

RANDI:

Attached is list of addresses for
mailing -
Banking and Financial Services;
The Next Decade *broch. & auth.*
for Nancy Hill.

The letters were mailed the
week of May 17, 1985.

37 mailed

marked B = bank letter
V = vendor letter

Judy

5/28/85

*Also attached in list.
for Harry Clever.
24 mailed -*

INPUT

PARK 80 PLAZA WEST-1, SADDLE BROOK, NEW JERSEY 07662

(201) 368-9471

ED METZ

VICE PRESIDENT

ROUTING - REQUEST

12.5.5

Please

 READTo File 6.1.10 HANDLELabel: ~~File~~ APPROVEWBAN Field Sales

and

 FORWARDMailing 5/17/85 RETURN KEEP OR DISCARD REVIEW WITH ME

Date _____

From _____

May , 1985

Dear

By 1989, the market for financial services will be \$11 billion to banks and financial institutions alone. Because many banks are considering entry into the Information Services Market, INPUT has prepared the enclosed Multiclient Prospectus.

We urge you to carefully consider this multiclient study as a sponsoring client for three reasons.

- o Major banks as IS vendors will be competitive threats.
- o Your participation may allow you to intercept the banks strategies.
- o These banks may represent opportunities for strategic partnering.

This study will provide you with a valuable and detailed view of these emerging developments.

As a sponsor you will also receive a detailed, one-day, executive briefing tailored to your specific needs.

We are asking for your participation in this project now so we can commence the research in June, 1985. I will call you later in the week to discuss your involvement.

Sincerely,

Enclosure



May , 1985

Dear

In 1984, the Banking and Finance Industry spent over \$4 billion on information services. INPUT has forecasted this area to continue growing through the end of the decade at an average rate of 23% annually.

We urge you to carefully review the enclosed document. It reveals an important strategic alternative available to _____. Basically, the alternative is to cash in on your existing strength in information systems by entering the information services business.

INPUT is offering this prospectus for a Multiclient Study based on a high level of interest from our existing banking clients. You will receive valuable and detailed insights on the opportunity and how to participate in it.

As a sponsor you will also receive a detailed, one-day, executive briefing tailored to your specific needs.

Since the deadline for sponsorship is June, 1985, I will be calling you later in the week to discuss your involvement. Thank you for your interest.

Sincerely,

Enclosures



Banking etc Mailing - Misc

✓ ✓ ComputServe, Inc., Jeffrey M. Wilkins, CEO
5000 Ardington Center Blvd
Columbus, OH 43220

✓ ✓ NCR Corporation
Gary Willets

Mgr, MKT Research, U.S. R.P.H. 1700 S. Patterson Blvd
Dayton, OH 45479

✓ ✓ ~~NCR Corporation~~ 1700 S. Patterson

~~Greg Prooley, Mgr, Competition Analysis~~

~~Mr. Ray Creech
Asst. V.P. Financial Syst Div
Dayton~~

~~Sam Gores
513-445-5000
442-2300~~

~~World Headquarters,
Dayton, OH 45479~~

✓ ✓ RPO Network Services

John Rosta, V.P. MKT @ development
175 Jackson Plaza
Ann Arbor, MI 48106

✓ ✓ A. O. Smith Corporation

Kenneth A. Byrne, Dir, Finance Industry
8901 KILDEER COURT
Brown Deer, WI 53209 (414) 357-2700



Banks

- (1) ✓ C Continental Illinois Corp, Kent Westerbeek, VP, Corp. Plan. & R&D
Chicago, IL 60697 231 LaSalle (312) 828-8393
- (2) ✗ B ^{DATA} 1ST Chicago Corporation, ~~Mr. Bruce Sankofka, SR. VP, 2nd Floor~~
~~Chicago, IL 60670 One First Natl Bldg Chicago IL 60611~~
^{DAVID L. James, President of 1st}
^{493. N. WABASH AVE}
(312) 923-7217
- (3) B First Bank Systems, Mr. Perry Sandvic, SR. V.P.
St. Paul, MN 55164 P.O. Box 43603 (612) 291-5867
- (4) B National Bank of Detroit Bancorp ²²⁵⁻⁷⁰⁰⁰ Mr. Tom Klimko, V.P.
Detroit, MI 48226 611 Woodward Ave.
- (5) B Comerica Mr. Frank Walczyk, V.P.
Detroit, MI 48207 211 W. Fort, (313) 222-9555
- (6) B ~~First~~ Bancorp ¹ D. DAVE HUBBARD, SR. V.P.
Chicago, IL P.O. Box 755 / 200 W. Monroe, 19th Fl.
Chicago 60690 (312) 461-2121
- (7) B BancOne Corporation (614) 463-5800
Columbus, OH
- (8) B Michigan National Corporation ⁶¹²⁻⁷⁰⁰¹
Blufffield Hills, MI ~~733-5807~~
- (9) B National City Corporation, Patricia Walsch, V.P.
Cleveland, OH 44135 4100 W. 150th Street
(216) 476-5130



- (10) B ✓ ~~Northern Trust Corporation~~, Mr. John T. Blunt, President
Chicago, IL 300 W. Madison, Ste 2716
(714) 630-3000 Chicago, IL 60606
- (11) B ✓ ~~Bank Ohio Corporation~~ Mr. Pete Rosenow, V.P., Corp. Sec.
Columbus, OH 770 W. Broad Street (614)
43265
- (12) B ✓ ~~Manufacturers National Corporation~~, Alastair Carlyle, Exec VP
~~Chicago, IL 48226~~ 411 W. Lafayette
- (13) B ✓ ~~American~~, Mr. Shailesh Mehta, Sr. V.P., 900 Euclid Avenue
Cleveland, OH 44101 (216) 687-5958
- (14) B ✓ ~~Mercantile Bancorp~~, Mr. John L. Lee, Sr. V.P., Mercantile Tower
~~St. Louis, MO~~ St. Louis, MO 63166
(314) 425-2302
- (15) B ✓ ~~First City State Shares~~ (614) Mr. Ralph Lockwood, Sr. VP
Columbus, OH 43260 P.O. Box 1558
- (16) B ✓ ~~Centene Bank~~, Mr. Michael E. Jennings, V.P., One Centone Plaza
~~St. Louis, MO~~ St. Louis, MO 63101
(314) 554-6795
- (17) B ✓ ~~1st Wisconsin Corporation~~ Mr. Richard Weiss
Milwaukee, WI 53202 777 E. Wisconsin
- (18) B ✓ ~~Society Corporation~~ Mr. Jara Andrews, V.P.
Cleveland, OH 44114 1901 E 13th St



- (19) NO 1ST of American Bancorp
Kalamazoo, MI
- (20) NO Old Kent Bancorp
Franklin, MI
- (21) B ✓ Goodman Banc Shares Robert J Bennett
32 Spring, MI 63166 SR V.P.
P. O. Box 236 (314) 425-790
- (22) S ✓ Commerce Banc Shares William Wenthe, VP, MKT
Kalamazoo City, MI 64105 720 Main, MI (810) 234-206
- (23) ✓ Northwest Information Services, Ed Baker, V.P., MKTING,
Minneapolis, MN 55479 225 Second Avenue (612) 372-8400

ADD

- (24) 3 ✓ 1ST NATL of Cincinnati MK. Steve Murphy
425 Walnut V.P.
Cincinnati, OH (513) 632-4000
- (25) 3 ✓ Mt2 Marshall & Wsley Bank Kenneth Grenier
770 N. Water Street V.P., Oper Data Svcs.
Milwaukee, WI 53201 (414) 357-2403



mailed
5/17/85

- ✓ • Control Data Corporation

Hans Duerr

8160 34th Ave South

Minneapolis, MN 55420

- ✓ • 205/ American Express

Roger Edger, V.P.

1100 Investors Bldg.

205 Tower

Minneapolis, MN 55402

- ✓ • The New Trend Group

James Brady, V.P., Mkt

1900 Spring Road, Ste 200

Oak Brook, IL 60521

- ✓ • McDonnell Douglas Corporation

William C. Winter

325 McDonnell Blvd.

Hazelwood, MO 63042

- Carola Systems Group

Jim Marshall

45 Industrial Blvd. # 100

TELSON, CANADA M4V1B7



2/7/45

2 • Sears Roebuck & Co. Rick VanAlstyne ✕
 Sears Tower Corporate Planning
 Dept 902 P BSC 37-41
 Chicago, IL 60684 (312) 875-2331

✓ ✓ • Mead Data Central Mr. Jim Mc Grane -
 9333 Springboro Pike Dir, MKT Planning/Develop
 Dayton, Oh 45401
 (513) 865-6800

✓ • DST Systems, Inc. Mr Thomas A McDonnell
 1004 BALTIMORE Ave Vice Chairman / CEO
 Kansas City, MO 64105



5/22 sent

William Atkinson ✓

President

ARC/AMS

3001 EAST Bypass

Bryan College Station TX 77

follow-up
calls 5/28

William D. Parker ✓

President

Direct Incorporated

4201 Burton Dr.

Santa Clara, CA 95054

Lee Aurt ✓

Chairman

Telecredit, Inc

1901 Avenue of the Stars

Los Angeles, CA 90067



slips signed
& mailed
p

BANKS

please
thank
H.

