

## SALES OFFICES

Corporate Headquarters  
and Western Regional Office  
2569 McCabe Way  
Irvine, CA 92714  
(714) 863-1111  
TWX: (901) 595-1113  
Telex: 4722040 P4DC

Salesperson: Gerald Bosch  
John Larkinson  
Administrator: Debra Vetere

Northeastern Regional Office  
2 Shunpike Road  
Madison, NJ 07940  
(201) 822-3305

Salesperson: Ned Colson  
Administrator: Debra Vetere

Southeastern Regional Office  
Northside Tower  
6065 Roswell Road  
Atlanta, GA 30328  
(404) 252-5501

Salesperson: Janice Winter  
Administrator: Kathi Savage

Midwestern Regional Office  
1011 East Touhy Avenue  
Des Plaines, IL 60018  
(312) 827-5502

Salesperson: Jim Bailey  
Administrator: Kathi Savage

Southern Regional Office  
Westgate Plaza  
Suite 408  
2016 E. Randall Mill Rd.  
Arlington, TX 76011  
(817) 265-4125

Salesperson:  
Barry Adelstein  
Administrator: Kathi Savage

Hardware Support  
Phone Consultation

Pete Ellis  
(714) 863-1111

Software Support  
Phone Consultation

Frank Murgolo  
(714) 863-1111

Repair Facility

Bob Sotelo  
(714) 863-1111

**POINT 4 DATA CORPORATION**

**DISTRIBUTION AGREEMENT**

This Agreement dated as of the \_\_\_\_\_ day of \_\_\_\_\_, 19\_\_\_\_, ("Date of Agreement") is made between Point 4 Data Corporation, a California corporation ("Point 4"), with its principal place of business located at 2569 McCabe Way, Irvine, California 92714, and \_\_\_\_\_ ("Distributor"), a \_\_\_\_\_ corporation, with its principal place of business located at \_\_\_\_\_.

In consideration of these covenants and terms, Point 4 and Distributor agree as follows:

**1. Appointment**

Point 4 hereby appoints Distributor as an authorized distributor for Point 4 products, and Distributor accepts such appointment, subject to the terms and conditions set forth in this Agreement and in the Attachments. Such products are listed in the current Point 4 Product Catalog, which Point 4 publishes and distributes from time to time to authorized Point 4 Distributors. (Such products are referred to hereinafter as "Point 4 Products" with the understanding that all references to the sale of Point 4 Products shall, as to software products, mean the license or sublicense of such software products pursuant to the terms of Point 4's standard form of User Sublicensing Agreement and for the license fees referred to in Section 12).

Distributor's appointment as an authorized Point 4 Distributor shall be nonexclusive. Such appointment does not constitute a grant of any specific territory or geographical area. Point 4 reserves the absolute right for any reason whatsoever to increase or decrease the number of authorized Point 4 Distributors in the vicinity of Distributor's location(s) at any time without notice to Distributor.

**2. Delivery Period**

This Agreement shall commence on the Date of Agreement, and shall terminate at the end of the Delivery Period. The Ordering Period shall commence on the Date of Agreement and shall terminate eighteen (18) months thereafter. The Delivery Period shall commence on the Date of Agreement and shall terminate twenty-one (21) months thereafter.

Point 4 Products shall be ordered by Distributor by submitting Purchase Orders that reference this Agreement and state the quantity of Point 4 Products, specified delivery dates and shipping instructions.

#### 4. Cancellation, Rescheduling and Modification of Orders

Distributor may cancel any Purchase Order, in whole or in part, at no charge upon written notice to Point 4 at least ninety (90) days prior to the first day of the month of the specified delivery date. Purchase Orders cancelled less than ninety (90) days prior thereto are subject to a cancellation charge equal to a percentage of the price to Distributor of the Point 4 Products cancelled in accordance with the following schedule:

<u>Specified Delivery</u>	<u>Product</u>	<u>List Price</u>
90-61	Standard POINT 4 Items	5%
	Custom Products	20%
60-31	Standard POINT 4 Items	10%
	Custom Products	50%
30-Delivery	Standard POINT 4 Items	20%
	Custom Products	100%
After Delivery	Standard POINT 4 Items	100%
	Custom Products	100%

Custom Products shall mean any product which is not contained in the Point 4 Product Catalog at time order is placed.

Any rescheduling of delivery of any Purchase Order or modification thereof shall be considered a cancellation pursuant to the foregoing terms, unless Distributor agrees in writing to assume the costs such rescheduling or modification imposes on Point 4.

#### 5. Delivery and Risk of Loss

Delivery will be made F.O.B. Point 4's plant in Irvine, California. Time of delivery is the time when the Point 4 Product is ready for pick-up by the carrier. Risk of loss shall pass to Distributor upon delivery to the carrier. In the absence of specific instructions, Point 4 will select the carrier, but such carrier shall not be the agent of Point 4, nor shall Point 4 assume any liability with regard to the shipment. Point 4 shall not be liable for any damages or penalty for delay in delivery by the carrier. Point 4 Products held or stored for Distributor shall be at the risk of Distributor. Ownership of the Point 4 Products shall pass to Distributor upon delivery by Point 4, subject to the security interest referred to in Section 6 herein.

