SUNSET DIRECT

THE SUNSET SERVICE

Service Philosophy

Sunset Direct's mission philosophy is to improve the level of support computer evaluators receive during the evaluation process. This is accomplished through the close working relationship that Sunset has established with the micro-computer industry. As a computer marketing firm working in joint venture with major hardware manufactures and software publishers, Sunset is able to provide free evaluation units to assist those responsible for a large number of computer systems. Additionally, Sunset serves as a communications hub between the micro-computer industry and large computing facilities, keeping key decision makers apprised of the most recent developments in computer technology.

This high level of communication allows Sunset to assist key decision makers in having their requests acted upon by the micro-computer industry. Corporate, governmental and educational organizations collectively represent a tremendous number of computer related purchases. As such, Sunset serves as an extension of computer departments, working to improve efficiency by assisting in the tedious process of locating and requesting computer products required in unique computing environments.

This service is designed to assist those who conduct computer evaluations and, ultimately, those who make the final decision based upon the results of the evaluations.

Service Description

Once the key decision maker is identified, Sunset profiles the computing environment to which evaluation units are sent. The Sunset profile details such vital information as type of network, computer operating system and mandated software and hardware standards. This information allows Sunset to expedite delivery of evaluation units suited to a specific computing environment.

On a regular basis, a Sunset Direct Account Representative will contact the key decision makers to update their evaluation request lists and keep them apprised of new technological developments that might impact their computing operations. This includes keeping them informed about new releases of software and hardware and innovations that might facilitate the task of managing a large number of computers.

Software and hardware evaluation requests in addition to planned purchases provided to Sunset by information systems specialists on account profiles will be distributed to those companies in which interest is expressed. The benefits accrued are that information systems managers can dispense with the time consuming process of locating evaluation units and spend more valuable time evaluating software and hardware. Sunset's primary goal is to address the task of locating needed evaluation units. Moreover, those companies Sunset represents are prepared to send evaluation units to any qualified accounts that request evaluation units.

Please take a few moments to complete an Evaluation Request Form for each product catagory you would like to evaluate. The Sunset Profile is also included and needs to be filled out as thoroughly as possible for us to better serve you. Upon receipt of the Profile and Evaluation Request Forms, Sunset will assign an account number. The account number streamlines the evaluation process by providing a means of tracking evaluation requests. This allows Sunset to give profiled account requests top priority.

Sunset Corporate Profile

Sunset was founded in 1992 by Doug Monahan. Monahan has ten years of experience in the micro-computer industry. Serving as Director of Sales for Fifth Generation Systems (FastBack, Direct Access, Suitcase II, PYRO!), Deneba Software (Canvas, Ultrapaint, Spelling Coach Professional) and Aba Software, Monahan developed a solid understanding of the needs of key decision makers seeking evaluation units.

Sunset's corporate support staff is in constant communication with the micro-computer industry. They assist hundreds of individuals daily, identifying and providing key decision makers with evaluation units and information to narrow the scope of evaluation requirements.

Free Evaluation Offers

On a monthly basis, Sunset features some of the hardware and software products represented by our customers. Free evaluation offers on both the PC and Macintosh platforms are sent to Sunset accounts. This is an ideal opportunity for Sunset's accounts to gain access to and evaluate products that might be useful.

Sunset will assist key decision makers in locating evaluation units from any software publisher or hardware manufacturer in the micro-computer industry. Sunset cannot guarantee delivery of free evaluation units from companies we do not directly represent. Sunset will, however, contact any companies necessary to assist in the evaluation process.

The Sunset Pledge

Using Sunset Direct services will save you time and money. All we request is that you complete a Sunset Account Profile and establish a strong channel of communication with Sunset.

Sunset Direct

Headquarters - Austin, Texas
Employees - 30
Facilities - 3,600 square feet
1992 Sales - Proprietary
Structure - Texas Corporation
Sunset Customers Include

Call SunSet Direct today at 512-458-9270 for information about our service.