Mr. Luther Helms
Ex. Vp Commercial Banking
SeaFirst
P.O. Box 3586
Seattle, WA 98104

Lewis H. Bond
Chairman of the Board
Texas American Bancshares
500 Theockmation
Ft. Worth, Texas 76102

Bancshares

ED Godycki
Vp. mgr. Product Management Department
California First Bank
350 California Street
San Francisco, CA 94104

Not interested
put on mail list

Dave Dowdle
1st Security Co. Mkt Group
P.O. Box 30006
Salt Lake City, Utah 84105



5/24/85

William McFarlin
President
National FSI, Inc
4501 West Mockingbird
Dallas, TX 75209

Vendor letter



Cover letter
& banking prospectus

phone

405 272-2050
- Attention: Business Development
BANK of OKLAHOMA, Oklahoma City
P.O. Box 24125
OKLAHOMA City, OK 73124

Julie Nye
up. Bus Development
message left sth

206 292-3111
- Don Piercey VP. Marketing
FIRST INTERSTATE BANK of WASHINGTON
P.O. Box 160
SEATTLE, WASH 98111

Cheryl Pichel up research
206-292-3335
~~message left w/ Stella~~
~~STH~~

713 658-6247
- Hugh Barrett
President
FIRST CITY SERVICE COMPANY
P.O. Box 2387
HOUSTON, TX 77052

Vendor
message left sth

206 621-4111
- David J. Orrey
- James C. Lepore
Bank of America
P.O. Box 2966
Seattle, WA

801 379-3107
350-5000
- Lehman Brothers
First Security Bank
P.O. Box 1317
Provo, Utah 84602

1866 d work / holding Co.
Pink Anuffio
2642 Double 501-350-5568

(signature)



use back 6/4

415 676-2550
x330

\$

PAT. J. SILVAGUI V.P.
Central Bank
P.O. Box 4033
Concord, CA 94524-3033

MKT Reser
include down part
= 5001
~~XXXXXXXXXX~~

303 863-4623
459V

Dr. Tucker HART ADAMS Jr.
United Banks of Colorado Inc
1700 Lincoln Suite 3000
Denver, Co 80274

Economics & planning
message left
shd

206 344-2300 x5401

Peter Robinson
Senior VP

Attention: Mary Jo
Cedee Rjlt head
conced

Peoples National Bank
1551 Eastlake Ave West
Seattle, WA 98147

Call back
Bob Powell up mtg
Cindy Parker up research

206 464-4400

Dr. Keney Killinger
Director Computer Man
Washington Mutual Savings Bank
1101 2nd Ave
Seattle, WA 98101

Call back shd



509 456-3555
206 447-7365
6 thru
518
Warren W. Lewis Sr. Vp. Mkt. Services Energy
Old National Bank of Washington
1111 3rd Ave Bldg. Suite 1440
Seattle, WA 98101

Terrence J. Dobson Ex Vp Corporate Finance Admin
Old National Bank of Washington Division
P.O. Box 3588 + A
Spokane, WA 99220

208 383-7000
6 thru
518
James R. Stamey Sr Vp & Mgr. Corporate Banking
Idaho First National Bank
P.O. Box 8247
Boise, ID 83722



Some more for
the mickey
Cheney +
Bonnie

Mr Wesley Sargent - v.p.
Interwest Financial Corp
P.O. Box 5605
Denver, Co 80217

11/11/87 303 243-2211

message left slip (call also)

Tom Herbuzger - v.p. mgr
US Bancorp
P.O. Box 4412
Portland, Or 97208

MIKE
call back size

Jim Henney - ASSISTANT v.p.
Seafirst
P.O. Box 3977
800 5th Ave
Seattle, WA 98104

MIKE Research
206-553-5335
(call) 5/31 afternoon

1. Tom Balsanz 415-3783
Group M&E Services
Crocker National Bank

message left 5/2

#1 Montgomery Street
San Francisco, CA 94104
37th floor



Used to develop GDH mailing WBAN 5/85

1870

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CAMP INDUSTRY INDEX

COMPANY NAME	INDUSTRY MARKETS																
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
Data Communications Corporation					●	●											●
Data Computing Corporation	●			●		●			●	●				●			●
Data Concepts							●										●
Data Consultants Inc.																	
Data Counts	●			●		●		●	●			●					●
Data Courier, Inc.				●	●	●	●	●		●				●			●
Data Design Associates, Inc.	●	●	●	●	●	●	●	●			●						●
Data Directions, Inc.	●	●				●			●	●							●
Data Flow Inc.	●	●		●	●	●	●	●		●	●			●			●
Data General Corporation	●	●	●						●	●				●			●
Data Inc.	●	●			●					●				●			●
Data Index Incorporated							●			●				●			●
Data Law Co.																	●
Data Management Inc.				●													●
Data Marc Inc.							●										●
Data Processing & Accounting Services	●			●	●	●	●	●		●	●		●	●			●
Data Processing Center Inc.	●						●	●		●	●						●
Data Processing Consultants									●	●	●		●	●			●
Data Processing Design, Inc.	●	●	●	●	●	●	●	●		●	●			●			●
Data Processing Educational Corp.	●	●	●	●	●	●	●	●		●	●			●	●		●
Data Processing Services Inc.														●			●
Data Processing Services of Findlay			●		●					●							●
Data Resources, Inc.	●						●							●			●
Data Retrieval Corporation Of America	●							●						●			●
Data Solutions Inc.																	●
Data South Of Louisiana, Inc.																	●
Data Systems Corporation							●										●
Data Systems for Industry	●										●						●
Data Systems of Baton Rouge												●					●
Data Systems, Inc.							●		●								●
Data Tek, Incorporated	●		●	●	●	●				●	●		●	●			●
Data Ten, Inc.	●		●	●	●	●											●
Data Train, Inc.	●	●	●	●	●	●	●	●	●	●	●		●	●			●
Data Universal Corp.	●									●	●	●					●
Data 3 Systems			●								●	●	●				●
Data-Tax, Inc.							●										●
Data-Tek Corporation								●		●	●			●	●		●
Data-Tronics Corporation	●			●													●

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COMPANY NAME	INDUSTRY MARKETS																
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
Decision Resources Corporation																	
Decision Sciences Corporation	•	•	•			•	•			•		•	•	•		•	•
Decision Systems, Inc.																•	•
Decisionex, Inc.																	
Decisions Development Inc.					•					•						•	•
Del Bron Inc.								•								•	•
Del Rey Systems, Inc.	•		•	•						•	•					•	•
Del-Data Computer Services			•			•	•	•	•	•	•		•		•	•	•
Delphi Associates, Inc.							•	•									•
Delphi Data Systems, Inc.	•	•		•	•	•	•	•	•	•	•	•	•				•
Delphi Systems Inc.							•			•					•		•
Densichron Division																	•
Denver Processing Center, Inc.	•		•														•
Denver Software Company, The								•	•	•		•					•
Design Aids, Inc.		•														•	•
Design Consultants, Inc.																	•
Designers & Builders of Information Systems	•							•		•	•	•				•	•
DesignWare									•								•
Desk Top Financial Solutions Inc		•					•										•
Development Systems International	•	•		•			•	•	•	•	•	•					•
Dexel Systems Corporation				•	•	•	•			•	•					•	•
Dialog Information Services, Inc.									•				•	•	•	•	•
Dialogue Inc.	•	•	•			•				•							•
Digicon Inc.			•														•
Digidat Systems Inc.								•									•
Digital Datacom Inc.		•								•							•
Digital Equipment Corporation	•			•	•	•	•	•	•	•			•				•
Digital Information Systems Corporation (DISC)																	•
Digital Marketing Corporation		•				•											•
Digital Microsystems \$100m (3/81) Sfw.	•	•	•	•	•	•	•	•	•	•			•				•
Digital Research Inc.	•									•							•
Digital Resources Corporation	•		•														•
Digital Systems of Florida, Inc.							•										•
Digitgraph Computers Systems Co	•	•															•
Dimension Systems Corp.								•									•
DIMIS, Inc.									•			•					•
DIRECT, Incorporated	•		•	•	•	•	•	•	•	•			•				•
Directions Inc. \$100m (3/81) Sfw.						•											•

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COMPANY NAME

TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
✓ DISC, Inc. <i>AGS</i>																
Dispersed Software Systems, Inc. (DSS)	•	•														•
Display Data Corporation									•	•	•					•
Distribution & Retail Systems Division									•	•	•					•
Distribution Management Systems, Inc.	•			•						•	•					•
Distribution Research Associates, Inc.	•									•	•					•
Distribution Sciences Inc.	•			•						•	•					•
Diversified Computer Systems					•											•
Diversified Data Resources, Inc.	•		•	•	•	•	•	•	•	•	•				•	•
Diversified Data Systems Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
DOSE Pharmacy Systems							•									•
Dow Jones & Company, Inc.					•											•
Dow Jones News/Retrieval Service					•											•
Dubuque Data Services						•										•
Dun and Bradstreet	•		•	•	•	•	•	•	•	•	•	•				•
Duquesne Systems Inc.	•		•	•	•	•	•	•				•				•
Dyatron Corporation									•	•						•
Dyer, Wells & Associates						•	•									•
✓ Dylakor <i>Stirling Sfw.</i>	•		•	•	•	•	•	•	•	•	•	•				•
Dynalotron Corporation													•			•
Dynamic Control Corporation						•										•
Dynamic Data Processing Inc.			•	•	•	•	•	•				•			•	•
Dynamic Solutions, Inc.	•				•	•										•
Dynamicro Software Corp. (DSC)										•						•
Dynamics Research Corporation													•			•
Dynax Resources, Inc.		•	•		•	•	•		•	•						•
E/Soft Incorporated					•											•
EBS Data Processing Inc.						•			•	•	•					•
EDP Corporation, The	•								•	•						•
EECO Computer Inc.																•
EFT Data Services, Inc. <i>NCR</i>					•											•
EMA, Inc.	•		•	•								•		•		•
ESI	•				•	•			•							•
ETA International, Inc.		•							•	•	•		•	•		•
Eagle Computing Corporation <i>\$5M (12/82)</i>					•				•	•						•
Eastern Airlines, Inc.			•		•											•
Eastern States Bankcard Associates					•											•
Ecco Consulting, Inc.	•					•		•						•		•

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INDUSTRY MARKETS

COMPANY NAME

TOTAL MANUFACTURING
DISCRETE MANUFACTURING
PROCESS MANUFACTURING
TRANSPORTATION
UTILITIES
BANKING & FINANCE
INSURANCE
MEDICAL & HOSPITAL
EDUCATION
TOTAL DISTRIBUTION
RETAIL DISTRIBUTION
WHOLESALE DISTRIBUTION
TOTAL GOVERNMENT
FEDERAL GOVERNMENT
STATE & LOCAL GOVERNMENT
SERVICES
OTHER

Econo Data, Inc.			●																●	●
Economic Technology Association (ETA)																			●	●
Edu-Ware Services, Inc.																			●	●
Educational Methods, Inc.										●									●	●
Edwards, J.D. & Company										●									●	●
Electrocon International, Inc.										●									●	●
Electron Information Systems	●	●																	●	●
Electronic Banking Systems										●									●	●
Electronic Data Systems Corporation	●	●	●							●	●								●	●
Electronic Tabulating Corporation										●									●	●
Elke Corporation	●									●									●	●
Embassy Institute, The										●									●	●
Employee Communication Services Inc.										●	●								●	●
Endata, Inc.										●									●	●
Energy Analysts Inc	●	●								●	●	●	●						●	●
Energy, Inc.	●	●								●									●	●
Enertec Inc.	●	●								●									●	●
Engineering Systems Corporation		●	●																●	●
Enhansys Inc.	●									●									●	●
Enterprise Computer Systems																			●	●
Environmental Systems Research Institute																			●	●
Envoy Corporation																			●	●
Epsilon Data Management, Inc.										●									●	●
Equifax Inc.										●	●								●	●
Erisco Inc. THOMAS NAT.	●									●	●								●	●
Escom, Inc. ANABOMI		●								●	●								●	●
Essex Corporation	●									●									●	●
Evans & Sutherland	●									●									●	●
Evans, Griffiths & Hart, Inc.										●	●								●	●
Evergreen Geophysical Associates Inc	●	●																	●	●
EXECUCOM Systems Corporation										●	●	●	●	●	●	●			●	●
Executec Corporation	●									●	●	●	●	●	●	●			●	●
Executive Compumetrics, Inc.	●	●								●	●	●	●	●	●	●			●	●
Exeter Software Limited																			●	●
Exploration Processing Corp.	●	●																	●	●
Explorer Seismic Services	●	●																	●	●
FBC, Inc.										●									●	●
Factory Systems	●																		●	●