Notwithstanding the foregoing, Point 4, at its option, may require payment upon delivery on any Purchase Order placed by Distributor if, in the opinion of Point 4, Distributor's credit has become impaired. Point 4 also may cancel any accepted Purchase Orders or refuse or delay shipment of any Purchase Orders if Distributor becomes delinquent in payment of its obligations or fails to meet other credit or financial requirements established by Point 4. The cancellation of any such orders or the withholding of shipments shall not be construed as a termination (unless Point 4 so advises Distributor) or breach of this Agreement by Point 4.

#### **7. Changes in Point 4 Products**

Distributor recognizes that Point 4 has the right to change the specifications of Point 4 Products, to increase or decrease the number and type of Point 4 Products that are available for purchase hereunder, or to discontinue the sale or availability of any or all such Products without further notice and without liability. Such change or discontinuance shall be indicated by adding or removing Point 4 Products from the Point 4 Product Catalog.

#### **8. Warranty**

Point 4 warrants that the Point 4 Products, except the Software, delivered under this Agreement which are manufactured by Point 4 shall be free from defects in material and workmanship for a one (1) year period from the date of delivery (the "Warranty Period"). Point 4's liability pursuant to the foregoing warranty shall be limited solely and at its option to repairing or replacing the Point 4 Product without charge to Distributor, provided written notice specifying the defect is received by Point 4 during the Warranty Period. This warranty shall exclude all Point 4 Products which are not manufactured by Point 4 such as printers, terminals, etc., that are purchased and resold by Point 4. In the case of such purchased products, Point 4 transfers the warranty of the original manufacturer of the products to Distributor subject to any limitations and restrictions which may be imposed by such manufacturer.

Point 4 may repair or replace the defective Point 4 Products at the site of Distributor, its Customers, or at the Point 4 plant. All transportation and in-transit insurance charges to send the defective Point 4 Product to Point 4 shall be paid by Distributor. Similar charges to return the repaired or replaced Point 4 Product to Distributor shall be paid by Point 4.

software, source documents, data, customer lists, financial information and sales and marketing plans. Distributor shall at all times maintain in the strictest confidence and trust all such Proprietary Information, it shall not use such Proprietary Information other than in the course of its duties under this Agreement, nor shall Distributor disclose any of such Proprietary Information without the written consent of Point 4.

## 11. Documentation

Point 4 will supply with the initial delivery of each Point 4 Product a set of applicable documentation. Distributor shall have the right to purchase additional copies of such documentation at the Point 4 standard published prices.

## 12. Software

A. Definition. Throughout this Section, the term 'Software' refers to each of the Point 4 Products listed in the Software section of the current Point 4 Product Catalog and to any portions of or modifications to said Software. The term 'Customer' refers to an ultimate user of the Software; the term 'Dealer' refers to a reseller of Point 4 Products. The Software may be in the form of machine readable code, on paper or magnetic storage media or on any other form.

B. License. During the term of this Agreement, Point 4 grants Distributor a personal, nontransferable, nonexclusive license to use the Software, related functional specifications and materials in accordance with the provisions of this Agreement; and to include the Software pursuant to Subsection E of this Section, in computer systems sold by Distributor.

Point 4 grants, licenses and hereby authorizes Distributor to grant licenses to its Customers and Dealers on Point 4's behalf, only by having each Customer and Dealer enter into a properly completed and signed User Sublicensing Agreement in a form provided from time to time by Point 4, a current form of which is attached hereto as Attachment B. The right to sublicense the Software may be granted by the Licensee to its Dealers who agree to be bound to the same extent hereunder. However, the right to sublicense is not transferable to Customers.

C. Proprietary Rights. Distributor acknowledges that the information contained in the Software, related functional specifications and materials provided by Point 4, is proprietary information which is the property of Point 4 or of some other

Point 4 may provide other security mechanisms to control and protect its proprietary Software. Distributor agrees not to tamper with, alter, defeat or permit or encourage others to attempt to defeat the intended operation of such security mechanisms.

**E. Inclusion of Software in Computer Systems.** Point 4 grants to Distributor the nonexclusive right to include the Software in computer systems which are actually sold by Distributor to its Dealers and Customers in bona fide sales transactions.