Sunset Direct is proud to introduce it's February hardware and software evaluation unit offer:

- **Full working copies**
- **No restrictions**
- **Yours to keep (software)**
- **No obligation to purchase**
- **You won't be billed later**
- **Simply try it – compare it**

This is NOT a one-time offer. Please only ask for products for which you have an active evaluation with a planned purchas upon finding the product which best suits your needs. Complete the attached Evaluation Request Form. Sunset will forward it to the appropriate manufacturers. There is no obligation to purchase.

SOME OF THE PRODUCTS AVAILABLE FOR ACTIVE EVALUATIONS WITH APPROVED BUDGETS, OR EVALUATIONS OF PRODUCTS FOR STANDARDS OR APPROVED PRODUCTS LISTS INCLUDE:

ABACUS •StatView 4.0 - The first software package that offers in a single application all the tools that scientists and researchers need to analyze and present data. Four & 1/2 Mice Rating-MacUser Magazine.

ADDSTOR •SuperStor 2.0 and NEW SuperStor Pro data compression. (DOS/Windows). "Best Buy of 92"-PC Magazine.

ALADDIN •Stuffit Deluxe - The standard data compression program for the Mac. •SpaceSaver - Invisibly compresses your files and folders so you have more disk space.

ALTIMA •Notebook computers, accessories and package solutions: 400 series, SLC, and modems.

APPROACH •Best of COMDEX/Spring 92 Award Winner! The only relational database that's both easy and compatible (Windows). Powerkeys to dBASE, Paradox, FoxPro, Oracle SQL & SQL Server.

APSYLOG •PC Galaxy - Windows application designed to maintain a detailed database of hardware and software assets. Also manage the acquisition process; oversee equipment maintenance; monitor expenses charged to departmental accounts; maintain directories of company employees, locations, and suppliers; and extract data and create advanced reports using multi-criteria queries.

CAPELLA •Smartscreen - A Windows interface/gateway to PROFS and OfficeVision. The interface is easy-to-use with point and click access to all your office automation needs; your mail, your calendar, host documents and even other users located on a different mail system!

CENTRAL POINT •PC Tools, MacTools - Great all-in-one utility products which allow recovery, backup, anti-virus, formatting and a host of other features. CP Anti-virus - Protect your PCs from viruses • CP Commute 2.0 - Take remote control of your PC with complete security.

CHEYENNE •FAX Serve - LAN fax server, LAN backup and management for Novell networks.

CLARY CORP •ONGUARD Uninterruptible Power Systems - Selected PC Magazine Editor's Choice and Novell Labs Approved, ONGUARD is universally recognized as the finest UPS available. Thousands of discriminating users have selected it to provide more than just blackout protection.

COMPAQ •ProLinea, Contura, and DeskPro/i - 386 and 486 computers engineered with Intel® chips. •LTE 25 and 425 Series Notebooks - Award winning color and monochrome 386 and 486 notebooks. PAGEMARQ Laser Printers - Award winning 20ppm network laser printers. Design. Engineering. Testing. Service. Support. That's what makes Compaq better than the next.

CONCENTRIC TECHNOLOGIES •LinkAge E-Mail (Windows/DOS)- industry leading client-server based messaging software.

CONNECTIX - 1992 Eddy Award Winner! Complete integrated solution for enhancing PowerBook productivity and convenience.

CONTACT SOFTWARE •ACT! - (Windows/Mac) The best contact management software on the market today! Professionally manage your contacts and activities with unlimited calls, meetings and to-do lists.. ACT! serves as a contact manager., activity scheduler, word processor, report generator, to-do-list manager and an auto-dialer, all in one easy to use package.

COREL •CorelDRAW! - Has everything you need in one value-packed box! There is no longer any need to buy separate illustration, charting, painting, and presentation packages now that CorelDRAW 3.0 does it all with unmatched power and ease of use (Windows and OS/2 versions). •Corel SCSI! - Software that is your top-speed, worry-free connection of SCSI peripherals to your PC. It makes it easy for you to daisy-chain up to seven devices, install the appropriate drivers and be up and running immediately.