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✓ Fair, Isaac Companies																		
Fairfield Data Processing	●		●															●
Fall, J.R. & Company Company	●																	
Far West Systems, Inc.										●								●
Federal Data Corp.																		●
✓ Ferox Microsystems, Inc.	●			●		●								●	●			●
Fidler Bateman										●	●							●
✓ Fiduciary Processing, Inc.																		●
✓ Fields Financial Services																		●
Figgie Systems Management Group, Inc.	●	●																●
✓ Financial Data Services																		●
✓ Financial Decisions Systems, Inc.	●			●	●													●
✓ Financial Institution Services, Inc.	●			●														●
✓ Financial Interstate Services																		●
✓ Financial Services, Inc.																		●
✓ Financial Software Inc.	●																	●
✓ Financial Systems Consultants																		●
✓ Financial Systems, Inc. <i>Hagan Tech (Nebraska) \$13.8 ('84)</i>																		●
✓ Finserv Computer Corporation	●	●																●
✓ First City Services Company																		●
✓ First Computer Corporation																		●
✓ First Computer Services, Inc.																		●
✓ First Data Management Company, Inc.																		●
✓ First Data Resources, Inc.																		●
✓ First Financial Management Corporation																		●
✓ Five Technologies, Inc.																		●
✓ Fleet Information, Inc.	●																	●
✓ Fleet Management Systems, Inc.		●	●	●	●	●												●
✓ Florida Software Services, Inc.																		●
Florida State University Computing Center																		●
Flow General, Inc.																		●
✓ Foothill Associates, Inc.																		●
✓ Ford & Associates, Inc.	●																	●
✓ Foresight, Inc.	●																	●
✓ FORTH, Inc.	●	●	●															●
✓ Fortune Systems Corporation	●																	●
✓ Fox & Geller, Inc.	●																	●
✓ Frey Associates, Inc.																		●

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COMPANY NAME	INDUSTRY MARKETS																
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
Frey Federal Systems Corporation													●				●
Frey, Donald R. & Co.								●									
Friesen International, Inc.							●	●									●
FundsNet, Inc.				●							●						●
Fusion Products International							●										●
GMD Systems International Inc.	●									●							●
GT Software, Inc.																	●
GTE Telenet Communications Corporation						●		●									●
GTECH Corporation								●							●		●
Galler Automation Industries Inc.	●			●	●	●	●	●	●	●			●			●	●
Galler Hospitality Systems Inc.																	●
Gamma Systems Services								●									●
Gancom Inc.	●	●		●	●			●		●			●	●	●	●	●
Garner Venture Computing								●									●
Garrett Computing Systems Inc.					●												●
Geac, Inc. <i>also \$10mm (4/83) Trnky</i>								●									●
GEJAC Incorporated				●		●	●		●				●				●
Gelco Maintenance Systems					●					●							●
Gellman, Hayward & Partners, Ltd.	●			●	●	●				●	●					●	●
Gemini Business Systems										●		●					●
GENASYS Corporation													●	●	●		●
Genelco, Inc.	●			●	●	●	●	●	●	●			●	●	●	●	●
General Computer Corporation								●		●							●
General Construction Data Systems, Inc.																	●
General Contractor Data Service																	●
General Electric CAE International, Inc.	●	●															●
General Electric Information Services Company	●	●	●				●			●							●
General Systems Group, Inc.	●	●	●	●	●	●	●						●	●			●
Genesee Computer Center, Inc.	●																●
Genesystems, Inc.																	●
Genesys Software Systems, Inc.	●			●	●	●	●	●	●	●			●				●
Genigraphics Corporation	●			●	●	●	●	●	●	●			●			●	●
Geo Data Corporation	●			●													●
Geo-Search Seismic Processors	●		●														●
Geobased Systems, Inc.				●	●	●		●						●	●		●
Geodynamics Incorporated	●		●														●
Geographic Systems, Inc.	●			●	●	●				●	●	●	●	●			●
GeoQuest International Inc.			●														●

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Geosource Inc.	●	●														●
Gerard Systems, Inc.									●							●
Gerber Scientific, Inc.	●															●
GESCO Corporation						●										●
Gifford Fong Associates						●									●	●
Gilbert Associates Inc.	●	●	●		●		●			●		●				●
Global Computer Systems, Inc.	●	●	●													●
Global Data Corporation	●								●							●
Global Software <i>STC</i>	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Goal Systems International Inc	●			●	●	●	●	●	●			●				●
Goldbrick Inc.															●	●
Gottfried Consultants	●				●			●								●
Gramco Inc.		●					●				●				●	●
Graphic Arts Data Service	●	●														●
Graphic Software Services	●					●		●				●				●
Graphics Concepts, Inc.		●	●			●							●			●
Graphics Technology Corporation (Graftek)	●															●
Great Lakes Information Systems Ltd.	●															●
Great Plains Software, Inc.	●			●		●	●	●	●			●				●
Greer Sontag Associates Inc.						●										●
Group Operations, Inc.	●			●	●	●	●	●	●			●				●
Grumman Data Systems Corporation				●	●		●					●	●			●
Gull Resources Management Systems, Inc		●														●
Gulley Computer Associates																●
H & A Computer Systems, Inc.																●
H & W Computer Systems	●			●	●	●	●	●	●			●				●
HAI Computer Services							●									●
HBO & Company							●									●
HBS Information Systems, Inc.	●	●	●								●					●
Hadron Inc.				●								●	●	●	●	●
Hal Systems & Services				●								●	●	●	●	●
Hale Systems, Inc.					●											●
Hallahan, G.W. and Co Inc.	●								●							●
Hancock-Dikewood Services Inc.							●	●				●		●		●
Haney Group, Inc.							●		●	●						●
Harfax Database Publishing	●			●		●	●					●	●	●		●
Harris Data Service Inc.	●								●	●	●					●
Harris Information Systems, Systems, Inc.									●	●	●					●

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Harris Laboratories, Inc.																	
Harris Publishing Company		●															●
Harris Technical Systems, Inc.																	●
Harris Technology Group, Inc. <i>\$14 mm C6/74</i>						●											●
Hart Systems Inc.										●	●						●
Hartley Data Service, Inc.							●			●							●
Haverly Systems, Inc.	●		●	●	●	●			●				●	●	●	●	●
Hayden Publishing Software											●						●
Health Information Systems, Inc.								●									●
Health Systems Institute of Maine								●					●				●
Heineck Associates, Inc.	●							●									●
Helm Data Processing Inc.	●		●							●		●					●
Hemenway Corporation	●		●														●
Henry, Jack & Associates						●											●
Heritage Computer Corporation							●										●
Heuristic DataSystems, Inc.	●	●															●
High Technology Software Products, Inc	●							●	●	●						●	●
Higley & Company, Inc.	●	●	●							●							●
Hilltop Enterprises, Inc.								●			●						●
Hogan Systems, Inc.							●										●
Holland Systems Corporation	●			●	●	●	●		●	●			●			●	●
Holmes & Shaw Inc.				●							●	●					●
Honeywell Inc.	●		●	●	●	●	●	●	●	●			●				●
Horizon Software Systems	●									●							●
Hospital Data Services								●									●
Hotze, James B. Company							●										●
Houghton Mifflin Company	●	●							●								●
Houston Data Center Inc.		●	●	●				●			●	●					●
Houston Engineering Research Corporation			●		●												●
Houston Information Systems Inc <i>\$4 mm</i>							●										●
Houston Processors, Inc.	●		●														●
Hurd, Nicholas N. Inc.			●														●
I-Concepts, Inc.	●						●			●							●
IBM Information Network		●	●														●
ICS Group							●										●
IE Systems																	●
IFA Computer Services Inc.	●		●				●										●
III Systems, Inc.							●										●

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TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
IMI Health Systems Corporation Applications Inc.							●									●
IMI Systems	●				●										●	
IMS Systems Corporation				●	●	●	●					●				●
IPL, Inc.	●								●							●
ISI Systems, Inc.						●										●
ITT Dialcom, Inc.	●				●	●			●			●				●
Iconix	●		●	●	●	●	●	●	●			●			●	●
Illinois Micro Inc						●										●
Image Sciences, Inc.	●					●							●			●
Imaging & Graphics Division of Gould, Inc.	●	●	●				●									●
Impact Systems	●	●	●				●									●
Incepts, Inc.						●										●
INCO Inc.													●			●
Indecon Inc.	●	●	●													●
Independent Computer Systems, Inc. (ICS)									●			●				●
Independent Tax Corporation (ITC)															●	●
Index Systems Inc.		●		●		●	●		●							●
Industrial Programming, Inc.	●					●	●		●							●
Info Systems of N.C., Inc.	●	●	●		●	●	●		●	●	●				●	●
Info-Pros, Inc.	●			●	●	●	●		●						●	●
INFOCEL Incorporated				●			●		●					●		●
Infodata Systems Inc.													●			●
Infographics Inc.					●							●				●
Informed							●									●
Informata Landex Systems							●									●
Informatics General Corporation	●						●		●			●			●	●
Information Access Co.																●
Information Automation, Inc.	●															●
Information Builders, Inc.	●			●	●	●	●	●	●		●				●	●
Information Management International \$ 12mm (12/13)						●	●					●	●	●		●
Information Management Technologies	●	●	●	●	●	●	●		●	●	●	●	●	●		●
Information People, The				●			●	●	●		●	●	●	●		●
Information Plus, Inc.	●	●										●	●	●		●
Information Processing Corporation	●	●	●		●							●		●		●
Information Processing Inc.												●		●		●
Information Research Associates							●					●	●			●
Information Resources Ltd.									●	●	●					●
Information Resources, Inc.	●	●	●						●							●