Distributor agrees that before he sells a computer system containing the Software in any form to any person or organization, he shall first obtain a User Sublicensing Agreement executed by such person or organization. Should Distributor transfer sublicensing rights to its Dealers, Distributor shall require each Dealer to execute corresponding User Sublicensing Agreements with any of its lower tier Customers. Distributor shall obtain copies of any lower tier agreements entered into by Distributor's Dealers. Distributor agrees to enforce all such User Sublicensing Agreements, to terminate said agreements in the event that a Customer or Dealer fails to comply with the terms thereof, and to immediately report to Point 4 any failure by a Customer or Dealer to comply with any of the provisions of such User Sublicensing Agreement.

With respect to the Software sublicensed under this Agreement, Distributor acknowledges that each User Sublicensing Agreement is for the benefit of Point 4, and in the event that Distributor fails to enforce the User Sublicensing Agreement, Distributor grants and agrees to grant to Point 4 the right to enforce the obligations of the Customer and Dealer and agrees to execute such documents as are needed to permit Point 4 to enforce such obligations directly, including the right to bring suit in Distributor's name.

Distributor agrees that Point 4 or a mutually agreed upon third party whose expenses will be paid by Distributor has the right to audit and inspect Distributor's journals, related invoices, shipment notices, User Sublicensing Agreements, and copies of all software licensing agreements, at Distributor's headquarters at any time during normal working hours.

### **13. Proprietary Rights Indemnification.**

Point 4 will defend at its expense any action brought against Distributor to the extent that it is based on a claim that Point 4 Products used within the scope of this Agreement infringe a United States patent, copyright, trade secret or trademark and will pay any costs and damages finally awarded against the Distributor in such action which are attributable to such claim, subject to the limitation on liability stated herein, provided that Distributor notifies Point 4 promptly in writing of any action (and all prior claims relating to such action) and gives Point 4 sole control of the defense of any such action and all negotiations for its settlement or compromise. Point 4 shall not have any liability to Distributor for any damages resulting from infringement claims which are based solely on the use of the Point 4 Products in combination with other products not supplied by Point 4, or resulting from designs supplied by Distributor, or for any trademark infringement involving any marking applied at the request of Distributor. Should the Point 4 Products become, or in Point 4's opinion be likely to become, the subject of any claim of infringement, Point 4 may procure for Distributor the right to continue using the Point 4 Products or, replace or modify them to make them noninfringing, provided such replacement or modification does not materially affect the performance of such Point 4 Products. The foregoing states the entire liability of Point 4 with respect to infringement of any patents, copyrights, trade secrets or trademarks by the Point 4 Products.

### **14. Termination**

This Agreement may be terminated by either party for a substantial breach by the other of any material provision of this Agreement, or of any other Agreement between them, provided that due notice has been given to the other of the alleged breach and such other party has failed to cure the breach within thirty (30) days after mailing of such notice.

To the extent permitted by applicable law, this Agreement shall automatically terminate without notice in the event that any of the following occurs:

(a) A receiver is appointed for Distributor or its property;

(b) Distributor becomes insolvent or unable to pay its debts as they mature or ceases to pay its debts as they mature in the ordinary course of business or makes an assignment for the benefit of its creditors;

(c) Any voluntary proceedings are commenced by or for Distributor under any bankruptcy, insolvency or debtor's relief law;

## **18. Termination Obligations**

Upon termination of this Agreement, Distributor shall cease to use any Point 4 trademark or trade name in connection with any Distributor promotion or advertising.

The due date of all invoices for Point 4 Products shall automatically be accelerated so that they shall become due and payable on the effective date of termination, even if longer terms had been provided previously. Termination of this Agreement by either party shall automatically cancel all unshipped Purchase Orders.

Distributor agrees that within ten (10) days after termination of this Agreement or any license granted to Distributor hereunder, to execute such documents as are needed to assign to Point 4, at Point 4's option, all Customer agreements which Distributor has entered into with its Customers under this Agreement, to return to Point 4 all Pico-N's received from Point 4 except those installed on Distributor's Customers' computer systems under existing nonterminated User Sublicensing Agreements for which Point 4 has been paid in full, and to certify in writing to Point 4 that through his best efforts and to the best of his knowledge all Software and related materials in any form in Distributor's possession or under Distributor's control have been destroyed.

NEITHER POINT 4 NOR DISTRIBUTOR SHALL BE LIABLE TO THE OTHER FOR DAMAGES OF ANY KIND INCLUDING INCIDENTAL OR CONSEQUENTIAL DAMAGES ON ACCOUNT OF TERMINATION OF THIS AGREEMENT FOR ANY REASON WHATSOEVER.

Distributor's obligations under Sections 6, 12 and 18 shall survive termination of this Agreement.

## **19. Assignment**

This Agreement constitutes a personal contract, and Distributor shall not transfer or assign same or any part thereof without the prior written consent of Point 4. The sale of, or sales from time to time aggregating, thirty-three percent (33%) or more of the business interest of Distributor shall be deemed an assignment of Distributor hereunder. This Agreement may be assigned by Point 4 to, and shall inure to the benefit of, any subsidiary of Point 4 and to any successor to Point 4 by merger, consolidation or acquisition of a substantial part of the assets thereof.