DATAWATCH •Virex - The ultimate virus prevention, detection, and treatment for the Macintosh and Networks (also PC version). •ScreenLink - A network and remote communications software package for the Mac which provides remote control capabilities and error-free file transfer between two Macs. •SuperSet Utilities - Essential data recovery, protection, and management tools for the Macintosh. •Citadel - A complete security toolbox that acts a fortress around your computer and its data, protecting them from unauthorized access.

DAYSTAR DIGITAL •PowerCache - Accelerator cards for Macs. 33, 40, & 50 Mhz, 68030 boards. 68040 on the way soon! •RAM PowerCard - Provides relief to users dealing with high I/O demands of color pre-press, photo-image editing and other applications. •FastCache Quadra - 128K SRAM cache for the Quadra.

DELTAPOINT •DeltaGraph Professional - The complete presentation charting solution for Macintosh and Windows. "PC Magazine Editor's Choice Award." •FreezeFrame - Graphics tools, clip art and wallpaper make working with Windows more productive, personal and fun!

FRAME TECHNOLOGY •FrameMaker 3.0 - Desktop publishing software for the Mac, Windows, and UNIX. Handles word processing, graphics, tables and page layout in one easy-to-use program. FrameMaker also has exceptional long document handling capabilities and special tools such as hypertext and FrameMath, so you can easily create functional technical documents and complex, multiple-file publications. PC Magazine Editor's Choice Award! •FrameReader - An efficient, cost-effective product for displaying FrameMaker documents on a Macintosh screen, regardless of the platform it was created on.

FUSION DATA •TOKAMAC 68040 Accelerators for Macintosh - Fast, compatible, and upgradeable! 1992 MacUser Eddy Award Winner!

GATEWAY 2000 •The industry's price-performance leader! •386SX desktop systems. •486 ISA, EISA, and VESA desktop and tower systems. •Gateway Nomad notebook computer available in 386 and 486 versions. •The HandBook - smaller and lighter than any notebook, but able to run all your DOS applications. Evals available for 100+ unit orders.

GOLD DISK •Professional Draw - (Windows) 4 & 1/2 Stars Publish Magazine! Precision draw, illustration, and page layout in one easy to use program for Windows. •Animation Works (Windows/Mac) - Now everyone can easily combine text, graphics and sound into dynamic educational or sales presentations, simulations, storyboards, video titling, and more! •Screen Craze II - (Windows) Create and display your own personalized animated wallpaper and screen savers for Windows just by pointing and clicking. •Video Director - (Windows) Now everyone with a Windows PC, an 8mm camcorder and a VCR can quickly and easily catalog and edit video tapes. • AddImpact! - (Windows) Bring multimedia to any Windows OLE compatible program such as Word, Excel, Ami Professional, Powerpoint and others..

GRAPHIC MGT. GROUP •Aperture the "Visual Information Manager" - Integrates a fast, accurate 2-D CAD system with a flat-file database for managing facilities such as communications networks and office properties (Macintosh).

HERGO •Space saving, modular ergonomic furniture & mounting systems for computers and monitors

HERTZ COMPUTER •Editor's Choice File Servers, 386 & 486 EISA & ISA Desktop & Towers.

IQ ENGINEERING •Super Cartridge - Font cartridges for HP LaserJet & DeskJet printers. •JetNet & PrintNet - Printer sharing/buffering devices. •SuperType - TrueType and Type 1 soft fonts for Windows and OS/2.

JETFAX •JetFax II - Turns a laser printer into a fax machine! •Concorde - Fast scanning, simultaneous inbound and outbound plain paper fax machine. 5 second/pg scanning. • JetFax 8000-D – A dual access, fast scanning, large memory, networkable plain paper fax machine.

