

CAMS 1988
Directory of Information Services Companies
State of Alabama

Applied Research, Inc.

P.O. Box 11220
5025 Bradford Blvd
Huntsville, AL 35814
(205) 837-8600

Harold D. Bradley, President

Total Employees: 123

Private

Commercial Systems Laboratories, Inc.

459 Dean Road
Auburn, AL 36830
(205) 821-1133

L. Loker, President

Total Revenue (Est) : \$ 1.0 m

Total Employees: 20

Services: AppSW

Private

Computer Services Corp.

200 Bank for Savings Bldg
Birmingham, AL 35203
(205) 320-6900

Roland B. Smith, President

Private

CS Laboratories, Inc.

P.O. Box 2871
Auburn, AL 36831-2871
(205) 821-1133

Ken Coker, President & CEO

Total Employees: 24

Services: AppSW

Private

Datacount Inc.

P.O. Box 3078
Opelika, AL 36801
(205) 749-5641

Y.H. Rutenberg, President

Total Revenue FYE 12/87 : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 100

Services: Proc

Private

DYATRON Corporation

210 Automation Way
P.O. Box 235
Birmingham, AL 35201
(205) 956-7500

Charles E. Rueve, President

Is Revenue FYE 12/87 : \$ 36.6 m

Total Employees: 430

Services: Pfs Proc AppSW SysInt

Public

Electronic Processors, Limited (EPL)

1225 Fifth Avenue, North
Birmingham, AL 35203
(205) 325-3939

Robert Altmar, President

Total Revenue (Est) : \$ 5.6 m

Is Revenue (Est) : \$ 4.8 m

Total Employees: 70

Services: Proc AppSW

Parent Company: American First Credit Union

Intergraph Corporation

One Madison Industrial Park
Huntsville, AL 35807-4201
(205) 772-2000

Jim W. Meadlock, President

Is Revenue FYE 12/87 : \$ 641.0 m

Total Employees: 6500

Services: AppSW Tky

Public

Micro Craft, Inc.

688 Discovery Drive
Huntsville, AL 35806
(205) 830-9746

Joan McIntyre, President

Is Revenue FYE 12/87 : \$ 0.7 m

Total Employees: 19

Services: Pfs AppSW

Private

PSI

501 Bishops Lane
Mobile, AL 36608
(205) 344-8100

Dr. Dennis P. Wilkins, President

Is Revenue FYE 12/87 (Est) : \$ 4.0 m

Total Employees: 33

Services: Tky

Private



CAMS 1988
Directory of Information Services Companies
State of Alaska

CCX Network, Inc.

301 Industrial Boulevard
Conway, AK 72032
(501) 329-6836

Charles Morgan, CEO

Total Revenue FYE 09/87 (Est) : \$ 60.0 m

Is Revenue : \$ 60.0 m

Total Employees: 500

Services: Pfs Proc

Public

Parent Company: Axiom

Universal Software Associates, Inc.

P.O. Box 1484
Searcy, AK 72143
(501) 268-3048

Private

VanAmburg and Associates, Inc.

4201 Tudor Center Dr., Suite 120
Anchorage, AK 99508
(907) 562-2203

David VanAmburg, President

Total Employees: 7

Services: Pfs AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Arizona

Accountants Computer Resources Corporation

4001 N. 3rd Street, Suite 270
Phoenix, AZ 85012
(602) 274-2716
Stephen Pomery, CEO
Is Revenue FYE 12/87 : \$ 0.5 m
Total Employees: 12
Services: Pfs AppSW
Private

AgriData Systems, Inc.

21640 N 19th Avenue, C-3
Phoenix, AZ 85029
(602) 582-3888
Randall Johnson, President
Total Employees: 2
Private

Analog Precision, Inc.

1620 N. Park Avenue
Tucson, AZ 85719
(602) 622-1344
Curt Phaneuf, CEO
Total Employees: 8
Services: AppSW Tky
Private

Apex Data Systems

6464 East Grant Road
Tucson, AZ 85715
(602) 298-1991
Dwight Babcock, President
Total Revenue FYE 03/85 : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 12
Services: Pfs Proc AppSW Tky
Private

Ark Data Systems, Inc.

1017 N. 3rd Street, Suite 8
Phoenix, AZ 85004
(602) 252-0515
Allen R. Kisling, President
Total Employees: 7
Services: AppSW Tky
Private

Cactus Software, Inc.

P.O. Box 880
Peoria, AZ 85345

(602) 242-7953

Private

Computer Graphics of Arizona, Inc.

2101 West Alice
Phoenix, AZ 85021
(602) 870-0606
Ronald L. Jensen, President
Total Employees: 55
Services: Proc
Private

Computer Guidance Corporation

2122 E. Highland Avenue
Suite 325
Phoenix, AZ 85016
(602) 957-2288
Lew Halpert, Chairman
Total Employees: 35
Services: AppSW SysSW
Private

CyCare Systems, Inc.

4343 E. Camelback Rd.
Suite 320
Phoenix, AZ 85018
(602) 952-5300
Is Revenue FYE 12/87 : \$ 67.7 m
Total Employees: 100
Services: Proc AppSW
Public

Delair Systems

2639 N. 33rd Avenue
Phoenix, AZ 85009
(602) 269-8373
W.E. Delair, President
Total Revenue FYE 12/85 (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 8
Services: AppSW
Private



CAMS 1988
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State of Arizona

Diversified Data Systems, Inc.

2601 N. Fairview Avenue
Tucson, AZ 85705
(602) 792-3250

Don Wyatt, President

Total Revenue FYE 01/84 (Est) : \$ 0.8 m

Is Revenue (Est) : \$ 0.8 m

Services: Pfs AppSW

Private

Enercom, Inc.

6115 South Kyrene Road
Tempe, AZ 85283
(607) 831-7779

R.L. Boscamp, President

Is Revenue FYE 12/87 : \$ 14.0 m

Total Employees: 600

Services: AppSW Tky

Parent Company: Equifax, Inc.

Evans Newton, Inc.

P.O. Box 4818
Scottsdale, AZ 85260
(602) 998-2777

Frank Evans, President

Is Revenue FYE 01/87 (Est) : \$ 2.1 m

Total Employees: 18

Services: Network Proc AppSW SysSW

Private

Evolution Computing

437 South 48th Street, Suite 106
Tempe, AZ 85281
(602) 967-8633

Mike Riddle, President

Is Revenue FYE 12/87 : \$ 1.1 m

Total Employees: 13

Services: AppSW

Private

GTX Corporation

8836 N. 23rd Avenue
Phoenix, AZ 85021
(602) 870-1696

Dr. Marvin Ling, President

Total Revenue FYE 01/87 (Est) : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 100

Services: AppSW Tky

Private

Iconics, Inc.

8502 East Via De Ventura
Scottsdale, AZ 85258
(602) 948-2600

Private

Interactive Information Systems

4541 S. Butterfield Drive
Tucson, AZ 85711
(602) 323-1813

Total Revenue FYE 12/84 : \$ 1.0 m

Is Revenue : \$ 0.9 m

Total Employees: 10

Services: AppSW

Private

MAGCARD Services, Inc.

6420 E. Broadway
Suite B-200
Tucson, AZ 85710
(602) 748-0676

John Hunnicutt

Is Revenue FYE 12/87 : \$ 2.0 m

Total Employees: 30

Services: Proc

Private

Magnum Computer Corporation

6420 E. Broadway, Suite B-357
Tucson, AZ 85710
(602) 748-0676

John Hunnicutt, President

Total Revenue FYE 12/84 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Services: Pfs Proc

Private

Parent Company: MAGCARD Services, Inc.

Manufacturers of Integrated Computer Applications, Inc.

6101 S. Rural Rd., #101
Tempe, AZ 85283
(602) 897-9576

Frank Roberts, President

Total Revenue FYE 12/85 : \$ 5.0 m

Services: Pfs AppSW

Private



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Mitchell Sweet & Associates

1626 South Edward Drive
Tempe, AZ 85281
(602) 968-2900

Mitchell Sweet, President

Total Revenue FYE 07/86 : \$ 8.8 m

Is Revenue : \$ 8.8 m

Total Employees: 220

Services: Proc AppSW

Private

Multi-Systems

4450 North 12th Street
Phoenix, AZ 85014
(602) 279-2999

John Glitsos, President

Total Revenue FYE 12/86 (Est) : \$ 0.5 m

Is Revenue (Est) : \$ 0.5 m

Total Employees: 40

Services: AppSW

Private

Pharmaceutical Card Systems, Inc.

9060 East Via Linda
Scottsdale, AZ 85258
(602) 951-0700

Don Dahlin, President

Total Revenue FYE 03/84 : \$ 25.0 m

Is Revenue : \$ 25.0 m

Total Employees: 500

Services: Proc

Parent Company: McKesson Corporation

Phoenix Data, Inc.

3384 West Osborn Road
Phoenix, AZ 85017
(602) 278-8528

Bill Jones, President

Total Employees: 50

Services: SysSW

Private

Security Pacific Financial Systems

Lincoln Center
C-207
Phoenix, AZ 85029
(602) 993-5815

Ron Hawkes, Vice President

Total Revenue FYE 05/15 (Est) : \$ 2.0 m

Is Revenue (Est) : \$ 2.0 m

Total Employees: 30

Services: Tky

Sendero Corporation

6900 East Camelback Road, 3rd Floor
Scottsdale, AZ 85251
(602) 941-8112

Cliff Meyers, President

Total Employees: 50

Services: Pfs AppSW

Parent Company: Flserv, Inc.

Share Data, Inc.

7400 W. Detroit St., Suite C170
Chandler, AZ 85226
(602) 961-0003

Mike Williams, President

Is Revenue FYE 06/87 : \$ 5.0 m

Total Employees: 35

Services: Network AppSW

Public

Systems By Mica, Inc.

6101 S. Rural Road #101
Tempe, AZ 85283
(602) 897-9576

Frank Roberts, President

Private

Systems Choice, Inc.

2269 W. Desert Cove
Phoenix, AZ 85029
(602) 246-1156

Richard Johnsen, President

Is Revenue FYE 09/87 : \$ 3.2 m

Total Employees: 70

Services: Pfs Proc AppSW

Private

Transform Logic Corporation

8502 East Via de Ventura
Scottsdale, AZ 85258-3220
(602) 948-2600

Ron Davis

Total Revenue FYE 01/87 (Est) : \$ 7.5 m

Is Revenue : \$ 7.5 m

Total Employees: 101

Services: Pfs SysSW

Public



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Viasoft, Inc.

3033 N. 44th Street
Phoenix, AZ 85018
(602) 952-0050

Kent Petzold, President

Is Revenue FYE 06/87 (Est) : \$ 5.4 m

Total Employees: 65

Services: SysSW

Private



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Advance Data

P.O. Box 733
Jonesboro, AR 72401
(501) 932-8341
Dale May, President
Private

Arkansas Best Corporation

1000 South 21st Street
Fort Smith, AR 72901
(501) 785-6000
Robert A. Young III, President
Total Revenue FYE 12/86 : \$ 689.8 m
Public

Arkansas Systems, Inc.

8901 Kanis Rd.
Little Rock, AR 72205
(501) 227-8471
Dr. James K. Hendren, President
Is Revenue FYE 12/87 : \$ 4.0 m
Total Employees: 75
Services: AppSW Tky
Private

Data-Tronics Corporation

310 Towson Ave.
Fort Smith, AR 72901
(501) 785-8600
Jerry A. Yarbrough, President
Services: AppSW
Parent Company: Arkansas Best Corporation

First National Bank In Little Rock

Capitol & Broadway
Little Rock, AR 72201
(501) 371-7311
John Davis
Private

Systematics, Inc.

4001 Rodney Parham Road
Little Rock, AR 72212
(501) 223-5100
Walter Smiley, Chairman
Is Revenue FYE 05/87 : \$ 163.3 m
Total Employees: 2800
Services: Proc AppSW Tky
Public



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State of California

3Com Corporation

3165 Kifer Road
Santa Clara, CA 95052-8145
(408) 562-6400

L. William Krause, President
Is Revenue FYE 01/87 : \$ 87.0 m
Total Employees: 136
Services: SysSW
Public

Abacus Programming Corporation

14545 Victory Blvd
Suite 300
Van Nuys, CA 91411
(818) 785-8000

Dave Oppenheim
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 7.5 m
Total Employees: 100
Services: Pfs SysSW
Private

Academic Financial Services Association

2277 East 220th St.
Long Beach, CA 90810
(213) 513-2710

Richard Kipper, President
Is Revenue FYE 01/87 (Est) : \$ 32.0 m
Total Employees: 500
Services: Pfs Proc
Parent Company: Fleet/National Bank

ACCEL Technologies, Inc.

7358 Trade Street
San Diego, CA 92121
(619) 695-2000

Walter A. Foley
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 16
Services: Pfs AppSW SysInt
Private

Accent Software, Inc.

4546 El Camino Real
Suite S
Los Altos, CA 94022
(415) 949-2711

Private

Access Softek

3204 Adeline Street
Berkeley, CA 94703
(415) 654-0116

Chris Doner, President
Services: AppSW
Private

Accounting Datamation, Inc.

1300 S. State College Blvd.
Anaheim, CA 92086
(714) 956-0450

John M. Weir, President
Total Revenue FYE 12/85 : \$ 3.5 m
Is Revenue : \$ 3.5 m
Services: AppSW Tky
Private

AccountMate SourceMate Information Systems, Inc.

20 Sunnyvale Avenue
Mill Valley, CA 94941
(415) 381-1011

Services: AppSW
Private

AccTex Information Systems

131 Stewart Street
San Francisco, CA 94105
(415) 543-4290

Maison Grigsby, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue (Est) : \$ 2.5 m
Total Employees: 20
Services: AppSW SysInt Tky
Private

Accusoft, Inc.

126 Alto Street
San Rafael, CA 94901
(415) 459-7540

Murray Wilkinson, President
Total Revenue FYE 12/85 : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 6
Private



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ACS Network Systems

1485 Enca Court
Suite 1200
Concord, CA 94520
(415) 827-3820

Lewis Jenkins

Total Revenue FYE 12/87 (Est) : \$ 1.5 m

Is Revenue : \$ 1.5 m

Total Employees: 15

Services: Network

Private

Activision, Inc.

2350 Bayshore Frontage Road
Mountain View, CA 94043
(415) 960-0410

James H. Levy, President

Total Revenue FYE 03/85 : \$ 17.0 m

Is Revenue : \$ 17.0 m

Total Employees: 120

Services: AppSW

Public

ADAC Laboratories

4747 Hellyer Ave.
San Jose, CA 95138
(408) 365-2000

Charles Cantoni, President

Total Revenue FYE 09/84 : \$ 59.3 m

Services: Proc Tky

Public

Addmaster Corporation

2000 S. Myrtle Avenue
Monrovia, CA 91016
(818) 358-2395

Services: Tky

Private

Adobe Systems, Inc.

1585 Charleston Road
Mountain View, CA 94039-7900
(415) 961-4400

John E. Warnock, President

Is Revenue FYE 11/87 : \$ 39.3 m

Total Employees: 240

Services: AppSW SysSW

Public

ADPAC Corporation

340 Brannan Street, Suite 501

San Francisco, CA 94107

(415) 974-6699

Peter P. Harris, President

Is Revenue FYE 12/87 (Est) : \$ 2.3 m

Total Employees: 22

Services: SysSW

Private

ADS Associates, Inc.

23586 Calabasas Road
Suite 200
Calabasas, CA 91302
(818) 347-9113

Gregory M. Pond

Total Revenue FYE 01/87 (Est) : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 33

Services: AppSW

Private

ADS Systems

22900 Ventura Boulevard, Suite 255
Woodland Hills, CA 91364
(213) 347-9100

Total Revenue FYE 10/84 : \$ 1.6 m

Is Revenue : \$ 1.6 m

Total Employees: 25

Services: AppSW

Parent Company: ADS Associates, Inc.

Advanced Applications Inc.

World Trade Center, Suite 105
San Francisco, CA 94111
(415) 397-7843

Charles A. Olson, President

Is Revenue FYE 03/87 : \$ 0.6 m

Total Employees: 3

Services: Proc AppSW SysSW

Private

Advanced Computer Communications (ACC)

720 Santa Barbara St.
Santa Barbara, CA 93101
(805) 963-9431

Roland F. Bryan, President

Is Revenue FYE 01/87 : \$ 17.0 m

Total Employees: 200

Services: Tky

Private



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State of California

Advanced Data Institute, Inc.

8001 Fruitridge Road
Sacramento, CA 95820
(916) 381-8334

Edward M. Porrazzo, President
Is Revenue FYE 12/87 : \$ 1.5 m
Total Employees: 25
Services: AppSW SysSW SysInt Tky
Private

Advanced Ideas, Inc.

2902 San Pablo Avenue
Berkley, CA 94702
(415) 526-9100

Gary Schwartz, President
Total Revenue FYE 10/86 : \$ 0.4 m
Is Revenue : \$ 0.4 m
Total Employees: 15
Services: AppSW
Private

Advanced Microsolutions

2510 Middlefield Road
Redwood City, CA 94063
(415) 325-7694

Greg Lawson, President
Is Revenue FYE 12/87 : \$ 0.2 m
Total Employees: 4
Services: Pfs Proc AppSW SysSW
Private

Advanced Systems for Cellular

4521 Campus Drive
Suite 128
Irvine, CA 92715
(714) 852-0714

Karen Huber, President
Total Revenue FYE 12/86 (Est) : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 14
Services: Pfs Proc AppSW SysInt Tky
Private

Advanced Vision Research, Inc.

2201 Oume Drive
San Jose, CA 95131
(408) 434-1115

Dan Scale
Is Revenue FYE 06/87 : \$ 4.0 m
Total Employees: 55
Services: Tky

Private

Advent Software, Inc.

512 Second Street
San Francisco, CA 94107
(415) 543-7696

Stephanie De Marco, President
Is Revenue FYE 01/87 (Est) : \$ 2.8 m
Total Employees: 25
Services: AppSW
Private

A Few Good People, Inc.

5025 Tierra Antigua
Whittier, CA 90601
(213) 942-0062

David Balch, President
Is Revenue FYE 05/87 : \$ 0.3 m
Total Employees: 3
Services: SysSW
Private

Affiliated Concepts, Inc.

228 West Carrillo Street, Suite A
Santa Barbara, CA 93101
(805) 962-8489

Dominic Camardella, President
Total Revenue FYE 08/84 : \$ 1.2 m
Is Revenue : \$ 1.2 m
Services: Pfs AppSW Tky
Private

AgData

891 Hazel Street
Gridley, CA 95948
(916) 846-6203

Dan Boeger, President
Is Revenue FYE 03/87 : \$ 1.3 m
Total Employees: 11
Services: Proc AppSW
Private

Aha!, Inc.

109 South River Street
Santa Cruz, CA 95062
(408) 458-9119

Ron Swenson, President
Total Revenue FYE 12/86 (Est) : \$ 0.3 m
Is Revenue (Est) : \$ 0.3 m
Total Employees: 6
Services: Pfs AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of California

Aion Corporation
101 University Avenue
4th floor
Palo Alto, CA 94301
(415) 328-9595

Harry Reinstein, President
Services: AppSW
Private

A.J. & M. Associates
5180 Meridian Avenue
San Jose, CA 95118
(408) 723-3701

Services: Pfs
Private

Aker Corp.
19782 McArthur Blvd.
Suite 305
Irvine, CA 92715
(714) 250-1718

Noam Aharon/A. Miko Hasson,
CEO/President
Total Employees: 10
Services: AppSW
Private

ALDON Computer Group
405 14th Street
Oakland, CA 94612
(415) 839-3535

Albert L. Magid, President
Total Revenue FYE 03/86 (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 4
Services: Pfs
Private

Alfred Publishing Co., Inc.
15335 Morrison Street
P.O. Box 5964
Sherman Oaks, CA 91403
(213) 881-6290

Private

Alpha Beta Data Services, Inc.
1501 Wilshire Boulevard
Los Angeles, CA 90017
(213) 413-3282

Mildred Kramer, President
Is Revenue FYE 12/87 : \$ 3.5 m

Total Employees: 120
Services: Proc
Private

Alphasoft
941 W. Carson, Suite 318
Torrance, CA 90502
(213) 212-7477

Walter Brubaker, President
Total Employees: 6
Services: Pfs AppSW
Private

Amalgamated Software of North America, Inc.
(ASNA)

401 MacArthur Blvd.
Suite 255
Newport Beach, CA 92660
(714) 752-7991

David Feruguson, CEO
Total Employees: 25
Services: AppSW
Private

Amcom Data Processing
464 McCormick Street
San Leandro, CA 94577
(415) 638-1212

Steve McClarcy, President
Total Revenue FYE 06/86 (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m
Total Employees: 28
Services: Proc Tky
Private

Amdahl
1250 E. Arques Ave.
Sunnyvale, CA 94088-3470
(408) 746-6000

John C. Lewis
Is Revenue FYE 12/87 : \$ 18.0 m
Total Employees: 7650
Services: SysSW
Public



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State of California

American Dynamic Systems & Services
4000 Mac Arthur Blvd., Suite 760
Newport Beach, CA 92660
(714) 472-9411
Martin C. Glassman, President
Private

American Medical International, Inc.
414 North Camden Drive
Beverly Hills, CA 90210
(213) 278-6200
Walter L. Weisman, President
Total Revenue FYE 08/86 : \$ 346.2 m
Public

American Micro Dynamics, Inc.
3848 Campus Drive, Suite 216
Newport Beach, CA 92660
(714) 852-1551
Martin C. Glasoman, CEO
Private

American Training International, Inc.
12638 Beatrice Street
Los Angeles, CA 90066
(213) 823-1129
Joel Rakow, President
Is Revenue FYE 12/87 : \$ 3.1 m
Total Employees: 40
Services: Pfs AppSW
Private

Ansa Software
1301 Shore Way Road
Belmont, CA 94022
(415) 595-4469
Total Revenue (Est) : \$ 8.1 m
Is Revenue (Est) : \$ 6.9 m
Services: AppSW
Private

Anthusion, Inc.
589 Grand Blvd.
Venice, CA 90291
(213) 392-1343
Will McWhinney, President
Private

Apollo Computer Systems, Inc.
616 14th Street
Arcata, CA 95521

(707) 822-0318
Doug Minkema, President
Is Revenue FYE 12/87 : \$ 0.8 m
Total Employees: 7
Services: AppSW
Private

APPINTEC Corporation
1000 Broadway, Suite 292
Oakland, CA 94607
(415) 891-9444
Robin Retallick, President
Total Revenue FYE 06/86 (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m
Total Employees: 20
Services: Pfs AppSW
Private

Apple Computer
20525 Mariani Ave.
Cupertino, CA 95014
(408) 996-1010

John Sculley, President
Is Revenue FYE 01/87 : \$ 54.0 m
Total Employees: 7228
Services: AppSW SysSW
Public

Application Design & Systems, Inc.
5610 South Soto, Suite 202
Huntington Park, CA 90255
(213) 587-7343

Fred Fishel, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 60
Services: Pfs
Private



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State of California

Applications Data Enterprises

1309 East Carson St.
Carson, CA 90746
(213) 775-4116

Norman Bohana, President
Private

Applications Software, Inc.

5455 Garden Grove Blvd. Suite 500
Westminster, CA 92683
(714) 891-2616

Donald H. Sundeen, President
Total Revenue FYE 06/88 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 20
Services: SysSW
Private

Applied Computer Services, Inc.

2450 Tapo Street
Simi Valley, CA 93063
(805) 527-4066

Peter Wilzak, Director
Total Revenue FYE 12/84 : \$ 1.4 m
Is Revenue : \$ 1.4 m
Total Employees: 27
Services: Proc
Private

Applied Computer Services, Inc.

2450 Tapo Street
Simi Valley, CA 43220
(614) 527-4066

Ed Harris, President
Total Employees: 38
Private

Applied Computer Technologies

16525 Sherman Way
Van Nuys, CA 91406
(818) 901-7842

Is Revenue FYE 12/87 : \$ 1.4 m
Total Employees: 12
Services: Network AppSW SysSW SysInt Tky
Private

Applied Cybernetics, Inc.

224 Camino del Cerro
Los Gatos, CA 95030
(408) 651-3000

John E. Hulme, President

Private

Applied Data Communications

14272 Chambers Road
Tustin, CA 92680
(714) 731-9000

Private

Applied Data Services

1550 Flower Street
Glendale, CA 91201
(818) 956-1646

Dare Coriaty, President
Private

Applied Information Dynamics, Inc.

111 Mandala Court
Walnut Creek, CA 94596
(415) 934-2504

Private

Applied Intelligence Inc.

1043 Stierlin Road
Mountain View, CA 94043
(415) 967-3512

Gilbert B. Shepherd, President
Total Employees: 8
Services: AppSW
Private



CAMS 1988
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State of California

Arrays, Inc.

6711 Valjean Avenue
Van Nuys, CA 91406
(818) 994-1899

Private

Articulate Publications

402 N. Larchmont Blvd.
Los Angeles, CA 90004
(213) 871-1350

Total Revenue : \$ 10.0 m

Is Revenue : \$ 10.0 m

Services: AppSW TkY

Private

Articulate Publications, Inc.

402 N. Larchmont Blvd.
Los Angeles, CA 90004
(213) 871-1350

Total Revenue FYE 01/87 (Est) : \$ 7.5 m

Is Revenue : \$ 5.3 m

Total Employees: 30

Services: Network Pfs Proc AppSW SysSW

SysInt

Private

ASAP Systems, Inc.

2425 Porter Street
Soquel, CA 95073
(408) 476-3935

Private

ASCC, Inc.

25954 Eden Landing Road, Suite 102
Hayward, CA 94545
(415) 786-1889

Amy Cho, President

Private

Ashton-Tate Corp.

20101 Hamilton Ave.
Torrance, CA 90502-1319
(213) 329-8000

Edward M. Esber, Jr., Chairman

Is Revenue FYE 01/87 (Est) : \$ 263.0 m

Total Employees: 1230

Services: AppSW SysSW

Public

ASK Computer Systems, Inc.

2440 W. El Camino Real

Los Altos, CA 94039-7640

(415) 969-4442

Ron Braniff, President

Total Employees: 670

Services: Pfs Proc TkY

Public

ASTCO

926 Amarillo
Palo Alto, CA 94303
(415) 856-0786

A. Stephen Tepper, Director

Services: Pfs AppSW

Private

ATAC

1200 Villa Street
Mountain View, CA 94041
(415) 965-8801

Al Bien, President

Is Revenue FYE 06/87 (Est) : \$ 8.8 m

Total Employees: 105

Services: Pfs

Private

ATE Associates, Inc.