## **20. Notices**

All notices and demands of any kind which either Point 4 or Distributor may be required to serve upon the other under the terms of this Agreement shall be in writing and shall be served by personal service or by mail at the address of the receiving party set forth in this Agreement, or at such different addresses as may be designated by such party by written notice to the other party. All notices or demands by mail shall be by certified or registered mail, return receipt requested, and shall be deemed complete upon mailing.



**ATTACHMENT A**  
**PRODUCT DISCOUNT SCHEDULE**

<u>Quarterly Sales Volume (\$)</u>	<u>Discount (%)</u>
15,000	33
20,000	35
30,000	36
40,000	37
60,000	38
80,000	39
100,000	40
120,000	41
150,000	42
200,000	43
250,000	44
300,000	45
350,000	46
400,000	47
450,000	48

## ATTACHMENT B

### USER SUBLICENSING AGREEMENT

This Agreement is made between \_\_\_\_\_  
(the "Licensor") and \_\_\_\_\_  
the "Licensee"). In consideration of the covenants hereinafter  
set forth, the parties agree as follows:

#### 1. License

Licensor hereby grants to Licensee a nonexclusive, nontransferable license to use and sublicense the software packages listed below and related materials (collectively referred to as the "Software") for the data processing needs of its Customers and Dealers who agree to be bound by the terms of this User Sublicensing Agreement. Licensee (any tier) shall obtain such User Sublicensing Agreement from its Customer prior to installation of any portion of the Software. The right to sublicense the Software may be granted by the Licensee to its Customers who agree to be bound to the same extent hereunder. However, the right to sublicense is not transferable to an ultimate end-user.

#### 2. Term

The license granted hereunder is effective from the date the Software is furnished to the Licensee and shall continue in effect until terminated pursuant to this Agreement.

#### 3. License Fee

Licensee shall pay to Licensor the license fees specified below for the Software licenses granted hereunder. Licensee shall be liable for all taxes assessed for the use of the Software, however designated or measured, including sales and use taxes or other excise taxes and the like.

#### 4. Proprietary Right

Licensee expressly agrees that the Software constitutes a valuable proprietary product and trade secret of Licensor, Point 4 Data Corporation ("Point 4"), or another owner who has licensed Licensor, embodying substantial creative efforts and confidential information which requires protection against

discretion of Licensor. LICENSOR MAKES NO OTHER WARRANTIES THAN THE FOREGOING, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO THE IMPLIED WARRANTIES OR MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. LICENSOR DOES NOT WARRANT THAT THE SOFTWARE WILL OPERATE UNINTERRUPTED OR ERROR FREE.

#### **7. Limitations of Remedies**

Licensor's entire liability and Licensee's exclusive remedy with respect to performance or nonperformance of the Software shall be as set forth in the Warranty above or if, after repeated efforts, Licensor is unable to make the Software operate as warranted, shall be limited to actual damages not to exceed the total amount paid for the Software.

LICENSOR WILL NOT BE LIABLE FOR LOSS OF PROFITS OR SAVINGS, OR OTHER INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES, EVEN IF LICENSOR HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. LICENSOR SHALL NOT BE LIABLE FOR ANY CAUSE OR CONDITION BEYOND ITS REASONABLE CONTROL.

#### **8. Termination**

Licensor may terminate this Agreement if Licensee fails to comply with any of the provisions of this Agreement or if Licensee ceases to function as a going concern, becomes insolvent, makes an assignment for the benefit of creditors, files a petition in bankruptcy, permits a petition to be filed against it or fails to pay its debts as they become due. Licensee agrees within ten (10) days after Licensor has terminated this Agreement to execute such documents as are needed to assign to Licensor all User Sublicensing Agreements which Licensee has entered into with its Customers pursuant to this Agreement, to return to Licensor all Pico-Ns received from Licensor, except those installed in Licensee's Customer's systems under valid User Sublicensing Agreements, and to certify in writing to Licensor that through its best efforts and to the best of its knowledge all Software and related materials in any form in Licensee's possession or under Licensee's control have been destroyed.

#### **9. Enforcement**

This Agreement has been made for the specific benefit of Point 4 or the owners of the Software. Licensee (in each tier) agrees that its obligations hereunder to Point 4 or the owners of the Software will survive any termination of its Licensor's (in each tier) licensing rights and that such owners may directly enforce

between the parties; (b) shall not be modified, except by written agreement of the parties; (c) shall not be assigned or transferred by Licensee without the prior written consent of Licensor; (d) shall be binding upon and inure to the benefits of the party's respective successors and permitted assigns; and (e) shall be governed by and interpreted in accordance with the laws of the State of California.

The failure of either party at any time to require the performance by the other of any of the terms or provisions hereof shall in no way affect the right of that party thereafter to enforce the same.