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INDUSTRY MARKETS

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	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
Information Science Incorporated (InSci)																	
Information Systems Investment Corporation	•			•	•	•	•	•	•	•			•			•	•
Information Systems Inc.	•	•															•
Information Systems of America, Inc. (ISA)	•					•	•	•		•							•
Information Technology, Inc.						•											•
Inforeware Systems, Inc. (ISI)						•				•	•	•					•
Infoservices, Inc.																	•
Infotec Development Inc.								•					•	•			•
Infotecs, Inc.	•	•	•				•										•
Innovation Data Processing, Inc.	•			•	•												•
Innovative Software, Inc.																	•
Innovative Systems, Inc.	•					•			•	•							•
Input Output Computer Services													•				•
Input Services, Inc.	•	•			•	•	•	•		•	•	•					•
Insight Software Systems	•									•							•
Inslaw, Inc.																	•
Institutional Networks Corporation (INSTINET)						•											•
Insurance Information, Inc.							•										•
Insurance Network Systems, Inc.							•										•
Insurance Publishing and Computers, Inc.							•										•
Insurance Servicing & Information Systems Corp.							•	•					•	•			•
Integral Business Computing, Inc.	•	•								•	•	•					•
Integral Systems, Inc. <i>\$8.5 mm (E) 12/83</i>	•			•	•	•	•	•		•	•	•					•
Integrated Automation Inc.	•	•	•	•	•	•	•	•		•	•	•	•	•	•	•	•
Integrated Computer Applications					•	•	•										•
Integrated Computer Systems, Inc.	•									•							•
Integrated Computer Software, Inc.	•																•
Integrated Computer Systems, Inc.																	•
Integrated Microcomputer Systems, Inc.													•	•			•
Integrated Office Concepts Inc.	•		•		•	•	•	•	•	•	•	•	•	•			•
Integrated Software Systems Corporation (ISSCO)	•			•	•	•	•	•	•	•	•	•	•	•			•
Integrated Systems Group, Inc.						•				•			•		•	•	•
Integrated Systems Management						•				•	•	•					•
Integrity Solutions, Inc.	•		•	•	•	•	•	•		•	•	•	•	•			•
Intellectron Incorporated								•									•
IntelliCorp		•							•					•			•
Intellidata Incorporated	•									•							•
Intelligence Interlink Corporation						•							•				•

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Intelligent Systems Corp.	●									●							●
Interactive Applications, Inc.	●	●															●
Interactive Computer Enterprises Inc.	●							●			●						●
Interactive Data Corporation @HASC	●						●	●					●				●
Interactive Data Services, Inc. 4	●						●	●					●	●	●	●	●
Interactive Information Systems, Inc.	●	●															●
Interactive Information System Inc.			●								●	●			●		●
Interactive Logic Inc.	●										●	●				●	●
Interactive Marketing Systems (IMS) r	●			●	●	●	●	●	●	●			●			●	●
Interactive Software Systems Inc.	●	●	●				●	●		●						●	●
Interactive Software, Inc.			●														●
Interactive System Corporation						●							●				●
INTERACTIVE Systems Corporation 103mm 5/82	●			●		●	●	●	●				●			●	●
Interactive, Incorporated	●	●								●							●
Intergraph Corporation	●	●	●	●	●									●			●
Intermetrics, Inc.	●	●	●		●									●			●
Intermountain Health Care, Inc.								●									●
International Business Machines	●			●	●	●	●	●						●			●
International Business Services Inc.												●	●	●			●
International Computaprint Corporation	●	●			●								●	●			●
International Computer Systems, Inc.	●	●	●		●								●	●			●
International Computing System	●		●														●
International Data Processing, Inc.								●	●								●
International Environment Research, Inc. (IER)						●										●	●
International Micro Systems Inc.	●							●	●		●	●				●	●
Interpretive Data Systems								●									●
Interpretive Data Systems								●									●
Interprocess Systems, Inc.	●	●	●	●	●	●	●	●	●			●	●	●	●	●	●
Intertec Diversified Systems, Inc.	●	●															●
Investment Computer Services Inc	●			●	●	●	●	●	●			●					●
JBS Associates, Inc.										●							●
Jackson Seismic Processing, Inc.	●		●														●
Jacobs, Thomas L. & Associates	●							●	●								●
Jacobsen & Associates	●	●	●														●
James, Fred S. and Company	●			●	●			●	●	●			●	●	●	●	●
Johnston, Brown & Associates, Inc. (JBA)	●	●	●					●		●							●
Jones/Hospflex Systems, Inc.								●									●
KGA Engineering Inc.	●									●							●

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X K.H. Little, Inc.	●	●	●	●	●	●	●	●	●								
X Kappa Systems Inc.													●	●	●	●	●
X X Kates Computers																	
X Keane, Inc.	●																
X Kearney, A.T.	●			●	●	●	●	●	●					●		●	●
X Kebert Corporation	●		●					●								●	●
X Kencom, Inc.								●									
X Kennedy & Coe	●	●	●	●	●	●	●	●	●	●			●		●	●	●
X Kentron International Inc.				●	●								●	●	●	●	●
X Key Data Services Inc.							●										
X Key Management Inc.	●		●	●				●		●			●		●		●
X Keydata Corporation	●									●			●				●
X Keystone Computer Associates Inc.								●					●	●			●
X Kimbrough Computer Sales, Inc.					●	●	●	●				●				●	●
X Kirchman Corporation								●								●	●
X Knuth Computer Services Inc				●	●											●	●
X Krell Software Corp										●						●	●
X Krohm International, Ltd	●	●															●
X L.N.K. Corporation									●				●	●			●
X LCS Data Processing Inc.								●									●
X LCS Industries, Inc.	●	●	●	●				●			●	●				●	●
X Laidlaw, Richard E. Inc.											●	●	●				●
X LAN Systems, Inc.	●	●								●	●	●					●
X Landart Systems, Inc.								●	●	●			●	●		●	●
X Latron Computer Systems, Inc.								●			●					●	●
X Lawson Associates	●				●					●						●	●
X Leading Software Technologies Corp.																	●
X Learmonth & Burchett Management Systems Inc (LBMS)	●					●		●					●				●
X Learning Company, The										●							●
X Legal Data Systems, Inc.																	●
X Levi, Ray & Shoup Inc.	●				●			●					●				●
X Lifeboat Associates Inc.	●	●		●	●	●	●	●	●	●			●			●	●
X Lifetree Software, Inc.																	●
X Link Systems	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
X Link X, Inc.								●									●
X LINKWARE Corp.	●				●	●	●										●
X Linton Shafer & Co.																	●
X List Processing Company, Inc.	●	●				●	●			●	●	●	●	●	●	●	●

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Little, Arthur D., Inc.	●							●									
X Litton Computer Services	●				●											●	●
X Litton Computer Services	●	●	●			●										●	●
Lockheed Dataplan Inc.				●						●	●						●
Lockwood Association Inc, The	●		●							●	●	●					●
Logic Inc.							●										●
X Logical Data Management	●					●											●
Logicon Inc.				●		●			●	●	●						●
Logistics Systems				●													●
Lomas & Nettleton Information Systems, Inc. <i>45mm</i>						●											●
X Loris Data Associates Inc.	●			●			●						●		●		●
X Lotus Development Corporation	●					●	●			●							●
X Loud Consulting Corporation, The						●	●			●							●
X Louisiana Companies - Computer Services Division				●		●	●										●
X Lowenthal Programming Corporation						●	●										●
X Lundy Electronic & Systems, Inc.	●	●				●											●
X Lupfer & Long, Inc.																	●
X Lynch Data Processing																	●
X M/A-COM Sigma Data, Inc.																	●
X MBS Software	●		●		●								●	●			●
X MC Software, Inc.	●	●	●							●	●	●	●	●			●
X MCRB Service Bureau							●				●	●		●			●
X MCT Information Systems, Inc.							●	●	●	●	●						●
X MD-Dexel Systems Corp.						●											●
X MDC Systems Corp.	●			●	●	●	●	●	●	●			●				●
X MDS Lawtime																	●
X MDS Soft Pro System																	●
X MDS, Inc.						●											●
X MHT Services Inc.																	●
X MIPS Software Development Inc.		●	●	●	●		●	●	●	●			●				●
X MIS Associates	●						●	●	●	●							●
X MIS, Inc.	●			●			●	●	●	●					●		●
X MJK Associates					●		●	●	●	●							●
X MNC International, Inc. Micro Network Division	●		●							●							●
X MPSI Systems Inc.			●			●				●	●	●				●	●
X MRM, Inc.	●	●	●			●				●	●	●				●	●
X MTech																	●
X MVSE Software						●											●

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MacDonald Computer Systems																
MacNeal-Schwendler Corporation	•	•	•						•				•			•
Macro Corporation	•		•		•											•
Madic Corporation	•															•
Magnum Communications, Ltd. 320 Interstate N. Pkwy.							•			•	•					•
Mainstem Corporation				•	•										•	•
Mamaba Inc.	•	•	•													•
Management & Computer Services Inc.	•			•	•			•	•			•				•
Management Computer Services, Inc.											•					•
Management Computer Controls, Inc.											•					•
Management Consultant Resource Group	•	•	•					•		•						•
Management Cybernetics International							•									•
Management Data Communications Corporation	•							•		•	•					•
Management Data Systems Inc.	•		•					•								•
Management Decision Systems, Inc.	•						•	•		•						•
Management Design Associates	•			•	•		•	•	•			•				•
Management Directions Inc.	•	•								•	•					•
Management Informaton Systems Group, Inc. (MISG)										•	•					•
Management Science America, Inc.	•	•	•	•		•	•	•	•	•	•	•	•	•	•	•
Management Sciences, Inc.	•	•	•	•	•							•				•
Management Systems Associates								•								•
Management Systems Of Wausau, Inc.								•								•
Management Techniques, Inc.	•									•						•
Manager Software Products Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Mandalla Information Systems										•	•					•
Mann Data Inc.	•									•	•					•
Mann, Charles & Associates Micro Software Division								•								•
Mantissa Corporation	•			•					•				•	•		•
Manufacturing and Consulting Services Inc (MCS)	•															•
Manufacturing Data Systems, Inc.	•	•	•													•
Manufacturing Education Services, Inc	•															•
Manufacturing Management Systems, Inc	•	•	•													•
Manufacturing Solutions & Systems Inc.	•	•	•													•
MANUS Services Corporation	•	•								•	•	•		•	•	•
Marathon Management Systems, Inc.																•
MARC Software International, Inc.	•			•	•				•			•				•
Marcam Data Systems Corporation	•															•
Marchbanks and Parker, Inc.										•	•	•				•