5707 Corsa Avenue
Westlake Village, CA 91362
(818) 991-4001

Sy Barasch, President

Total Revenue FYE 11/86 (Est) : \$ 3.5 m

Is Revenue (Est) : \$ 3.5 m

Total Employees: 51

Services: Pfs

Private



CAMS 1988
Directory of Information Services Companies
State of California

Atherton Technology, Inc.

1333 Bordeaux Drive
Sunnyvale, CA 94089
(408) 734-9822

Ram Banin

Total Revenue FYE 01/87 (Est) : \$ 3.0 m
Is Revenue : \$ 3.0 m
Total Employees: 60
Services: SysSW
Private

ATI

12638 Beatrice Street
Los Angeles, CA 90066
(213) 823-1129

Joel Rakow, CEO

Is Revenue FYE 06/87 : \$ 1.0 m
Total Employees: 30
Services: AppSW
Private

ATV Systems, Inc.

1735 E. Wilshire #807
Santa Ana, CA 92705
(714) 542-8868

Gary Regula

Is Revenue FYE 01/87 : \$ 6.0 m
Total Employees: 20
Services: SysInt
Private

Aurora Systems

185 Berry Street
S.F., CA 94107
(415) 777-2288

L. Darryl Mataya, President

Total Revenue FYE 09/85 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 15
Services: Pfs AppSW
Private

Austec, Inc.

1740 Technology Drive, Suite 300
San Jose, CA 95110
(408) 279-5533

Les McNeill, Chairman

Is Revenue FYE 06/87 : \$ 18.4 m
Total Employees: 99
Services: SysSW
Parent Company: Austec International Limited

Autodesk, Inc.

2320 Marinship Way
Sausalito, CA 94965
(415) 332-2344

Alvar J. Green, President

Is Revenue FYE 01/87 : \$ 76.7 m
Total Employees: 414
Services: AppSW
Public

Automated Business Management, Inc.

4276 Chevy Chase Drive
La Canada Flintridge, CA 91011
(818) 790-0964

Ivan J. Mihail, President

Total Employees: 6
Private

Automated Design Centers

1149 W. 190th Street
Gardena, CA 90248
(213) 327-7744

John Wright, President

Is Revenue FYE 01/87 : \$ 2.5 m
Total Employees: 16
Services: Pfs
Private

Automated Distribution Services

2835 Mitchell Drive
Walnut Creek, CA 94598
(415) 967-0860

Steven Cloudtree, President

Total Employees: 73
Parent Company: One Point

Automated Processing & Development Corp.

3215 West Warner Avenue
Santa Ana, CA 92704
(714) 241-9955

Jerry Fleming, President

Total Revenue FYE 01/87 (Est) : \$ 15.0 m
Is Revenue : \$ 12.0 m
Total Employees: 90
Services: Proc
Private



CAMS 1988
Directory of Information Services Companies
State of California

Automation Consultants, International

18070 Lake Encino Drive
Encino, CA 91316
(818) 344-9270

Alan L. Stewart, Director

Is Revenue FYE 06/87 : \$ 0.9 m

Total Employees: 11

Services: Network Pfs AppSW SysSW SysInt

Tky

Private

Axel Johnson

6666 Howard St.
San Francisco, CA 94105
(415) 777-3800

Private

BankAmerica Corporation

Bank of America Center
San Francisco, CA 94104
(415) 622-3456

Public

Bank of America Business Services

2001 Clayton Road, 9th Floor
Concord, CA 94520
(415) 675-5485

Francis Wetzel, Senior VP

Services: Proc

Parent Company: BankAmerica Corporation

BaronData Systems, Inc.

1700 Marina Blvd.
San Leandro, CA 94577
(415) 352-8101

J. Garrett Fitzgibbons, President

Total Revenue FYE 03/87 : \$ 24.3 m

Is Revenue : \$ 24.3 m

Total Employees: 212

Services: Tky

Public

Basys Incorporated

900 Shoreline Blvd
Mountain View, CA 94043
(415) 969-9810

Total Employees: 12

Services: Pfs

Private

Benetics Corporation

335 East Middlefield Road
Mountain View, CA 94043
(415) 940-6300

H.E. Enright, President

Total Employees: 60

Private

Binex Corporation

4441 Auburn Blvd.
Sacramento, CA 95841
(916) 483-8080

Mr. Heidig, President

Is Revenue FYE 03/87 : \$ 0.5 m

Total Employees: 4

Services: Proc AppSW

Private

Bitek, Inc.

3200 East 29th St.
Long Beach, CA 90805
(213) 634-8950

Wolfgang Schmidt, President

Total Revenue FYE 09/84 : \$ 2.3 m

Is Revenue : \$ 2.3 m

Total Employees: 27

Services: AppSW Tky

Private

Bluebird Systems

6352 Corte Del Abeto, Suite A
Carlsbad, CA 92009
(619) 438-2220

Hal Tilbury, President

Is Revenue FYE 12/87 (Est) : \$ 17.4 m

Total Employees: 200

Services: AppSW SysSW

Private



CAMS 1988
Directory of Information Services Companies
State of California

BMDP Statistical Software, Inc.

1440 Sepulveda Blvd.
Suite 316
Los Angeles, CA 90025
(213) 479-7799

Tom Gardner, President
Total Employees: 50
Services: AppSW
Private

BMS Computer, Inc.

375 N. Wiget Lane
Suite 210
Walnut Creek, CA 94598
(415) 938-2620

Larry Lynch, President
Total Revenue (Est) : \$ 0.8 m
Is Revenue (Est) : \$ 0.8 m
Total Employees: 10
Services: AppSW Tky
Private

Boole & Babbage, Inc.

510 Oakmead Parkway
Sunnyvale, CA 94086
(408) 735-9550

Bruce T. Coleman, President
Is Revenue FYE 09/87 : \$ 35.0 m
Total Employees: 350
Services: Pfs SysSW
Public

Borland International

1800 Green Hills Road
P.O. Box 660001
Scotts Valley, CA 95066-0001
(408) 438-8400

Philippe Kahn, President
Is Revenue FYE 03/87 (Est) : \$ 27.4 m
Total Employees: 550
Services: AppSW SysSW
Public

Bradford Business Systems, Inc.

25301 Cabot Rd., Suite 201
Laguna Hills, CA 92653
(714) 859-4428

Russell T. Bradford, President
Total Employees: 4
Services: AppSW
Private

Braegen Corporation

660 East Calaveras Blvd.
Milpitas, CA 95035-5442
(408) 945-1900

Private

Braid Communications

430 Pacific Avenue
San Francisco, CA 94133
(415) 398-3070

Private

Briareus Corporation

5777 W. Century Blvd. #1000
Los Angeles, CA 90045
(213) 641-3330

Samuel Fiengold, President
Total Revenue FYE 12/85 (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m
Total Employees: 31
Services: AppSW Tky
Private

Bridge, Inc. (The)

199 California Drive
Millbrae, CA 94030
(415) 697-2730

Larry Rebich, President
Is Revenue FYE 03/87 : \$ 1.5 m
Total Employees: 8
Services: AppSW
Private

Broderbund Software, Inc.

17 Paul Drive
San Rafael, CA 94903-2101
(415) 492-3200

Doug Carlston, President
Is Revenue FYE 12/87 : \$ 19.0 m
Total Employees: 2500
Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of California

Budget Timeshare Inc.

4739 Alla Road
Marina Del Rey, CA 90291
(213) 821-5973
Total Revenue FYE 07/84 : \$ 25.0 m
Is Revenue : \$ 25.0 m
Services: Pfs Proc AppSW
Private

Business Library Corporation

P.O. Box 9363
Walnut Creek, CA 94598
(800) 451-1783
Bruce Schooley, President
Services: AppSW
Private

Business Systems International, Inc.

20942 Osborne St.
Canoga Park, CA 91304
(818) 998-7227
Thomas L. Wedel
Total Revenue FYE 01/87 (Est) : \$ 1.5 m
Is Revenue : \$ 1.5 m
Total Employees: 24
Services: Pfs AppSW
Private

Bytel Corporation

1029 SOLANO AVENUE
BERKELEY, CA 94706
BERKELEY, CA 94706
(415) 527-1157
Dan Pines, President
Total Revenue FYE 03/85 (Est) : \$ 1.5 m
Is Revenue (Est) : \$ 1.2 m
Total Employees: 12
Services: AppSW
Private

Cable Data

Sacramento, CA 95873
(916) 636-4500
Gerald S. Knapp, President
Is Revenue FYE 01/87 : \$ 75.0 m
Total Employees: 1030
Services: Tky
Private

Cad-Cam On-Line

20447 Nordhoff Street

Chatsworth, CA 91311
(818) 882-9713

Warren Bohlman, President
Is Revenue FYE 07/87 (Est) : \$ 5.0 m
Total Employees: 28
Services: Pfs AppSW SysInt Tky
Private

Cadence Design Systems, Inc.

555 River Oaks Parkway
San Jose, CA 95134
(408) 943-1234
Joe Costello, President and CEO
Total Revenue FYE 12/87 (Est) : \$ 40.4 m
Is Revenue : \$ 40.4 m
Total Employees: 359
Services: SysSW
Public

California Interactive Computing, CO.

12517 Chandler Blvd.
North Hollywood, CA 91607
(818) 985-2680
Jeff Buckley, President
Total Revenue FYE 06/86 : \$ 8.0 m
Total Employees: 60
Services: Pfs Proc AppSW Tky
Private

California Software Products, Inc.

525 North Cabrillo Park Drive
Santa Ana, CA 92701
(714) 973-0440
Peter Warkenton, President
Is Revenue FYE 01/87 : \$ 5.6 m
Total Employees: 93
Services: AppSW SysSW
Private

Calma Company

501 Sycamore Dr.
Milpitas, CA 95035
(408) 434-4000
Daniel W. McGlaughlin, President
Is Revenue FYE 12/87 : \$ 160.0 m
Total Employees: 2200
Services: AppSW Tky
Public



CAMS 1988
Directory of Information Services Companies
State of California

Candle Corporation

1999 Bundy Drive
Los Angeles, CA 90025
(213) 207-1400

Aubrey Chernick, President
Is Revenue FYE 12/87 : \$ 78.1 m
Services: Pfs SysSW
Public

Cascade Graphics Systems

2698 White Road
Irvine, CA 92714
(714) 474-6200

Glen Dunki, President
Is Revenue FYE 10/87 (Est) : \$ 3.0 m
Total Employees: 24
Services: Pfs AppSW SysSW Tky
Parent Company: Kinetics Technology
International

Case Technology, Inc.

2141 Landings Drive
Mtn. View, CA 94043
(415) 322-4057

Kevin Kerns, President
Total Revenue FYE 12/86 : \$ 5.6 m
Is Revenue : \$ 5.6 m
Total Employees: 38
Services: Pfs AppSW
Private

CAST, Inc.

5450 Katella Avenue
Suite 103
Los Alamitos, CA 90720
(213) 493-3536

John Clark, President
Total Employees: 40
Services: Pfs AppSW
Private

CCH Computax, Inc.

21535 Hawthorne Blvd.
Torrance, CA 90503
(213) 540-3881

Thomas G. Rolfe, President
Is Revenue FYE 12/87 : \$ 161.0 m
Total Employees: 1192
Services: Network Proc AppSW Tky
Parent Company: Commerce Clearing House,
Inc.

Celestial Software, Inc.

125 University Aavenue
Berkeley, CA 94710
(415) 420-0300

Keith Leung, President
Is Revenue FYE 04/87 (Est) : \$ 1.0 m
Total Employees: 8
Services: AppSW
Parent Company: Robert L. Cloud Associates,
Inc.

Centec Telecommunications, Inc.

185 Berry Street
Suite 2800, Bldg. 4
San Francisco, CA 94107
(415) 777-0477

Peter A. Howley, President
Total Revenue FYE 12/88 (Est) : \$ 6.0 m
Is Revenue : \$ 6.0 m
Total Employees: 60
Services: Pfs
Public

Century Analysis, Inc.

114 Center Ave.
Pacheco, CA 94553
(415) 680-7800

Sarah LaFrance, President
Total Revenue FYE 12/86 (Est) : \$ 5.0 m
Is Revenue (Est) : \$ 5.0 m
Total Employees: 42
Services: AppSW Tky
Private

Cerritos Computer Services, Inc.

4320 Atlantic Avenue, Suite 1
Long Beach, CA 90807
(213) 595-8607

Joseph P. Cagan, President
Private

Channelmark Corporation

2929 Campus Drive
Suite 400
San Mateo, CA 94403
(415) 345-5900

Ed Laving, President
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Private



CAMS 1988
Directory of Information Services Companies
State of California

Chase Trans-Info

560 Mission Street
San Francisco, CA 94105
(415) 495-8877

Harold Friedman, President

Is Revenue FYE 12/87 : \$ 3.7 m

Total Employees: 60

Services: Proc

Parent Company: Chase Manhattan Corporation

Chicago Title Insurance

3280 East Foothill Blvd.
Pasadena, CA 91107
(818) 781-3650

Warren J. Eljenholm, President

Total Revenue FYE 01/87 : \$ 138.3 m

Total Employees: 2400

Services: Proc

Private

CHI/Culler-Harrison Systems, Inc.

100 Burns Place
Goleta, CA 93117
(805) 683-5631

Private

Cimarron

2158 S. Hathaway
Santa Ana, CA 92705
(714) 241-5600

Al Joeobellis, President

Total Employees: 3

Services: AppSW

Parent Company: Stardun, Inc.

Cipherlink Corporation

3232 Nebraska Ave.
Santa Monica, CA 90404
(213) 387-5371

Eric Lesim, President

Total Revenue FYE 12/85 (Est) : \$ 1.5 m

Total Employees: 15

Services: AppSW

Private

City National Information Systems

400 N. Roxbury Drive.
Beverly Hills, CA 90210
(213) 550-5513

Donald L. Wyre, Senior Vice President

Total Revenue FYE 01/87 : \$ 44.7 m

Is Revenue : \$ 44.7 m

Total Employees: 450

Services: Proc

Parent Company: City National Bank

Claris

440 Clyde Avenue
Mountain View, CA 94043
(415) 960-2612

William V. Campbell, President

Is Revenue FYE 12/87 : \$ 45.0 m

Total Employees: 210

Services: AppSW SysSW

Parent Company: Apple Computer

Clayton Environmental Consultants, Inc.

1252 Quarry Ln. PO Box 9019
Pleasanton, CA 94566
(415) 426-2600

Thomas W. Field, Jr., President

Public

Coastal Information Systems

15643 Sherman Way, Suite 110
Van Nuys, CA 91406-4195
(818) 787-8222

Total Revenue FYE 12/85 (Est) : \$ 1.2 m

Is Revenue (Est) : \$ 1.2 m

Total Employees: 10

Services: Pfs AppSW Tky

Private

Cobrasoft, Inc.

13543 Hawthorne Blvd.,
Suite 203
Hawthorne, CA 90250
(213) 644-1135

S.O. Rynalds, President

Total Revenue FYE 10/85 (Est) : \$ 0.7 m

Is Revenue (Est) : \$ 0.7 m

Total Employees: 12

Services: Pfs

Private



CAMS 1988
Directory of Information Services Companies
State of California

Comarco, Inc.

160 Old Springs Road
Anaheim, CA 92808
(714) 921-0672

Walter Sterling

Is Revenue FYE 11/87 : \$ 80.0 m

Total Employees: 1500

Services: Pfs SysSW

Public

Command Control & Communication Corp.

23670 Hawthorne Blvd.
Torrance, CA 90505
(213) 373-9651

Monte Hatchett, President

Total Revenue FYE 08/83 : \$ 18.0 m

Is Revenue : \$ 13.5 m

Total Employees: 250

Services: Pfs AppSW Tky

Parent Company: Whittaker Corporation

Command Data Systems

6250 Village Pkwy.
Dublin, CA 94568
(415) 828-7100

Is Revenue FYE 10/87 : \$ 6.3 m

Total Employees: 90

Services: Pfs AppSW Tky

Private

Command Software Systems, Inc.

28990 Pacific Coast Hwy. # 208
Malibu, CA 90265
(213) 457-1789

Diane Dyer, President

Is Revenue FYE 01/87 (Est) : \$ 0.8 m

Total Employees: 6

Services: Network AppSW

Private

Command Technology Corporation

1900 Mountain Blvd.
Oakland, CA 94611
(415) 339-3530

Michael Conyers, President

Is Revenue FYE 01/87 (Est) : \$ 6.5 m

Total Employees: 20

Services: AppSW

Private

Communications Solutions, Inc.

992 S. Saratogo-Sunnyvale Road
San Jose, CA 95129

(408) 725-1568

Skip Vacceralo, President

Total Revenue FYE 12/84 (Est) : \$ 5.5 m

Is Revenue (Est) : \$ 4.4 m

Total Employees: 30

Services: Pfs AppSW

Private

Comprehensive Software

2316 Artesia Boulevard
Suite 6
Redondo Beach, CA 90278
(213) 318-2561

Rick Lane, President

Is Revenue FYE 10/87 (Est) : \$ 1.2 m

Total Employees: 10

Services: AppSW

Private

Compucraft Data Services

17002 S. Prairie Ave.
Torrance, CA 90504
(213) 542-6646

John Bennur, CEO

Total Revenue FYE 01/87 : \$ 7.0 m

Is Revenue : \$ 100.0 m

Total Employees: 96

Services: Proc

Private

Compufact

7441 LINCOLN WAY
SUITE 200
GARDEN GROVE, CA 92641
(714) 891-6336

William Stroman, President

Total Revenue FYE 12/85 : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 61

Services: Tky

Private

Computer Cognition

6696 Mesa Ridge Road
San Diego, CA 92121
(619) 453-6600

Pamela L. Coker

Is Revenue FYE 01/87 : \$ 1.3 m

Services: Pfs AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of California

Computer Consoles, Inc.

9801 Muirlands Blvd.
Irvine, CA 92718
(714) 458-7282

John F. Cunningham, President
Is Revenue FYE 12/87 : \$ 68.0 m
Total Employees: 1373
Services: AppSW Tky
Public

Computer Curriculum Corporation

700 Hensen Way
Palo Alto, CA 94304
(494) 845-8450

Dr. Patrick Suppes, President
Services: Tky
Private

Computer Development Services, Inc.

1851 Dana Street
Glendale, CA 91201
(818) 500-0228

Services: AppSW
Private

Computer Input Corporation

1840 South Elena
Redondo Beach, CA 90277
(213) 372-2177

John Bradley, President
Total Revenue FYE 12/84 : \$ 10.0 m
Is Revenue : \$ 10.0 m
Total Employees: 480
Services: Proc AppSW
Private

Computer Intelligence Corporation

3344 N. Torrey Pines Court
La Jolla, CA 92037
(619) 450-1667

Hugh Tietjen, President
Total Revenue FYE 09/86 (Est) : \$ 11.0 m
Is Revenue (Est) : \$ 5.5 m
Total Employees: 110
Services: Proc
Private
Parent Company: Ziff-Davis Publishing

Computer Interactive Computing, Inc.

12517 Chandler Blvd.
North Hollywood, CA 91607

(818) 985-2680

Jerry Buckley, President
Total Revenue FYE 06/86 : \$ 8.0 m
Is Revenue : \$ 8.0 m
Total Employees: 70
Services: Pfs Proc AppSW Tky
Private

Computerized Lodging Systems, Inc.

4800 Airport Plaza Drive, Suite 160
Long Beach, CA 90815
(213) 421-2191

David Berkus, President
Is Revenue FYE 03/87 (Est) : \$ 13.5 m
Total Employees: 200
Services: Network Pfs AppSW SysInt Tky
Private

Computer Market Services

1950 West Corporate Way
Anaheim, CA 92801-5399
(714) 991-5478

Andy Pieter, President
Total Revenue FYE 12/86 (Est) : \$ 3.0 m
Is Revenue (Est) : \$ 3.0 m
Total Employees: 50
Services: Proc
Parent Company: Harte-Hanks
Communications, Inc.

Computer Mart, Inc.

621 Main Street
Waltham, CA 02154
(617) 899-4540

Charles Dunning, President
Total Revenue FYE 12/85 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 12
Services: AppSW Tky
Private

Computer Payroll Company

633 Young Street
Santa Clara, CA 92705
(714) 557-8214

William M. Brunskill, President
Total Employees: 33
Services: Pfs Proc
Private



CAMS 1988
Directory of Information Services Companies
State of California

Computer Representatives, Inc.

5333 Betsy Ross Drive
P.O. Box 58004
Santa Clara, CA 95052
(408) 980-9898

Ronald L. Dumas, CEO

Total Revenue FYE 11/87 (Est) : \$ 5.0 m

Is Revenue (Est) : \$ 4.8 m

Total Employees: 50

Services: AppSW

Private

Parent Company: CRI, Inc.

Computer Sciences Corporation

2100 E. Grande Ave.
El Segundo, CA 90245
(213) 615-0311

William Hoover

Total Employees: 18300

Services: Network Pfs Proc SysInt Tky

Public

Computer Services Associates

P.O. Box 13244
Oakland, CA 94661
(415) 834-5454

Donald Mulrey, President

Total Revenue FYE 10/86 (Est) : \$ 0.1 m

Total Employees: 2

Services: Pfs

Private

Computers for Marketing Corporation

547 Howard Street
San Francisco, CA 94105
(415) 777-0470

Mr. Leif Gjestland

Total Revenue FYE 09/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 40

Services: Proc AppSW

Private

Computer Software Design

1904 Wright Circle
Anaheim, CA 92806
(714) 634-9012

Michael Strong, President

Total Revenue FYE 12/84 : \$ 7.8 m

Is Revenue : \$ 7.8 m

Services: Proc AppSW

Private

Computer Software for Professionals, Inc.

1615 Broadway, Suite 308
Oakland, CA 94612
(415) 444-5316

Phillip Rubin, President

Total Revenue FYE 12/87 (Est) : \$ 0.5 m

Total Employees: 10

Services: Pfs AppSW

Private

Computer Synergy, Inc.

2201 Broadway
Oakland, CA 94612
(415) 444-3434

Thomas J. Culligan, President

Total Revenue FYE 06/84 : \$ 8.2 m

Is Revenue : \$ 8.2 m

Total Employees: 100

Services: Pfs Tky

Public

Computer Technology Center

1625 West Olympic Blvd.
Los Angeles, CA 90015
(213) 385-5118

Private

Computing Technicians Corporation

13896 Harbor Blvd.
Garden Grove, CA 92643
(714) 554-1551

Richard V. Evans, President

Is Revenue FYE 12/87 : \$ 1.5 m

Total Employees: 14

Services: Pfs AppSW

Private

Comsul, Ltd.

417 Montgomery Street, Suite 301
San Francisco, CA 94104
(415) 989-6700

Peter Valentine, President

Total Employees: 35

Private



CAMS 1988
Directory of Information Services Companies
State of California

Consilium Inc.

1945 Charleston Road
Mountain View, CA 94043
(415) 940-1400

John Gullivan, President
Total Employees: 85
Private

Consolidated Health Care

111 West Saint John Street
Suite 230
San Jose, CA 95113
(408) 287-5018

Dave Griffith, President & CEO
Total Revenue FYE 01/87 : \$ 1.0 m
Total Employees: 9
Services: AppSW
Private

Consolidated Information Company

211 Sutter Street, Ste 300
San Francisco, CA 94108
(415) 433-5333

W. McDonald, Partner
Total Employees: 6
Services: AppSW
Private

Consultant Systems, Inc.

P.O. Box 6347
Santa Barbara, CA 93160
(805) 683-7700

Jim Yee, President
Total Revenue (Est) : \$ 0.4 m
Is Revenue (Est) : \$ 0.4 m
Total Employees: 4
Services: Proc AppSW
Private

Continental Software Company

11223 South Hindry Avenue
Los Angeles, CA 90045
(213) 410-3977

Jim Sadlier, President
Total Revenue FYE 11/82 : \$ 4.0 m
Is Revenue : \$ 4.0 m
Total Employees: 50
Private

Control Analysis

155 Great Circle Drive

Mill Valley, CA 94941
(415) 381-0570

Total Revenue : \$ 0.2 m
Is Revenue : \$ 0.2 m
Total Employees: 2
Services: Pfs AppSW
Private

Convergent Business Systems, Inc.

2700 North First Street
San Jose, CA 95150
Parent Company: Convergent, Inc.

Convergent, Inc.

2700 N. First St.
San Jose, CA 95150-6685
(408) 434-2848

Paul Ely, Jr.
Private

Convergent Technologies, Inc.

2700 N. First St.
San Jose, CA 95150-6685
(408) 434-2848

Paul Ely, Jr.
Is Revenue FYE 12/87 : \$ 155.0 m
Services: AppSW SysSW Tky
Private

Cordura Corporation

2029 Century Park, East, Suite 3210
Los Angeles, CA 90067
(213) 553-4646

Norman Friedman, Chief Executive Officer
Total Revenue FYE 12/85 : \$ 53.4 m
Total Employees: 692
Services: Pfs AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of California

Courseware, Inc.

10075 Carroll Canyon Road
San Diego, CA 92131
(619) 578-1700

John J. Splavec, President
Is Revenue FYE 06/87 (Est) : \$ 4.0 m
Total Employees: 55
Services: Pfs
Private

Cubicomp

21325 Cabbot Blvd.
Hayward, CA 94545
(415) 887-1300

Donald Bogue
Is Revenue FYE 12/87 : \$ 9.0 m
Total Employees: 75
Services: SysSW Tky
Private

Custom Solutions, Inc.

2570 El Camino Real West
Suite 600
Mountain View, CA 94040
(415) 949-4224

Private

Cybertek Computer Products, Inc.

6133 Bristol Parkway
Culver City, CA 90230
(213) 649-2450

Vaughn W. Morgan
Is Revenue FYE 03/87 : \$ 23.0 m
Total Employees: 290
Services: Pfs Proc AppSW
Public

CYBERTEK Corp.

6133 Bristol Parkway
Culver City, CA 90230
(213) 649-2450

Vaughn W. Morgan
Public

Cygnat Technologies, Inc.

1296 Lawrence Station Road
Sunnyvale, CA 94089
(408) 734-9946

Total Employees: 40
Public

Daisy Systems Corp.