Should either party deem it necessary to refer the enforcement of this Agreement to its attorneys, the losing party shall pay the prevailing party's attorneys' fees and expenses as a result thereof.

If any provision of this Agreement shall be held to be invalid, illegal or unenforceable, the remaining provisions shall nevertheless be given full force and effect.

**Software Packages:**

**License Fees:**

1.	IRIS OPERATING SYSTEM	NO CHARGE
2.	TYPIST WORD PROCESSING SYSTEM	NO CHARGE
3.	STYLUS WORD PROCESSING SYSTEM	NO CHARGE
4.	FORCE AUTOMATIC CODE GENERATOR	NO CHARGE
5.		
6.		
7.		
8.		
9.		
10.		

Accepted and Agreed to:

Accepted and Agreed to:

\_\_\_\_\_  
Licensor's Firm Name

\_\_\_\_\_  
Licensee's Firm Name

\_\_\_\_\_  
Licensor's Authorized  
Signature

\_\_\_\_\_  
Licensee's Authorized  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

**ATTACHMENT C**

**PRODUCT EVALUATION AGREEMENT**

This Agreement dated \_\_\_\_\_ is by and between \_\_\_\_\_ (the "Customer") and Point 4 Data Corporation, a California corporation ("Point 4").

Point 4 agrees to provide to Customer to assist Customer in the evaluation or demonstration of Point 4 software and/or hardware products one copy of the following proprietary items:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(hereinafter individually and collectively called "Evaluation Unit") for \_\_\_\_\_ (the "Test Period").

During the Test Period the Customer agrees (i) to cooperate with Point 4 in providing an operational environment for the Evaluation Unit; (ii) to provide Point 4 with necessary information for Point 4 to support said Evaluation Unit; (iii) to utilize the Evaluation Unit according to instructions provided by Point 4; (iv) not to alter, modify or link any part of the Evaluation Unit to any other system without the prior written consent of Point 4; and (v) that title to and all rights and interests in the Evaluation Unit shall remain in Point 4.

Customer agrees that it shall treat the Evaluation Unit as confidential and shall maintain it in strict confidence, shall not communicate, disclose, exploit, appropriate for its own use, reproduce in any form nor make available all or any part of the Evaluation Unit to any person or entity, and shall use its best efforts to prevent inadvertent disclosure to any third party. The same requirements of confidentiality and nondisclosure are to be imposed upon Customer's employees and agents both during the course of their employment and thereafter.

The requirement of confidentiality shall not apply to any item of the Evaluation Unit which the Customer can demonstrate was known by it or in its possession at or prior to the time of receipt of the Evaluation Unit; was received by or from a third party who had the right to convey such item to Customer; or became known to the public, other than through a breach of this agreement.

**NEW CONTRACT SOFTWARE EXHIBIT**  
**SOFTWARE LICENSE FEES**

<u>Product</u>	<u>License Fee</u>
IRIS Revision 8	\$3000
IRIS Revision 7.5	2000
FORCE	2000
TYPIST	1250
STYLUS	1250

All prices are F.O.B. Irvine, CA and do not include federal, state, or local taxes.

All prices are in U.S. currency and subject to change without notice.

Products are offered for sale subject to Point 4's Terms and Conditions of sale of Point 4's Distributor Agreement.

**GENERAL  ELECTRIC**

**INSTRUMENTATION AND COMPUTER SERVICE DEPARTMENT  
GENERAL ELECTRIC COMPANY • ONE RIVER ROAD • SCHENECTADY, NEW YORK 12345**

\* \* \* \* \*

**INSTRUMENTATION & COMPUTER**

**SERVICE DEPARTMENT**

**SERVICE DIRECTORY**

\* \* \* \* \*

HEADQUARTERS

GENERAL ELECTRIC COMPANY  
INSTRUMENTATION & COMPUTER SERVICE DEPARTMENT (I&CSD)  
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SCHENECTADY, NEW YORK 12345