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INDUSTRY MARKETS

COMPANY NAME

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Marcoin Business Management Services, Corp									●	●						
Mariposa Corporation	●					●						●			●	●
Maritime Computer Corporation	●	●	●			●										●
Mark Williams Company	●								●							●
Market Data Systems, Inc.	●					●	●									●
Marketing and Systems Development Corp., The	●		●	●	●	●	●	●	●			●			●	●
Marshall and Stevens Incorporated	●					●	●		●						●	●
Marshall and Swift Publication Company						●										●
Martel Laboratories, Inc.			●	●								●	●	●		●
Martin and Stern Inc.	●	●														●
Martin Marietta Data Systems	●	●	●				●		●		●		●			●
Master Data Center, Inc.	●						●					●			●	●
Master Information Systems						●						●			●	●
Mathematica, Inc.	●	●	●	●	●	●		●	●			●			●	●
Mathematical Applications Group, Inc. (MAGI)	●					●	●		●			●			●	●
Matlen Silver Group Inc., The			●			●	●									●
Matrix Insurance Services Inc.						●										●
May & Speh Processing Center, Inc.		●	●			●	●		●						●	●
McCormack & Dodge Corporation <i>DEB</i>	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●
McCosker Corporation																●
McCullough and Associates		●	●												●	●
McDonald, Friedberg & Carr												●		●		●
McDonnell Douglas Automation Company	●	●	●		●		●	●								●
McDonnell Douglas Physician Systems, Inc.							●	●								●
McGraw-Hill Information Systems Company				●		●	●	●						●		●
McSpadden Associates, Inc.	●	●														●
Mead Data Central						●		●				●			●	●
Med Logic Systems						●						●			●	●
Medical Data Control							●	●								●
Medical Data Services							●	●								●
Medical Datamation	●					●	●	●				●			●	●
Medical Engineering, Inc.							●	●								●
Medical Information Technology Inc. (MEDITECH)	●						●	●	●							●
Medical Management Systems Inc.							●	●								●
Medicus Systems Corporation							●	●								●
Medidata Inc.							●	●								●
Mediflex Systems Corporation							●	●								●
Mellon Bank Datacenter					●											●

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Mellon Bank-Technology Products Department						●										●	●
Mentor Graphics Corp.																●	●
Menu, International Software DataBase	●			●	●	●	●	●	●	●			●			●	●
Meridian Systems Inc.	●	●															●
Metamorphics, Inc.							●										●
Metasystems Inc.	●																●
Metier Management Systems, Inc.	●	●	●		●												●
Metro Bank																●	●
Metro System, Inc. ? →	●			●	●	●	●	●	●	●			●			●	●
Metrocom Inc.				●			●	●	●			●		●			●
Metromail Corporation	●		●						●								●
Micor-Net, Inc. <i>Gallen Group</i>							●	●									●
Micro Business Software Inc. (MBSI)																	●
Micro Business Systems, Inc.																	●
Micro D, Inc.										●	●						●
Micro Data Base Systems, Inc. Inc.																	●
Micro Five Corp.																	●
Micro Focus Inc.			●														●
Micro Macro Systems Inc.	●	●	●			●		●		●	●		●	●	●	●	●
Micro Solutions, Inc. (MSI)	●	●								●	●	●					●
Micro Systems Software	●	●															●
Micro-Base Associates, Inc.	●								●								●
Micro-Tec, Inc.							●										●
Microcommet			●							●							●
Micromedex Incorporated								●				●		●			●
MicroPro International Corporation	●									●							●
Microsoft Corporation	●	●								●							●
Mid-American Control Corporation	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Midcom Corporation										●	●		●	●			●
Midwest Data Systems, Inc.								●	●	●							●
Miller Computing Corp.										●							●
Millerick & Associates Inc.																	●
Milton Allen & Associates, Inc.	●	●	●														●
MIMICS, Inc.							●										●
Mincron SBC Corporation	●			●	●	●	●	●	●	●			●			●	●
Mini Data Systems		●								●							●
Mini-Computer Business Applications, Inc. (MCBA)	●	●								●		●					●
Mini-Computer Support Group	●			●	●	●	●	●	●				●				●

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Mini-Computer Systems, Inc.	•	•							•								•
Mini-Systems Associates	•			•	•	•	•	•	•	•					•		•
Minicomputer Company of Maryland, Inc.										•							•
Minimax Research Corp.					•	•											•
Miningham & Oellerich, Inc.						•	•										•
Minitab, Inc.									•								•
Misco	•			•	•	•	•	•	•			•					•
Mitchell Matics							•					•					•
Mitre Corporation												•	•	•			•
Mnemonics Incorporated													•		•		•
Mobius Division	•				•	•			•								•
Modern Computer Systems Corp																	•
Modular Information Systems, Inc. (MIS)							•										•
Modulus Medical Data Systems Inc.								•									•
Monchik-Weber Corporation <i>McGraw Hill</i>							•										•
Money Management Systems, Inc.							•										•
Montgomery Data Systems Inc.	•			•	•	•	•	•				•					•
Moore Data Management Systems							•	•	•	•		•					•
Morino Associates Inc.	•			•	•	•	•	•	•			•					•
Mountain Software Growers, Inc.				•													•
Multinational Computer Models, Inc.	•																•
Multiplications, Inc.				•		•						•	•	•			•
Muse Software									•								•
Mylee Digital Sciences, Inc.	•									•		•					•
NCA Corporation	•	•									•						•
NCR Data Services							•				•						•
NDC Federal Systems, Inc.							•	•				•					•
National Bancard Corporation							•				•						•
National Check Records Corp.											•						•
National Computer Analysts, Inc.							•										•
National Computer Systems, Inc.				•	•	•	•	•				•	•	•	•		•
National Data Communications							•	•					•	•			•
National Data Corporation				•	•	•	•	•	•	•	•	•					•
National Data Services, Inc.	•																•
National Datacentre Corp.	•			•	•	•	•	•	•								•
National Decision Systems, Inc.										•							•
National Economic Research Associates, Inc.					•												•
National Electronic Information Corporation							•	•									•

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National Electronic Information Corp.	●																
National Evaluation Systems, Inc	●	●	●						●				●			●	●
National FSI, Inc.							●										●
National Information Systems, Inc.	●					●	●		●				●				●
National Management Systems, Ltd.	●					●	●						●				●
National Planning Data Corporation	●	●	●			●	●			●			●				●
National Systems, Inc.	●			●	●	●	●		●	●	●	●	●			●	●
National Training Systems	●			●	●	●	●		●	●	●	●	●			●	●
Nelson & Bauman, Inc.							●										●
Neodata Services		●															●
Neshaminy Valley Information Processing Inc. (NVIP)					●												●
Network Computing Corporation					●												●
Network Consultants, Inc. GF							●										●
Network Data Processing Corporation					●		●		●				●				●
New England Management Services Inc	●		●				●						●				●
New Systems, Inc.																	●
NewsNet, Inc.	●			●	●	●	●		●	●	●					●	●
Nichols & Company Inc.	●					●	●		●	●	●		●				●
Nixdorf Computer Software Co.																	●
Nordata, Inc.	●		●	●					●	●	●		●				●
North American Processing	●		●														●
Northeast Data Systems Inc.	●			●	●	●	●		●	●	●		●				●
Northeastern Computer Service Inc.							●										●
Northwest Analytical Inc.	●	●	●														●
Northwest Keypunch, Inc.																	●
Northwest Management Services, Inc.							●	●					●				●
Norwest Computer Services, Inc.							●										●
Norwest Financial, Inc.							●										●
Novva Computer System, Inc.																	●
Numerax, Inc.		●	●	●	●												●
Numeridex, Inc.	●	●							●				●	●	●		●
NY/PLAN, Inc.	●					●	●	●									●
OAO																	●
Oasys, Inc. (Office Automation Systems)	●			●	●	●	●	●	●	●	●					●	●
Oatman Computer Services, Inc.	●	●								●		●	●	●	●		●
Occidental Computer Systems, Inc.								●									●
Occupational Computing Company, Inc.	●	●								●	●	●					●
Occupational Health Services Inc.	●	●	●	●	●		●	●	●				●				●

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OCTO Limited																•	•
Office Automation Resources Inc								•									•
Office Services Inc. (OSI)	•			•	•	•	•	•	•							•	•
Officesmiths, Inc.	•			•	•	•	•	•	•					•		•	•
Offshore Information Services, Inc.	•			•	•	•	•	•	•					•		•	•
Offutt Publishing																	•
Ohio Valley Data Control, Inc.					•	•				•							•
Oil Data Processing Co.	•		•														•
Olympic Systems Inc.	•									•							•
Omega Microware, Inc.															•		•
OMNI Resources, Inc.							•										•
Omni-American									•								•
Omtool Corporation	•							•		•							•
On-Going Ideas										•							•
On-Line Accounting Systems Inc.	•	•	•		•			•		•						•	•
On-Line Business Systems Inc.			•		•	•	•	•		•				•	•	•	•
On-Line Computer Systems, Inc.						•								•	•	•	•
On-Line Software International, Inc.	•	•			•												•
Online Computer Library Center Inc. (OCLC)																	•
Open Systems, Inc. <i>UCCEL</i>	•	•	•	•	•	•	•	•		•				•			•
OPOC Computing Inc.	•		•	•										•	•		•
Oracle Corporation																	•
ORBIS, Inc.	•		•			•	•	•	•	•							•
Oregon Software, Inc.	•				•	•	•	•	•	•				•			•
Organization Change Corporation	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Oxford Software Corporation	•								•	•				•			•
P.A. Computers & Telecommunications					•					•							•
P.C. Quote, Inc.							•			•							•
P-Stat, Inc.	•			•	•	•		•						•	•		•
PBS Computing																	•
PCS Data Processing Inc.	•	•										•					•
PDA Incorporated	•			•	•	•	•	•	•	•				•			•
PDPS Computer Services				•	•	•	•	•	•	•				•			•
PM Computer Services Company	•	•	•							•				•			•
PRC Government Information Systems										•				•			•
PRC Realty Systems						•								•			•
PSA, Inc.	•	•		•					•	•	•						•
PSI Energy Software, Inc.	•		•				•		•	•						•	•

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PSI-MED Corporation																	
Pace Computer Systems	●		●														●
Pacesetter Systems, Inc. <i>Shared Financial</i>							●										●
Pacific Computer Systems	●			●	●	●	●	●	●				●				●
Pacific Data Systems																	●
Pacific Sierra Research	●				●				●				●	●			●
PAID Prescriptions, Inc.							●										●
Paladin Software Corp.	●			●	●		●	●	●							●	●
PALLM, Inc.							●										●
Pansophic Systems, Incorporated	●						●	●	●			●		●	●		●
PAR Technology Corporation															●		●
Para Data, Inc.								●	●	●	●	●	●	●	●	●	●
Para Research	●			●	●	●	●	●	●								●
Parallax Systems, Inc.	●	●		●	●	●	●	●	●				●	●	●		●
Parke-Randall Management Co.							●										●
Parker Computer Systems								●									●
Pattern Systems Of NJ	●	●															●
Patton Consultants, Inc.	●	●		●	●	●	●	●	●				●			●	●
Pay-Fone Systems, Inc.											●					●	●
Paychex, Inc.								●								●	●
Payne, Bruce Consultants Inc.	●	●					●	●									●
Paynter, E.F. & Associates, Inc.																	●
Peachtree Software Inc.																	●
Pearl Data Systems																	●
Pearlsoft Inc.	●			●	●	●	●	●	●								●
Pegasus Systems, Incorporated								●									●
Pennington Systems Incorporated																	●
Penta Systems International, Inc.	●	●	●														●
Pentamation Enterprises Inc.								●	●								●
Perception Technology Corp.	●			●	●	●	●	●	●				●				●
Perfect Software, Inc. <i>\$10 mm s.f.w</i>	●	●		●	●	●	●	●	●								●
Performance Development Corporation	●			●	●	●	●	●	●				●				●
Performance Systems, Inc.	●			●	●	●	●	●	●				●	●			●
Personal Computer Management Corp.											●	●					●
Personnel Data Systems, Inc.	●						●	●	●								●
Personnelmetrics, Inc.								●									●
Petroleum Information Corporation																	●
Petroleum Software Systems, Inc.																	●