700 E. Middlefield Road
Mountain View, CA 94039-7006
(415) 960-6674

Dr. Norman Friedman
Is Revenue FYE 09/87 : \$ 47.6 m
Total Employees: 800
Services: Tky
Public

Dalgety, Inc.

3055 Fairview Way
San Mateo, CA 94402
(415) 572-8000

Peter Gardner, President
Total Revenue FYE 06/84 (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 8
Services: Pfs
Private

Damar Corporation

3550 W. Temple St.
Los Angeles, CA 90004
(800) 873-2627

David Nitka, President
Total Employees: 150
Services: Network
Parent Company: Praxis Group

Dastra America, Inc.

976 North Lemon Street
Orange, CA 92667
(714) 633-2275

Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of California

Data Automation

125 W. Mission Avenue, Suite 202
Escondido, CA 92025
(619) 743-3334

Richard Hackworth, President
Is Revenue FYE 12/87 (Est) : \$ 0.3 m
Total Employees: 6
Services: AppSW
Private

Data Control Corporation

18980 Ventura Blvd #210
Tarzana, CA 91356
(818) 609-7900

J Dale Debber, CEO
Is Revenue FYE 01/87 (Est) : \$ 2.0 m
Total Employees: 35
Private

Datacopy Corporation

1215 Terra Bell Avenue
Mountain View, CA 94043
(415) 965-7900

Total Revenue FYE 12/88 (Est) : \$ 16.0 m
Total Employees: 85
Services: AppSW Tky
Parent Company: Xerox Corporation

Data Design Associates, Inc.

1279 Oakmead Parkway
Sunnyvale, CA 94086
(408) 730-0100

David D. Lowry, President
Is Revenue FYE 03/87 : \$ 16.1 m
Total Employees: 117
Services: AppSW
Private

DataGraphic Computer Services

6856 Tujunga Avenue
North Hollywood, CA 91605
(213) 877-3171

Charles C. Hou, President
Total Revenue FYE 12/87 (Est) : \$ 8.0 m
Is Revenue (Est) : \$ 8.0 m
Total Employees: 118
Services: Pfs Proc AppSW
Private

DatagraphiX

10977 San Diego Mission Road

San Diego, CA 92108
(619) 291-9960

Parent Company: Anacomp, Inc.

Datalex, Inc.

100 Pine Street
San Francisco, CA 94111-
(415) 362-4466

Robert H. Erwin, President
Total Employees: 19
Services: Pfs AppSW SysInt Tky
Private

Datalift Corporation

2960 San Pablo Avenue
Berkeley, CA 94701
(415) 548-0575

Robert McGowan, President
Total Revenue FYE 12/86 (Est) : \$ 3.0 m
Is Revenue (Est) : \$ 3.0 m
Total Employees: 130
Services: Proc
Private

Data Processing & Accounting Services

50 Van Ness Avenue
San Francisco, CA 94109
(415) 621-2888

Robert Tessler, President
Is Revenue FYE 12/87 : \$ 4.9 m
Total Employees: 200
Services: SysSW
Private

Data Support Corporation

431 McCormack
San Leandro, CA 94577
(415) 638-1206

Private



CAMS 1988
Directory of Information Services Companies
State of California

Data Ten, Inc.

15560 Rockfield Blvd
Suite C
Irvine, CA 92718
(714) 859-1529
Edward D. Allen, President
Total Revenue FYE 10/88 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 36
Services: Network Pfs Proc SysInt Tky
Public

Data Trak, Inc.

2700 Garcia Avenue
Mountain View, CA 94043
(415) 967-3911
Richard Jaenicke, President
Total Employees: 20
Services: AppSW
Private

Data-Works Corporation

9685 Scranton Road
Suite 100
San Diego, CA 92121
(619) 457-3070
Harold Kosakoff, President
Total Revenue FYE 05/85 (Est) : \$ 4.0 m
Is Revenue (Est) : \$ 4.0 m
Total Employees: 50
Services: Pfs Proc AppSW Tky
Private

David Corporation

100 California, Suite 614
San Francisco, CA 94111
(415) 362-4555
Allan Burn, President
Is Revenue FYE 12/87 (Est) : \$ 3.6 m
Total Employees: 30
Services: AppSW
Parent Company: Nationwide Computer
Services

Davidson & Associates, Inc

3135 Kashiwa Street
Torrance, CA 90505
(213) 534-4070
Dr. Jan Davidson, President
Total Employees: 40
Services: AppSW

Private

Daybreak Technologies, Inc.

21213 B Hawthorne Blvd
Suite 5629
Torrance, CA 90509
(213) 542-5888
Gus Tsao, President
Total Revenue FYE 01/87 (Est) : \$ 3.0 m
Is Revenue : \$ 3.0 m
Total Employees: 6
Services: AppSW SysSW
Private

Dayflo, Inc.

17701 Michell Avenue North
Irvine, CA 92714
(714) 474-3044
Total Employees: 3
Services: AppSW
Private

DBSI Information Systems

25431 Cabot Road
Suite 110
Laguna Hills, CA 92653
(714) 837-3744
Tim Bunn, President
Is Revenue FYE 01/87 (Est) : \$ 1.8 m
Total Employees: 13
Services: AppSW
Private

Decision Data Computer Corporation

1450 Fashion Island Blvd.
San Mateo, CA 94404
(415) 574-5424
Parent Company: Decision Data Inc.

Decision Focus, Inc.

5 Palo Alto Square, Suite 410
Palo Alto, CA 94303
(415) 494-7721
Dean W. Boyd, President
Total Revenue FYE 12/85 : \$ 6.0 m
Is Revenue : \$ 6.0 m
Total Employees: 60
Private



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Directory of Information Services Companies
State of California

Delphi Information Systems, Inc.

31416 West Agora Road
Westlake Village, CA 91361-4672
(818) 706-8989

Richard R. Janssen, President
Is Revenue FYE 03/87 : \$ 14.9 m
Total Employees: 180
Services: Tky
Public

Design Access, Inc.

1770 Union Street
San Francisco, CA 94123
(415) 885-3156

Bruce Ryon, President
Total Revenue FYE 01/87 (Est) : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 5
Services: Pfs SysInt
Private

Design/Ware, Inc.

185 Berry Street
San Francisco, CA 94107
(415) 546-1937

James Schuyler, General Manager
Total Revenue FYE 12/84 : \$ 2.0 m
Is Revenue : \$ 2.0 m
Total Employees: 28
Services: AppSW
Private

Development Systems International

13107 Ventura Blvd., Suite 205
Studio City, CA 91604
(818) 788-4240

Norman H. Carter, President
Is Revenue FYE 06/87 (Est) : \$ 1.0 m
Total Employees: 18
Services: Pfs SysInt
Private

DIALOG Information Services, Inc.

3460 Hillview Avenue
Palo Alto, CA 94304
(415) 858-2700

Roger K. Summit, President
Total Revenue FYE 12/87 : \$ 98.0 m
Is Revenue : \$ 98.0 m
Total Employees: 195
Services: Pfs Proc

Parent Company: Knight-Ridder, Inc.

Digital Information Systems Corporation

11070 White Rock Road, #210
Ranch Cordova, CA 95670-6001
(916) 635-7300

Jim Blackburn, President
Private

Digital Microsystems

80 Swan Way, #225
Oakland, CA 94621-1426
(415) 638-2223

John Torode, President
Private

Digital Planners, Inc.

4400 MacArthur Blvd.
Suite 800
Newport Beach, CA 92660
(714) 476-1020

John C. Mayther, President
Is Revenue FYE 12/87 : \$ 3.6 m
Total Employees: 19
Services: AppSW
Private

Digital Release

1201-A Solano Avenue
Albany, CA 94706
(415) 525-3015

Private

Digital Research, Inc.

70 Garden Court
Monterey, CA 93942
(408) 649-3896

R.H. Williams, President
Is Revenue FYE 08/87 : \$ 22.0 m
Total Employees: 230
Services: AppSW SysSW
Private



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Directory of Information Services Companies
State of California

Distributed Planning Systems Corporation

23632 Calabasas Road
Suite 107
Calabasas, CA 91302
(818) 992-4447

Bruce Gall, President

Is Revenue FYE 06/87 (Est) : \$ 1.2 m

Total Employees: 19

Services: AppSW

Private

Double Gold Software

4010 Moor Park Avenue, Suite 207
San Jose, CA 95117
(408) 554-9135

Private

DSL, Inc.

1 2nd Street
San Francisco, CA 94105
(415) 543-4260

Michael Rubinstein, President

Total Revenue FYE 12/87 : \$ 20.0 m

Is Revenue : \$ 20.0 m

Total Employees: 72

Services: AppSW Tky

Private

Ducommun Electronics Group

10824 Hope Street
Cypress, CA 90630
(800) 338-8811

Private

Ducommun, Inc.

10824 Hope Street
Cypress, CA 90630, CA 90630
(714) 952-9500

DuPont Design Technologies, Inc.

4800 Patrick Henry Drive
Santa Clara, CA 95054
(408) 980-8009

Chuck Thompson, President

Total Employees: 90

Services: Tky

Parent Company: E.I. duPont deNemours and Company

Dylakor

17418 Chatsworth Street

Granada Hills, CA 91344

(818) 366-1781

Carole Morton, President

Total Employees: 64

Services: AppSW

Parent Company: Sterling Software, Inc.

Dynamic Interface Systems Corporation

5456 McConnell Avenue
Suite 260
Los Angeles, CA 90066
(213) 305-9995

Eric J. Christeson, President

Total Revenue FYE 06/88 (Est) : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 8

Services: AppSW

Private

ECAD, Inc.

2455 Augustine Drive
Santa Clara, CA 95054
(408) 727-0264

Glen Antle, President

Total Revenue FYE 12/87 (Est) : \$ 14.5 m

Is Revenue (Est) : \$ 10.9 m

Total Employees: 132

Services: Pfs AppSW

Private

Economic Science Corporation

2150 Shattuck Avenue
Berkeley, CA 94704
(415) 841-6869

Bill Roberts, President

Total Revenue FYE 12/85 : \$ 1.3 m

Is Revenue : \$ 1.3 m

Total Employees: 16

Services: Pfs AppSW

Private



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Directory of Information Services Companies
State of California

EECO, Inc.

1601 E. Chestnut Ave.
P.O. Box 659
Santa Ana, CA 92702-0659
(714) 835-6000

Robert Milo

Services: Tky

Private

Electronics Arts

1820 Gateway Drive
San Mateo, CA 94404
(415) 571-7171

William Hawkins, President

Total Employees: 240

Services: AppSW

Private

Elite Data Processing

5757 Wilshire
Los Angeles, CA 90036
(213) 937-5060

Alan Rich, President

Total Employees: 15

Services: AppSW Tky

Private

Enigma Logic

2151 Salvio Street, Suite 301
Concord, CA 94520
(415) 827-5707

John R. Muir, President

Is Revenue FYE 06/87 : \$ 2.1 m

Total Employees: 21

Services: SysSW SysInt

Private

Environmental Systems Research Institute

380 New York Street
Redlands, CA 92373
(714) 793-2853

Jack Dangermond, President

Is Revenue FYE 12/87 : \$ 7.0 m

Total Employees: 250

Services: Pfs AppSW Tky

Private

Equatorial Communications

300 Ferguson Drive
Mountain View, CA 84043
(415) 969-9500

Edwin B. Parton, President

Public

Eric Software Publishing

1713 Tulane, Suite 107
Fresno, CA 93721
(209) 237-0989

Private

Evergreen Consulting, Inc.

200 N. Maryland, Suite 301
Glendale, CA 91206
(818) 214-8894

Ivan Jellinek, President

Is Revenue FYE 12/87 : \$ 0.9 m

Total Employees: 5

Services: Pfs

Private

Excalibur Systems, Inc.

27281 Las Ramblas # 155
Mission Viejo, CA 92691
(714) 582-9330

Edward W. Kirchner, President

Total Employees: 5

Services: AppSW

Private

Excelan, Inc.

2180 Fortune Drive
San Jose, CA 95131
(408) 434-2300

Kenwel Rekhi

Total Employees: 200

Services: Network

Public



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Directory of Information Services Companies
State of California

Executive Solution Systems, Inc.
25231 Pasco De Alicia, Suite 105
Laguna Hills, CA 92653
(714) 770-5142

Robert Allen Smith, President
Services: Pfs AppSW
Private

Executive Systems, Inc.
15300 Ventura Boulevard
Sherman Oaks, CA 91403
(818) 990-3457

Donald C. Weymer, President
Total Employees: 40
Private

Experience In Software
2039 Shattuck Avenue, Suite 401
Berkeley, CA 94704
(415) 644-0694

Is Revenue FYE 01/87 : \$ 0.6 m
Total Employees: 5
Services: AppSW
Private

Expertelligence, Inc.
559 San Ysidro Road
Santa Barbara, CA 93108
(805) 969-7874

Dennison Bollay, President
Is Revenue FYE 09/87 (Est) : \$ 1.0 m
Total Employees: 24
Services: AppSW
Public

Expertware, Inc.
3235 Kaiser Road., Suite 220
Santa Clara, CA 95051-0804
(408) 746-0706

Dale Darney, President
Is Revenue FYE 07/87 : \$ 3.0 m
Total Employees: 21
Services: Pfs AppSW
Private

EZ-Logic, Inc.
315 South El Monte
Los Altos, CA 94022
(415) 949-2834
Larry Toelle, President
Total Revenue FYE 01/87 (Est) : \$ 3.0 m

Is Revenue : \$ 3.0 m
Total Employees: 5
Private

Fair, Isaac Companies
120 North Redwood Drive
San Raphael, CA 94903-1996
(415) 472-2211

William R. Fair, President
Total Employees: 176
Private
Parent Company: Fair, Isaac Companies

Far West Systems, Inc.
2011 Westgate Ave.
Los Angeles, CA 90025
(213) 207-2936

Irwin Mainster, President
Total Revenue FYE 10/85 : \$ 0.7 m
Is Revenue : \$ 0.7 m
Total Employees: 12
Services: Proc AppSW
Private

Ferrin Corporation
Spear Street Tower
One Market Plaza
San Francisco, CA 94105
(415) 495-8600

Bill Guerin, President
Total Revenue : \$ 2.0 m
Is Revenue : \$ 2.0 m
Total Employees: 28
Services: Pfs SysInt
Private

Fidelity Packaging Corporation
2107 Livingston Street
P.O. Box 24333
Oakland, CA 94623
(415) 261-7611

Private



CAMS 1988
Directory of Information Services Companies
State of California

Financial Decision Systems, Inc.
28035 Dorothy Dr., Suite 1000
Agoura Hills, CA 91301
(818) 706-2000

Warren Richard, President
Total Revenue FYE 04/87 : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 55
Services: AppSW
Private

Firesign Computer Company
48480 Green Street
San Francisco, CA 94133
(415) 398-7228

Charles A. Mills, President
Total Employees: 4
Private

Flexware
15404 E. Valley
Industry, CA 91746
(800) 961-0230

Total Revenue : \$ 1.0 m
Is Revenue : \$ 0.9 m
Services: AppSW
Private

F.N. Realty Services
35 North lake
Suite 300
Pasadena, CA 91101
(818) 304-4100

Jim Marmorstone, President
Total Revenue FYE 12/84 (Est) : \$ 6.0 m
Is Revenue (Est) : \$ 2.1 m
Services: Proc
Parent Company: First Nationwide Savings

Foothill Associates, Inc.
1730 N. Euclid
Upland, CA 91786
(714) 982-0666

Art Mollet, President
Private

Foothill Research, Inc.
1301 Shoreway Road, Suite 300
Belmont, CA 94002
(415) 593-6696

David Parks, President & CEO

Total Revenue FYE 12/85 : \$ 3.0 m
Is Revenue : \$ 3.0 m
Total Employees: 35
Services: AppSW
Private

Forem Systems, Inc.
5540 Ekwill St.
Santa Barbara, CA 93111
(805) 683-5661

Joseph Riley, President
Total Revenue FYE 12/85 (Est) : \$ 3.0 m
Is Revenue (Est) : \$ 3.0 m
Total Employees: 50
Services: AppSW
Private

Forethought, Inc.
250 Sobrante Way
Sunnyvale, CA 94086-4807
(408) 737-7070

Robert Campbell, President
Total Revenue : \$ 1.2 m
Is Revenue : \$ 1.2 m
Total Employees: 15
Services: AppSW
Private

Forthright Systems
490 Lakeside Drive
Sunnyvale, CA 94086
(408) 730-5700

Richard Beck, President
Total Employees: 22
Services: AppSW
Private

Fortune Systems Corporation
300 Harbor Blvd.
Belmont, CA 94002
(415) 593-9000
James S. Campbue, President
Total Revenue FYE 12/83 : \$ 20.7 m
Is Revenue : \$ 20.7 m
Public



CAMS 1988
Directory of Information Services Companies
State of California

Four Phase Systems

10700 North De Anza Blvd.
 Cupertino, CA 95014
 (408) 255-0900

Private

Fourth Generation Technology, Inc.

10280 N. Torrey Pines Road, Suite 350
 La Jolla, CA 92037
 (619) 455-7663

Nigel S. Read, President

Total Revenue FYE 12/86 (Est) : \$ 2.0 m

Is Revenue (Est) : \$ 2.0 m

Total Employees: 45

Services: Pfs

Private

FoxWare Systems Corporation

17801 Main #H
 Irvine, CA 92714
 (714) 250-1512

R. Thomas Fox, President

Total Employees: 12

Services: AppSW Tky

Private

Frame Technology Corporation

2911 Zanker Road
 San Jose, CA 95134
 (408) 433-3311

Steven T. Kirsch, President

Total Revenue FYE 12/88 (Est) : \$ 4.0 m

Is Revenue : \$ 4.0 m

Total Employees: 50

Services: AppSW

Private

Franklen Computer Systems, Inc.

456 S. Central Avenue
 Glendale, CA 91204
 (818) 247-0400

Frank J. O'Kaw, President

Total Revenue FYE 06/88 (Est) : \$ 0.5 m

Is Revenue (Est) : \$ 0.5 m

Total Employees: 16

Services: AppSW

Private

Franz, Inc.

1995 University Avenue
 Berkeley, CA 94704

(415) 548-3600

Fritz Kunzi, President

Is Revenue FYE 12/87 (Est) : \$ 2.1 m

Total Employees: 20

Services: SysSW

Private

GASCARD Club, Inc.

11025 N. Torrey Pines Road
 La Jolla, CA 92038-3897
 (619) 457-4100

Keith Moore, President

Total Revenue FYE 03/88 (Est) : \$ 5.0 m

Is Revenue (Est) : \$ 6.5 m

Total Employees: 35

Services: Tky

Public

Gateway Communications, Inc.

2941 Alton Avenue
 Irvine, CA 92714
 (714) 553-1555

David S. McMaster, President

Is Revenue FYE 12/87 (Est) : \$ 7.8 m

Total Employees: 80

Services: AppSW SysSW SysInt

Public

Gentry, Inc.

430 40th Street
 Oakland, CA 94609
 (415) 547-6134

Grace H. Gentry, President

Total Revenue FYE 09/85 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 10

Private

Geometric Data Flow, Inc.

337 N. Vineyard Avenue, Suite #206
 Ontario, CA 91764
 (714) 984-1260

Russell Mobley, President

Total Revenue : \$ 0.7 m

Is Revenue : \$ 0.7 m

Total Employees: 3

Services: AppSW

Private



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Directory of Information Services Companies
State of California

Gifford Fong Associates

1600 Riviera Ave., Suite 285
 Walnut Creek, CA 94596
 (415) 932-1910

H. Gifford Fong, President
 Is Revenue FYE 12/87 (Est) : \$ 4.0 m
 Total Employees: 42
 Services: Pfs
 Private

Global USI

2902 Orchard Pkwy uth
 San Jose, CA 95134
 (408) 946-8100

Total Employees: 380
 Services: Pfs AppSW
 Private

GNP Development Corporation

Pasadena, CA
 Private

Go Corporation

139 Townsend Street
 San Francisco, CA 94107
 (415) 543-3200

Jerrold Kaplan
 Total Employees: 20
 Services: AppSW SysSW
 Private

Guarantee Savings and Loan

1177 Fulton Mall
 Fresno, CA 93721
 (209) 268-8111

Services: Pfs
 Private

Gupta Technologies

1020 Marsh Road, Suite 210
 Menlo Park, CA 94025
 (415) 321-9500

Umang Gupta, President
 Is Revenue FYE 12/87 (Est) : \$ 1.3 m
 Total Employees: 33
 Services: SysSW
 Private

H & A Computer Systems, Inc.

522 Washington Street
 San Francisco, CA 94111

(415) 434-3517

Alan Hochschild, President
 Total Revenue FYE 04/86 : \$ 15.0 m
 Is Revenue : \$ 7.5 m
 Total Employees: 40
 Services: Pfs AppSW
 Private

Hale Systems, Inc.

1076 East Meadow Circle
 Palo Alto, CA 94303-4240
 (415) 494-6111

Charles G. Calderaro, President
 Is Revenue FYE 03/87 : \$ 3.4 m
 Total Employees: 40
 Services: AppSW Tk
 Public

Hammer Computer Systems, Inc.

818 Fifth Avenue
 San Rafael, CA 94901
 (415) 461-7633

James Allen
 Total Employees: 22
 Private

Harris Business Systems/Services

613 Martin Avenue, Suite 201
 Rohnert Park, CA 94928
 (707) 585-3868

John A. Harris, Owner
 Total Revenue FYE 12/86 : \$ 0.9 m
 Is Revenue : \$ 0.9 m
 Total Employees: 11
 Services: Pfs AppSW
 Private



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Directory of Information Services Companies
State of California

Helmsman Systems, Inc.

1030 S. Winchester Boulevard
San Jose, CA 95128
(408) 246-8300

Services: AppSW
Private

Heritage Software

3757 Wilshire Blvd., Suite 211
Los Angeles, CA 90010
(213) 384-4120

Private

Hewlett Packard Company

3000 Hanover St.
Palo Alto, CA 94304
(415) 857-1501

John A. Young, CEO
Is Revenue FYE 10/87 : \$ 422.0 m
Total Employees: 82000
Services: Pfs AppSW SysSW Tky
Public

Hollander Associates

P.O. Box 2276
Fullerton, CA 92633
(714) 879-9000

G.L. Hollander, President
Total Employees: 20
Services: Pfs AppSW SysInt
Private

Holm-Dietz Computer Systems, Inc.

6790 N. West Avenue
Fresno, CA 93711
(209) 431-8100

Wayne Holm, President
Is Revenue FYE 12/87 : \$ 1.5 m
Total Employees: 18
Services: Pfs AppSW Tky
Private

Hotel Information Systems

400 Ellinwood Way, Suite 160
Pleasant Hill, CA 94523
(415) 822-1212

Bob Sanford, President
Is Revenue FYE 12/87 : \$ 9.3 m
Total Employees: 125
Services: AppSW Tky
Private

HowardSoft

1224 Prospect Street, Suite 150
San Diego, CA 92037
(619) 454-0121

Services: AppSW
Private

Human Edge Software Corp.

2445 Faber Ave.
Palo Alto, CA 94303
(415) 493-1593

Jim Johnson, President
Total Revenue FYE 12/84 : \$ 3.3 m
Is Revenue : \$ 3.3 m
Total Employees: 48
Services: AppSW
Private

IBS Corp.

4660 La Jolla Village Dr.
Suite 700
San Diego, CA 92122
(619) 452-6045

Marco G. Pacelli, President
Total Employees: 30
Services: SysSW
Private

ICS Group

3848 Carson Street, Suite 320
Torrance, CA 90503
(213) 534-2611

John Benton, President
Total Revenue FYE 12/84 : \$ 2.7 m
Is Revenue : \$ 2.7 m
Services: Pfs AppSW
Private



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Directory of Information Services Companies
State of California

ILAR Systems, Inc.

334 Baywood Dr.
Newport Beach, CA 92660
(714) 640-2485

John Richardson, President
Total Employees: 10
Services: AppSW
Private

Image Network

140 Whisman Road
Mountain View, CA 94041
(415) 967-0542

John Copeland, President
Is Revenue FYE 02/87 (Est) : \$ 0.3 m
Total Employees: 2
Services: AppSW
Private

Imedia Inc.

20833 Stephens Creek Blvd. 101
Cupertino, CA 95014
(408) 255-5500

O.H. Davison, Jr., President
Total Employees: 8
Services: AppSW
Private

Individual Software Inc.

1163-1 Chess Drive
Foster City, CA 94404
(415) 341-6116

Joe Hendrickson, President
Total Revenue FYE 12/86 : \$ 2.0 m
Is Revenue : \$ 2.0 m
Total Employees: 25
Services: AppSW
Private

Inference Corporation

5300 West Century Boulevard
Los Angeles, CA 90045
(213) 417-7997

Alexander Jacobson, President
Total Revenue : \$ 14.0 m
Is Revenue : \$ 12.6 m
Services: Pfs AppSW
Private

Information Access Company

326 Lakeside Dr.

Foster City, CA 94404
(415) 378-5000

Morris Goldstein, President
Is Revenue FYE 07/87 (Est) : \$ 19.0 m
Total Employees: 300
Services: Network AppSW
Private
Parent Company: Ziff-Davis Publishing

Information Concepts, Inc.

17800 Castleton St. #650 or
City of Industry, CA 91748
(818) 810-1271

Cary Toor, President
Total Employees: 25
Private

Information Management International

2525 East Bayshore Road
Palo Alto, CA 94303
(415) 493-2100

David Beck, President
Is Revenue FYE 01/87 : \$ 4.9 m
Total Employees: 100
Services: Pfs Proc Tky
Parent Company: FICAPER

Information Processing Techniques, Inc.

1096 East Meadow Circle
Palo Alto, CA 94303
(415) 494-7500

Dr. C. Stephen Carr, President
Is Revenue FYE 12/87 (Est) : \$ 4.9 m
Total Employees: 33
Services: Pfs SysSW
Private

Informix Corporation

4100 Bohannon Dr.
Menlo Park, CA 94025
(415) 322-4100

Michael J. Brown, President
Is Revenue FYE 12/87 : \$ 27.0 m
Total Employees: 441
Services: Pfs SysSW
Public



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State of California

InstaPlan Corporation

655 Redwood Hwy, Suite 311
Mill Valley, CA 94941
(415) 389-1414

Gary Cole, President

Total Revenue FYE 01/87 (Est) : \$ 1.0 m

Total Employees: 8

Services: AppSW

Private

Insurance Technology Consultants

6128 Marino Valley Rd.
Fullerton, CA 92634
(714) 247-4029

Henry M. Bacher, President

Total Employees: 5

Services: Pfs AppSW

Private

Insurnet, Inc.