PASSPORT DESIGNS •Producer - offers a one-stop software solution for the simple integration and synchronization of Multimedia elements (Mac.) Also make various other Multimedia/MIDI products for PCs and Macs

PIXAR •MacRenderMan - Photorealistic rendering software for the Mac. •Showplace - Lets you create realistic, high-impact 3D graphics without having to learn complex modeling and rendering technology. •Typestry - The greatest software for creating dimensional type for Mac and Windows.

PLI •Disk Arrays. •Floptical Drives - 21MB on a 3.5" diskette. •Infinity 40 & 88 Turbo - 44MB and 88MB SyQuest compatible drives. •Infinity Optical 3.5" - 128MB on a 3.5" diskette. •PL DAT - up to 8GB on 4mm DAT cassette. •PL CD-ROM Drive. •Turbo Drive - Internal/external hard drives.

PORTFOLIO TECHNOLOGIES •Office IQ - Provides seamless integration of document management with point-and-click capabilities to create graphical workflows. It offers broad support for document organization, location, sharing, and processing under Windows across Novell networks.

PRACTICAL PERIPHERALS •FaxMe - A plug-in cartridge that turns an HP LaserJet into a plain paper receive fax machine. •Practical Fax Modems - Internal and external models with fax capabilities. Data speeds from 2400bps up to 14400bps with 57,600bps throughput.

RADIUS •Radius 8 & 24-Bit Interfaces - Award-winning 256 and 16.7 million color interfaces for Macs and PCs. •Display Systems - Including the 21-inch PrecisionColor Display/21 for Macintosh and the 15-inch Color landscape/portrait Pivot Display for Macs and PCs. •DigitalMedia Studio - Provides all the capabilities necessary to produce professional quality videos, including input, capture, display, editing, special effects and output at 30fps. •Radius Rockets - NuBus-based 68040 processor that increases the processing speed of the original Mac II six to eight times. RocketShare software is a multiprocessor software extension for System 7 that allows the simultaneous use of the Mac CPU and multiple Radius Rockets.

RAY DREAM •RayDream Designer - 3D illustration for the Macintosh. •addDepth - Produces accurate 3D effects to use with FreeHand and Illustrator. •JAG - Anti-aliasing software utility for Macintosh and Windows.

SAS INSTITUTE •JMP 2.0 - (Mac) This innovative statistical analysis package is unmatched in versatility. MacWeek's 1991 Best Analytical Tool for the Mac!

SYMANTEC •Norton product line - Norton Utilities (DOS/Mac.), Norton Desktop (Windows, DOS, OS/2), Norton Anti-Virus (Windows, DOS), Norton BackUp (Windows, DOS). • Symantec Anti-Virus for Mac. •THINK Languages - C, Pascal, and Reference for Mac. •TimeLine - The corporate choice for Project Management. And many more great products!

SYSTEMS COMPATIBILITY •OUTSIDE IN/for DOS & Windows - A file viewing and data import utility that lets you view and combine files from more than 90 DOS, Windows, and Macintosh programs including E-Mail!

TEKTRONIX •Phaser II PXe and II PXi - Thermal-wax color printer models. •Phaser II sd - A dye sublimation color printer. •Phaser III PXi - A phase-change ink-jet color printer that prints on plain paper up to 12"X18". Whatever your color printing needs are, Tektronix has a wide range of solutions in PC, Macintosh, workstation, and mixed environments. All models are Pantone approved and Postscript Level 2 compatible.

TRAVELING SOFTWARE •LapLink Pro - File transfer over modem or cable (PC and Mac versions.) •BatteryWatch Pro - Essential utility for DOS and Windows notebooks which provides a fuel gauge icon that helps you track battery life.

U.S. ROBOTICS •Sportster and Courier FaxModems - 2400 to 14400bps speeds featuring Courier HST high speed protocol. (PCs/Macs)

VISIONARY •First Things First! - Task management program for Mac. Lightning Fast. Instant Access. No learning curve.