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Petroleum Software, Inc.	●		●														●
Pharmaceutical Card Systems, Inc.							●										●
Pharmacon								●		●							●
Phoenix Data Processing																●	●
Phoenix Systems, Inc.	●									●	●						●
Physicians Practice Management, Inc.								●									●
Pilot Executive Software																●	●
Pinkerton Computer Consultants							●	●					●				●
Pioneer Software, Inc.	●	●	●							●		●					●
Planmetrics Inc.	●				●			●		●							●
Planning Research Corporation	●						●			●				●			●
Plansmith Corporation							●								●	●	●
Players Computer Inc.	●									●		●			●		●
Police Data Systems																●	●
Policy Management Systems (PMS)								●							●		●
Poorman-Douglas Corporation <i>\$10 mm (12/83)</i>							●	●		●							●
Power Base Systems							●	●	●								●
Practical Business Systems, Inc.																	●
Precision Visuals, Inc.	●	●	●	●	●	●	●	●	●				●	●			●
Price Waterhouse & Co.	●				●		●			●							●
Primavera Systems Inc.																●	●
Processing Management Systems (PMS)							●			●						●	●
Prodigy Systems, Inc.	●					●		●	●	●			●				●
Product Group, Inc.		●									●						●
Productive Computer Systems	●	●								●	●						●
Professional Business Industries Inc	●																●
Professional Business Software																	●
Professional Computer Resources, Inc.	●	●	●							●	●	●					●
Professional Data Corp.		●	●	●	●	●	●	●	●	●			●			●	●
Professional Data Systems								●	●								●
Professional Geophysics Inc.	●	●							●								●
Professional Processing, Inc.	●									●	●						●
Professional Software Solutions, Inc.								●					●	●			●
Profimatics Inc.			●														●
Profit Control Systems	●	●	●														●
Profitool, Inc.																	●
Program Design Inc.									●								●
Program Systems, Inc.										●	●	●				●	●

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Programmed Systems Inc.																	
Programs & Analysis, Inc.																	
Project Software & Development, Inc.																	
Proprietary Computer Systems, Inc.																	
Proprietary Software Systems, Inc.																	
Pryor Corporation																	
Psych Systems, Inc.																	
Pulsar Systems, Inc.																	
Q.S., Incorporated																	
Quadra Systems																	
Quadrex Corporation																	
Quadsoft, Inc.																	
Quadstar Corporation																	
Qualtek Systems Laboratory, Inc.																	
Quanteckna Research Corp.																	
Quantitative Software Management, Inc.																	
Quarterdeck Software																	
Quest, Inc.																	
Quic-N-Easi Products, Inc.																	
Quick-Tax Ltd.																	
Quotron Systems Inc.																	
R.A.I.R.																	
RDW Systems, Inc.																	
RLG Corporation																	
RMC Research																	
ROH																	
ROI Consulting Inc.																	
RWB Associates																	
Racal-Redac, Inc.																	
Rand Information Systems, Inc.																	
Rand Systems Corp.																	
Rand Travel Agency Services																	
Randolph Technical Services, Inc.																	
Rans Micro Systems, Inc.																	
Rath & Strong, Inc. Products, Inc.																	
Raven Systems and Research, Inc.																	
Real Estate Data																	
Real Estate Information Tracking Systems																	

\$5mm (6/82)

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Reality Software Company																	●
Realtron Corporation																●	●
REAP Inc.											●						●
Redshaw, Inc.							●										●
Rehab Group, Inc.	●	●											●	●		●	●
Relational Database Systems, Inc	●			●	●	●	●	●	●	●			●	●		●	●
Relational Technology Inc.	●	●	●						●				●	●		●	●
Republic Management Systems													●	●		●	●
Republic Service Bureau Inc.													●	●			●
Republic Technology Corp. Systems Division	●		●		●												●
Resource Information Management Systems, Inc.							●										●
Response of Hawaii, Inc.							●	●	●							●	●
Reuters North America	●			●	●	●	●	●		●			●			●	●
Reveal Software, Inc.						●											●
Revere Technology	●		●														●
Reynolds & Reynolds Company, The							●	●		●	●					●	●
Rhintek, Inc.								●									●
Roanco Associates								●					●				●
Roshell Ivri Software Company							●	●		●		●					●
Ross Systems, Inc. <i>\$9.5mm (6/73)</i>	●	●	●							●	●						●
Rothenberg Information Systems Inc.	●									●	●			●			●
Rubel Software																●	●
Ryan-McFarland Corp.	●									●	●						●
S & H Computer Systems	●			●	●	●	●	●	●	●			●			●	●
S-Cubed	●												●				●
SAS Institute, Inc.	●			●	●	●	●	●	●				●	●		●	●
SBD Computer Services	●									●			●				●
SCA Products & Services	●									●			●				●
SD Transport Services, Inc.				●			●									●	●
SDI	●						●	●	●	●			●			●	●
SDK Medical Computer Services Corporation									●								●
SEI Corporation								●									●
SEI Information Technology	●	●	●										●	●			●
SJV Data Service Inc.	●		●													●	●
SKK, Inc.																●	●
SMC Software Systems	●			●	●	●	●	●	●	●			●	●			●
SRS Programming Reserve Inc.	●									●			●				●
STS, Inc.	●			●			●				●						●

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STSC, Inc.	●	●		●													●
Sachs/Freeman Associates Inc.	●			●	●								●				●
SAFECO Title Insurance							●										●
Safeguard Business Systems, Inc.	●						●		●								●
Safeguard Scientifics, Inc.						●				●	●						●
Sage Data Inc.	●		●														●
Sage Systems Inc.	●			●	●		●	●	●				●				●
San Francisco Systems, Inc.	●			●			●	●	●			●	●	●			●
Sarig Business Systems, Inc.	●	●					●										●
Sat Com Inc.	●									●							●
SATCOM (Satellite Computing, Inc.)	●		●									●					●
Satellite Software International(SSI)	●			●	●	●	●	●	●				●				●
Saztec	●			●	●	●	●	●					●				●
Scheduling Corporation of America	●	●	●				●										●
Schulstad, Myers & Associates Inc					●											●	●
Science Applications, Inc.	●	●	●		●									●			●
Science Management Corporation	●			●										●			●
Scientific Calculations	●	●															●
Scientific Computers Inc.	●						●			●							●
Scientific Information Retrieval, Inc.	●	●	●			●		●	●				●	●	●	●	●
Scientific Software-Intercomp	●		●														●
Scribe Data Systems																	●
Scripps Data Systems Inc.	●		●		●												●
Securities Data Company, Inc.							●									●	●
Securities Industry Automation Corporation							●										●
Sedalia Computer Services, Inc.			●			●		●	●	●				●	●	●	●
Sedlak, J.P. Associates							●										●
Seis Pros, Inc.	●		●														●
Seiscom Delta, Inc.	●		●														●
Seismic & Digital Concepts, Inc.	●		●														●
Seismic International Research Corp	●		●														●
Seismic Processors, Inc.	●		●														●
Seismograph Service Corp.	●		●														●
Sentinel Computer										●							●
Sentry Data Inc.							●		●								●
Sercon Corporation							●		●								●
SERENA Consulting	●			●	●	●	●	●	●				●			●	●
Service Software Inc.																	●

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Shaes & Co.																	
X Shaker Computer and Management Services	●			●	●	●	●	●	●	●			●			●	●
Shales & Young Information Systems, Inc				●				●								●	●
✓ Shared Financial Systems						●											●
Shared Medical Systems Corporation	●	●						●						●	●	●	●
X Sharp, I.P. Associates		●		●	●	●	●		●				●			●	●
X Shaw Data Services, Inc.	●					●											●
Shirley Software Systems																●	●
Shriver, R., Associates	●															●	●
Sierra On-Line, Inc.																●	●
✓ Sigma Software Inc.							●									●	●
X Signal Technology, Inc.	●			●	●	●			●				●			●	●
X Simcon Inc.	●	●	●	●	●	●	●	●	●	●			●		●	●	●
X SIMPLAN Systems Inc (SSI)	●			●	●	●	●	●	●	●			●			●	●
X Simple Soft Inc.						●										●	●
X Sirco Enterprises, Inc.	●	●		●	●			●								●	●
Small Business Data Processing Corporation	●		●							●	●	●	●	●	●	●	●
Small Business Management Systems Inc								●		●	●	●				●	●
Small Business Systems Group		●														●	●
Smart Communications Inc.	●			●									●			●	●
Smart, Inc.										●	●					●	●
X SMITES Group	●	●				●										●	●
Smith, A.O. Data Systems Division	●					●				●						●	●
Smith, Dennis & Gaylord	●	●	●	●				●								●	●
X Smyth Business Systems										●						●	●
Soft Pro Systems	●			●	●	●				●	●	●	●	●	●	●	●
Softtech Microsystems Inc.	●			●												●	●
SofTech, Inc.	●													●			●
Softlink										●						●	●
Softmatics Corporation	●									●						●	●
Softsel Computer Products, Inc.										●						●	●
Software AG of North America, Inc.											●					●	●
X Software Alliance <i>Acquiring \$4mm (83) (E)</i>		●				●										●	●
Software Alternatives	●	●				●				●	●	●			●	●	●
Software Arts Inc.										●	●	●				●	●
X Software Authority, The	●		●			●	●	●	●	●				●		●	●
Software Clearing House, The	●	●	●	●	●	●	●	●	●	●				●		●	●
Software Connections, Inc.									●							●	●