1900 Powell St.
Suite 600
Emeryville, CA 94608
(415) 652-3771

Is Revenue FYE 01/87 (Est) : \$ 25.0 m

Total Employees: 190

Services: Tky

Private

Integral Systems, Inc.

2185 North Carolina Blvd.
Walnut Creek, CA 94596
(415) 939-3900

Brian M. Aspland, President

Is Revenue FYE 12/87 : \$ 29.1 m

Total Employees: 275

Services: Pfs AppSW

Public

Integral Technologies, Inc.

3008 Scott Blvd.
Santa Clara, CA 95054
(408) 970-9677

Craig Brinkman

Is Revenue FYE 01/87 (Est) : \$ 1.2 m

Total Employees: 7

Services: Pfs

Private

Integrated Automation, Inc.

1301 Harbor Bay Parkway

P.O. Box 4004

Alameda, CA 94501

(415) 769-5400

David L. Fain, President

Total Revenue FYE 12/88 : \$ 33.0 m

Is Revenue : \$ 33.0 m

Total Employees: 250

Services: Tky

Private

Parent Company: Teknekron Industries

Integrated Business Concepts, Inc.

2020 North Broadway, Suite 208
Walnut Creek, CA 94596
(415) 947-6666

Michael Klug, President

Total Revenue FYE 03/85 (Est) : \$ 0.3 m

Is Revenue (Est) : \$ 0.3 m

Total Employees: 6

Services: AppSW

Private

Integrated Computer Technologies

1650 S. Amphlett Blvd., Suite 224
San Mateo, CA 94022
(415) 341-2946

Harman Cadis, President

Total Employees: 11

Services: Pfs AppSW

Private

Integrated Health Systems

4275 Executive Square
Suite 550
La Jolla, CA 92031-
(619) 453-3600

Tom Bilby, President

Total Employees: 40

Services: Tky

Private

Integrated Office Systems, Inc.

2111 Grant Road
Los Altos, CA 94022
(415) 961-3030

Vas Raman, President

Total Revenue FYE 03/85 (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 1.0 m

Total Employees: 10

Services: Pfs

Private



CAMS 1988
Directory of Information Services Companies
State of California

Integrated Systems Group, Inc.

920 East Broadway
Glendale, CA 91205
(818) 502-1414

Charles A. Archer, President
Total Revenue FYE 10/84 (Est) : \$ 6.1 m
Is Revenue (Est) : \$ 3.4 m
Total Employees: 55
Services: Pfs Tky
Private

Integated Systems, Inc.

101 University Avenue
Palo Alto, CA 94301
(415) 853-8400

David Dache, President
Total Revenue (Est) : \$ 3.0 m
Is Revenue (Est) : \$ 2.9 m
Total Employees: 10
Services: Pfs AppSW
Private

IntelliCorp

1975 El Camino Real West
Mountain View, CA 94040-2216
(415) 965-5500

Thomas P. Kehler, Chairman
Is Revenue FYE 06/87 : \$ 18.0 m
Total Employees: 240
Services: Pfs Proc AppSW
Public

Intelligence Ware, Inc.

9800 S. Sepulveda Blvd., Suite 730
Los Angeles, CA 90045
(213) 417-8896

Dr. Kanran Parsaye, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 17
Services: AppSW
Private

Intelligence Corp.

1885 Lundy Ave.
San Jose, CA 95131
(408) 463-0430

Bruce Frisch, President
Total Revenue FYE 03/84 : \$ 1.5 m
Is Revenue : \$ 1.5 m
Services: AppSW

Private

Intellisoft International

P.O. Box 5055
Novato, CA 94948
(415) 883-1188

Bruce Bierman, President
Total Revenue FYE 01/87 (Est) : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 12
Services: SysSW
Private

Interactive Development Environments (IDE), Inc.

150 Forest Street Suite 210
12th Floor
San Francisco, CA 94103
(415) 333-2122

Tony Wasserman, President
Total Employees: 50
Services: SysSW
Private

INTERACTIVE Systems Corporation

2401 Colorado Ave.
3rd Floor
Santa Monica, CA 90404
(213) 453-8649

Dr. John P. White, Chairman
Is Revenue FYE 06/87 : \$ 13.6 m
Total Employees: 180
Services: Pfs SysSW
Parent Company: Eastman Kodak

Interlink Computer Sciences, Inc.

47370 Fremont Blvd.
Fremont, CA 94538
(415) 657-9800

Lambert Onuna, President
Is Revenue FYE 12/87 (Est) : \$ 3.0 m
Total Employees: 100
Services: AppSW SysSW Tky
Private

Intermation

234 E. Colorado Blvd.
Pasadena, CA 91101
(818) 796-9371

Darlene Wills, President
Is Revenue FYE 12/87 : \$ 1.5 m
Total Employees: 15



CAMS 1988
Directory of Information Services Companies
State of California

International Microcomputer Software Inc.
1299 Fourth Street
San Rafael, CA 94901
(415) 454-7101

Private

International Microcomputer Software, Inc.
1299 Fourth Street
San Rafael, CA 94901
(415) 454-7101

Rick Borenstein, President
Is Revenue FYE 06/87 : \$ 4.0 m
Total Employees: 30
Services: AppSW
Public

Intertec Diversified Systems, Inc.
2625 Park Blvd.
Palo Alto, CA 94306
(415) 326-8900

Frank Grice, President
Total Revenue FYE 12/83 : \$ 3.5 m
Is Revenue : \$ 3.5 m
Total Employees: 100
Services: Proc AppSW
Private

Intrak, Inc.
9999 Business Park Ave.
San Diego, CA 92131
(619) 695-1900

Ron Manning, President
Total Employees: 20
Services: AppSW
Private

Island Graphics Corp.
4000 Civic Center
San Rafael, CA 94903
(415) 491-1000

Daniel Remer, President
Total Revenue (Est) : \$ 5.0 m
Is Revenue (Est) : \$ 2.9 m
Total Employees: 70
Services: AppSW
Private

Island Pacific Systems Corporation
12 Corporated Plaza
Newport Beach, CA 92260
(714) 760-5002

Paul Mickelson, President
Total Employees: 24
Services: AppSW
Private

Jadtec Computer Group
546 West Katella Avenue
Orange, CA 92613
(714) 997-8927

John A. Dieball, President
Total Revenue FYE 04/85 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 26
Private

Jandel Scientific, Inc.
65 Kotel Road
Corte Madera, CA 94925
(415) 924-8640

John Osborn
Total Revenue FYE 01/87 (Est) : \$ 2.7 m
Is Revenue : \$ 2.7 m
Total Employees: 28
Services: AppSW
Private

JB Systems, Inc.
21600 Oxnard Street
Woodland Hills, CA 91367
(818) 340-9430

Pat Gchl, President
Total Revenue FYE 12/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 25
Services: Pfs AppSW Tky
Private

JCA Software, Inc.
18201 Von Kasman Ave.
Suite 410
Irvine, CA 92715
(714) 863-9500

Walter F. Turner, President
Total Revenue (Est) : \$ 3.0 m
Is Revenue (Est) : \$ 2.4 m
Total Employees: 6
Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of California

Kay Consulting, Inc.

225 South Sepulveda Blvd., Suite 175
Manhattan Beach, CA 90266
(213) 379-4133

Max Kay, President

Is Revenue FYE 03/87 : \$ 2.0 m

Total Employees: 11

Services: AppSW

Private

Kemp Software Systems

6040 W. Carlos Avenue
Hollywood, CA 90028
Private

Kennen Publishing

150 Shoreline Highway
Building E
Mill Valley, CA 94941
(415) 332-5828

Ed Dudkowski

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Total Employees: 25

Private

Key Software, Inc.

20212 Redwood Rd., Suite 201
Castro Valley, CA 94546
(415) 881-4949

Private

Key Solutions, Inc.

111-G Shelley Avenue
Campbell, CA 95008
(408) 559-6226

Brian Gordon, President

Services: AppSW

Private

KINETICS, Inc.

2540 Camino Diable
Walnut Creek, CA 94596
(415) 947-0998

Services: Network

Private

Knowledge Access International

2685 Maunc Way, Suite 1305
Mountain View, CA 94043
(415) 969-0606

Matilda Butler, CEO

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 15

Services: Pfs Proc AppSW

Private

Knox Data

23030 Lyons
Newhall, CA 91304
(805) 255-3552

R. Knox, President

Total Revenue FYE 06/86 (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 0.6 m

Total Employees: 12

Services: Tky

Private

Koala Technologies

269 Mt. Hermon Rd.
Scotts Valley, CA 95066
(408) 438-0946

Private

Koch Systems Corporation

70 Tenth St., PO Box 2510
San Francisco, CA 94103
(415) 861-8900

David R. Lowar, President

Total Revenue FYE 01/87 (Est) : \$ 7.5 m

Is Revenue (Est) : \$ 7.5 m

Total Employees: 18

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of California

Laboratory Microsystems, Inc.

P. O. Box 10430
Marina Del Rey, CA 90295
(213) 306-7412

Ray Duncan, President

Is Revenue FYE 01/87 (Est) : \$ 0.2 m

Total Employees: 3

Services: SysSW

Private

Lake Avenue Software

650 Sierra Madre Villa
Suite 204
Pasadena, CA 91107-2013
(818) 511-5483

Rick Guerrero

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue (Est) : \$ 2.5 m

Total Employees: 18

Services: Pfs AppSW

Private

Lanquest Group

3375 Scott Blvd
Suite 206
Santa Clara, CA 95054
(408) 727-9446

G. James, President

Total Revenue FYE 01/87 (Est) : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 10

Services: SysInt

Private

Lattice Logic USA

3333 Bowers Avenue, Suite 199
Santa Clara, CA 95054
(408) 748-9797

Alex Bennett, President

Total Employees: 50

Services: AppSW Tky

Private

Learning Company (The)

545 Middlefield Road
Menlo Park, CA 94025
(415) 328-5410

William Dinsmore, President

Total Revenue (Est) : \$ 4.5 m

Is Revenue (Est) : \$ 4.0 m

Total Employees: 60

Services: AppSW

Private

Lemain, Inc.

7420 Shelborne Drive
Loomis, CA 95650
(916) 791-7884

David Saykally, President

Private

Lewis Lee Corporation

PO Box 51831
Palo Alto, CA 94303
(415) 853-1220

Daniel Lewis, President

Total Employees: 6

Private

Lexisoft, Inc.

P.O. BOX 1950
Davis, CA 95617
(916) 758-3630

Total Revenue (Est) : \$ 3.5 m

Is Revenue (Est) : \$ 2.6 m

Services: AppSW

Private

Lifetree Software, Inc.

411 Pacific Avenue
3rd Floor
Monterey, CA 93940
(408) 373-4718

Ed Sattizahn, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 30

Services: AppSW

Private

Litton Computer Services

1300 Villa Street
P.O. Box 7113
Mountain View, CA 94039-7113
(415) 966-1771

Henry Bodurka, President

Total Revenue FYE 07/87 (Est) : \$ 100.0 m

Total Employees: 1000

Services: Pfs Proc

Parent Company: Litton Industries, Inc.



CAMS 1988
Directory of Information Services Companies
State of California

Living Videotext, Inc.

2432 Charleston Road
Mountain View, CA 94043
(415) 964-6300

Dave Winer, President

Total Revenue FYE 12/86 : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 30

Services: AppSW

Public

Lockheed Corporation

4500 Park Granada Blvd.
Calabasas, CA 91377
(818) 712-2000

Lawrence O. Kitchen

Is Revenue FYE 12/87 : \$ 217.0 m

Services: Network Pfs Proc AppSW Tky

Public

Lockheed DataPlan, Inc.

121 Albright Way
Los Gatos, CA 95030
(408) 866-7611

George Wickers, Acting President

Is Revenue FYE 01/87 : \$ 4.7 m

Total Employees: 90

Parent Company: Lockheed Corporation

Logical Data Management

529 South Second Ave.
Covina, CA 91723
(818) 967-1506

Ricardo Brutucao, President

Total Employees: 35

Services: Pfs Proc AppSW Tky

Private

Logicon, Inc.

3701 Skypark Dr.
Torrance, CA 90505
(213) 373-0220

John R. Woodhull, President

Is Revenue FYE 03/87 : \$ 178.0 m

Total Employees: 2500

Services: Pfs

Public

Logisticon

4001 Burton Drive
Santa Clara, CA 95054

(408) 988-3811

Fred Laccabue, President

Total Revenue FYE 12/88 (Est) : \$ 8.0 m

Is Revenue (Est) : \$ 6.0 m

Total Employees: 45

Services: Tky

Private

LSI Logic Corporation

1551 Mc Carthy Blvd
Milpitas, CA 95035
(408) 433-8000

Wilfred Corrigan, Chairman

Total Revenue FYE 12/88 (Est) : \$ 375.0 m

Total Employees: 2500

Services: AppSW

Public

MacNeal-Schwendler Corporation (The)

815 Colorado Blvd.
Los Angeles, CA 90041
(213) 258-9111

Joseph F. Gloudeman, President

Is Revenue FYE 01/87 : \$ 34.5 m

Total Employees: 223

Services: AppSW

Public

MAI Basic Four, Inc.

14101 Myford Road
Tustin, CA 92680
(714) 731-5100

William B. Patton, Jr., President

Total Revenue FYE 08/87 (Est) : \$ 321.0 m

Is Revenue : \$ 321.0 m

Total Employees: 4585

Services: SysInt

Public

Main Street Software

1 Harbor Dr.
Sausalito, CA 94965
(415) 332-1274

Larry Miller, President

Total Revenue FYE 06/84 : \$ 2.0 m

Is Revenue : \$ 2.0 m

Total Employees: 15

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of California

Manifold, Inc.

1655 Greenfield Avenue, Suite 7
Los Angeles, CA 90025
Private

Manufacturing and Consulting Services, Inc.

9500 Toledo Way
Irvine, CA 92718
(714) 951-8858

Patrick Hanratty, President

Total Revenue FYE 01/87 : \$ 10.0 m

Is Revenue : \$ 10.0 m

Total Employees: 150

Services: AppSW

Private

MARC Software International, Inc

260 Sheridan Avenue
Suite 200
Palo ALto, CA 94306
(415) 326-1971

Pedro V. Marcal, President

Total Revenue FYE 01/87 : \$ 6.0 m

Total Employees: 75

Services: Pfs AppSW

Private

Mariposa Corporation

3 Harbor Drive, Suite 111
Sausalito, CA 94965
(415) 331-3650

Kathleen Avery, President

Total Revenue FYE 10/85 : \$ 1.8 m

Is Revenue : \$ 1.8 m

Total Employees: 32

Services: Pfs

Private

Marshall & Stevens, Inc.

600 S. Common Wealth, Suite 915
Los Angeles, CA 90005
(213) 385-1515

Alex D. Shlach, President

Total Revenue FYE 12/84 : \$ 19.0 m

Is Revenue : \$ 1.9 m

Total Employees: 250

Services: Pfs

Private

Martin and Stern, Inc.

2615 Pacific Coast Highway

Hermos Beach, CA 90254

(213) 318-3561

Dan Stern, President

Total Employees: 60

Services: Pfs

Private

Master Systems

1249 Pinole Valley Rd.
Pinole, CA 94564
(415) 724-1300

Stuart D. Proffitt, President

Total Revenue FYE 11/84 (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 1.0 m

Total Employees: 15

Services: Pfs AppSW Tky

Private

MBP Software And Systems Technology

1131 Harbor Bay Parkway #260
Alameda, CA 94501
(415) 769-5333

Is Revenue FYE 12/87 (Est) : \$ 40.0 m

Services: Pfs SysSW

Private

MCBA, Inc.

425 W. Broadway
Glendale, CA 91204
(818) 242-9600

Dina Hans, President

Is Revenue FYE 03/87 (Est) : \$ 10.0 m

Total Employees: 120

Services: Pfs AppSW

Private

MCRB Service Bureau

11633 Victory Boulevard
North Hollywood, CA 91609
(818) 509-1797

Richard Yung, President

Is Revenue FYE 01/87 : \$ 16.0 m

Total Employees: 500

Services: Proc

Private



CAMS 1988
Directory of Information Services Companies
State of California

MC Software, Inc.

1105 Kennedy Place Suite 1
Davis, CA 95616
(916) 756-8104

Total Revenue (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 0.8 m

Services: Pfs AppSW

Private

Parent Company: Flagship Group (The), Inc.

MDR Systems, Inc.

1900 S. Norfolk Street #125
San Mateo, CA 94403
(415) 349-0810

Dr. Ken A. McGinnis, President

Total Employees: 7

Public

Measurex Corp.

One Results Way
Cupertino, CA 95014
(408) 255-1500

David Bossen

Mediagenic

3885 Bohannon Drive
Menlo Park, CA 94025
(415) 329-0500

Bruce L. Davis

Public

Megatek Corporation

9645 Scranton Rd.
San Diego, CA 92121
(619) 455-5590

Paul E. Huber, President

Private

Memory Media Products

17032 Murphy Avenue
Irvine, CA 92714
(714) 863-1101

Private

Memron, Inc.

1756 Junction Avenue
San Jose, CA 95112
(408) 275-0780

Private

Menlo Business Systems, Inc.

201 Main Street
Los Altos, CA 94022
(415) 948-7920

Ron Snow, President

Is Revenue FYE 10/87 : \$ 4.2 m

Total Employees: 35

Services: AppSW

Private

Menlo Corporation

4633 Old Ironside Dr., Suite 400
Santa Clara, CA 95054
(408) 986-0200

Lloyd Kreuzer, President

Total Employees: 33

Services: AppSW

Private

Metaphor Computer Systems, Inc.

1965 Charleston Road
Mountain View, CA 94043
(415) 961-3600

Donald J. Massero, President

Total Revenue FYE 12/87 : \$ 38.5 m

Total Employees: 300

Private



CAMS 1988
Directory of Information Services Companies
State of California

Micro Courseware Corporation
4444 Geary Blvd., Suite 308
San Francisco, CA 94118
(415) 751-5223

Private

Micro D Inc.

2801 S. Yale Street
Santa Ana, CA 92704
(714) 540-4781
Linwood A. Lacy J.R.
Total Revenue FYE 12/87 (Est) : \$ 3.5 m
Total Employees: 425
Public

Micro Focus, Inc.

2465 East Bayshore Road
Suite 400
Palo Alto, CA 94303
(415) 856-4161
Colin West, President
Is Revenue FYE 01/87 (Est) : \$ 29.0 m
Total Employees: 300
Services: SysSW
Parent Company: Micro Focus Group, PLC

Micro-MRP, Inc.

Century Plaza, 1st Floor
1065 E. Hillsdale Blvd.
Foster City, CA 94404
(415) 345-6000
R. Ely, President
Total Revenue FYE 09/85 (Est) : \$ 4.5 m
Is Revenue (Est) : \$ 4.0 m
Total Employees: 80
Services: AppSW
Private

MicroPro International Corp.

33 San Pablo Ave.
San Rafael, CA 94903
(415) 499-1200
Leon Williams, President
Is Revenue FYE 08/87 (Est) : \$ 41.3 m
Total Employees: 238
Services: AppSW
Public

Micro Resources, Inc.

378B Bell Marin Key Blvd.
Novato, CA 94947

(415) 382-1337

Anthony Gass, President
Total Revenue (Est) : \$ 0.7 m
Is Revenue (Est) : \$ 0.7 m
Total Employees: 6
Services: AppSW
Private

Micro-Tax

6203 Variel Avenue
Woodland Hills, CA 91367
(818) 704-7883
Gary Damiano, President
Total Employees: 25
Services: Pfs
Parent Company: Computer Language
Research, Inc.

Microtec Research, Inc.

3930 Freedom Circle
Santa Clara, CA 95054
(408) 733-2919
Total Revenue : \$ 3.0 m
Is Revenue : \$ 1.9 m
Services: AppSW
Private

Mind Work Software

P.O. Box 222280
Carmel, CA 93922
(800) 367-4334
Services: AppSW
Private

Mini Data Systems Corp.

2041 Rosecrans Ave.
El Segundo, CA 90245
(213) 640-0404
Bill Myers, President
Total Revenue FYE 06/85 : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 25
Services: Tky
Private



CAMS 1988
Directory of Information Services Companies
State of California

Mitec Computer Business Systems
31356 Via Colines, Suite 114
Westlake Village, CA 91362
(818) 991-1545
Harold A. Kurty, CEO
Total Revenue FYE 03/85 : \$ 1.2 m
Is Revenue : \$ 1.2 m
Total Employees: 6
Services: Tky
Private

Modtec International
656 Bair Island Rd., Suite 302
Redwood City, CA 94063
(415) 367-6855
Private

Molecular Design, Ltd.
2132 Farallon Drive
San Leandro, CA 94577
(415) 895-1313
Steven Goldby, President
Is Revenue FYE 12/87 (Est) : \$ 18.3 m
Total Employees: 149
Services: Pfs AppSW
Private

MoneyCare, Inc.
253 Martens Avenue
Mountain View, CA 94040
(415) 962-0333
Ed Van Deman, President
Total Revenue (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 5
Services: AppSW
Private

MONOGRAM
8295 S. La Cienega Blvd.
Inglewood, CA 90301
(213) 215-0529
Brad Peppard, President
Total Revenue FYE 01/87 (Est) : \$ 15.0 m
Is Revenue : \$ 15.0 m
Total Employees: 30
Private

Mossland Technology
8536 Church Street
Gilroy, CA 95020

(408) 848-2678
Private

Motorola Computer Systems
10700 North DeAnza Blvd.
Cupertino, CA 95014
(408) 255-0900
Wayne Sennett, General Manager
Services: Proc AppSW
Parent Company: Motorola, Inc.

Mt. Xiru
2560 9th Street, Suite 312
Berkeley, CA 94710
(414) 644-0146

Robert Kridle, President
Total Employees: 12
Services: AppSW
Private

MWL Incorporated
2659 Townsgate Road, Suite 114
Westlake Village, CA 91361
(818) 373-0150

Michael W. Lodato, President
Is Revenue FYE 12/87 (Est) : \$ 0.3 m
Total Employees: 2
Services: Pfs AppSW
Private

Nantucket Corporation
12555 W. Jefferson Blvd.
Suite 300
Los Angeles, CA 90066
(213) 390-7923

Barry ReBell, President
Total Employees: 30
Services: SysSW
Private



CAMS 1988
Directory of Information Services Companies
State of California

National Information Systems, Inc.

1190 Saratoga Ave.
San Jose, CA 95129
(408) 985-7100

Arden Scott, President

Is Revenue FYE 12/87 (Est) : \$ 4.0 m

Total Employees: 38

Services: AppSW SysSW

Private

National Language Products

1786 5th Street
Berkeley, CA
(415) 841-3500

Bob Bozeman, President

Total Employees: 6

Services: AppSW

Private

National Medical Computer Services

8928 Terman Court
San Diego, CA 92121
(619) 566-5800

Carl Melcker, President

Total Revenue FYE 01/87 (Est) : \$ 25.0 m

Is Revenue : \$ 25.0 m

Total Employees: 300

Services: Pfs Tky

Parent Company: Reynolds & Reynolds
Company (The)

Natural Language Incorporated

1802 Fifth Street
Berkeley, CA 94710
(415) 841-3500

Tania Amochaev, CEO

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 30

Services: SysSW

Private

NCA Corporation

3250 Jay Street
SUNNYVALE, CA 94082
Santa Clara, CA 95054
(408) 986-1800

John C. Cavalier, President

Total Revenue FYE 12/86 : \$ 20.8 m

Is Revenue : \$ 18.7 m

Total Employees: 163

Services: AppSW

Network Equipment Technologies, Inc.

400 Penoblot Drive
Redwood City, CA 94063
(415) 366-4400

Bruce D. Smith, President and CEO

Total Revenue (Est) : \$ 90.6 m

Total Employees: 850

Public

Network Innovations Corporation

20863 Stevens Creek Blvd.
Cupertino, CA 95014
(408) 257-6800

Jim Groff, President

Total Revenue (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 0.9 m

Total Employees: 17

Services: AppSW

Private

Network Research Corporation

Santa Monica, CA
Private

Network Software Associates, Inc.

22982 Mill Creek
Laguna Hills, CA 92653
(714) 768-4013

Issac Kong, President

Is Revenue FYE 03/87 (Est) : \$ 3.1 m

Total Employees: 40

Services: Network SysSW

Private

New Generation Software, Inc.

1010 Hurley Way
Suite 195
Sacramento, CA 95825
(916) 920-2200

Albert Hartung, President

Total Revenue FYE 01/87 (Est) : \$ 3.0 m

Is Revenue : \$ 3.0 m

Total Employees: 40

Services: AppSW SysSW

Private



CAMS 1988
Directory of Information Services Companies
State of California

New Source

3008 Ridgemont Dr.
San Jose, CA 95127
(408) 727-2200

Bill Moore, President
Private

New Venture/Ketchum Communications

250 Sobrante Way
Sunnyvale, CA 94086
(408) 737-7070

Rob Campbell, President
Total Employees: 13
Services: AppSW
Private

NEXT, Inc.

3475 Deer Creek Road
Palo Alto, CA 94304
(415) 424-0200

Steven Jobs, President
Private

NFP Management Systems

312 Mullet Court
Foster City, CA 94404
(415) 574-3230

Chris Castro, President
Is Revenue FYE 03/87 : \$ 0.1 m
Total Employees: 1
Services: AppSW Tky
Private

Nichols & Company, Inc.

5839 Green Valley Circle, Suite 104
Culver City, CA 90230
(213) 670-6400

John F. Nichols, President
Is Revenue FYE 12/87 (Est) : \$ 1.2 m
Total Employees: 20
Services: AppSW
Private

North Bay Systems, Inc.

1623 Bridgeway, Suite 100
Sausalito, CA 94965
(415) 331-3664

Thomas Anderson, President
Total Employees: 8
Services: AppSW
Private

Norton-Lambert Corp.

P.O. Box 4085
Santa Barbara, CA 93140
(805) 687-8896

Richard DeMornay, Director of
Marketing/Sales
Total Employees: 100
Services: SysSW
Private

**Novell, Inc./Communications Products
Division**

890-892 Ross Drive
Sunnyvale, CA 94089
(415) 969-1999

Louis Cole, President
Total Employees: 75
Private

OCTAL Inc.