XANTÉ •Accel-a-Writer 8100 - 8 1/2x11 & 11x17 dual bin, 600 DPI 8 ppm laser printers. Upgrade your LaserWriter to 600 DPI with Xante's upgrade kits.

PERSONAL EVALUATION MANAGER (PEM) CLIENTS ARE NOT LIMITED TO THIS LIST AND MAY REQUEST INFORMATION AND EVALUATION UNITS FOR ANY COMPANY OR PRODUCTS.

EVALUATION REQUEST FORM

SUNSET DIRECT
6010 Balcones Dr.
Suite 150
Austin, Texas
78731
Phone
512-458-9270
Fax
512-458-9279

PLEASE TAPE YOUR BUSINESS CARD HERE
PRIOR TO FAXING TO SUNSET.

FAX IT!
512-458-9279

Your role in the organization is to:

- ❑ Make Final Decision
- ❑ Recommend
- ❑ Purchase
- ❑ Evaluate
- ❑ Demonstrate
- ❑ Train

	Dir. Influence	Indirectly	Total on site
# Mac machines			
# DOS machines			
# OS/2 machines			
# Windows machines			
# Machines used for graphics			

Evaluation units are expensive. Please only ask for products for which you can provide justification. Justification includes: a) planned volume purchase, b) evaluation unit for company software library, c) establishing APL and SOE lists, d) Potential revenue for the manufacturer which exceeds the costs incurred to provide an evaluation unit to you. The more comprehensive your justification, the faster the manufacturer can react. Please use your company letterhead for additional justification if necessary. Thank You.

PRODUCT(S) REQUESTING – Please print clearly

Product Category: _____ Platform: _____

Evaluation Began/Will begin: _____ Expected Unit Purchase: _____ Expected Purchasing Date: _____

Product Name: _____ Manufacturer: _____

Product Name: _____ Manufacturer: _____

Product Name: _____ Manufacturer: _____

The product chosen will be added to: ❑ Standard Operating Environment ❑ Approved Product List

Products will be purchased by: ❑ Division ❑ Department ❑ Individual ❑ Other _____

Has budget been approved for this purchase? ❑YES ❑ NO Approved by: _____

Does your company have a software/hardware librarian? ❑YES ❑ NO Name of librarian: _____

If Yes – Would you like a unit for your company library? ❑YES ❑ NO Telephone: _____

Does your company have a training coordinator? ❑YES ❑ NO Name of coordinator: _____

If Yes – Would you like a unit for your training facility? ❑YES ❑ NO Telephone: _____

Does your site have a "site management" program with a manufacturer which may affect this decision? ❑ YES ❑ NO

If yes, who? _____ Phone # _____

Your current "standard" for this product category is: _____ # of units installed: _____

Justification (Please provide complete justification– it will speed up the time for approval!):

_____

_____

_____

_____

_____

Name your preferred dealer: _____

Contact: _____ Phone: _____

MOST HARDWARE MANUFACTURERS REQUIRE AN EVALUATION PO #!

For hardware products, please reference evaluation PO #: _____

Your Signature:

I hereby certify that I am a key decision maker within my company/school/institution regarding micro-computer products. The evaluation units which I am asking for will be used for an active or planned evaluation for my employer. I will evaluate these products against our current standards and make appropriate recommendations. I understand there is no obligation to purchase these products whatsoever.

Signature: _____ Date: _____

For internal use:

_____

_____

_____

_____

❑ Approved ❑ Not Approved Initials _____

Date Shipped: _____

Account Executive: _____

INFORM THE MANUFACTURER WHAT YOU ARE EVALUATING SO YOU MAY RECEIVE EVALUATION SOFTWARE AND HARDWARE! EXISTING SUNSET CUSTOMERS SHOULD USE THIS FORM TO UPDATE THEIR ACCOUNT PROFILE.