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X Software Design Associates, Inc.	●			●	●												●
X Software Development & Maintenance Int'l. Inc.							●										●
X Software Maintenance and Development Systems, Inc.				●	●		●	●	●	●						●	●
Software Publishing Corporation	●																●
Software Research Associates	●																●
X Software Research Corp.		●			●	●	●	●			●	●					●
X Software Services Of America Inc.							●										●
Software Shop Systems, Inc.		●								●							●
Software Solutions Inc.																	●
Software Systems Associates	●																●
Software Systems Inc.	●	●	●					●	●	●	●	●		●	●		●
Software Systems Inc.								●									●
✓ Solid Software Inc.	●						●	●									●
✓ Solosystems Inc.	●			●	●	●	●						●				●
X Solution Systems, Inc.	●	●						●			●	●					●
X Sophisticated Data Research, Inc.	●			●	●	●	●	●	●				●				●
X Sorcim/IUS																	●
X Sorites, Inc.	●			●	●	●	●	●	●	●	●			●			●
X SOTA Computer Systems	●			●	●	●	●	●	●	●			●				●
X Source Data, Inc.							●										●
Source Telecomputing Corporation																	●
Source-2		●															●
X South Hills Computer Center Inc.		●					●										●
Southern Computer Systems, Inc.												●			●		●
Southwest Modular Systems, Inc.																	●
X Space Age Computation Systems	●	●								●	●	●	●	●			●
Spartacus Computers, Inc.	●						●	●		●			●	●			●
Specialty Computer Services Inc.	●								●	●	●	●			●		●
Spectrogram Corporation	●	●	●										●	●	●		●
X Spectron Corporation	●			●	●	●	●	●	●	●			●	●	●		●
X Spectrum International, Inc.	●			●	●	●	●	●	●	●			●	●	●		●
Sperry Corporation Computer Systems													●	●			●
Spinnaker Software Corporation									●	●							●
Spring Rock Consultants, Inc.				●													●
X St. Joseph Systems							●										●
X Standard & Poor's Compustat Services, Inc.							●	●	●				●				●
Star Inc.																	●
Star Software										●		●					●

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X Star Value Software						●											●
X STAT:TAB	●			●	●		●	●	●	●			●				●
X State of the Art Inc.	●		●	●	●	●	●	●	●	●			●				●
X State Space Systems Inc.	●		●	●	●	●	●	●	●	●			●				●
X Statistical Graphics Corp.	●		●	●	●	●	●	●	●	●			●				●
X Statistical Tabulating Corporation	●			●	●												●
X Stauffer Development Corp.				●	●												●
X Sterling Software Marketing	●		●	●	●	●	●	●	●	●							●
X Sterling Software, Inc.	●		●	●	●	●	●	●	●	●							●
X Stockholder Systems, Inc.				●	●			●									●
X Stonehouse & Company				●	●								●	●	●		●
X Strata Search Processing Co., Inc	●		●														●
X Strategic Information	●					●				●			●				●
X Strategic System Solutions, Inc.	●	●						●	●	●							●
X Structural Members Users Group									●								●
X Structured Methods, Inc.	●			●		●											●
X Structured Systems Group, Inc.	●	●	●			●	●			●	●	●					●
X Summagraphics Corporation	●									●	●	●					●
X Sun Country Financial Corporation						●											●
X SunData Corporation						●											●
X Suntlet Systems Corporation					●												●
X Superdata, Inc.					●				●		●						●
X Superset, Inc.	●					●			●				●	●			●
X Survey Tabulation Services Inc.		●											●				●
X Sydney Development Corporation \$15mm (84)			●			●		●				●					●
X Symbolic Financial Systems Corporation						●											●
X Symbolics	●																●
X Synsort Inc.	●								●	●	●		●				●
X Synercom Technology, Inc.			●		●			●	●	●			●	●	●		●
X Synergy Systems, Inc.					●												●
X Syntel																	●
X Syntelligence						●	●										●
X Syscom, Inc.			●	●				●		●							●
X SYSCON Corporation	●																●
X SYSGEN, Inc.	●	●					●			●	●	●		●	●		●
X Systech Inc.	●	●				●		●		●	●	●					●
X System Automation Corporation													●	●			●
X System Communication Corp.	●									●							●

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System Development Corporation																	
System Support Software, Inc.	•			•	•	•	•	•	•	•			•	•	•	•	•
System's Technology Automated Resources								•	•	•	•						•
Systematics, Inc.						•											•
Systemation, Inc.		•			•	•	•	•	•	•							•
Systemhouse Ltd.	•			•	•	•	•	•	•							•	•
Systemhouse, Inc.	•								•				•				•
Systemp Of Florida, Inc.					•	•	•										•
Systemp Of New Jersey, Inc.					•	•	•										•
Systemp Of Texas, Inc.					•	•	•										•
Systemp, Inc.					•	•	•										•
Systems & Computer Technology Corporation									•						•		•
Systems & Information Dynamics, Inc.	•		•														•
Systems and Applied Sciences Corporation												•	•	•	•	•	•
Systems and Programming Resources Inc.	•	•		•			•	•	•		•		•	•	•	•	•
Systems Architects, Inc.	•			•				•	•				•	•	•	•	•
Systems Associates Inc. (SAI)								•									•
Systems Center, Inc., The	•			•	•	•	•	•	•				•			•	•
Systems Control, Inc.			•	•	•									•	•		•
Systems Coordination Inc.					•												•
Systems Data Inc.			•	•	•	•	•	•	•				•			•	•
Systems Data Processing Corporation	•	•					•	•	•	•	•	•	•	•	•	•	•
Systems Design & Development Corporation							•	•			•						•
Systems Designs	•																•
Systems Engineering Computer Co.	•		•		•	•	•	•		•						•	•
Systems Management Inc.	•			•			•	•			•	•		•			•
Systems Network Inc.																	•
Systems Plus Inc.	•									•	•						•
Systems Products International, Inc.																	•
Systems Specialists, The	•	•															•
Systems Strategies, Inc.	•			•	•												•
Systonetics, Inc.	•												•				•
Systran Commercial Corp.										•							•
Sytech Corporation																	•
T & B Computing Inc.			•														•
T Systems				•													•
T.C.S., Inc. (Transportation Concepts And Services)	•			•						•	•	•					•
TCS Software Inc.																•	•

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TEC	•	•														•
TKS Corporation							•									•
TLS Company						•									•	•
TMI Systems Corporation					•										•	•
TOM Software (The Office Manager, Inc.)							•		•	•	•				•	•
TRW Information Services					•	•	•		•	•		•	•	•	•	•
TRW Property Data Services						•	•						•	•	•	•
TSR, Inc.	•	•	•		•	•						•			•	•
Tabershaw Occupational Medicine Association cde	•	•	•	•	•	•	•	•	•			•			•	•
Tag Inc.			•													•
Tailored Data, Inc.							•		•							•
Tandy Corporation								•								•
Techdyn Systems Corp.												•	•			•
Technalysis Corporation	•	•		•	•	•	•	•	•						•	•
Technical Analysis Corporation (TAC)	•	•		•	•	•	•	•	•			•	•		•	•
Technical Support Associates Inc.									•		•					•
Technical Systems Consultants Inc. (TSC)	•			•	•	•	•	•	•			•			•	•
Technicon Data Systems Corporation				•	•	•	•	•	•			•			•	•
Technology And Information, Products	•						•									•
Technology Development of California																•
Tekkon Computer Services	•			•	•	•	•	•	•			•			•	•
Teknowledge Federal Systems Inc.													•			•
Teknowledge, Inc.	•			•	•	•	•	•	•			•			•	•
Tel-A-Data, Inc.									•		•					•
Teldata Systems Corporation	•			•	•	•			•		•				•	•
Teledredit, Inc.					•				•	•	•				•	•
Teledyne Exploration Company	•		•						•						•	•
Telerate, Inc.	•	•							•						•	•
Telesis Systems Corporation	•	•													•	•
Telesoft									•	•	•					•
Telic Services Corporation				•												•
Telmar Group			•	•											•	•
Telos Corporation	•	•	•		•	•	•	•					•		•	•
Temple, Barker & Sloane, Inc. (TBS)	•	•	•	•	•	•	•	•				•			•	•
TERA Corporation	•	•	•		•	•	•	•				•			•	•
Terminal Applications Group	•	•	•					•	•	•	•		•			•
Terrano Corporation							•									•
Tesseract Corporation	•	•		•	•	•	•									•

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✓ Texas Direct, Inc.																	
Texas Instruments Inc.	•	•	•														•
✓ The Information Store, Inc.																	•
Theta Business Systems											•						•
✓ Thomas National Group, Inc., The	•																•
Thomas-Laguban & Associates, Inc.	•	•	•								•		•				•
Three PM Inc.										•							•
Ticketron, Inc.												•					•
TIM-Formation, Inc.													•				•
✓ Timberline Systems, Inc. \$10 mm 12/83													•				•
✓ Time-Sharing Systems Inc.	•	•															•
Timeshare Associates	•	•	•														•
Tiny Systems, Inc.																	•
Tipnis Incorporated	•																•
✓ Tominy, Inc.	•																•
✓ Tone Software Corporation	•																•
Total Environmental Systems Computer Division	•																•
✓ Touchette Corporation																	•
✓ Tower Systems, Inc.	•																•
Trac Line Computer Corp.	•	•	•														•
Traffic Data Systems, Inc. (TDS, Inc.)		•	•														•
Trail Blazer Systems Inc.																	•
Trans Micro Systems Inc.	•																•
✓ Trans Union Corporation																	•
Trans Union Credit Information Co.	•																•
✓ Transcomm Data Systems, Inc.																	•
Transportation Data Management	•	•	•														•
Transportation Management Services																	•
✓ Tremco Consultants, Inc.	•																•
✓ VRES Computer Systems, Inc. CDC	•																•
Triad Systems Corporation																	•
Triangle Software Company																	•
✓ Tricad, Inc.																	•
✓ TronCorp	•																•
Tru-Check Computer Systems, Inc.																	•
Turnkey Distribution Systems, Inc.																	•
Turnkey Information Processing Inc.																	•
Tylus Systems Inc.																	•

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✓ Tymlabs Corporation	●																
✓ Tymshare, Inc. <i>No Auto</i>	●	●															
✓ U.S. Software	●																
✓ UCCEL Corporation	●		●														
✓ UDP, Inc.					●												
✓ Ulrich, Walter E. Consulting <i>Computer</i>	●			●	●	●		●								●	●
✓ Ultimate Corp., The	●						●			●						●	●
✓ Ultradata Corporation						●				●						●	●
✓ UNI-COLL Corporation	●			●					●					●	●		
✓ Unicalc Corporation	●				●	●	●	●	●	●						●	●
✓ Unilogic, Ltd.																●	●
✓ United Computer Service, Inc.						●	●									●	●
✓ United Education & Software Data Systems Group <i>\$14.5 (1/2)</i>						●	●			●						●	●
✓ United Information Services Inc	●	●			●	●	●	●						●			
✓ United Software Systems and Services Corporation (U3S)	●	●			●	●	●	●	●	●	●				●		
✓ United Telecommunications, Inc.	●				●		●	●								●	●
✓ Univair Inc.							●	●								●	●
✓ Universal Business Systems, Inc.										●						●	●
✓ Universal Information Systems Inc.	●			●	●	●	●	●	●					●		●	●
✓ Universal Software, Inc.	●				●	●	●	●	●					●		●	●
✓ Universal Systems Of America, Inc.						●	●	●	●	●						●	●
✓ University Computing Company	●	●	●			●	●	●	●	●						●	●
✓ Urban Data Processing					●	●	●	●			●					●	●
✓ Urban Decision Systems, Inc.					●	●	●	●			●					●	●
✓ Users Incorporated					●	●	●	●			●			●	●		
✓ Userware International	●								●	●						●	●
✓ Utility Computing Service, Inc.	●				●	●	●	●	●	●						●	●
✓ Uveon Computer Systems, Inc.	●			●	●	●	●	●	●	●				●		●	●
✓ Visible Systems Corporation	●				●	●	●	●	●	●				●		●	●
✓ VLSI Technology, Inc.		●														●	●
✓ VM Software, Inc.		●														●	●
✓ VSE Corporation								●							●		
✓ Valid Logic Systems Inc.	●															●	●
✓ Value Computing, Inc.	●			●	●	●	●	●	●					●		●	●
✓ Vantage Computer Systems, Inc.								●								●	●
✓ Vector Systems, Inc.								●	●	●						●	●
✓ VenturCom Inc.	●		●					●	●	●						●	●
✓ Vertex Systems Inc.	●			●	●	●	●	●	●	●				●		●	●