450 East Middlefield Rd.
Mountain View, CA 94043
(415) 962-8080

Ralph H. Guditz, President
Total Employees: 15
Services: Proc AppSW
Private

Oetel Communications Corporation

890 Tasman Drive
San Jose, CA 95035-7439
(408) 942-6700

Robert Cohn, President
Total Revenue FYE 06/86 (Est) : \$ 10.0 m
Is Revenue (Est) : \$ 10.0 m
Total Employees: 150
Services: Tky
Private



CAMS 1988
Directory of Information Services Companies
State of California

Omnigate, Inc.

139 Townsend Street
 Suite 203
 San Francisco, CA 94107
 (415) 781-6464

Dwight Holmberg

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 6

Services: AppSW

Private

Omnisoft Technologies

Mill Valley, CA
 Private

One Point

2835 Mitchell Drive
 Walnut Creek, CA 94598
 (415) 947-0850

Patrick J. Burns

Total Revenue FYE 12/84 : \$ 11.4 m

Is Revenue : \$ 5.7 m

Total Employees: 73

Private

On-Line Business Systems, Inc.

115 Sansome Street
 San Francisco, CA 94104
 (415) 391-9555

Jeffrey D. Stein, President

Is Revenue FYE 10/87 : \$ 17.0 m

Total Employees: 185

Services: Pfs Proc SysSW

Private

Online Computer Systems, Inc.

660 Newport Center Dr., Suite 1120
 Newport Beach, CA 92660
 (714) 644-1801

Ray Wells, President

Private

Parent Company: Reed International PLC

Operations Control Systems, Inc.

560 San Antonio Road
 Palo Alto, CA 94306
 (415) 493-4122

Gary Leight, President

Total Revenue FYE 12/86 (Est) : \$ 2.5 m

Is Revenue (Est) : \$ 2.5 m

Total Employees: 35

Services: Pfs AppSW

Private

COMPANY

IF ADD1 IF ADD2 CITY, STATE
 ZIP

IF PHONE IF CEO IF
 CORPREV > 0 IF YEAREND IF
 CORPREV > 0 IF CORPREV > 0 IF
 CSREV > 0 IF CORPREV = 0 IF
 CSREV > 0 IF CSREV > 0 IF TOTEM
 > 0 IF SERVICES IF TYPEOWN =
 "PRI" IF TYPEOWN = "PUB" IF
 PARENT

Opticom Corporation

6895 Via Del Oro
 San Jose, CA 95119
 (408) 281-6069

John Pistacchi, President

Total Revenue FYE 12/86 (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 1.0 m

Total Employees: 10

Services: Pfs AppSW

Private

Optimal Computer Solutions

6895 Via Del Oro
 San Jose, CA 95119
 (408) 281-6069

John Pistacchi, President

Total Revenue : \$ 0.8 m

Is Revenue : \$ 0.8 m

Total Employees: 10

Services: Pfs Proc AppSW Tky

Private

Oracle Corporation

20 Davis Drive
 Belmont, CA 94002
 (415) 598-8000

Lawrence J. Ellison

Is Revenue FYE 05/87 : \$ 93.4 m

Total Employees: 1072

Services: Pfs AppSW SysSW

Public



CAMS 1988
Directory of Information Services Companies
State of California

Oracle Systems Corporation

20 Davis Drive
Belmont, CA 94002
(415) 598-8000

Lawrence J. Ellison, President
Public

Orion Group, Ltd. (The)

1995 University Ave., Ste. 350
Berkeley, CA 94704
(415) 548-0947

Paul Rampel, President

Is Revenue FYE 01/87 (Est) : \$ 5.1 m

Total Employees: 34

Services: Network

Private

Ortho Information Services

575 Market Street
San Francisco, CA 94105
(415) 894-0277

Services: AppSW

Private

PAC Corporation

1617 St. Mark's Plaza
Suite A
Stockton, CA 95207
(209) 951-8697

Michael Van Derworp, President

Total Revenue FYE 12/86 : \$ 3.0 m

Is Revenue : \$ 3.0 m

Total Employees: 45

Services: Tky

Private

Pacer Software, Inc.

1227 Pearl Street
La Jolla, CA 92037
(619) 454-0565

Garth Corboy, President

Total Revenue FYE 02/85 : \$ 1.5 m

Is Revenue : \$ 1.5 m

Total Employees: 15

Services: Pfs AppSW

Private

Pacific Computer Systems

15412 Electronic Lane
Huntington Beach, CA 92649
(213) 598-0421

Tim Jensen, President

Is Revenue FYE 03/87 : \$ 1.3 m

Total Employees: 35

Services: Proc

Private

Pacific Decision Sciences Corporation

5757 Wilshire Blvd
Suite 360
Los Angeles, CA 90036
(213) 931-1133

Hark M. Vasa, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 15

Services: Pfs Tky

Private

Pacific-Sierra Research Corporation

12340 Santa Monica Blvd.
Los Angeles, CA 90025
(213) 820-2200

Parent Company: Eaton Corporation

Pacific Western Bancshares

333 West Santa Clara Street
San Jose, CA 95113
(408) 244-1700

Private

Pacific Western Information Systems

1245 S. Winchester Blvd., Suite 303
Suite 303
San Jose, CA 95128
(408) 246-4762

Gwen Spertell, President

Total Revenue FYE 01/87 (Est) : \$ 7.5 m

Total Employees: 35

Services: AppSW SysInt Tky

Parent Company: Pacific Western Bancshares



CAMS 1988
Directory of Information Services Companies
State of California

Panatec

11450 Markcon Drive
Garden Grove, CA 92641
(714) 895-3855

Bob Jones, CEO

Total Revenue : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 30

Services: Pfs AppSW Tky

Public

Paperback Software International

2830 9th Street
Berkeley, CA 94710
(415) 644-2116

Adam Osborne, Chairman

Total Revenue FYE 12/86 (Est) : \$ 3.5 m

Is Revenue (Est) : \$ 3.5 m

Total Employees: 35

Services: AppSW

Private

Paragon Technology Corporation

PO Box 5569
Wallnut Creek, CA 94596
(415) 676-4741

Philip J. Morego, President

Total Employees: 40

Services: Tky

Private

ParaMis, Inc.

17711 Mitchell North
Irvine, CA 92714
(714) 863-0628

Rodman J. Williams, President

Total Employees: 14

Services: Pfs

Private

Pay-Fone Systems, Inc.

8100 Balboa Boulevard
Van Nuys, CA 91406
(818) 997-0808

Guy Lundburg, President

Is Revenue FYE 06/87 : \$ 6.5 m

Total Employees: 86

Services: Proc

Public

Payroll Company, Inc. (The)

One Division St.

San Francisco, CA 94103

(415) 621-2121

Russell Holdstein, President

Total Revenue FYE 09/86 (Est) : \$ 2.5 m

Is Revenue (Est) : \$ 2.5 m

Total Employees: 50

Services: Proc

Private

PBL Associates

10 Cottage Avenue
Point Richmond, CA 94801
(415) 234-4338

C. Paul Buist III, President

Is Revenue FYE 01/87 : \$ 2.3 m

Total Employees: 37

Services: AppSW

Private

PC + Products

175 McCarthy Boulevard
Milpitas, CA 95035
(408) 945-8711

Private

PC World Communications Inc.

555 DeHaro Street
San Francisco, CA 94107
(415) 861-3861

Private

PDA Engineering

2975 Red Hills Avenue
Costa Mesa, CA 92626
(714) 540-8900

John E. McDonald, President

Total Revenue FYE 06/86 : \$ 17.4 m

Is Revenue : \$ 9.5 m

Total Employees: 126

Services: Pfs Proc AppSW

Public



CAMS 1988
Directory of Information Services Companies
State of California

Peregrine Systems, Inc.

15530 Rockfield Blvd., Building C
Irvine, CA 92718
(714) 855-3923

Chris Cole, President

Total Revenue FYE 03/86 : \$ 1.5 m

Is Revenue : \$ 1.4 m

Total Employees: 25

Services: Pfs AppSW

Private

Personal CAD Systems, Inc.

1290 Parkmoor Ave.
San Jose, CA 95126
(408) 971-1300

Doug Stone, President

Is Revenue FYE 12/87 (Est) : \$ 19.5 m

Total Employees: 85

Services: AppSW

Private

Pertaine Systems, Inc.

805 Veterans Blvd., Suite 110
Redwood City, CA 94063
(415) 367-9827

Normand Fontaine, President

Total Revenue FYE 02/86 : \$ 1.2 m

Is Revenue : \$ 1.2 m

Total Employees: 30

Services: Pfs AppSW

Private

Pertmaster International, Inc.

3235 Kifer Road
Santa Clara, CA 95051
(408) 736-6800

Charles Jordon, President

Private

Peter R. Johnson + Associates, Inc.

500 Drake's Landing Road
Greenbrac, CA 94904
(415) 461-3459

Peter R. Johnson, President

Total Revenue: 200

Services: Pfs AppSW

Private

Phase One Systems, Inc.

2950 Merced Street, Suite 101
San Leandro, CA 94577

(415) 895-0832

Ron Gibbs, President

Is Revenue FYE 12/87 : \$ 0.5 m

Total Employees: 5

Services: SysSW

Private

Phaser Systems, Inc.

353 Sacramento Street
San Francisco, CA 94111
(415) 434-3990

John Muller, President

Total Employees: 8

Private

Phoenix Computer Corp.

222 N. Sepulveda Blvd., Suite 1210
El Segundo, CA 90245
(213) 416-9040

James W. Miles, President

Total Revenue FYE 01/85 : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 40

Services: AppSW

Private

Phoenix Software, Inc.

5933 West Century Blvd.
Suite 1200
Los Angeles, CA 90045
(213) 338-0400

Anna Jones, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 10

Services: Pfs SysSW

Private

Pick Systems

16191 Browning
Irvine, CA 92714
(714) 261-7425

Richard Pick, President

Total Employees: 40

Services: SysSW

Private



CAMS 1988
Directory of Information Services Companies
State of California

Planning Control International, Inc.

4400 MacArthen Blvd., Suite 800
Newport Beach, CA 92660
(714) 476-1020

Michael Sippic, President

Total Revenue FYE 12/86 (Est) : \$ 0.4 m

Is Revenue (Est) : \$ 0.4 m

Total Employees: 50

Services: AppSW Tky

Private

PMB Systems Engineering Inc.

500 Sansome St., Suite 400
San Francisco, CA 94111
(415) 986-4166

Ed Rivera, Bus. Div. Mgr.

Is Revenue FYE 12/87 : \$ 3.0 m

Total Employees: 55

Services: Pfs

Private

PMS Systems Corporation

2800 28th Street
Suite 109
Santa Monica, CA 90405
(213) 450-1452

Phillip Chase, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.1 m

Total Employees: 21

Services: Pfs AppSW

Private

Point 4 Data Corporation

15442 Del Amo Avenue
Tustin, CA 92680
(714) 838-2225

William F. Rigby, President

Total Employees: 200

Services: AppSW Tky

Private

Premier Systems Inc.

2424 6th Street
Suite 100
Berkeley, CA 94710
(415) 849-3311

Paul Farr, President

Is Revenue FYE 06/87 : \$ 1.2 m

Total Employees: 11

Services: SysSW

Private

Presentation Technologies, Inc.

743 North Pastoria Ave.
Sunnyvale, CA 94086
(408) 749-1959

Robert T. Wall, CEO

Total Employees: 60

Private

Pro Computer Sciences Inc.

P.O. Box 30770
Laguna Hills, CA 92654-0770
(714) 472-0250

Sushil Garg, President

Total Revenue FYE 12/86 (Est) : \$ 7.5 m

Is Revenue (Est) : \$ 7.5 m

Total Employees: 90

Services: AppSW

Private

Procyon Computer Systems

31255 Cedar Valley Drive, Suite 300
West Lake Village, CA 91362
(213) 328-9655

Mike Wakshull, President

Is Revenue FYE 03/87 : \$ 0.4 m

Total Employees: 3

Services: AppSW Tky

Private

Professional Hospital Services

12960 Coral Tree Place
Los Angeles, CA 90066
(213) 821-2323

Revell B. Lamprecht, President

Total Employees: 300

Services: Proc

Parent Company: American Medical
International, Inc.

Proformatics, Inc.

77 Rolling Oaks Drive
Thousand Oaks, CA 91361
(805) 496-6661

Roger O. Pelham, President

Total Revenue : \$ 3.0 m

Is Revenue : \$ 1.6 m

Total Employees: 30

Services: Pfs AppSW

Public

Parent Company: Scientific Systems Services,



CAMS 1988
Directory of Information Services Companies
State of California

Pro-IV

4000 MacArther Blvd.
Newport Beach, CA 92660
(714) 250-1000

Sushil Garg

Is Revenue FYE 12/87 : \$ 6.5 m

Total Employees: 37

Services: AppSW

Private

Projectronix, Inc.

3235 Kifer Road
Santa Clara, CA 95051
(408) 736-6800

Charles Jordon, President

Private

Promod, Inc.

23685 Birtcher Drive
Lake Forest, CA 92630
(714) 855-3046

Pete Craig, President

Is Revenue FYE 01/87 : \$ 7.6 m

Total Employees: 60

Services: Tky

Private

Proprietary Computer Systems

16625 Saticoy Street
Van Nuys, CA 91406
(818) 781-8221

Bill Barancik, President

Total Revenue FYE 04/83 : \$ 23.0 m

Total Employees: 270

Private

Proprietary Software Systems, Inc.

429 Santa Monica Blvd.
Suite 430
Santa Monica, CA 90401
(213) 394-5233

Joel Fleiss, President

Is Revenue FYE 06/87 : \$ 4.5 m

Total Employees: 22

Services: SysSW

Private

Proto Systems

1238 Josephine St.
Berkeley, CA 94703
(415) 420-9579

Everett Harvey, CEO

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Total Employees: 2

Private

PSI - MED

3303 Harbor Blvd.
Suite J1
Costa Mesa, CA 92626
(714) 979-7653

Vansel Johnson, President

Total Revenue : \$ 0.7 m

Is Revenue : \$ 0.7 m

Total Employees: 13

Services: Pfs Proc AppSW

Private

Psycomp Selfheld Software

P.O. Box 994
Woodland Hills, CA 91367
(213) 992-4884

Private

Pyramid Data, Ltd.

P.O. Box 10116
Santa Ana, CA 92711
(714) 639-1527

Services: AppSW

Private

Qronos Technology Inc.

2953 Bunker Hill Lane
Santa Clara, CA 95054
(408) 982-8700

Maria S. Ligeti, Chairman, President and CEO

Total Employees: 100

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of California

Quadrex Corporation

1700 Dell Ave.
Campbell, CA 95008
(408) 866-4510

Is Revenue FYE 01/87 : \$ 4.6 m
Total Employees: 600
Services: Pfs Tky
Private

Quintus Computer Systems, Inc.

1310 Villa Street
Mountain View, CA 94041
(415) 965-7700

Elliott D. James, President
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 7.5 m
Total Employees: 42
Services: SysSW
Private

Quotron Systems, Inc.

5454 Beethoven St.
Los Angeles, CA 90066
(213) 827-4600

J. David Hahn
Is Revenue FYE 12/87 : \$ 286.0 m
Total Employees: 2200
Services: Network Pfs
Parent Company: Citicorp

R01-Teknekron Financial Systems

2001 Center St.
Berkeley, CA 94704
(415) 548-8572

E. Burns, President
Is Revenue FYE 12/87 : \$ 33.8 m
Total Employees: 400
Services: SysInt Tky
Private

Radford Associates, Inc.

4800 Great America Parkway, Suite
400
Santa Clara, CA 95054
(408) 727-8682
John Radford, President
Total Employees: 35
Services: Pfs Proc AppSW
Private

Rand Information Systems, Inc.

1201 Harbor Bay Pkwy.
Alameda, CA 94501
(415) 769-5800

F. Richard Sleavin, President
Is Revenue FYE 02/87 : \$ 7.0 m
Total Employees: 60
Services: Pfs Proc SysSW
Public

Rational

1501 Salado Drive
Mountain View, CA 94043
(415) 940-4770
Levy Paul, President
Total Employees: 110
Private

Real-Comp, Inc.

P.O. Box 1263
Cupertino, CA 95015
(408) 996-1160
Private

Real-Time Computer Science Corporation

1390 Flynn Rd.
Camarillo, CA 93010
(805) 987-9781
Dave Baker, President
Total Employees: 10
Services: AppSW
Private

Realty Automation Inc.

2539 Saleroso Dr.
Rowland Heights, CA 91748
(818) 913-1244
Robert Maxwell, President
Total Employees: 5
Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of California

Republic Service Bureau Inc.
19110 Van Ness Avenue
Torrance, CA 90501
(213) 533-0211

Jerome A. Sorkin, President
Is Revenue FYE 10/87 : \$ 6.0 m
Total Employees: 100
Services: Proc
Private

Retail Solutions

1227 Innsbruck Drive
Sunnyvale, CA 94089
(408) 734-0653
Is Revenue FYE 01/87 : \$ 5.2 m
Total Employees: 50
Services: AppSW
Private

RIX Softworks Inc.

18552 MacArthur Blvd.,
Suite 375
Irvine, CA 92715
(714) 476-8266
Richard Brownback
Total Revenue FYE 01/87 (Est) : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 10
Services: AppSW
Private

Robert L. Cloud Associates, Inc.

125 University Ave.
Berkeley, CA 94710
(415) 841-9296
Robert L. Cloud, President
Private

Robin and Dackerman

8484 Wilshire Boulevard, Suite 600
Beverly Hills, CA 90211-3214
(213) 655-2000
Jerry Dackerman, President
Total Revenue FYE 12/86 (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m
Total Employees: 35
Services: Pfs
Private

ROH

3456 Camino DelRio North

San Diego, CA 92108
(619) 280-8100
Private

Ross Systems, Inc.

1860 Embarcadero Road
Palo Alto, CA 94303
(415) 856-1100
Richard Giordanella, President
Is Revenue FYE 06/87 : \$ 15.5 m
Total Employees: 145
Services: Pfs AppSW
Private

Russell Information Sciences

26552 Wild View Terrace
Laguna Hills, CA 92653
(714) 831-8656
Richard H. Russell
Total Revenue FYE 01/87 (Est) : \$ 0.5 m
Total Employees: 8
Services: Pfs AppSW Tky
Private

Ryan-McFarland Corporation

609 Deep Valley Drive
Rolling Hills Estates, CA 90274
(213) 541-4828
Don Ryan, President
Total Revenue FYE 12/86 (Est) : \$ 8.5 m
Is Revenue (Est) : \$ 8.5 m
Total Employees: 85
Services: Pfs AppSW
Private

SAFECO Title Insurance

13640 Roscoe Blvd.
Panorama City, CA 91409
(818) 781-3650
Warren J. Eljenholm, President
Private



CAMS 1988
Directory of Information Services Companies
State of California

Santa Cruz Operation, Inc.

400 Encinal Street
Santa Cruz, CA 95060
(408) 425-7222

Larry Michaels, President

Is Revenue FYE 10/87 : \$ 31.3 m

Total Employees: 600

Services: Network AppSW SysSW SysInt
Private

Santiago Data Systems, Inc.

1820 Orangewood Ave., Suite 110
Orange, CA 92668
(714) 634-3005

Thomas Banks, President

Total Revenue FYE 12/85 : \$ 3.5 m

Is Revenue : \$ 3.5 m

Total Employees: 21

Services: AppSW

Private

Sapiens Software

P.O. Box 7720
Santa Cruz, CA 95061-7720
Catherine Kelley, President

Total Revenue (Est) : \$ 0.5 m

Is Revenue (Est) : \$ 0.5 m

Total Employees: 8

Services: AppSW

Private

Saratoga Data Services

1960 Concorde Drive
San Jose, CA 95131
(408) 263-4033

Jim Lahodny, President

Total Employees: 25

Services: Proc

Private

Saztec International, Inc.

27520 Hawthorne Blvd., Suite 170
Rolling Hills Estates, CA 90274
(213) 544-0337

Thomas L. Reed, CEO

Is Revenue FYE 06/87 : \$ 5.7 m

Total Employees: 250

Services: Pfs Proc AppSW Tky

Public

SBT Corporation

One Harbor Drive

Sausalito, CA 94965

(415) 331-9900

Robert Davies, President/Founder

Total Revenue FYE 01/87 (Est) : \$ 10.5 m

Total Employees: 100

Services: AppSW

Private

Schuchardt Software Systems, Inc.

515 Northgate Drive
PO Box 13778
San Rafael, CA 94913
(415) 492-9330

Frederick Schuchardt, President

Total Revenue : \$ 0.3 m

Is Revenue : \$ 0.3 m

Total Employees: 5

Services: AppSW

Private

Science Applications International Corp.

10260 Campus Point Dr.
San Diego, CA 92121
(619) 546-6000

Dr. J.R. Beyster, President

Is Revenue FYE 01/87 : \$ 180.0 m

Total Employees: 8665

Services: Pfs Proc AppSW SysSW SysInt Tky

Private

Science Dynamics Corp.

2140 West 190th Street
Torrance, CA 90504
(313) 320-1101

Lyndon A. Keele

Is Revenue FYE 12/87 : \$ 0.5 m

Total Employees: 85

Services: Tky

Private

S-Cubed

P.O. Box 1620
La Jolla, CA 92038
(619) 453-0060

Donald Grine, Division Manager

Is Revenue FYE 07/87 : \$ 1.0 m

Total Employees: 250

Services: AppSW SysSW

Parent Company: Maxwell Laboratories



CAMS 1988
Directory of Information Services Companies
State of California

SDI

1700 South El Camino Real
P.O. Box 5801
San Mateo, CA 94402
(415) 572-1200

Victor Persico, President

Total Revenue FYE 01/87 (Est) : \$ 10.0 m

Is Revenue (Est) : \$ 10.0 m

Total Employees: 75

Services: AppSW

Private

Security Pacific Corporation

333 South Hope Street
Los Angeles, CA 90071
(213) 613-6211

Public

Security Pacific Information Services

10174 Old Grove Road
San Diego, CA 92131
(619) 530-9214

Parent Company: Security Pacific Corporation

Sensible Designs

5095 Murphy Canyon Road, #200
San Diego, CA 92123
(619) 268-0123

Hank Lautenback, President

Is Revenue FYE 12/87 : \$ 0.5 m

Total Employees: 4

Services: AppSW

Private

Sierra On-Line, Inc.

Sierra On-Line Bldg.
P. O. Box 485
Coarsegold, CA 93614
(209) 683-4468

Richard Cavin, President

Is Revenue FYE 12/87 : \$ 13.2 m

Total Employees: 144

Services: AppSW

Private

Sigma Systems, Inc.

1508 Cotner Avenue
Los Angeles, CA 90025
(213) 477-1421

Steve Champagne, President

Is Revenue FYE 07/87 : \$ 1.0 m

Total Employees: 16

Services: AppSW

Private

Signal Technology, Inc.

5951 Encina Road
Goleta, CA 93117
(805) 683-3771

John Markel, President

Total Revenue FYE 09/86 (Est) : \$ 8.0 m

Is Revenue (Est) : \$ 8.0 m

Total Employees: 100

Services: AppSW

Private

Silicon Graphics

2011 North Shoreline Blvd.
Mountain View, CA 94043
(415) 960-1980

Ed McCracken, President

Is Revenue FYE 06/87 : \$ 117.0 m

Total Employees: 1200

Services: Tky

Public

Silvar-Lisco

1080 Marsh Road
Menlo Park, CA 94025
(415) 324-0700

Paul Seckendorf, President

Is Revenue FYE 04/87 : \$ 13.0 m

Total Employees: 140

Services: AppSW

Public

Simpact Associates, Inc.

9210 Sky Park Court
San Diego, CA 92123
(619) 565-1865

Bill Doll, President

Is Revenue FYE 03/87 : \$ 11.6 m

Total Employees: 180

Services: Pfs

Private



CAMS 1988
Directory of Information Services Companies
State of California

SoftAd Group (The)

207 2nd Street
Sausalito, CA 94965
(415) 332-4704

Paula George, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 20
Services: AppSW
Private

Softkat

15015 Oxnard Street
Van Nuys, CA 91411
(213) 781-5280

Private

Softlab Inc.

188 The Embarcadero
Bayside Plaza
San Francisco, CA 94105
(415) 957-9175

Bob Coolidge, President
Total Revenue FYE 09/88 : \$ 2.2 m
Is Revenue : \$ 2.2 m
Total Employees: 29
Services: SysSW
Parent Company: Softlab GmbH

Softool Corporation

340 South Kellogg Ave.
Goleta, CA 93117
(805) 683-5777

Leon Presser, President
Private

Soft Pro Systems, Inc.

3718 MacDonald Ave.
Richmond, CA 94805
(415) 234-5440

Dr. Richard Hsiao, President
Public

Softsmith Corporation

1431 Doolittle Drive
San Leandro, CA 94577
(415) 487-5900

Private

Software Academy, Inc.

9574 Lamar St.

Spring Valley, CA 92077-2809
(619) 464-2500

Dr. A. Pirouzan, President
Total Revenue FYE 09/85 : \$ 0.2 m
Is Revenue : \$ 0.2 m
Total Employees: 6
Services: Pfs Proc AppSW Tky
Public

Software Alliance Corporation

2100 Milvia St.
Berkeley, CA 94704
(415) 548-7752

Jon T. Blankmeter, President
Is Revenue FYE 12/87 (Est) : \$ 17.0 m
Total Employees: 100
Services: Pfs AppSW SysInt
Private
Parent Company: Teknekron Industries

Software Factory (The)

131 E. Hamilton Ave.
Campbell, CA 95008
(408) 374-4114

Roger Brown, President
Total Revenue FYE 06/85 : \$ 0.3 m
Total Employees: 9
Services: Pfs Proc AppSW Tky
Private

Software Ireland Representatives, Inc.

27665 Forbes Road
Laguna Niguel, CA 92677
(714) 582-0233

Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of California

Software Publishing Corporation

1901 Landings Drive
Mountain View, CA 94039
(415) 962-8910

Fred M. Gibbons, President

Is Revenue FYE 09/87 : \$ 39.5 m

Total Employees: 206

Services: AppSW

Public

Software Pursuits, Inc.

1420 Harper Bay Parkway, #200
Alameda, CA 94501
(415) 769-4900

Larry Salvesson, President

Is Revenue FYE 10/87 : \$ 3.0 m

Total Employees: 35

Services: SysSW

Private

Software Research

625 Third Street, 4th Floor
San Francisco, CA 94107-1997
(415) 957-1441

Dr. Edward F. Miller, Jr., President

Is Revenue FYE 03/87 : \$ 1.0 m

Total Employees: 15

Services: Pfs SysSW

Private

Software Techniques, Inc.