Send to: **SUNSET DIRECT**, 6010 BALCONES DRIVE, SUITE 150, AUSTIN, TEXAS 78731

PHONE 512-458-9270 or FAX IT! 512-458-9279

TELL US ABOUT YOUR SITE:

Your Name: _____

Title: _____

Department: _____

Company: _____

Address: _____

City: _____ ST: _____

Zip: _____ Mail Stop: _____

Ph: _____ Fax: _____

Revenue: _____ Employees: _____

What does your company do? _____

_____

Your involvement with the organization is to:

❑ Make Final Decision ❑ Recommend ❑ Purchase
❑ Evaluate ❑ Demonstrate ❑ Train

Do you prefer to fulfill through ❑ Reseller or ❑ Direct?

TELL US ABOUT YOUR PCs:

of DOS machines directly influence: _____ Indirectly: _____

# of Mac machines directly influence: _____ Indirectly: _____

Type & number of micro-computer systems at this site:

INSTALLED	PLANNED		INSTALLED	PLANNED	
		TOTAL PCs			# SERVERS
		# DOS MACHINES			NODES PER SERVER
		# WINDOWS MACHINES			# UNIX MACHINES
		# OS/2 MACHINES			UNIX USED FOR DOC.
		TOTAL NOTEBOOKS			# SUN
		TOTAL MACS			# APOLLO
		# POWERBOOKS/Duo's			# VAX
		# PROFS users			# TAPE DRIVES

If you have a VAX, is it ❑ VMS or ❑ ULTRIX

Check here to receive a UNIX profile: ❑

FOCUS AREA *Please check all appropriate boxes.*

❑ Database ❑ Hardware ❑ Programming ❑ Security
❑ Graphics ❑ Networking ❑ Purchasing ❑ Software

❑ *I'm interested in Sunset's Personal Evaluation Manager Program – We find you best "volume" prices direct from mfgs.*

NETWORK INFORMATION

	TYPE OF NETWORK		TOPOLOGY
	NETWORK OPER SYS		

CURRENT SOFTWARE EVALUATIONS:

Software categories currently being evaluating:

❑ Operating System
❑ OS/2
❑ UNIX
❑ Windows
❑ Accounting
❑ Database
❑ E-mail
❑ Flowcharting
❑ Pers. Info. Mgt.
❑ Project Mgt.
❑ Personnel Mgt.
❑ Workgroup
❑ PROFS GUI
❑ Spreadsheet
❑ Time Mgmt.
❑ Training Programs
❑ Desktop Publishing
❑ Fonts
❑ Text Retrieval
❑ Word Processing
❑ 3-D Modeling
❑ CAD
❑ Clip Art
❑ Draw/Paint
❑ Image Process
❑ Multimedia
❑ Presentation
❑ 3270 Emulation
❑ Connectivity
❑ Network
❑ Remote Comm.
❑ C++
❑ Compilers
❑ Diagnostic
❑ Inventory Mgt.
❑ Memory Mgt.
❑ Windows Dev. Tool
❑ SQC/Exp. Design
❑ Utilities
❑ GIS/Mapping
❑ Graphing
❑ Statistical
❑ Anti-Virus
❑ Backup
❑ Data Compression
❑ OCR
❑ Screen Savers
❑ Security

CURRENT HARDWARE EVALUATIONS:

Hardware categories currently being evaluated:

❑ 386 Machines
❑ 486 Machines
❑ Servers
❑ Notebooks
❑ Palmtops
❑ Duo Dock
❑ Quadra 950
❑ Quadra 700
❑ Mac Powerbook
❑ Performa
❑ SUN
❑ APOLLO
❑ NEXT
❑ VAX
❑ Memory Upgrades
❑ Accelerators
❑ Digitizer
❑ Hard Drives
❑ Floppy drives
❑ CD-ROM
❑ Portable HD
❑ Tape Backup
❑ DAT
❑ Optical Drives
❑ Portable Tape Backup (PP)
❑ 600 DPI Printer
❑ 600 DPI Upgrade
❑ 11X17 Printer
❑ Color Printer
❑ Dot Matrix Printer
❑ Laser Printer
❑ Line Matrix Printer
❑ Thermal Printer
❑ Plotters
❑ Monitor
❑ 19" Monitor
❑ Touch Screen
❑ LCD Projection
❑ Printer Sharing
❑ OCR/Scanners
❑ Networking
❑ Fax Modem
❑ Film Recorder
❑ UPS Devices
❑ Security Hardware
❑ Lease Equipment
❑ Fault Tolerance Storage

