

June 4, 1987

Dear Friend:

Thank you for your interest in the Acius Developer Support Program.

We learned at Apple that evangelizing and supporting developers can ensure a company's success. The Acius Developer Support Program is designed for professional developers, consultants, programmers, and VARs who are creating applications based on Acius products.

If you have any questions, please contact us directly. Electronically, you can reach us at:

- AppleLink Kawasaki2 or Knaster2
- MCI Mail Guy Kawasaki
- CompuServe MacBiz, Subtopic 13

Thank you very much. We hope to hear from you soon.

Sincerely,

Guy Kawasaki
President

Scott Knaster
Vice-President, Engineering

Join before July 4, 1987 and your annual fees will include a free copy of 4th Dimension!

Questions and Answers

Product

Q. What is 4th Dimension?

A. 4th Dimension is a relational database for the Macintosh.

Key Features

Q. What are its key features?

A. The key features of 4th Dimension are that it is a relational database with programming language, MacDraw™-like layout graphics, runtime, multi-user, and menu customization capabilities.

Positioning

Q. How is 4th Dimension positioned?

A. It is the most powerful database for any personal computer. People who build large, sophisticated databases and require a flexible tool that can grow with their needs should buy 4th Dimension.

Multi-user

Q. How is 4th Dimension multi-user?

A. There is only one version of 4th Dimension, and it is both single-user and multi-user. It allows multiple users to examine records in a database at the same time. When one user is modifying a record, other users can view the record but not modify it. Every database that you create can be accessed by multiple users.

Runtimes

Q. What is 4D Runtime?

A. 4D Runtime allows an owner to access, update, and use a database but not to change its design. This means that everyone that uses a 4th Dimension database does not have to buy the full 4th Dimension package. 4D Runtime is a separate stock keeping unit.

Import/Export

Q. What kind of import and export capabilities does 4th Dimension have?

A. 4th Dimension can import and export SYLK, DIF, and text. In addition, 4th Dimension can directly read and write files and communicate through the serial ports.

Hardware Configuration

Q. What hardware configuration is required?

A. 4th Dimension requires a Macintosh Plus, SE, or II. A hard disk is also highly recommended.

Macintosh II

Q. How does 4th Dimension support the Macintosh II?

A. 4th Dimension takes full advantage of the color, math co-processing, and external monitor capabilities of the Macintosh II.

Price

Q. What is the price of 4th Dimension? 4D Runtime?

A. The suggested retail prices of 4th Dimension and the 4D Runtime four pack are \$695 and \$295.

End-User Support

Q. What kind of technical support for end users is available?

A. Acius provides free technical support to registered owners of its products via telephone and e-mail.

How the Acius Developer Support Program Works

1) What is the purpose of the Program?

The purpose of the Acius Developer Support Program is to ensure that developers, consultants, and VARs can quickly and easily develop high- quality Acius-compatible products.

2) Who is it for?

The Program is designed for computer professionals who make a living by selling products to clients. We consider in-house data processing and MIS personnel developers because they have clients within their organizations.

3) What does the Program entitle me to?

The program entitles you to one year of:

- Technical support
- Subscription to Acius Technical Notes
- Software updates and revisions
- Special prices for seminars and training sessions
- 50% discount on Acius software
(Limit of five 4th Dimensions per year and unlimited 4D Runtimes for resale with your products)

4) How much does the Developer Support Program cost?

The Program costs \$695 per year.

5) What is an Acius Certified Developer?

An Acius Certified Developer is a developer who we have "certified" to ensure high-quality Acius compatible applications. Certification is free and involves us reviewing your products and programs with you.

6) Is certification different from the Developer Support Program?

Yes. We offer our support to developers but they may not all be "certified" by us. Our intent is to make certification meaningful by creating a special class of developers. You don't need to pay for the Developer Support Program to be certified—we don't care how you got good!

7) How do I get started?

You get started by completing the Acius Developer Support Application and mailing it with a check for \$695.00. We will confirm your acceptance with a letter or immediately return your check.

Acius Developer Support Application

Who are you?

Company _____

Address _____

City, State, and Zip Code _____

Phone _____

Your Name _____

What kind of organization are you?

Individual proprietor

Partnership

Corporation

In-house department

Other:

How old is your organization?

0-6 months

6-12 months

1-2 years

2-3 years

3+ years

What is your organization's annual gross income? _____

How do we get in touch?

AppleLink _____

MCI Mail _____

Other Electronic Mail _____

What do you do? _____

What best describes your function?

Consultant

Developer

VAR

Contract programmer

Publisher

In-house data processing or MIS

Other:

Are you a Certified Developer, Registered Developer, or VAR for?

Apple

Ashton-Tate

Blyth

Microrim

Lotus

Odesta

Microsoft

Other:

What are your existing products?

What is your primary development environment?

MPW

Dbase III+

Rbase: 5000

Omnis III+

1-2-3

Helix

Windows

Other:

What are your Acius development plans?

What best describes your interest in Acius development?

Vertical software Consulting

Contract programming

In-house programming

Apple or Dealer VAR

Writing tools and procedures

How will your Acius product get sold?

What specific Acius compatible products are you going to create?

I certify that the information contained in this application is, to the best of my knowledge, true and correct.

Signature

Date

Name Printed

Please return this form to:

Acius, Inc.

20300 Stevens Creek Blvd. Suite 495

Cupertino, CA 95014