6600 Katella Avenue
Cypress, CA 90630
(714) 895-1633

Rick Scherle, President

Total Employees: 15

Private

Softyme, Inc.

PO Box 509
San Francisco, CA 94101
(415) 543-4600

Ed Satizahn, President

Total Employees: 25

Services: AppSW

Private

Solutionware Corporation

1283 Mtn. View-Alviso Rd., Suite B
Sunnyvale, CA 94089
(408) 745-7818

Jon Perro

Is Revenue FYE 01/87 : \$ 1.6 m

Total Employees: 13

Services: AppSW

Private

Source-2

3920 Freedom Circle
Santa Clara, CA 95050
(408) 727-2200

Robert Solomon, President

Private

Speech Plus, Inc.

640 Clyde Court
P.O. Box 7461
Mountain View, CA 94039
(415) 964-7023

Peter Lloyd, President + CEO

Total Revenue FYE 01/87 (Est) : \$ 3.5 m

Is Revenue : \$ 3.5 m

Total Employees: 40

Services: AppSW

Private

Speech Systems, Inc.

18356 Oxnard Street
Tarzana, CA 91356
(213) 881-0885

William S. Meisel, President

Total Employees: 35

Private

SRW Computer Components

18385 Bandilier Circle
Fountain Valley, CA 92708
(714) 963-5500

Private



CAMS 1988
Directory of Information Services Companies
State of California

Star Software Systems

367 Van Ness Way
Torrance, CA 90501
(213) 533-1190

Bill Webster, President

Is Revenue FYE 11/87 : \$ 3.9 m

Total Employees: 29

Services: AppSW

Private

Stone & Associates

7910 Ivanhoe Ave., Suite 319
La Jolla, CA 92037
(619) 459-9173

Viveca Stone, President

Is Revenue FYE 12/87 : \$ 0.5 m

Total Employees: 18

Services: AppSW

Private

Structural Measurement Systems, Inc.

651 River Oaks Parkway
San Jose, CA 95134
(408) 263-2200

Mark Richardson, President

Total Employees: 40

Services: Pfs AppSW

Private

Subscriber Computing, Inc.

17151 Newhope St., Suite 210
Fountain Valley, CA 92708
(714) 662-5876

Martin Cooper, Chairman

Total Employees: 8

Services: AppSW TkY

Parent Company: Dyna, Inc.

Sun Microsystems, Inc.

2550 Garcia Avenue
Mountain View, CA 94043
(415) 960 1300

Scott McNealy

Total Revenue FYE / : \$ 537.0 m

Public

Sybase, Inc.

2910 7th Street
Berkeley, CA 94710
(415) 548-4500

Mark Hoffmann, President

Is Revenue FYE 12/87 : \$ 6.0 m

Total Employees: 200

Services: SysSW

Private

Sybex, Inc.

2344 Sixth Street
Berkeley, CA 94710
(415) 848-8233

Private

Symantec Corporation

10201 Torre Ave.
Cupertino, CA 95014
(408) 253-9600

Gordon Eubanks, President

Is Revenue FYE 12/87 : \$ 25.0 m

Total Employees: 157

Services: Network AppSW SysSW

Private

Symmetric Software

2005 Balboa Blvd., Suite 256
Newport Beach, CA
(714) 632-0823

Private

Symmitar Systems, Inc.

9968 Hibert St., Suite 202
San Diego, CA 92131
(619) 271-0946

Mr. Manny Prupes, President

Total Revenue FYE 12/86 : \$ 2.2 m

Is Revenue : \$ 2.2 m

Total Employees: 8

Services: AppSW TkY

Private



CAMS 1988
Directory of Information Services Companies
State of California

Syntelligence, Inc.

1000 Hamlin Court
Sunnyvale, CA 94088
(408) 745-6666

Sheldon Brainer, President

Total Revenue FYE 12/86 : \$ 3.0 m

Is Revenue : \$ 3.0 m

Total Employees: 100

Services: Pfs

Private

Sysorex International, Inc.

335 E. Middlefield Road
Mountain View, CA 94043
(415) 967-2200

Abdus Salam Qurcishi, President

Is Revenue FYE 09/87 : \$ 25.0 m

Total Employees: 100

Services: SysInt

Private

Systar Corporation

1762 Technology Dr., Suite 208
San Jose, CA 95110
(408) 923-3336

David Retz, President

Total Revenue : \$ 2.0 m

Is Revenue : \$ 2.0 m

Total Employees: 24

Private

System Integrators, Inc.

4111 North Freeway Blvd.
P.O. Box 13626
Sacramento, CA 95853
(916) 929-9481

James P. Lennane, President

Is Revenue FYE 09/87 : \$ 32.0 m

Total Employees: 526

Services: Tky

Public

Systems Control, Inc.

1801 Page Mill Rd.
P.O. Box 10025
Palo Alto, CA 94304
(415) 494-1165

F. R. Miller, President

Total Revenue FYE 12/87 (Est) : \$ 50.4 m

Is Revenue : \$ 50.4 m

Total Employees: 550

Services: Proc SysInt

Parent Company: Scicon Corporation

Systems Plus, Inc.

500 Clyde Avenue
Mountain View, CA 94043
(415) 969-7047

Total Revenue FYE 01/86 : \$ 3.0 m

Is Revenue : \$ 3.0 m

Services: AppSW

Private

Systems & Software

3303 Harbor Blvd., Suite C-11
Costa Mesa, CA 92626
(714) 241-8650

Paul Chien, President

Is Revenue FYE 06/87 : \$ 0.8 m

Total Employees: 7

Services: AppSW

Private

System Vision Corporation

P.O. Box 281166
San Francisco, CA 94128
(415) 697-3861

Virginia Tormey

Total Employees: 5

Private

Systonetics, Inc.

1561 E. Orangethorne Avenue
Fullerton, CA 92631
(714) 680-0910

Allena Lu, President

Is Revenue FYE 03/87 : \$ 9.0 m

Total Employees: 37

Services: AppSW

Public

Tandem Computers Incorporated

19333 Vallico Parkway
Cupertino, CA 95014
(408) 725-6000

Mr. James G. Treybig

Is Revenue FYE 01/87 : \$ 43.0 m

Total Employees: 8200

Services: SysSW

Public



CAMS 1988
Directory of Information Services Companies
State of California

Technicall

390 Bridge Parkway, Suite 101
Redwood City, CA 94065
(414) 595-3341

David Andrews, President
Total Employees: 25
Private

Teknowledge, Inc.

1850 Embarcadero Road
P.O. Box 10119
Palo Alto, CA 94303
(415) 424-0500

Peter E. Weber
Is Revenue FYE 06/87 : \$ 20.0 m
Total Employees: 150
Services: Pfs AppSW
Public

Telecredit, Inc.

1901 Avenue of the Stars
Los Angeles, CA 90067
(213) 277-4061

Lee A. Ault III, President
Is Revenue FYE 04/87 : \$ 139.7 m
Services: Proc
Public

Telesoft

10634 Roselle Street
San Diego, CA 92121
(619) 457-2700

Amnon Ben-Yehuda, President
Total Revenue FYE 04/84 (Est) : \$ 7.0 m
Is Revenue (Est) : \$ 7.0 m
Total Employees: 110
Services: Pfs
Private

Telos Corporation

3420 Ocean Park Boulevard
Santa Monica, CA 90405
(213) 450-2424

Howard Metcalfe, President
Is Revenue FYE 12/87 : \$ 75.0 m
Total Employees: 1616
Services: Pfs SysInt
Public

Template Graphics Software

9685 Scranton Road

San Diego, CA 92121
(619) 457-5359

Robert Bruns
Total Revenue FYE 12/88 (Est) : \$ 4.0 m
Is Revenue : \$ 4.0 m
Total Employees: 40
Services: AppSW
Public
Parent Company: United Telecommunications, Inc.

TENERA, L.P.

1995 University Avenue
Berkeley, CA 94704
(415) 845-5200

Donald Davis, President
Total Revenue FYE 12/87 : \$ 35.2 m
Is Revenue : \$ 4.8 m
Total Employees: 155
Services: Pfs
Public

Teradata Corporation

12945 Jefferson Blvd.
Los Angeles, CA 90066
(213) 827-8777

Kenneth W. Simmonds, President
Is Revenue FYE 06/87 (Est) : \$ 59.3 m
Services: Tky
Public

Tesseract Corporation

15 Spear Street
San Francisco, CA 94105
(415) 543-9320

Williams Marvin, Vice President Marketing
Total Revenue FYE 01/87 (Est) : \$ 20.0 m
Total Employees: 275
Services: Pfs AppSW
Parent Company: Prudential Insurance Company (The)

Theos Software Corporation

1777 Botelho Drive
Suite 360
Walnut Creek, CA 94596
(415) 935-1118

Timothy Williams
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 7.5 m
Total Employees: 150
Services: SysSW



CAMS 1988
Directory of Information Services Companies
State of California

Thomas Beck, Inc.

P.O. Box 786
Sausalito, CA 94966
(415) 331-1555

Total Revenue (Est) : \$ 0.7 m
Is Revenue (Est) : \$ 0.3 m
Total Employees: 4
Services: Pfs
Private

Three Brothers

650 Second Street
San Francisco, CA 94105
(415) 397-2400

Private

Three D Graphics

860 Via de la Paz
Pacific Palisades, CA
(213) 459-7949

E. Easton, President
Total Revenue FYE 12/85 (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 10
Services: AppSW
Private

Titan Corporation (The)

9191 Towne Center Dr., Suite 600
San Diego, CA 92122
(619) 453-9592

Private

T/Maker Company

1390 Villa Street
Mountain View, CA 94041
(415) 962-0195

J. A. Heidi Roizen, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 100.0 m
Total Employees: 15
Services: AppSW
Private

Tone Software Corporation

1735 South Brookhurst Street
Anaheim, CA 92804
(714) 991-9460

Jerry Slater, President
Total Revenue FYE 06/83 (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m

Total Employees: 15
Private

Tower Systems International

2220 Fairview Road
Costa Mesa, CA 92627
(714) 650-4900

J. Gregory Siemon, President
Is Revenue FYE 12/87 : \$ 4.5 m
Total Employees: 48
Services: SysSW
Private

Training Company (The)

657 Mission Street, Suite 500
San Francisco, CA 94105
(415) 986-1121

Lance Dublin, President
Total Revenue : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 10
Services: Pfs Proc AppSW
Parent Company: Dublin Group (The)

Transend Corporation

The Willage Way, 884 Portola Dr.
Portola Valley, CA 94055
(415) 851-3402

Fred Krefetz, President
Total Employees: 25
Private

TransTechnology Corp.

15303 Venture Blvd.
Sherman Oaks, CA 91403
(818) 990-5920

Dan McBride



CAMS 1988
Directory of Information Services Companies
State of California

Trax Softworks Incorporated

10801 National Blvd.
Los Angeles, CA 90064-4126
(213) 475-8729

Tom Cox, CEO

Is Revenue FYE 01/87 : \$ 1.8 m

Total Employees: 24

Services: AppSW

Private

TRIADIGM International

345 California Street
Suite 1220
San Francisco, CA 94104
(415) 984-5777

Private

Triad Systems Corporation

3055 Triad Dr.
Livermore, CA 94550
(415) 449-0606

James R. Porter, President

Is Revenue FYE 09/87 : \$ 82.8 m

Total Employees: 1365

Services: Network Pfs Tky

Public

TRT Telecommunication Corporation

1875 South Grant
Suite 750
San Mateo, CA 94402
(415) 349-4600

Services: Network SysSW

Private

Trutec Software

1700 Solano Avenue
Berkeley, CA 94709
(415) 525-4901

Private

TRW Information Services

505 City Parkway West
Orange, CA 92668
(714) 385-7000

Edward F. Freeman, Vice-President

Total Revenue FYE 12/87 : \$ 141.0 m

Is Revenue : \$ 141.0 m

Total Employees: 1800

Services: Network

Parent Company: TRW, Inc.

TRW System Engineering & Division Development

1 Spare Park
Redondo Beach, CA 90278
(213) 535-4321

Philip N. Papaccio, Vice President

Total Revenue FYE 12/86 (Est) : \$ 192.0 m

Total Employees: 2400

Services: Pls

Turner Hall Publishing

10201 Torre Avenue
Cupertino, CA 95014
(408) 253-9607

Thomas Byers, General Manager

Total Revenue (Est) : \$ 2.0 m

Is Revenue (Est) : \$ 1.8 m

Services: AppSW

Private

Parent Company: Symantec Corporation

Ungermann-Bass, Inc.

3900 Freedom Circle
Santa Clara, CA 95054
(408) 496-0111

Ralph Ungermann, President + CEO

Total Revenue FYE 01/87 (Est) : \$ 143.8 m

Total Employees: 900

Services: Network

Unicorn Systems Company

3807 Wilshire Blvd.
Los Angeles, CA 90010
(213) 380-6974

Mike Scroggie, President

Total Revenue FYE 01/87 (Est) : \$ 4.0 m

Is Revenue : \$ 4.0 m

Total Employees: 40

Services: Pfs SysSW

Private



CAMS 1988
Directory of Information Services Companies
State of California

Unisoft System, Corp.

6121 Hollis St.
Emeryville, CA 94708
(415) 644-1230

Robert Ackerman, President

Total Employees: 60

Public

United Computing Systems Inc.

10564 Progress Way
Cypress, CA 90630
(714) 220-2931

Total Revenue FYE 01/84 : \$ 0.5 m

Is Revenue : \$ 0.5 m

Total Employees: 19

Private

United Software Industries, Inc.

1880 Century Park East
Century Park, CA 90067
(213) 556-2211

Franklin P. Swain, President

Total Employees: 40

Private

University Software Systems

250 North Nash Street
El Segundo, CA 90245
(213) 772-0681

Robert Ewing, President

Parent Company: Agabian Associates

Urban Decision Systems, Inc.

2040 Armacast Avenue
P.O. Box 25953
Los Angeles, CA 90025
(213) 820-8931

Vladimir V. Almendingert, President

Is Revenue FYE 04/87 : \$ 4.8 m

Total Employees: 41

Services: AppSW SysSW

Private

U.S. Administrators

3540 Wilshire Blvd.
Los Angeles, CA 90010
(213) 383-1100

Geoffrey Wood, President

Is Revenue FYE 12/87 (Est) : \$ 40.0 m

Total Employees: 115

Services: Proc

Public

Parent Company: Crownx, Inc. CANADA

Userware International

2235 Meyers Avenue
Escondido, CA 92025
(619) 745-6006

Bruce Hodgson, President

Total Revenue FYE 10/87 (Est) : \$ 4.0 m

Is Revenue : \$ 4.0 m

Total Employees: 35

Parent Company: Pioneer Computer Group

Valid Logic Systems, Inc.

2820 Orchard Pkwy.
San Jose, CA 95134
(408) 432-9400

W. Douglas Hajjar

Is Revenue FYE 12/87 : \$ 34.0 m

Total Employees: 600

Services: Tky

Private

Valisys Corporation

2050 Martin Avenue
Santa Clara, CA 95050
(408) 970-9760

John J. Clancy, CEO

Total Employees: 46

Services: AppSW

Parent Company: FMC Corporation

Vault Corporation

2192 Anchor Court, Unit C
Newbury, CA 91320
(805) 499-5978

W. Krag Brothby, President

Is Revenue FYE 01/87 : \$ 1.4 m

Total Employees: 20

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of California

Verity Inc.

1550 Plymouth Street
Mountain View, CA 94043-1230
(415) 960-7600

Michael Pliner, President, Chairman and
CEO
Total Employees: 10
Services: SysSW
Private

Virtual Microsystems, Inc.

2150 Shattuck Avenue
Suite 300
Berkeley, CA 94704
(415) 841-9594

Gianluca Rattazzi, President
Total Revenue FYE 06/86 (Est) : \$ 14.0 m
Total Employees: 50
Services: SysSW
Parent Company: ROSSDATA Corporation

Visa USA, Inc.

3125 Clearview Way
San Mateo, CA
(415) 570-3200

Carl T. Russell, President
Total Employees: 1007
Services: Network Pfs Tky
Private

Visionics

343 Gibraltar Drive
Sunnyvale, CA 94089
(408) 745-1551

Rein Luik, President
Total Revenue : \$ 2.0 m
Is Revenue : \$ 1.7 m
Total Employees: 22
Services: AppSW
Private

Visual Engineering Inc.

2150 North First St. Suite 600
San Jose, CA 95131
(408) 922-2800

Bob Glazebrook, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 10
Services: AppSW SysSW
Private

Visual Software, Inc.

3945 Freedom Circle
Suite 540
Santa Clara, CA 95054
(408) 988-7575

David West, President
Total Employees: 15
Services: SysSW
Private

VM/CMS Unlimited, Inc.

11770 Bernardo Plaza Ct.
Suite 255
San Diego, CA 92128
(619) 487-8030

Parent Company: First Alliance

Voicemail International, Inc.

2953 Bunker Hill Lane
Santa Clara, CA 95054
(408) 980-4000

Alan Rossi, President

Total Revenue FYE 01/87 (Est) : \$ 4.7 m
Is Revenue : \$ 4.7 m
Total Employees: 60
Services: Network Tky
Public

VRC Consulting Group

289 S. San Antonio
Los Altos, CA 94022
(415) 948-1513

Vince Ceriello

Total Employees: 12
Services: Pfs SysInt
Private

Walker Interactive Products

100 Spear Street
Suite 300
San Francisco, CA 94105
(415) 495-8811

David Brownlee, President

Is Revenue FYE 12/87 : \$ 10.0 m
Total Employees: 105
Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of California

Waveform

1912 Bonita Way
Berkeley, CA 94704
(415) 841-9866

Private

Wave Software

2741 Union
San Francisco, CA 94123
(415) 931-6532

Andrew Dunke, President

Is Revenue FYE 07/87 (Est) : \$ 0.2 m

Total Employees: 2

Services: AppSW

Private

Western Data Systems, Inc.

22120 Clarendon St. Suite 100
Woodland Hills, CA 91367
(818) 340-4041

Richard C. Lemons, President

Total Revenue FYE 12/85 : \$ 4.6 m

Total Employees: 50

Services: AppSW

Private

Westminster Software, Inc.

700 E. El Camino Real
Suite 360
Mountain View, CA 94040
(408) 736-7400

Michael Murphy, President

Total Revenue FYE 03/86 (Est) : \$ 0.8 m

Is Revenue (Est) : \$ 0.7 m

Total Employees: 13

Services: Pfs

Private

**White Storage & Retrieval Systems, Inc. -
Systems Division**

11491 Sorento Valley Road
San Diego, CA 92121
(619) 457-2320

Donald Weiss, President

Total Employees: 60

Services: SysSW

Parent Company: White Storage-Retrieval
Systems, Inc.

Whittaker Corporation

10880 Wilshire Blvd.

Los Angeles, CA 90024

(213) 475-9411

Gregory T. Parkos, President

Total Revenue FYE 10/86 : \$ 399.1 m

Public

Wills Van den Burgh, Inc.

1150 Bayhill Drive

Suite 121

San Bruno, CA 94066

(415) 583-7908

Wills Van den Burgh, President

Is Revenue FYE 12/87 (Est) : \$ 1.4 m

Total Employees: 12

Services: AppSW

Private

Wismer Associates, Inc.

22134 Sherman Way
Canoga Park, CA 91303
(818) 884-5515

David A. Wismer, President

Total Revenue FYE 12/88 (Est) : \$ 7.5 m

Is Revenue : \$ 7.5 m

Total Employees: 65

Services: Network Proc AppSW

Parent Company: SunGard Data Systems, Inc.

Wold Communications, Inc.

10880 Wilshire Boulevard
Los Angeles, CA 90024
(213) 474-3500

Robert N. Wold, President

Total Revenue FYE 12/85 : \$ 30.0 m

Is Revenue : \$ 30.0 m

Total Employees: 160

Private

Wollongong Group, Inc.

1129 San Antonio Road
Palo Alto, CA 94303
(415) 962-7100

Noel Kile, President

Is Revenue FYE 06/87 : \$ 11.0 m

Total Employees: 145

Services: AppSW SysSW

Private



CAMS 1988
Directory of Information Services Companies
State of California

XA Systems Corporation

987 University Ave.
Los Gatos, CA 95030
(408) 395-1800

Marc Fey, President

Total Revenue FYE 12/85 : \$ 2.2 m

Is Revenue : \$ 2.2 m

Total Employees: 30

Services: AppSW

Private

XED Integrated Office Software

Box 3938
Chatsworth, CA 91313
(818) 884-2000

Private

Xenex Computer Systems, Inc.

3017 Gold Canal Drive Suite 500
Rancho Cordova, CA 95670
(916) 635-8682

Robert Gray, President

Is Revenue FYE 12/87 : \$ 1.2 m

Total Employees: 17

Services: Proc

Private

XenoSoft

1454 6th Street
Berkeley, CA 94710-1431
(415) 525-3113

Services: AppSW

Private

Xerox Computer Services

5310 Beethoven Street
Los Angeles, CA 90066
(213) 306-4000

William V. Fello, President

Total Revenue FYE 01/87 (Est) : \$ 90.0 m

Total Employees: 350

Services: Proc AppSW Tky

Parent Company: Xerox Corporation

X/Open Company Ltd.

1750 Montgomery Street
San Francisco, CA 94111
(415) 773-5383

Private

Xscribe

6160 Cornerstone Court, East
San Diego, CA 92137
(619) 457-5091

Robert F. Mawhiney, President

Services: AppSW Tky

Public

XtraSoft, Inc.

4701 Patrick Henry Drive, Bldg. 21
Santa Clara, CA 95054
(408) 986-9872

Sharon Thornton

Is Revenue FYE 12/87 : \$ 2.5 m

Total Employees: 24

Services: AppSW

Private

XXCAL

11500 Olympic Blvd.
Los Angeles, CA 90064
(213) 477-2902

Private

XXCAL, Inc.

11500 Olympic Blvd.
Los Angeles, CA 90064
(213) 477-2902

Is Revenue FYE 01/87 (Est) : \$ 15.0 m

Services: Pfs

Private



CAMS 1988
Directory of Information Services Companies
State of California

ZeroOne Systems, Inc.

2431 Mission College Blvd.
Santa Clara, CA 95054
(408) 988-3030

Dr. Frank S. Greene, Jr., President
Total Revenue FYE 12/85 : \$ 9.0 m
Is Revenue : \$ 9.0 m
Total Employees: 85
Private

Zimmerman Holdings, Inc.

2600 Mission Street
San Marino, CA 91108
(818) 441-0444

Public

Zytron Corporation

2200 Sand Hill Road
Menlo Park, CA 95025
(415) 854-2306

Richard P. Hoberg, President
Is Revenue FYE 01/87 : \$ 71.1 m
Total Employees: 750
Services: Proc
Parent Company: Dun & Bradstreet
Corporation (The)



CAMS 1988
Directory of Information Services Companies
State of Colorado

3CI

155 W. Harvard
Fort Collins, CO 80525
(303) 223-2722

R. Mehta, President
Total Revenue FYE 11/86 (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m
Total Employees: 35
Services: AppSW
Private

Advanced Computer Systems, Inc.

6746 S. Rever Parkway, Box 100
Englewood, CO 80112
(303) 761-2722

Vincent J. Lawrence, President
Total Revenue FYE 12/85 (Est) : \$ 2.1 m
Is Revenue (Est) : \$ 2.1 m
Total Employees: 20
Services: Pfs Proc AppSW Tky
Private

Advanced Data Systems, Inc.

3604 Galley Rd., Suite 105
Colorado Springs, CO 80909
(303) 574-5074

Dennis L. Christy, President
Total Revenue FYE 12/86 : \$ 2.0 m
Is Revenue : \$ 2.0 m
Total Employees: 20
Services: Proc
Private

Alpine Data Systems

737 So. Townsend Avenue
Montrose, CO 81401
(303) 249-1400

Jesse Tarshis, President
Is Revenue FYE 12/87 : \$ 0.5 m
Total Employees: 9
Services: SysSW SysInt
Private

Analytical Processes Corporation

737 South Townsend Avenue
Montrose, CO 81401
(303) 249-1400

Jack Dooley, Marketing Manager
Total Employees: 10
Services: Pfs Proc AppSW Tky
Private

ANA TECH Corporation

10499 Bradford Road
Littleton, CO 80127
(303) 973-6722

Private

Anderson-Bell Co.

11479 So. Pine Drive
Parker, CO 80134
(303) 841-5445

Ed Anderson, President
Is Revenue FYE 12/87 (Est) : \$ 0.4 m
Total Employees: 10
Services: AppSW
Private

Auto-Trol Technology Corp.

12500 N. Washington St.
Denver, CO 80233
(303) 252-4919

Howard B. Hillman, President
Is Revenue FYE 09/87 : \$ 75.9 m
Total Employees: 700
Services: Pfs AppSW Tky
Public

Aviation Information Services, Inc.

1726 Coe Boulevard,
Suite 200
Golden, CO 80401
(303) 279-8910

Craig W. Bergin
Total Revenue FYE 01/87 (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 6
Services: Proc AppSW
Private

Berger & Company Information Management Consultants

1350 17th Street, Suite 300
Denver, CO 80202
(303) 571-4557

Wayne Berger, President
Is Revenue FYE 01/87 : \$ 2.8 m
Total Employees: 50
Services: Pfs
Private

CAMS 1988
Directory of Information Services Companies
State of Colorado

Butler Computer Graphics

5200 East Evans
Denver, CO 80222
(303) 756-8811

Bill Knight, President

Total Revenue FYE 12/84 (Est) : \$ 15.0 m

Is Revenue (Est) : \$ 15.0 m

Services: Pfs AppSW

Parent Company: North American Ventures,
Inc.

Cadnetix Corporation

5757 Flatiron Parkway
Boulder, CO 80301
(303) 444-8075

Bruce Holland, President

Total Revenue FYE 01/87 (Est) : \$ 53.9 m

Total Employees: 550

Public

Champion Business Systems, Inc.

17301 W. Colfax Ave.
Suite 250
Golden, CO 80401
(303) 278-8666

Total Employees: 34

Services: AppSW

Private

Champion Software

66 S. Van Gordon Street, Suite 155
Lakewood, CO 80228
(303) 987-2588

Private

Cibar, Inc.