I EXPECT TO PURCHASE:

Mac	PC	Category	Units	Date
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____

Mac	PC	Category	Units	Date
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____
❑	❑	_____	_____	_____

HOW YOUR DIVISION ESTABLISHES STANDARDS:

Software Standards are ❑ Recommended for this division.
❑ Mandated

Hardware standards are ❑ Recommended for this division.
❑ Mandated

Micro-computer purchases are recommended or required by:

❑ Standards Committee Members ❑ Individual User
❑ Department Heads ❑ Group Decisions

PRODUCTS YOU WOULD LIKE TO EVALUATE:

Mac PC

❑ ❑ 1. Product _____ Mfg._____
❑ ❑ 2. Product _____ Mfg._____
❑ ❑ 3. Product _____ Mfg._____
❑ ❑ 4. Product _____ Mfg._____
❑ ❑ 5. Product _____ Mfg._____
❑ ❑ 6. Product _____ Mfg._____
❑ ❑ 7. Product _____ Mfg._____
❑ ❑ 8. Product _____ Mfg._____

TELL US ABOUT YOUR MICRO-COMPUTER STANDARDS:

Please give us the top products your company uses for each category.

Top Software Products – PC/MAC/UNIX

	Name of Product	# of Units Installed	Mandated?
WORD PROCESSING			❑
SPREADSHEET			❑
DATABASE			❑
CONNECTIVITY			❑
DESKTOP PUBLISHING			❑
DRAW/PAINT			❑
3270 EMULATION SOFTWARE			❑
DOCUMENTATION			❑

	Name of Product	# of Units Installed	Mandated?
E-MAIL			❑
UTILITY			❑
SECURITY			❑
TIME MGMT			❑
PRESENTATION			❑
BACKUP			❑
MEMORY MGMT			❑

Do you use SGML applications: ❑ Yes ❑ No

Top Hardware Products

	Name of Product	# of Units Installed	Mandated?
FAX MODEM			❑
MONITOR			❑
SERVER			❑
286 MACHINES			❑
386 MACHINES			❑
486 MACHINES			❑
TAPE DRIVE			❑
TELEPHONE EQUIPMENT	NO. OF T-1's		❑

	Name of Product	# of Units Installed	Mandated?
NOTEBOOKS			❑
LASER PRINTER			❑
OCR/SCANNERS			❑
HARD DRIVES			❑
UPS DEVICES			❑
MACINTOSH			❑
COLOR PRINTER			❑
LONG DISTANCE CARRIER	SATISFIED WITH COSTS/ DATA RELIABILITY		❑

ADDITIONAL KEY DECISION MAKERS:

1. _____
FIRST NAME LAST NAME TITLE

_____
ADDRESS MAIL STOP CITY ST ZIP

_____
PHONE FAX FOCUS AREA

YOU NORMALLY FULFILL ORDERS THROUGH:

❑ Favorite Reseller: _____

Reps Name: _____

City: _____ Phone : _____

YOUR NAME:

Name:

Title:

Company:

YOUR MICROCOMPUTER BUDGET:

Amount budgeted annually to spend
on SW: $$ _____ on HW: $$ _____
Date annual budget begins: _____

I hereby certify that I am a key decision maker within my company/school/institution regarding micro-computer products. The evaluation units which I am asking for will be used for an active or planned evaluation for my employer. I will evaluate these products against our current standards and make appropriate recommendations. I understand there is no obligation to purchase these products whatsoever.

Signature: _____ Date: _____