GENERAL MANAGER

DONALD (DONN) D. DEARS  
(518) 385-0039

MANAGER MARKETING  
COMPUTER & COMMUNICATION

BRIAN D. HANSON  
(518) 385-0705

MANAGER SERVICE  
COMPUTER & COMMUNICATION

JAMES (JIM) R. PELLEGRINO  
(518) 385-3899

NATIONAL CONTRACT  
SALES MANAGER

ROBERT R. RACZKOWSKI  
(518) 385-4892



EASTERN OPERATION

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SCHENECTADY, NEW YORK 12345

MANAGER  
EASTERN OPERATION

C. EUGENE (GENE) HART  
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ATLANTA TERRITORY

5096 PEACHTREE ROAD  
CHAMBLEE, GA 30341

MANAGER  
EDMUND (ED) H. SHELLHORN  
(404) 452-4820

TERRITORY SERVICE MANAGER

DAVID (DAVE) G. STOCK  
(404) 452-4924

SUPERVISOR COMPUTER SERVICE

ATLANTA, GA  
DECATUR, AL  
KNOXVILLE, TN  
LITTLE ROCK, AR  
TAMPA, FL

KENNETH (KEN) W. LONG  
(404) 452-4915

SUPERVISOR COMPUTER SERVICE

CHARLOTTESVILLE, VA  
COLUMBIA, SC  
GREENVILLE, SC  
WILMINGTON, NC

RICHARD (DICK) KNAUSS  
(919) 799-9170

NEW YORK TERRITORY

21 MADISON ROAD  
FAIRFIELD, NEW JERSEY 07006

MANAGER

EDWARD (ED) H. WAHL  
(201) 227-7900

TERRITORY SERVICE MANAGER

WILLIAM (BILL) O'NEIL  
(201) 227-7900

SUPERVISOR COMPUTER SERVICE  
FAIRFIELD, NJ 07006

JOHN ANGELIDES  
(201) 227-7900

SUPERVISOR COMPUTER SERVICE  
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PENNSAUKEN, NJ  
SCRANTON, PA

EDWARD (ED) WILLIAMS  
(609) 433-0244

UPSTATE NEW YORK TERRITORY

1 RIVER ROAD - BUILDING 85 - 16A  
SCHENECTADY, NEW YORK 12345

MANAGER

JOHN L. CURRIE  
(518) 385-0914

TERRITORY SERVICE MANAGER

JOSEPH (JOE) JONES  
(518) 385-0782

SUPERVISOR COMPUTER SERVICE  
ALBANY/SCHENECTADY, NY  
BUFFALO, NY  
WALTHAM, MA

RICHARD (RICH) B. HILL  
(518) 385-9600

CENTRAL OPERATION

2311 WEST 22ND STREET  
SUITE 204  
OAK BROOK, IL 60521

MANAGER  
CENTRAL OPERATION

GEORGE D. SEARING  
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CHICAGO TERRITORY

1138 16TH PLACE  
HAMMOND, IN 46320

MANAGER  
JOSEPH (JOE) CAVALIERE  
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TERRITORY SERVICE MANAGER

RONALD (RON) SANSONE  
(312) 530-8930

SUPERVISOR COMPUTER SERVICE

CHICAGO, IL  
DAVENPORT, IA  
DETROIT, MI  
FORT WAYNE, IN  
INDIANAPOLIS, IN  
MILWAUKEE, WI

RAY BERNARDI  
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CINCINNATI TERRITORY

156 CIRCLE FREEWAY DRIVE  
CINCINNATI, OH 45246

MANAGER

FRED A. GOODRIDGE  
(513) 874-8512

TERRITORY SERVICE MANAGER

FRED A. GOODRIDGE (ACTING)  
(513) 874-8512

SUPERVISOR COMPUTER SERVICE  
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LOUISVILLE, KY

ARTHUR (ART) LORENZ  
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MINNEAPOLIS TERRITORY

2015 49TH AVENUE SOUTH  
MINNEAPOLIS, MN 55430

MANAGER

DENNIS (DUKE) B. HOTZLER  
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SUPERVISOR COMPUTER SERVICE

DENVER, CO  
KANSAS CITY, MO  
MINNEAPOLIS, MN  
ST. LOUIS, MO

ROBERT (BOB) WOODFORD  
(612) 830-8274

PITTSBURGH TERRITORY

4930 BUTTERMILK HOLLOW ROAD  
WEST MIFFLIN, PA 15122

MANAGER

L. EUGENE (GENE) HEFFNER  
(412) 464-5466

TERRITORY SERVICE MANAGER

L. EUGENE (GENE) HEFFNER (ACTING)  
(412) 464-5466

SUPERVISOR COMPUTER SERVICE  
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PITTSBURGH, PA

WALTER (WALT) TIHANOVICH  
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DALLAS, TX 75234

MANAGER  
WESTERN OPERATION

HOWARD J. GOTTLIEB  
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HOUSTON TERRITORY

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HOUSTON, TX 77029

MANAGER  
R. (CHIP) H. WESTCOTT  
(713) 672-3575

TERRITORY SERVICE MANAGER

RONALD (RON) C. WILLIAMS  
(713) 978-4543

SUPERVISOR COMPUTER SERVICE  
BEAUMONT, TX  
DALLAS, TX  
HOUSTON, TX  
NEW ORLEANS, TX

TRUMAN FANCHER  
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LOS ANGELES

1200 KONA DRIVE  
COMPTON, CA 90220

MANAGER  
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TERRITORY SERVICE MANAGER

ROGER L. ROWE (ACTING)  
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SUPERVISOR COMPUTER SERVICE  
LOS ANGELES, CA  
PHOENIX, AZ  
SAN DIEGO, CA