2864 S. Circle Drive
Suite 200
Colorado Springs, CO 80607
(303) 579-9000

Loren Shannon, President

Total Revenue FYE 12/86 : \$ 3.0 m

Total Employees: 60

Services: Pfs AppSW

Private

Computercraft Services, Inc.

1380 S. Santa Fe Drive
Denver, CO 80223
(303) 778-1122

Gerald Lawson, President

Total Employees: 10

Services: Proc

Private

Data Law Company

6341 S. Troy Circle, Suite E
Englewood, CO 80111
(303) 790-8193

David Johnson, President

Is Revenue FYE 12/87 : \$ 0.5 m

Total Employees: 11

Services: Pfs SysSW

Public

Denver Processing Center

1449 Chaupa Street
Denver, CO 80202
(303) 571-1170

John Emmert, President

Total Revenue : \$ 2.0 m

Is Revenue : \$ 1.3 m

Total Employees: 20

Services: Pfs Proc AppSW

Private

Parent Company: Strata Search

Dynamic Information Systems Corporation

910 15th Street
Suite 640
Denver, CO 80202
(303) 893-0335

Mark Trasko, President

Total Revenue FYE 06/88 (Est) : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 50

Services: SysSW

Private

Electronic Catalog, Inc.

317 E. San Rafael
Colorado Springs, CO 80903
(303) 577-4050

Warren Frush, President

Total Employees: 12

Services: Proc

Private

CAMS 1988
Directory of Information Services Companies
State of Colorado

Hathaway Corporation

350 Interlaken
Broomfield, CO 80020
(303) 460-1500

Total Revenue FYE 01/87 (Est) : \$ 45.0 m
Is Revenue : \$ 22.5 m
Total Employees: 500
Services: AppSW
Public

Integrity Solutions, Inc.

7921 Southpark Plaza
Suite 200
Littleton, CO 80120
(303) 794-5505

Jerome Nickerson, President/Chairman
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 25
Services: SysSW
Private

Interactive Systems Corporation

5500 S. Sycamore Street
Littleton, CO 80120
(303) 797-2400

John Slack, President
Is Revenue FYE 12/84 (Est) : \$ 0.5 m
Services: Pfs AppSW
Parent Company: Eastman Kodak

J.D. Edwards & Company

4949 S. Syracuse St.
Suite 5500
Denver, CO 80237
(303) 773-3732

Ed McVane
Is Revenue FYE 01/87 (Est) : \$ 14.4 m
Total Employees: 225
Services: Pfs AppSW Tky
Private

Kimbrough Computer Sales, Inc.

3705 Kipling Street
Wheat Ridge, CO 80033
(303) 425-0663

Fred Hughes
Total Revenue FYE 12/88 (Est) : \$ 15.0 m
Total Employees: 80
Private

Mainstay Software

1745 Stout Street,
Suite 201
Denver, CO 80202
(303) 298-8961

Dan Walkovitz, President

Total Revenue FYE 01/87 (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 12
Services: Pfs AppSW SysSW
Private

Management Design, Inc.

2851 S. Parker Rd., Suite 1080
Aurora, CO 80014
(303) 696-6501

Mark C. Smith, President

Total Revenue FYE 08/85 (Est) : \$ 1.9 m
Is Revenue (Est) : \$ 1.9 m
Total Employees: 20
Services: Pfs SysInt
Private

MB & Associates

7921 South Park Plaza
Suite 200
Littleton, CO 80120
(303) 794-1740

Frank J. Mettam, President, CEO

Total Employees: 14
Private

Micro Decisionware

2995 Wilderness Place
Boulder, CO 80301
(303) 443-2706

John Quinlan, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Total Employees: 21
Services: AppSW
Private

Minicomputer Systems Incorporated (MSI)

2037 16th Street
Boulder, CO 80302
(303) 443-3347

Richard Steele, President

Is Revenue FYE 12/87 : \$ 1.5 m
Total Employees: 16
Services: SysSW
Private

CAMS 1988
Directory of Information Services Companies
State of Colorado

Neodata Services

833 West South Boulder Road
Louisville, CO 80027
(303) 666-7000

Kurt J. Burghardt, President

Total Employees: 250

Services: Proc

Parent Company: Dun & Bradstreet
Corporation (The)

Oil-Tronix, Ltd.

1580 Lincoln Street
Suite 1240
Denver, CO 80203
(303) 832-1240

Harold L. Hawkins, President

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Is Revenue : \$ 0.5 m

Total Employees: 3

Services: Proc AppSW

Private

Petroleum Information Corporation

P.O. Box 2612
Denver, CO 80201
(303) 740-7100

Robert G. Harsten, President

Is Revenue FYE 12/87 : \$ 49.6 m

Total Employees: 1300

Services: Network Pfs

Private

Parent Company: Dun & Bradstreet
Corporation (The)

PHH Aviation Systems, Inc.

1726 Cole Blvd., Suite 200
Golden, CO 80401
(303) 279-8910

William Watt, President

Is Revenue FYE 04/87 : \$ 2.2 m

Total Employees: 18

Services: AppSW SysSW

Public

Pinnacle Software Systems, Inc.

2517 West Vine
Fort Collins, CO 80521
(303) 224-5061

Paul G. Enockson, President

Total Employees: 3

Services: AppSW

Private

Precision Visuals, Inc.

6260 Lookout Road
Boulder, CO 80301
(303) 530-9000

James R. Warner, President

Is Revenue FYE 12/87 : \$ 14.1 m

Total Employees: 200

Services: Pfs AppSW

Private

Profitool, Inc.

Hudson's Bay Centre
1600 Stout Street, #2000
Denver, CO 80202
(303) 571-1555

Gary Tamblin, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 14

Services: AppSW

Private

Public Systems Associates, Inc.

770 Grant, Suite 200
Denver, CO 80203
(303) 831-1260

Total Employees: 30

Services: Pfs

Private

QC Data

777 Grant Street
Suite 111
Denver, CO 80203
(303) 837-1444

Gary Sawkins, President

Is Revenue FYE 06/87 (Est) : \$ 8.5 m

Total Employees: 300

Services: Pfs Proc AppSW

Private

Redi/Multi-List, Inc.

165 S. Union Blvd.
Lakewood, CO 80228
(303) 987-2338

Jim Metcalf, President

Total Revenue FYE 12/84 : \$ 40.0 m

Is Revenue : \$ 5.5 m

Total Employees: 900

Services: Proc Tky

CAMS 1988
Directory of Information Services Companies
State of Colorado

Private

CAMS 1988
Directory of Information Services Companies
State of Colorado

ROCI, Inc.

7175 W. Jefferson Avenue
Lakewood, CO 80235-2303
(303) 985-1881

Earl Friedman, President
Is Revenue FYE 12/87 : \$ 1.0 m
Total Employees: 10
Services: Tky
Private

Satellite Information Systems Company

Suite 1, Arapahoe Avenue
Boulder, CO 80302
(303) 449-0442

Mike Ellis, President, Chairman and CEO
Total Revenue FYE 01/87 (Est) : \$ 2.3 m
Total Employees: 29
Services: AppSW
Public

Scientific Software - Intercomp

1801 California Street
Denver, CO 80202
(303) 292-1111

Dr. E. Allen Brietenbach
Is Revenue FYE 12/87 : \$ 27.2 m
Total Employees: 204
Services: Pfs Proc AppSW SysSW Tky
Public

SDD, Inc.

3100 Arapahoe Road, Suite 202
Boulder, CO 80303
(303) 449-3634

Al Colwicz, President
Is Revenue FYE 12/87 : \$ 3.0 m
Total Employees: 20
Services: AppSW
Private

Sigma Design, Inc.

61 Inverness Drive
E. Englewood, CO 80112
(303) 790-9080

Ken Ledeer, President
Total Revenue FYE 11/85 : \$ 10.0 m
Is Revenue : \$ 9.0 m
Total Employees: 120
Services: Pfs AppSW SysInt Tky
Private

Softronics, Inc.

7899 Lexington Drive, Suite 210
Colorado Springs, CO 80920
(303) 593-9540

Services: AppSW
Private

Spectrum Human Resources Sytems Corp.

1625 Broadway, Suite 2800
Denver, CO 80202
(303) 534-8813

James Spoor, President
Private

Standard & Poor's Compustat Services, Inc.

7400 S. Alton Court
Englewood, CO 80112
(303) 771-6510

James E. McEntire, President
Total Revenue FYE 12/88 (Est) : \$ 10.0 m
Total Employees: 300
Parent Company: McGraw-Hill, Inc.

Strata Search

1449 Champa Street
Denver, CO 80202
(303) 571-1170

John Emert, President
Is Revenue FYE 12/87 : \$ 2.2 m
Total Employees: 30
Services: Pfs SysSW
Public

UNIPAC Service Corporation

3015 S. Parker Road
Suite 400
Aurora, CO 80014
(303) 696-9600

John Kern, President
Total Revenue FYE 11/85 (Est) : \$ 20.0 m
Is Revenue (Est) : \$ 20.0 m
Total Employees: 300
Services: Proc
Parent Company: UNIPAC Group (The)



CAMS 1988
Directory of Information Services Companies
State of Colorado

U S West Information Systems

6200 South Quebec
Englewood, CO 80111
(303) 889-6200

Wiland Services

6707 Winchester Circle
Boulder, CO 80301
(303) 530-0606

Phillip A. Wiland, President

Is Revenue FYE 12/87 (Est) : \$ 16.0 m

Total Employees: 250

Services: Proc AppSW

Public

CAMS 1988
Directory of Information Services Companies
State of Connecticut

3M Media Services, Inc.
Four High Ridge Park
Stamford, CT 06905
(203) 329-1170

David Webber, President

Adesse Corporation (The)
36 Mill Plain Road
Suite 307
Danbury, CT 06811
(203) 790-9473

Gerald M. DePass
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Total Employees: 55
Private

ADP Comtrend Division
1345 Washington Blvd.
Stanford, CT 06902
(203) 357-1611

Mark Kochler, President
Parent Company: Automatic Data Processing,
Inc.

Advanced Data Technologies, Inc.
122 Naubuc Avenue, Suite 2D
P.O. Box 907
Glastonbury, CT 06033
(203) 659-2631

Keith N. Flotte, President
Total Revenue FYE 12/85 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 17
Private

ADVO-System, Inc.
One Unixec Lane
Windsor, CT 06095-2668
(203) 285-6211

H. R. Beath, President
Total Revenue FYE 01/87 (Est) : \$ 500.0 m
Is Revenue : \$ 500.0 m
Total Employees: 5000
Services: Network
Public

AM Data Services
205 Whitney Avenue
New Haven, CT 06511
(203) 777-8381

Donald Mulvey, President

Total Employees: 40
Services: Proc
Private

Analysis & Programming Corp.
151 Harvard Avenue
Stamford, CT 06902
(203) 327-6077

Walter Nelson, President
Total Revenue FYE 01/87 : \$ 22.1 m
Total Employees: 300
Services: Pfs Proc
Private

Analysis & Technology, Inc.
Technology Park, Rte 2
North Stovington, CT 06359
(203) 599-3910

A. T. Mollegen Jr., President
Private

Andrews, Duerr & Mantighian
416 Highland Ave.
Cheshire, CT 06410
(203) 271-1300

David H. Andrews, President
Total Revenue FYE 06/85 : \$ 0.4 m
Is Revenue : \$ 0.4 m
Total Employees: 5
Services: Pfs AppSW
Private

APL Group, Inc. (The)
644 Danbury Road
Whilton, CT 06897
(203) 762-3933

Daniel Codman, President
Is Revenue FYE 12/87 (Est) : \$ 7.9 m
Total Employees: 100
Services: Pfs AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of Connecticut

Automatic Computer Services, Inc.

300 Shaw Road
North Branford, CT 06405
(203) 481-4201
Total Revenue : \$ 0.5 m
Is Revenue : \$ 0.5 m
Services: Pfs Proc Tky
Private

Automating Peripherals, Inc.

1567 E. Summer Street
Hartford, CT 53027
(414) 673-6815
Luis Garcia, President
Total Employees: 12
Private

AutoScript, Inc.

11 Mountain Ave.
Bloomfield, CT 06002
(203) 242-2358
John Grise, President
Total Revenue FYE 09/84 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 16
Services: Proc Tky
Private

Baggerly & Associates

1420 N. Claremont Blvd.
Suite 110 B
Claremont, CT 91711
(714) 625-7917
Carole Baggerly, President
Services: Pfs SysSW
Private

Benefit Administration Systems

16 Knight Street
Norwalk, CT 06851
(203) 853-6584
Robert Schwartz, President
Total Employees: 8
Services: AppSW
Private

Blue Cross & Blue Shield

370 Basset Road
North Haven, CT 06473
(203) 239-4911
John Croweak, President/CEO

Public

Bunker Ramo, An Olivetti Co.

2 Enterprise Drive
Shelton, CT 06484
(203) 337-1200
James Lindner
Total Revenue FYE 01/87 (Est) : \$ 20.0 m
Is Revenue : \$ 20.0 m
Total Employees: 750
Services: Tky
Parent Company: Olivetti

Canaan Computer Corporation

39 Lindeman Drive
Trumbull, CT 06611
(203) 372-8100
Robert H. Bernard, President
Total Revenue FYE 06/83 : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 82
Services: Proc
Private

Citicorp Information Resources

4 Stamford Forum
12th Floor
Stamford, CT 06901
(203) 358-9390
Pablo Gonzalez, President
Is Revenue FYE 12/87 : \$ 100.0 m
Total Employees: 30
Services: Pfs Proc Tky
Parent Company: Citicorp

Cognitive Systems, Inc.

234 Church Street
New Haven, CT 06510
(203) 773-0726
Steven Mott, President
Is Revenue FYE 11/87 : \$ 2.4 m
Total Employees: 48
Services: AppSW
Public

CAMS 1988
Directory of Information Services Companies
State of Connecticut

Computer Assistance International, Inc.

200 Park Rd.
West Hartford, CT 06119
(203) 521-3284

Thomas McDonagh

Is Revenue FYE 11/87 : \$ 35.9 m

Total Employees: 675

Services: Pfs AppSW

Private

Computer Covenant Corporation

4 Forest Park Drive
Farmington, CT 06032
(203) 677-6563

Total Revenue (Est) : \$ 0.5 m

Is Revenue (Est) : \$ 0.5 m

Total Employees: 5

Services: AppSW

Private

Computer Processing Institute, Inc.

111 Ash Street
E. Hartford, CT 06108
(203) 528-3716

David Shefrin, President

Total Employees: 240

Services: Pfs

Private

Computer & Software Education Company

214 Good Hill Road
Weston, CT 06883
(215) 878-2531

Private

CUC International, Inc.

777 Summer St.
Stamford, CT 06901
(203) 324-9261

Walter A. Forbes, President

Is Revenue FYE 01/87 : \$ 198.5 m

Total Employees: 2000

Services: Network

Public

Cyber Publishing Inc.

5 Science Park Center
P.O. Box 9565
New Haven, CT 06536
(203) 786-5151

Robert Molloy, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Total Employees: 18

Services: Proc Tky

Private

Dagar/Software Development Corp.

649 Amity Road
Bethany, CT 06525
(800) 233-3711

Arnold Rorrman, President

Total Revenue : \$ 1.6 m

Is Revenue : \$ 1.6 m

Total Employees: 10

Services: AppSW

Private

Data Base Management Inc. (DBMI)

1075 Tolland Turnpike
Manchester, CT 06040
(203) 646-3264

Matthew L. Reiscr, President

Total Employees: 100

Parent Company: American Management
Systems, Inc.

DataEase International, Inc.

7 Cambridge Drive
Trumbull, CT 06611
(203) 374-8000

Arun Gupta, President

Is Revenue FYE 06/87 : \$ 7.5 m

Total Employees: 120

Services: SysSW

Private

Data line Corp.

4 Danbury Road
Wilton, CT 06897
(203) 762-2473

Hugh C. Bell, CEO

CAMS 1988
Directory of Information Services Companies
State of Connecticut

Distribution Management Systems, Inc.
427 Naugatuck Ave.
Milford, CT 06460
(203) 874-6019

Joseph Greene, President
Total Revenue FYE 12/87 (Est) : \$ 1.5 m
Is Revenue : \$ 1.5 m
Total Employees: 15
Services: Tky
Parent Company: Cullinet Software, Inc.

Emhart Corporation
P.O. Box 2730
Hartford, CT 06101
(203) 678-3000
William C. Lichenfels

FBC, Inc.
29 Rado Drive
Naugatuck, CT 06770
(203) 723-7487
Frank Clancy, President
Is Revenue FYE 12/88 : \$ 21.0 m
Total Employees: 100
Services: Pfs Proe
Parent Company: Mechanics & Farmer

Focus Research Systems, Inc.
342 N. Main St.
W. Hartford, CT 06117
(203) 561-1047
Gerald C. Chichester, Chairman
Total Revenue FYE 12/84 : \$ 3.5 m
Is Revenue : \$ 3.5 m
Total Employees: 250
Services: Pfs
Parent Company: Dun & Bradstreet
Corporation (The)

Gerber Garment Technology Inc.
24 Industrial Road West
P.O. Box 769
Tolland, CT 06084
(203) 871-8082
Parent Company: Gerber Scientific, Inc.

Gerber Scientific, Inc.
83 Gerber Road, West
South Windsor, CT 06074
(203) 644-1551
H. Joseph Gerber, President

Is Revenue FYE 04/87 : \$ 89.7 m
Total Employees: 1800
Services: Tky
Public

Gerber Scientific Instrument
83 Gerber Road West
South Windsor, CT 06074
(203) 644-1551

Gerber Scientific Products, Inc.
151 Batson Drive
Manchester, CT 06040
(203) 643-1515
Parent Company: Gerber Scientific, Inc.

Gerber Systems Technology, Inc.
Sullivan Avenue 425
South Windsor, CT 06074
(203) 282-1478
Parent Company: Gerber Scientific, Inc.

GTE Corporation
One Stamford Forum
Stamford, CT 06904
(203) 965-2000
Public



CAMS 1988
Directory of Information Services Companies
State of Connecticut

IBM Information Network

472 Wheelers Farm Road
Milford, CT 06460
(203) 783-7000

Syd N. Heaton, Vice President
Total Revenue FYE 12/85 (Est) : \$ 100.0 m
Is Revenue (Est) : \$ 100.0 m
Services: Proc AppSW
Parent Company: IBM Corporation

IMRS, Inc.

1033 Washington Blvd.
Stamford, CT 06902
(203) 323-6500

James A. Perakis, President
Total Employees: 65
Services: AppSW
Private

Information Analysis Systems Corporation

2 Brookside
Mansfield Center, CT 06250
(203) 429-1691

James Watt, President
Is Revenue FYE 12/87 : \$ 0.7 m
Total Employees: 6
Services: Pfs SysSW
Private

Information Design, Inc.

145 Durham Road #3-3 cc
Madison, CT 06443
(203) 245-8547

Services: AppSW
Private

Information Strategies, Inc. (ISI)

236 Boston Post Road
Orange, CT 06477
(203) 795-6016

Robert Leary, President
Total Revenue (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m
Total Employees: 30
Services: Pfs AppSW
Parent Company: Ocean Data Systems

Information Systems, Inc.

62 Spring Lane
Farmington, CT 06032
(203) 677-2540

John McCormick, President

Is Revenue FYE 12/87 : \$ 6.0 m
Total Employees: 167
Services: Proc
Private

INSET SYSTEMS, INC.

12 Mill Plain Road
Danbury, CT 06811
(203) 794-0396

Don skiba

Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 20
Private

Integrated Management Systems, Inc.

Cityplace, 31st Floor
Hartford, CT 06103
(203) 275-6518

Stephen Forte, President

Total Employees: 23
Private

Intellectual Software

562 Boston Avenue
Bridgeport, CT 06610
(203) 335-0908

Private

Intelligent Business Systems

51 Elm St.
New Haven, CT 06510
(203) 785-0813

William Bird, President

Total Revenue FYE 12/84 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 26
Private

CAMS 1988
Directory of Information Services Companies
State of Connecticut

Loud Consulting (The) Corp.

P.O. Box 7337
Wilton, CT 06897
(516) 794-9200

Douglas Loud, President

Is Revenue FYE 07/87 : \$ 0.8 m
Total Employees: 6
Services: Pfs AppSW SysSW SysInt
Private

Marine Management Systems, Inc.

102 Hamilton Avenue
Stamford, CT 06902
(203) 327-6404

Eugene D. Story, President

Total Revenue FYE 12/84 : \$ 0.5 m
Is Revenue : \$ 0.3 m
Total Employees: 45
Services: Pfs Proc AppSW Tky
Private

Mechanics & Farmer

930 Main Street
Bridgeport, CT 06601
(203) 382-6363

Private

Megahauss Corporation

6215 Farris Square
San Diego, CT 92121
(619) 450-1230

Dr. Paul Stannard

Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Total Employees: 35
Private

MUST Software International

101 Merritt 7
4th Floor
Norwalk, CT 06856
(203) 845-5000

Jean-Luc Badault

Total Employees: 206
Services: Pfs SysSW
Parent Company: Thomson-CSF S.A.

National Business Systems, Inc.

30 Tower Lane
Avon Park South
Avon, CT 06001
(203) 677-8396

Dr. Jay Chang, President

Is Revenue FYE 01/87 (Est) : \$ 0.8 m
Total Employees: 15
Private

National Distributor Systems

959 Main Street
Stratford, CT 01497
(203) 378-1010

John Hillgen, President

Is Revenue FYE 10/87 (Est) : \$ 2.5 m
Total Employees: 10
Services: Pfs Tky
Private

Non-Procedural Systems, Inc.

51 Riverside Avenue
Westport, CT 06880
(203) 222-0230

Harold Ficnlab, Chairman

Total Employees: 20
Private

Payment Services Group

124 Hebron Avenue
Glastonbury, CT 06033
(203) 659-4093

Jack Thorne, President

Is Revenue FYE 12/87 : \$ 1.3 m
Total Employees: 11
Services: AppSW
Private

Quality Data Systems, Inc.

Library Lane
Old Lyme, CT 06371
(203) 434-9275

Gordon W. Wacrer, President

Total Revenue FYE 08/84 : \$ 0.4 m
Is Revenue : \$ 0.4 m
Total Employees: 8
Services: Pfs AppSW
Private



CAMS 1988
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State of Connecticut

Real Decisions Corporation

22 Thorndal Circle
Darien, CT 06820
(203) 656-1500

Robert Bergstrom, CEO
Total Employees: 43
Services: Pfs AppSW
Private

Relay Communciations, Inc.

41 Kenosia Avenue
Danbury, CT 06810
(203) 798-3800

Robert Millstein, President
Total Employees: 50
Services: SysSW
Private

Robert E. Nolan Company, Inc.

90 Hopmeadow Street
Simsburg, CT 06070
(203) 658-1941

Bob E. Nolan, President
Total Employees: 50
Services: Pfs AppSW
Private

Sonecor Systems

367 Orange Street
New Haven, CT 06511
(203) 497-6000

Charles Harrison, President
Total Revenue FYE 12/85 : \$ 75.0 m
Is Revenue : \$ 7.5 m
Total Employees: 550
Parent Company: Southern New England
Telephone

Southern New England Telephone

227 Church Street
New Haven, CT 06506
(203) 771-5200

Public

Stepstone Corporation (The)

75 Glen Road
Sandy Hook, CT 06982
(203) 426-0699

Dennis Sisco, President
Is Revenue FYE 12/87 : \$ 4.4 m
Total Employees: 55

Services: SysSW

Private

Structured Computer Systems, Inc.

17 Talcoti Notch Road
Farmington, CT 06032
(203) 677-0222

Gerard D. O'Connell, V.P. Mktg.
Total Employees: 35
Services: Pfs AppSW
Private

Summagraphics Corporation

777 State Street Extension
Fairfield, CT 06480
(203) 384-1344

Bill Lifka, President
Total Revenue FYE 01/87 : \$ 26.0 m
Is Revenue : \$ 26.0 m
Total Employees: 350
Services: Tky
Private

Target Technologies

16 Knight Street
Norwalk, CT 06851
(203) 866-6010

Thomas G. Cain, President
Is Revenue FYE 08/87 : \$ 0.2 m
Total Employees: 5
Services: Pfs Proc Tky
Private

Technology Consulting Corporation

23 Ariel Way
Avon, CT 06001-3701
(203) 674-8621

Thomas R. Baley, President
Total Revenue FYE 12/84 : \$ 0.3 m
Is Revenue : \$ 0.3 m
Total Employees: 2
Private



CAMS 1988
Directory of Information Services Companies
State of Connecticut

Public

T K Data Solutions

P.O. Box 392
Plantsville, CT 06479
(203) 621-5044

Thomas J. Kerekes
Total Employees: 5
Services: Pfs SysSW SysInt
Private

Travtech

One Tower Square- 3MN
Hartford, CT 06183
(203) 277-9595

Arthur L. quik
Total Revenue FYE 01/87 (Est) : \$ 2.0 m
Is Revenue : \$ 2.0 m
Total Employees: 15
Services: AppSW
Private
Parent Company: Travelers Corporation (The)

Vantage Computer Systems, Inc.

125 Silas Dean Hwy.
Wethersfield, CT 06109
(203) 721-0609

Robert Maltempo
Is Revenue FYE 01/87 : \$ 18.0 m
Total Employees: 255
Services: Pfs Proc AppSW
Private

Weekly Reader Family Software

245 Long Hill Road
Middletown, CT 06457
(203) 347-7251

Private

Wiltek, Inc.

542 Westport Avenue
Norwalk, CT 06851
(203) 853-7400

Private

Xerox Corporation

P.O. Box 1600
Stamford, CT 06904
(203) 968-3000

David T. Kearns, Chairman
Is Revenue FYE 12/87 : \$ 255.0 m
Total Employees: 112000
Services: Pfs Proc AppSW SysInt Tky

CAMS 1988
Directory of Information Services Companies
State of Florida

Abra Cadabra Software

5510 9th Street N.
St. Petersburg, FL 33702
(813) 525-4400

Guy Bohner

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Is Revenue : \$ 0.5 m

Total Employees: 6

Services: AppSW

Private

Accurate Keypunch Service, Inc.

10720 Caribbean Boulevard, #435
Miami, FL 33189
(305) 238-4525

Bett Cadwallader, President

Is Revenue FYE 12/87 : \$ 0.6 m

Total Employees: 6

Services: Proc

Private

ADAPT

P.O. Box 56
Nokomis, FL 33555
(813) 484-4686

Private

Advanced Computer Concepts, Inc.

