAL MARKET SUPPORT

That's why, in accounting, automotive, insurance, banking, medical, distribution, contracting, retailing and other application areas, value added resellers choose POINT 4 systems—the small system MARK 3 in desktop or rack mount versions, the medium range MARK 5 and the powerful MARK 8 for top-of-the-line performance and capacity.

SEE FOR YOURSELF

Call or write to Gerry Petri, Director of New Market Development, for more information. Learn how your computer company can give you an even better reputation...and the profits which go with it. POINT 4 Data Corporation, 2569 McCabe Way, Irvine, CA 92714, (714) 863-1111, (800) 468-6430, in California (800) 824-1679.

POINT 4
DATA CORPORATION