(213) 642-5317

**SAN FRANCISCO TERRITORY**

**5555 EAST 14TH STREET  
OAKLAND, CA 94621**

**MANAGER  
ROSS A. ATWOOD**

**(415) 424-1200**

**TERRITORY SERVICE MANAGER**

**ROSS A. ATWOOD (ACTING)**

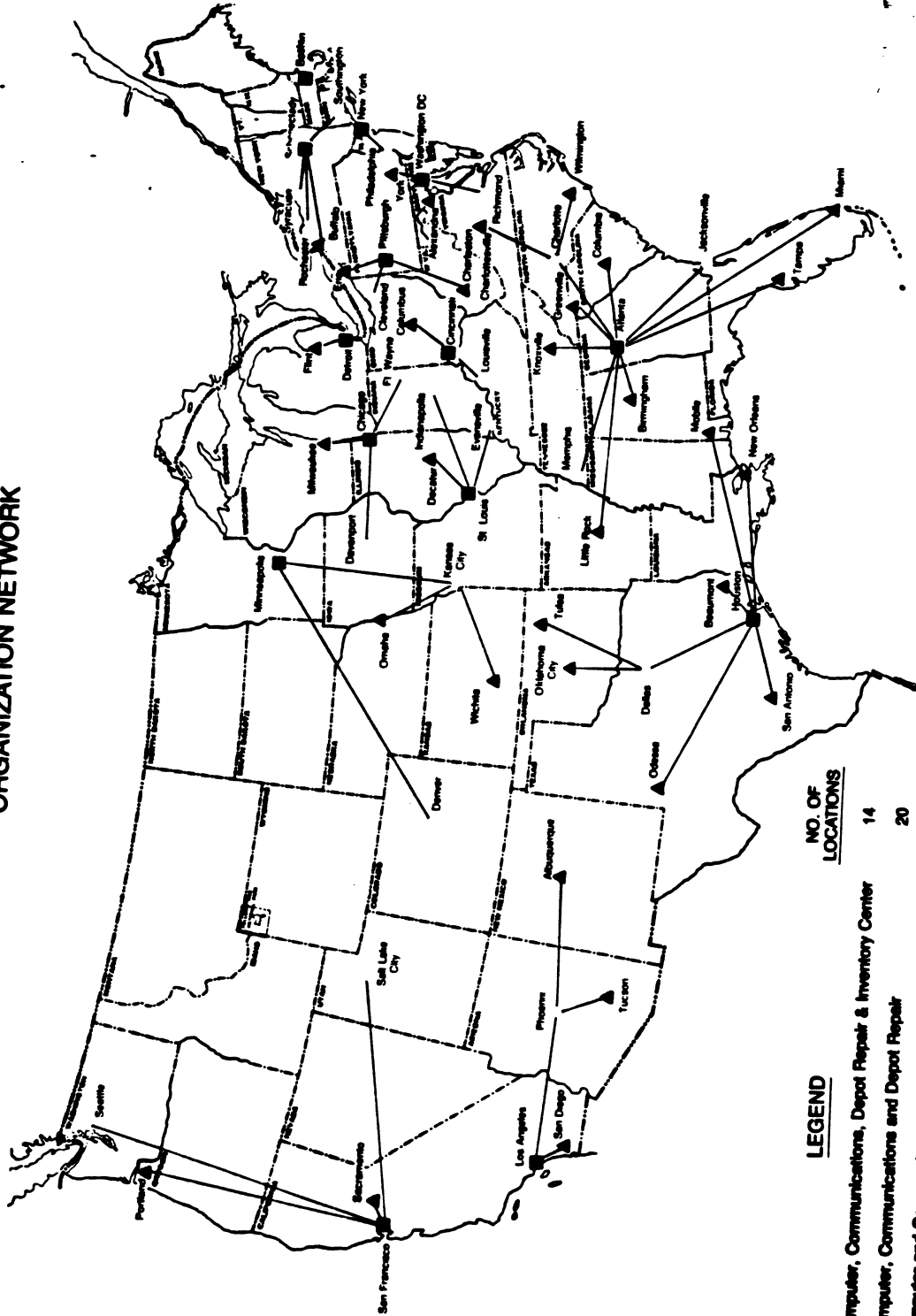
**(415) 424-1200**

**SUPERVISOR COMPUTER SERVICE**

**OAKLAND, CA  
PORTLAND, OR  
SEATTLE, WA**

**OLLIE MANWARING  
(415) 436-9273**

# ORGANIZATION NETWORK



**LEGEND**

- Computer, Communications, Depot Repair & Inventory Center
- Computer, Communications and Depot Repair
- ▲ Computer and Communications Service Location

	NO. OF LOCATIONS
■ Computer, Communications, Depot Repair & Inventory Center	14
● Computer, Communications and Depot Repair	20
▲ Computer and Communications Service Location	32
<b>TOTAL</b>	<b>66</b>

PICO-N RETURN/EXCHANGE PROCEDURES

1. Customer calls sales administrator with the serial number of the PICO-N to be returned.
2. An Installation Credit Return Authorization (ICRA) number is issued to the customer.
3. The customer returns the PICO-N.
4. Upon receipt of the PICO-N either a credit is issued to the customer's account or a R8 PICO-N is issued to the customer.