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✓ Vetrol Data Systems Inc.	●			●		●	●	●	●				●			●	●
✗ Via Computer, Inc.	●	●		●								●					●
Vidmar, Stanley	●	●											●	●	●		●
✗ Vining Sparks Securities, Inc.						●											●
Visible Systems Corp.																	●
Vision Technology Inc.													●		●		●
Vista Computer, Inc.		●	●				●			●			●			●	●
✗ Vista Concepts, Inc.						●										●	●
✗ Vital Computer Services International, Inc.	●						●										●
Volt Delta Resources Inc.					●								●				●
✗ Wachovia Corporation, The						●							●				●
✗ Wachovia Services Inc.								●									●
✗ Walker Interactive Products	●	●	●	●	●	●	●	●	●	●						●	●
✗ Walsh, Richard M., Associates Inc.	●									●	●			●			●
✗ Warrington Associates, Inc.						●											●
✗ Waters Business Systems, Inc.	●			●	●	●	●	●	●	●			●			●	●
Weidenhammer Systems Corp.	●	●	●						●	●			●		●		●
Weidner Communications	●	●															●
✗ West Florida Data Processing						●	●			●						●	●
Western Data Corporation											●	●					●
Western Geophysical Company of America			●														●
✗ Western Union Corporation	●			●	●	●	●	●	●	●			●			●	●
Westinghouse Advanced Systems Technology						●							●				●
Whelan Associates Inc.								●		●							●
White Hat Systems, Inc.	●	●	●														●
✗ White, Bob, Computing and Software Inc. COLLINET						●							●				●
✗ White, Robert F. and Company	●																●
✗ Whiteside Associates, Inc.						●											●
✗ Whitesmiths, Ltd.	●	●	●	●	●	●	●	●	●	●			●			●	●
Wild Hare Computer Systems Inc	●						●	●									●
Wilson Systems Group																	●
✗ Winterhalter, Incorporated Inc.	●	●				●				●		●				●	●
✗ Wismer Associates, Inc.						●	●	●					●			●	●
✗ Wolf Data Services, Inc.						●			●	●	●					●	●
✗ Woodward, Ryan, Sharp and Davis	●			●	●	●	●	●	●	●			●			●	●
Worlco Data Systems, Inc.							●					●					●
World Wide Computer Services													●				●
Worldwide Chain Store Systems									●	●	●						●

file

32 typed and mailed
5/13 & 14, 1985

George has address list. *attached*

Encl: Banking and
Financial Services: The
Next Decade/Authorization form

May 13, 1985

CHARGE CODE: W-MKT

*Let to
12.S.S
Label
Field Sales Meeting
Vendor 5/14/85*

Dear Mr.:

By 1989, the market for financial services will be \$11 billion to banks and financial institutions alone. Because many banks are considering entry into the Information Services Market, INPUT has prepared the enclosed Multiclient Prospectus.

We urge you to carefully consider this multiclient study as a sponsoring client for three reasons:

- o Major banks as IS vendors will be competitive threats.
- o Your participation may allow you to intercept the banks strategies.
- o These banks may represent opportunities for strategic partnering.

This study will provide you with a valuable and detailed view of these emerging developments.

As a sponsor you will also receive a detailed, one-day, executive briefing tailored to your specific needs.

We are asking for your participation in this project now so we can commence the research in June, 1985. I will call you the week of May 13 to discuss your involvement.

Sincerely,

George D. Hunter
Principal Consultant

GDH:jp

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Third block of faint, illegible text, continuing the document's content.

Fourth block of faint, illegible text, possibly a concluding paragraph or a list.

Fifth block of faint, illegible text at the bottom of the page, possibly a footer or signature area.

Lin Congin
President

(213) 450-2424 ✓

Selco Corporation
3420 Ocean Park Boulevard
Santa Monica, CA 90405

Gregory J. Liemandt
Chairman

(214) 353-7100 ✓

UCCEL
UCCEL Tower
Exchange Park
Dallas, TX 75235

Jeffrey L. Walker
Chairman

(415) 495-2211 ✓

Walker Interactive Products
100 Mission Street
San Francisco, CA

INPUT[®]

1943 LANDINGS DRIVE, MOUNTAIN VIEW, CA 94043 (415) 960-3990

GEORGE HUNTER
Principal Consultant

First Data Request
Bill Adams V.P.
PO Box 25189
OK City OK 73102



Van A. Smith

President

12606 Greenville Avenue

Dallas, TX 75243

Chilton Corporation

(214) 699-6111 ✓

Total Revs \$54MM (3/83)

CS Revs 7.5MM

William Barancik

President

CIS/Network Corporation

16625 Saticoy Street

Van Nuys, CA 91406

(213) 781-8221 ✓

Stephen T. Winn

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Computer Language Research, Inc

2395 Midway Road

Carrollton, TX 75006

(214) 934-7000 ✓

Ernest J. Porcelli

President

DIRECT, Incorporated

4201 Burton Drive

Santa Clara, CA 95054

(408) 980-1414 ✓

Survey Systems

\$20mm (6/83) - \$6mm CS



Tom Metz
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1750 N. Collins Avenue
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Gary Anderson
President
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3401 Far West Boulevard
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^{STB}
subs Continental Telecom Inc.
\$20.5 mm (12/83)

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Fields Financial Services
3608 E. 29th Street
Bryan, TX 77802

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~~Div~~
of Kayak Services
Houston, TX

Kush Barrett
President
First City Services Company
1111 Hannin Street
Houston, TX 77001

(713) 658-6340
subs of 1st City Nat'l Bank
of Houston
\$32 mm (12/83)



Robert Bomer, Jr.
President
ARC Automation Group Inc
P.O. Box 1009
Bryan, TX 77801

(200) 241-3930
subsidiary of American Express
\$48MM

Jack E. van Kinsbergen
President and CEO
Bosch + Battage, Inc
510 Oakmead Parkway
Sunnyvale, CA 94086

(408) 735-9550 ✓

President
Budget Timeshare Inc
4739 Alla Road
Marina del Rey, CA 90291

(missed quite out info) (213) 821-5973 ✓
\$18MM @ 12/82

Andrey Chernick
President
Candle Corporation
10880 Stalderie Boulevard, 2nd Floor
Los Angeles, CA 90024

(213) 470-2277 ✓



Gary D. Bunch
 President Chairman
 First Data Management Company, Inc
 120 North Robinson
 Oklahoma City, OK 73125

(405) 272-4090

Robert E. Masterdon
 President
 First Data Resources, Inc
 10805 South Old Mill Road
 Omaha, NE 68154

(402) 399-7000

James S. Campbell
 Chairman + President
 Fortune Systems Corporation
 101 Twin Dolphin Drive
 Redwood City, CA 94065

(415) 595-8444

\$20.7 mm (12/73)

\$3.9 @ CS

John J. McMenimon
 President
 GESCO Corporation
 1455 East Shaw Avenue
 Fresno, CA 93726

(209) 224-8373



5/14 ✓

Charles H. Calderaro
President
Hall Systems, Inc
1076 East Meadow ~~Drive~~ ^{Circle}
Palo Alto, CA 94303
→ Meet Charlie

(415) 494-6111

~~Richard Strella
Chairman & CEO
Hogan Systems, Inc
5080 Spectrum Drive
Suite 400E
Dallas, TX 75248~~

(214) 386-0020
Sfor

Peter Preuss
President
^{Software}
Integrated Systems Corporation
10505 Sorrento Valley Road
San Diego, CA 92121

(619) 452-0170
pfr. \$24 mm (12/73) ✓

~~Tom Cuel
President
INTERACTIVE Systems Corporation
1212 Seneca Street
Santa Monica, CA 90401~~

~~(213) 45~~



Robert J. Huston
Vice President
Lifton Computer Services
5490 Canoga Avenue
Woodland Hills, CA 91367

~~64~~ GDH? done? ✓

Ronald H. Harper
President
MPSI Systems Inc
7282 South Memorial Drive
Tulso, OK 74133

(913) 250-9611
\$14 mm (9/83)
sfw. ✓

Harwin Deason
Chairman
MTEch
1712 Commerce Street
P.O. Box 22327
Dallas, TX 75222

(214) 742-7100
subs of MCorp. ✓

Alec D. Shick
President
Marshall & Stevens Incorporated
600 South Commonwealth
Suite 915
Los Angeles, CA 90005

(213) 375-1515
subs of S.G.S. North Am
\$16 mm (12/73)
CS news \$950m ✓



Shirley McFarlin
President
National FSI, Inc
4501 West Mockingbird
Dallas, TX 75209

(214) 350-0913 ✓
subs of INSCI (NJ)

Jeffery R. Stein
President & Chairman
Om-Line Business Systems Inc
115 Sansome Street
San Francisco, CA 94104

(415) 391-9555 ✓

~~Milton E. Mohr
Chairman & President
Quatron Systems Inc.
5454 Beethoven Street
Los Angeles, CA 90066~~

(213) 727-4600

Victor Persico
President
SDI
1700 South El Camino Real
P.O. Box 5801
San Mateo, CA 94402

(415) 572-1200 ✓
sfw.



Ray Valour
President
Sun Country Financial Corporation
2922 North 34th Drive
Phoenix, AZ 85017

(602) 241-4306 ✓

Sun Valley National Corp
?

Walter V. Smiley
Chairman CEO
Systematics, Inc.
4001 Rodney Parkam Road
Little Rock, AR 72212

(501) 223-5100 ✓

~~Edward J. Brennan~~
~~Vice President / General Manager~~
~~TRW Information Services~~
~~505 City Parkway West~~
~~Suite 920~~
~~Orange, CA 92668~~

(714) 937-2640 ✓

Louis P. Buglioli
President
Telecredit, Inc
1901 Avenue of the Stars
Los Angeles, CA 90067

(213) 277-4061 ✓

