

July 10, 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, Knaster2 or D4444
- 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

## 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?

- |                                      |                                     |
|--------------------------------------|-------------------------------------|
| <input type="checkbox"/> MPW         | <input type="checkbox"/> Dbase III+ |
| <input type="checkbox"/> Rbase: 5000 | <input type="checkbox"/> Omnis III+ |
| <input type="checkbox"/> 1-2-3       | <input type="checkbox"/> Helix      |
| <input type="checkbox"/> Windows     | <input type="checkbox"/> Other:     |

What are your Acius development plans?

What best describes your interest in Acius development?

- |   |   |
|---|---|
| <input type="checkbox"/> Vertical software    | <input type="checkbox"/> Consulting                   |
| <input type="checkbox"/> Contract programming | <input type="checkbox"/> In-house programming         |
| <input type="checkbox"/> Apple or Dealer VAR  | <input type="checkbox"/> 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