SOFTWARE  
LEAD-TIME  
CHART

CASSETTE TAPE AND/OR TAPES 13.00  
701/80 MB. 85.00  
700/80MB 258.00  
700/LARK 120.00  
MAGTAPES 120.00  
1600 BPI 16.00  
PAPER TAPE \*CALL S/W Prod. 8.00  
8MB 258.00  
LARK 120.00  
PRIMARIES ON STREAMER 40.00  
FUJITSU ON STREAMER 40.00  
BASE ON STREAMER 40.00  
DISKETTE  
STREAMER CARTRIDGE 40.00  
PICO-N  
LISTING CALL S/W Prod.

PRODUCTS	MK5	MARK 5/MARK 8					MARK 8					DISKETTE	STREAMER CARTRIDGE	PICO-N	LISTING CALL S/W Prod.	
		1	2	3	3	3	20	8	3	3	3					8
1 IRIS R7.5 MK5*	2	X	X	X										X	X	
2 IRIS R7.5 MK3	2						X	X	X	X	X	X		X	X	
3 IRIS R8.1 MK5	2	X	X	X		X								X	X	
4 IRIS R8.1 MK3	2						X	X	X	X	X	X		X	X	
5 DISCUTILITY MK5** (STAND-ALONE)						X										X
6 DISCUTILITY MK3** (STAND-ALONE)												X	X			X
7 CTILITY (FOR IRIS R7)	1															
8 CTILITY (FOR IRIS R8)	1															
9 STANDALONE PROGRAMS†	1															X
10 TYPIS (FOR R7)	1	X	X	X	X		X	X	X	X	X	X		X		
11 TYPIS (FOR R8)	1	X	X	X	X		X	X	X	X	X	X		X		
12 STYLUS (FOR R7)	1	X	X	X	X		X	X	X	X	X	X		X		
13 STYLUS (FOR R8)	1	X	X	X	X		X	X	X	X	X	X		X		
14 (FOR R7)	4	X	X	X	X		X	X	X	X	X			X		
15 FORCE (FOR R8)	4	X	X	X	X		X	X	X	X	X			X		
16 UTILITIES (LU/5) (7.5)	2	X	X	X	X		X	X			X	X				X
17 UTILITIES (LU/5) (8.1)	3															X
LEAD TIMES (DAYS)	2	8	3	3	3	20	8	3	3	3	8	5	2	2	5	

IRIS CTILITY SETS: IRIS CTILITY SETS ARE AVAILABLE FOR BOTH R7 AND R8. AN IRIS CTILITY SET CONSISTS OF FOUR ELEMENTS.

- 1) IRIS-LU/5 (2 TAPES PER CPU-MK5 AND/OR MK3)
- 2) UTILITIES-LU/5 (2 TAPES) R7.5 (3 Tapes)-R8
- 3) STANDALONE PROGRAMS (1 TAPE)
- 4) CTILITY (1 TAPE)

CASSETTES FOR TABLE TOP: ORDER CASSETTES AS NORMAL PLUS STREAMER CARTRIDGE WITH DISCUTILITY (STANDALONE)

IRIS STREAMER ORDERS: CUSTOMERS RECEIVING SOFTWARE ON STREAMER FOR THE FIRST TIME SHOULD RECEIVE TWO CARTRIDGES -  
1 WITH IRIS, UTILITIES AND ANY OPTIONAL APPLICATIONS  
1 WITH DISCUTILITY (STANDALONE)

**NOTE:**  
DELIVERY ON ANY MEDIA NOT LISTED ABOVE REQUIRES SPECIAL HANDLING CALL SOFTWARE PRODUCTION TO GET ESTIMATED SHIP DATE AND SPECIAL PRODUCTION CHARGE.

\* "MK5" REFERS TO BOTH MARK 5 AND MARK 8 CPU;

AUGUST 1, 1983 - \$50.00 Charge on all media other than cassette tape.

CTILITY IN STANDALONE FORM INCLUDES DEBUG (DISCUTILITY IS ALSO OBTAINED ON STANDALONE CASSETTE AND APPROPRIATE DISCUTILITY IS INCLUDED WITH IRIS SYSTEM)

† INCLUDES DIAGNOSTICS AND DISCUTILITIES (MK5 AND MK3) WHICH ARE ALSO INCLUDED IN APPROPRIATE IRIS SYSTEMS

NOTE:  
1. LEAD TIMES BEGIN WHEN THE SALES ORDER IS RECEIVED BY SOFTWARE PROD  
2. LEAD TIMES BEGIN AFTER THE SALES ORDER IS RELEASED FROM CREDIT HOLD