1921 Ivanhoe Street
Sarasota, FL 34231
(813) 923-1811

Charles M. Gilmore, President

Is Revenue FYE 10/87 : \$ 0.3 m

Total Employees: 9

Services: SysSW

Private

Adventure International

P.O. Box 3435
Longwood, FL 32750
(305) 862-6917

Scott Adams, President

Total Revenue FYE 10/84 : \$ 1.1 m

Is Revenue : \$ 1.1 m

Total Employees: 14

Services: AppSW

Private

American Viking Enterprises Inc.

P.O. Box 189
Maitland, FL 32751

(305) 657-9350

Susan Cruce, President

Is Revenue FYE 12/87 : \$ 1.7 m

Total Employees: 14

Services: AppSW

Private

Applied Software Inc.

840 U S Hwy. 1, Suite 250
North Palm Beach, FL 33408
(305) 626-4818

Walter Josephson, President

Total Revenue FYE 12/86 (Est) : \$ 1.2 m

Is Revenue (Est) : \$ 1.0 m

Total Employees: 15

Services: AppSW

Private

Armor Systems, Inc.

324 N. Orlando Ave.
Maitland, FL 32751
(305) 629-0753

Richard Bourgie, President

Total Revenue FYE 12/85 : \$ 10.0 m

Is Revenue : \$ 10.0 m

Total Employees: 120

Services: AppSW

Private

Automation Intelligence, Inc.

1200 W. Colonial Dr.
Orlando, FL 32804
(305) 843-7030

Ted Fluehradt, President

Total Revenue (Est) : \$ 10.5 m

Total Employees: 110

Services: AppSW

Private

Automotive Computer Group

1421-B Court Street
Clearwater, FL 33516
(813) 443-5761

Services: Tky

Private



CAMS 1988
Directory of Information Services Companies
State of Florida

Auxton Computer Enterprises, Inc.
851 Trafalgar Ct., Suite 300 W.
Maitland, FL 32751
(305) 660-8400

Ms. Cheryl K. Galloway, President
Parent Company: Cincinnati Bell, Inc.

Barkett Computer Services Inc.
P.O. Box 522197
Miami, FL 33152
(305) 592-3304

William Rafferty, President
Private

BST Consultants, Inc.
6110 Gunn Highway
P.O. Box 23425
Tampa, FL 33623
(813) 961-3902

Carlos Baldor, President
Private

BUC International Corp.
1881 Northeast 26th St.
Fort Lauderdale, FL 33305
(305) 565-6715

Walter J. Sullivan, President
Private

Business Computer Solutions, Inc.
1200 N.W. 78th Avenue
Miami, FL 33126
(305) 591-2274

Dr. Ronald A. Goldstein, President
Is Revenue FYE 02/87 : \$ 1.9 m
Total Employees: 20
Services: SysSW
Public

Capital Bancorp
1666 Kennedy Causeway
Miami, FL 33141
(305) 861-4981

Private

CASI-RUSCO, Inc.
552 N.W. 77th Street
Boca Raton, FL 33431
(305) 997-9660

John Witheron, President
Total Revenue (Est) : \$ 5.8 m

Is Revenue (Est) : \$ 5.4 m
Total Employees: 65
Services: AppSW
Private

Center for Computer Systems, Inc. (The)
6965 University Blvd.
Winter Park, FL 32792
(305) 657-6800

Richard P. Conniff, President
Total Revenue FYE 12/84 : \$ 1.2 m
Is Revenue : \$ 1.2 m
Total Employees: 7
Services: Tky
Private

CLAR-TEC Financial Systems, Inc.
1690 Raymond Diehl Rd.
Tallahassee, FL 32308
(904) 385-8370

Thomas W. Clark, President
Total Employees: 6
Services: AppSW
Private

Collier - Jackson, Inc.
3707 W. Cherry St.
Tampa, FL 33607
(813) 872-9990

Charles W. Jackson, President
Total Revenue FYE 12/86 (Est) : \$ 15.0 m
Total Employees: 150
Services: Pfs AppSW Tky
Parent Company: CompuServe, Inc.

CAMS 1988
Directory of Information Services Companies
State of Florida

Computerized Data

13490 Northwest 45th Avenue
Miami, FL 33094
(305) 769-3361
Total Revenue FYE 12/85 (Est) : \$ 4.5 m
Is Revenue (Est) : \$ 4.0 m
Total Employees: 6
Services: Proc Tky
Private

Computer Power, Inc.

661 Riverside Suite 110E
Jacksonville, FL 32204
(904) 350-1400
David M. Hicks, President
Is Revenue FYE 01/87 : \$ 57.0 m
Total Employees: 320
Services: Pfs AppSW
Private

Concord Management Systems, Inc.

5301 W. Cypress
Tampa, FL 33622
(800) 851-1115
Floyd McCall
Is Revenue FYE 01/87 (Est) : \$ 9.0 m
Total Employees: 100
Services: AppSW Tky
Private

Consulting Team Inc.

1655 Palm Beach Lakes Blvd., Suite
200
West Palm Beach, FL 33401
(305) 478-0022
Total Employees: 17
Services: Pfs
Private

Corbel & Co.

6620 South Point Drive, South
Jacksonville, FL 32216
(904) 731-4455
Larry Richter, Chairman
Is Revenue FYE 02/87 : \$ 4.0 m
Total Employees: 40
Services: Proc
Private

Credit Card Software, Inc.

The Spectrum Building

900 Winderley Place

Maitland, FL 32751

(305) 660-0343

Edward F. Hargroves, President

Total Revenue FYE 01/88 : \$ 11.6 m

Total Employees: 150

Services: Proc

Private

Cybernetics Systems, Inc.

550 Water Street
Jacksonville, FL 32202
(904) 359-3145

Jack N. Cooper, President

Total Revenue FYE 12/84 : \$ 50.5 m

Total Employees: 650

Services: Pfs Proc AppSW

Private

Data Access Corporation

14000 S.W. 119th Avenue
Miami, FL 33186
(305) 238-0012
Charles Casanave, III, CEO
Is Revenue FYE 12/87 (Est) : \$ 2.3 m
Total Employees: 67
Services: AppSW
Private

Data Flow Systems, Inc.

2006 Vernon Place
Melbourne, FL 32901
(305) 729-0596
Martin Sullivan, Chairman
Total Revenue FYE 12/84 : \$ 1.1 m
Services: Proc AppSW
Private

DBA Systems, Inc.

1200 South Woody Burks Blvd.
Melbourne, FL 32901-1823
(305) 725-3711
Howard N. Hebert, President
Is Revenue FYE 06/87 : \$ 88.0 m
Total Employees: 752
Services: AppSW
Public



CAMS 1988
Directory of Information Services Companies
State of Florida

Deeresoft, Inc.

P.O. Box 1360
Melbourne, FL 32902
(305) 768-2477

Roy Deere, President

Is Revenue FYE 01/87 : \$ 0.7 m
Total Employees: 6
Services: Network AppSW SysSW Tky
Private

Dynamic Control Corporation

195 Wekiva Springs Road, Suite 32
Longwood, FL 32779-3603
(305) 831-8444

Stephen A. Dougherty, President

Total Revenue FYE 12/85 : \$ 40.0 m
Is Revenue : \$ 40.0 m
Total Employees: 500
Services: Pfs AppSW
Parent Company: Baxter Healthcare
Corporation

Executive Data Systems, Inc.

255 University Drive, #206
Coral Gables, FL 33114
(305) 444-6200

Services: AppSW
Private

Facts & Management Systems, Inc.

7220 N.W. 36th Street, Suite 634
Miami, FL 33156
(305) 592-2898

H. Hamby Hutcheson, President

Total Revenue FYE 12/85 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 9
Services: Pfs Proc AppSW Tky
Private

**Fairchild Weston Systems, Inc./Data Systems
Division**

P.O. Box 3041
Sarasota, FL 34230
(813) 371-0811

Private

FDP Corporation

2140 South Dixie Highway
Miami, FL 33133
(305) 858-8200

Michael C. Goldberg, President

Is Revenue FYE 11/87 : \$ 15.0 m
Total Employees: 180
Services: Pfs AppSW SysSW
Public

Fischer International Systems Corporation

4073 Merchantile Avenue
Naples, FL 33942
(813) 643-1500

Doug Whittemore, President

Total Employees: 38
Services: AppSW
Private

Fleet Management Systems, Inc.

400 Australian Avenue
West Palm Beach, FL 33401
(305) 629-4900

John D. Gorman, President

Total Revenue FYE 01/84 : \$ 13.0 m
Is Revenue : \$ 13.0 m
Total Employees: 60
Services: Proc AppSW
Parent Company: Intec Systems, Inc.

Florida Software Services, Inc.

711 East Altamonte Drive
Altamonte Springs, FL 32701
(305) 831-3001

Ken Kirchman, President

Services: AppSW
Parent Company: Kirchman Corporation
(The)

Geonex Corporation

301 Fourth Street North
St. Petersburg, FL 33701
(813) 823-3300

Harold F. Flynn, President

Total Revenue FYE 09/87 (Est) : \$ 16.0 m
Total Employees: 700
Public



CAMS 1988
Directory of Information Services Companies
State of Florida

Harcourt Brace Jovanovich, Inc.
6277 Sea Harbor Dr.
Orlando, FL 32821
(305) 345-2000

William Jovanovich, Chairman
Public

Harris Corporation
1025 West NASA Blvd.
Melbourne, FL 32919
(305) 727-9100

John T. Hartley, President
Is Revenue FYE 01/87 : \$ 90.0 m
Total Employees: 24000
Services: Pfs AppSW SysSW
Private

Harvey Software
P.O. Box 06596
Fort Myers, FL 33906
(813) 482-8600

Total Revenue (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Services: AppSW
Private

Hawkeye Grafix, Inc.
Box 1400
Oldsmar, FL 33557
(813) 855-5846

Will Pierce, CEO
Total Employees: 5
Private

Hurricane Systems, Inc.
926 Great Pond Drive
Altamonte Springs, FL 32714
(305) 774-8888

W.G. Harold, President
Total Revenue (Est) : \$ 2.5 m
Is Revenue (Est) : \$ 2.5 m
Total Employees: 29
Services: Pfs AppSW
Private

Information Management Services, Inc.
770 West Grenada Blvd., Suite 110
Ormond Beach, FL 32074
(904) 677-5073

Bill Phillips, President
Total Revenue FYE 12/84 : \$ 0.5 m

Is Revenue : \$ 0.5 m
Total Employees: 11
Services: Pfs
Private

Information Processing, Inc.
317 Whooping Crane Loop, Suite
#1825
Altamonte Springs, FL 32701
(305) 331-5200

Private

Intec Systems, Inc.
1800 So. Australian Ave.
West Palm Beach, FL 33409
(407) 640-8383

Jack Hight
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 40
Services: Pfs AppSW SysSW SysInt Tky
Private

Kirchman Corporation (The)
P.O. Box 2269
Orlando, FL 32802
(407) 837-3001

Kenneth P. Kirchman, President
Is Revenue FYE 12/87 : \$ 48.7 m
Total Employees: 300
Services: AppSW
Private

Logical Data Corporation
5240 Babcock Street, N.E., Suite 300
Palm Bay, FL 32905
(407) 725-2537

Rick Whitworth, President
Is Revenue FYE 12/87 : \$ 0.8 m
Total Employees: 19
Services: Pfs AppSW SysSW
Private



CAMS 1988
Directory of Information Services Companies
State of Florida

M. Bryce and Associates, Inc.

777 Alderman Rd.
Palm Harbor, FL 34683
(813) 786-4567

Milt Bryce, President
Is Revenue FYE 12/87 : \$ 1.3 m
Total Employees: 10
Services: Pfs AppSW
Private

MC2 Engineering Software

8107 SW 72nd Avenue, Suite 425
P.O. Box 530980
Miami, FL 33143
(305) 665-0100

Robert S. McClintock, President
Is Revenue FYE 12/87 : \$ 0.7 m
Total Employees: 6
Services: AppSW
Private

Medical Engineering, Inc.

955 Fowler StreetT
Fort Myers, FL 33901
(813) 939-5211

Hugh Murphy, President
Is Revenue FYE 12/87 : \$ 2.7 m
Total Employees: 106
Services: AppSW
Public

Micro Design International, Inc.

6985 University Blvd.
Winter Park, FL 32792
(404) 968-6658

Henry Lassiter
Total Revenue FYE 01/87 (Est) : \$ 2.0 m
Is Revenue : \$ 0.4 m
Total Employees: 21
Services: SysSW
Private

Micro-Systems Software, Inc.

4301-18 Oak Circle
Boca Raton, FL 33431
(305) 391-5077

Larry Studdard, President
Total Revenue (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 0.8 m
Total Employees: 13
Services: AppSW

Private

Mycroft Labs, Inc.

3976 N. Monroe Street
P.O. Box 4106K
Tallahassee, FL 32315
(904) 562-3939

Lawrence E. Hughes, President
Total Revenue FYE 12/84 : \$ 0.7 m
Is Revenue : \$ 0.7 m
Total Employees: 14
Services: AppSW
Private

National Bancard Corporation

1471 S.W. 12th Ave.
Pompano Beach, FL 33060
(305) 785-2100

Walley Whitley, President
Total Revenue FYE 12/86 : \$ 78.8 m
Is Revenue : \$ 78.8 m
Total Employees: 750
Services: Proc
Private

Navie Software

PO Box 30277
North Palm Beach, FL 33418
(305) 848-7850

Private

Network Group, Inc.

2601 Technology Drive
Orlando, FL 32804
(305) 297-0870

John Person, President
Total Revenue FYE 01/87 : \$ 30.0 m
Total Employees: 150
Services: Pfs AppSW Tky

Newtrend Group (The)

2600 Technology Dr.
Orlando, FL 32804
(407) 297-0870

Robert E. King
Is Revenue FYE 01/87 : \$ 27.7 m
Total Employees: 185
Services: Proc AppSW Tky
Private



CAMS 1988
Directory of Information Services Companies
State of Florida

Professional Computer Solutions, Inc.

5541 Arlington Rd
Jacksonville, FL 32205
(904) 744-8134

Ernest Harden, President
Total Employees: 14
Private

Real Estate Data

2398 N.W. 119th St.
Miami, FL 33167
(305) 685-5731

Norm Snesil, President
Total Revenue FYE 01/87 (Est) : \$ 27.5 m
Is Revenue : \$ 22.0 m
Total Employees: 450
Services: Proc
Private

Reflectone, Inc.

5125 Tampa West Blvd.
Tampa, FL 33614
(813) 885-7481

Richard A. Neddo, President
Total Revenue FYE 03/86 : \$ 50.3 m
Total Employees: 600
Public

Reflectone Inc.

5125 Tampa West Blvd.
Tampa, FL 33614
(813) 885-7481

John B. Mowell, Chairman
Total Revenue FYE 03/86 : \$ 0.8 m
Is Revenue : \$ 0.8 m
Total Employees: 16
Services: Tky

Reflectone Training Systems, Inc.

5125 W. Tampa Boulevard
Tampa, FL 33614
(813) 885-7481

John B. Mowell, Chairman
Total Revenue FYE 10/86 : \$ 2.1 m
Is Revenue : \$ 2.1 m
Total Employees: 50
Services: Pfs
Parent Company: Reflectone, Inc.

Scientific Systems Services, Inc. (SSS)

475 S. John Rodas Blvd.

P.O. Box 610

Melbourne, FL 32901
(305) 725-1300

Vincent S. Lamb, Jr., President
Total Revenue FYE 07/86 : \$ 20.5 m
Total Employees: 200
Services: Pfs AppSW SysInt Tky
Public

Seaside Software Inc.

P.O. Box 1428
Perry, FL 32347
(800) 327-5726

M.H. Green

Is Revenue FYE 12/87 : \$ 4.3 m
Total Employees: 40
Services: AppSW
Private

SK Technologies

1650 South Dixie Hwy.
Boca Raton, FL 33432
(407) 393-7540

Randy Selman, President
Total Revenue FYE 01/87 (Est) : \$ 2.4 m
Is Revenue : \$ 2.4 m
Total Employees: 9
Services: SysSW
Private

Smith Crocker

808 NW 23 Ave
PO Box 12665
Gainesville, FL 32604
(904) 373-6156

Carey V Jones, President
Total Revenue FYE 12/85 : \$ 0.4 m
Is Revenue : \$ 0.4 m
Total Employees: 9
Services: Pfs Proc AppSW
Private

Softstar

13935 U.S. Highway #1
Juno Beach, FL 33408
(305) 848-7054

Private



CAMS 1988
Directory of Information Services Companies
State of Florida

Systeme Corporation

101 South Hall Lane
Maitland, FL 32751
(305) 875-1234

Harold Covert, President

Is Revenue FYE 12/87 : \$ 16.5 m

Total Employees: 130

Services: Tky

Private

Systems Coordination, Inc.

255 North Vantage Point Drive
P.O. Box 2600
Crystal River, FL 32629
(904) 795-6596

Earl Porter, President

Total Revenue FYE 12/84 : \$ 6.0 m

Is Revenue : \$ 6.0 m

Services: Pfs AppSW

Private

Thoughtware, Inc.

PO Box 011151
Miami, FL 33101
(305) 854-2318

Jack Levine, President

Total Employees: 40

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Georgia

ADP National Accounts Division
5680 New Northside Drive
Atlanta, GA 30328
(404) 955-3600

Gary Butler, President
Parent Company: Automatic Data Processing,
Inc.

Advanced Business Systems, Inc.
215 West Railroad Street
P.O. Box 596
Montezuma, GA 31063
(912) 472-2341

James D. Lester III, President
Total Revenue FYE 12/84 : \$ 0.4 m
Is Revenue : \$ 0.4 m
Total Employees: 6
Private

Advanced Software Corporation
53 Perry Street
Newnan, GA 30263
(404) 251-3280

Thomas Carson, President
Private

Allied Data Communications Group
5375 Oakbrook Parkway
Norcross, GA 30093
(404) 923-4866

Robert L. Lovely, General Manager
Total Revenue FYE 06/84 : \$ 2.8 m
Is Revenue : \$ 2.8 m
Total Employees: 60
Services: Pfs Proc AppSW
Private

Allied Insurance Services, Inc.
3675 Creshwood Pkwy, #200
Duluth, GA 30136
(404) 381-2493

Mike Linsert, President
Services: AppSW Tky
Private

American Automated, Inc.

242 Falcon Drive
242 Falcon Drive
Forest Park, GA 30050
(404) 361-7777

Total Revenue FYE 01/87 (Est) : \$ 7.0 m

Is Revenue : \$ 7.0 m
Total Employees: 75

American Software, Inc.
470 E. Paces Ferry Road
Atlanta, GA 30305
(404) 261-4381

James C. Edenfield, President
Is Revenue FYE 04/87 : \$ 50.5 m
Total Employees: 379
Services: Pfs AppSW
Public

A-O Electronics, Inc.
2137 Flinstone Drive
Tucker, GA 30084
(404) 491-8044

George Shee
Total Employees: 16
Services: Tky
Private

Atlanta Data Processing Service
2262 Northwest Parkway SE, Suite E
Marietta, GA 30067
(404) 980-1586

Services: AppSW
Private

Atlantic Computing Corporation
1447 Peachtree Street, N.E.
Atlanta, GA 30309
(404) 892-1895

Fay McCoy, Vice President of Operations
Total Revenue FYE 12/85 : \$ 1.5 m
Is Revenue : \$ 1.5 m
Total Employees: 26
Services: Proc
Public



CAMS 1988
Directory of Information Services Companies
State of Georgia

Bell South Corp.

675 W. Peachtree St. - N.E.
Atlanta, GA 30375
(404) 420-8600

John Clendenin

Is Revenue FYE 12/87 : \$ 20.0 m

Services: AppSW SysSW

Public

Brock Control Systems, Inc.

2859 Paces Ferry Road
Atlanta, GA 30339
(404) 431-1200

Rodger Johnson, President

Is Revenue FYE 12/87 : \$ 5.3 m

Total Employees: 44

Services: AppSW

Private

Buypass

6666 Towers Ferry Road
Atlanta, GA
(404) 953-2664

John Festa, President

Total Revenue (Est) : \$ 2.5 m

Is Revenue (Est) : \$ 2.5 m

Total Employees: 65

Services: Proc

Private

Caetec Systems, Inc.

1 Dunwoody Park, Suite 130
Atlanta, GA 30321
(404) 395-7844

Cal McGraw, Chairman & CEO

Total Revenue : \$ 1.0 m

Is Revenue : \$ 0.9 m

Total Employees: 18

Services: Pfs AppSW TkY

Private

Caldwell Systems, Inc.

1640 Powers Ferry Road
Building 15
Marietta, GA 30067
(404) 955-1528

Private

Catronix Corporation

120 Ralph McGill Blvd., Suite 800
Atlanta, GA 30308

(404) 872-2300

Dr. Charles Pearson, Chairman

Total Revenue FYE 03/86 (Est) : \$ 0.3 m

Is Revenue (Est) : \$ 0.3 m

Total Employees: 11

Services: Pfs AppSW TkY

Private

Charter Medical Corporation

577 Mulberry Street
P.O. Box 209
Macon, GA 31298
(912) 742-1161

William A. Fickling, Jr., President

Public

CMD Systems International, Inc.

8601 Dunwoody Place
Atlanta, GA 30338
(404) 587-0934

Ken Rarken, President

Is Revenue FYE 03/87 : \$ 12.0 m

Total Employees: 150

Services: Pfs Proc AppSW SysSW TkY

Private

COIN Financial Systems

5555 Oakbrook Parkway, Building 500
Norcross, GA 30093
(404) 447-6103

Mark Singleton, President

Total Revenue FYE 07/85 : \$ 22.5 m

Total Employees: 250

Services: TkY

Private

Communications Software, Inc.

2388 Pleasantdale Rd.
Atlanta, GA 30340
(404) 448-5259

Mickey Benamy, President

Total Revenue FYE 12/88 : \$ 0.7 m

Is Revenue : \$ 0.9 m

Total Employees: 10

Services: AppSW TkY

Private



CAMS 1988
Directory of Information Services Companies
State of Georgia

Computations, Inc.

2500 Windy Ridge Parkway
Atlanta, GA 30067
(404) 952-7854

Bob Branson, President

Total Revenue FYE 01/87 (Est) : \$ 20.0 m

Is Revenue : \$ 20.0 m

Total Employees: 700

Private

Parent Company: Computations Pty., Ltd.

Computer Generation, Inc.

3855 Presidential Parkway
Atlanta, GA 30340
(404) 458-2371

Jackie Ward, President

Total Revenue FYE 12/85 : \$ 6.0 m

Is Revenue : \$ 6.0 m

Total Employees: 100

Private

Comsell, Inc.

500 Tech Parkway
Atlanta, GA 30313
(404) 872-2500

Steve Roden, President

Total Employees: 60

Services: Pfs

Parent Company: Murdoch Electronic
Publishing

Construction Data Control, Inc.

3675 Crestwood Parkway #400
Duluth, GA 30136
(404) 279-0304

John Geoffrey, President

Is Revenue FYE 01/87 (Est) : \$ 5.2 m

Total Employees: 65

Services: AppSW

Private

Consultec

9040 Roswell Road, #700
Atlanta, GA 30350
(404) 594-7799

Gray Arnold, President

Is Revenue FYE 12/87 : \$ 25.0 m

Total Employees: 300

Services: Proc AppSW

Parent Company: General American Life
Insurance Co.

Contel Corporation

245 Perimeter Center Parkway
P.O. Box 105194
Atlanta, GA 30348
(404) 391-8000

Charles Wohlstetter

Is Revenue FYE 12/87 : \$ 100.0 m

Services: Pfs AppSW SysSW Tky
Public

Contel Data Services Corporation

245 Perimeter Center Parkway
Atlanta, GA 30346
(404) 391-8000

John N. Lemasters, President

Services: Pfs Proc AppSW

Parent Company: Contel Corporation

Delta Airlines

Hartsfield Atlanta International

Airport

Atlanta, GA 30320
(404) 765-2533

David Garrett

Digital Communications Associates, Inc.

1000 Holcomb Wood Pkwy Suite 440
Roswell, GA 30076
(404) 998-3998

Total Employees: 75

Private

Dyer, Wells and Associates, Inc.

2251 Lake Park Dr.
Smyrna, GA 30080
(404) 432-5888

Phillip H. Fauver, President

Is Revenue FYE 01/87 (Est) : \$ 12.0 m

Total Employees: 135

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Georgia

Equifax, Inc.

1600 Peachtree Street, Northwest
Atlanta, GA 30309
(404) 885-8000

J.V. White

Is Revenue FYE 12/87 : \$ 618.0 m
Total Employees: 10667
Services: Network Pfs AppSW
Public

Equifax Services Inc.

1600 Peachtree Street, N.W.
Atlanta, GA 30062
(404) 885-8000

D.F. Walsh, President
Parent Company: Equifax, Inc.

Excalibur Sources, Inc.

131 Village Parkway, Building 4
Atlanta, GA 30067
(404) 956-8373

George Welborn, President
Is Revenue FYE 12/87 : \$ 9.0 m
Total Employees: 20
Services: SysSW
Private

Fannie Mae Software

3139 Campus Drive
Norcross, GA 30071
(404) 446-2533

Total Employees: 151
Private

First Financial Management Corp.

3 Corporate Square
Atlanta, GA 30329
(404) 321-0120

Patrick H. Thomas, President
Is Revenue FYE 12/87 (Est) : \$ 175.0 m
Total Employees: 2708
Services: Proc
Public

Fisher Business Systems

1010 Hunteliff, Suite 221515 A-200
Atlanta, GA 30321
(404) 587-1717

Private

GMD Systems International, Inc.

8601 Dunwoody Place, Suite 420
Atlanta, GA 30321
(404) 587-0934

Kenneth Rardin, President
Total Employees: 170
Services: Pfs AppSW
Private

Habersham Banking Solutions, Incorporated

1395 Marietty Parkway
Suite 200
Atlanta, GA 30067
(404) 422-8736

Joe Sledd, Chairman

Total Revenue FYE 12/88 (Est) : \$ 2.5 m
Is Revenue : \$ 2.2 m
Total Employees: 23
Services: Tky
Private

Harbinger Computer Services, Inc.

1800 Century Place
Suite 340
Atlanta, GA 30345
(404) 320-1636

Tycho Howle, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Total Employees: 20
Services: Network AppSW
Private

Hayes Microcomputer Products, Inc.

P.O. Box 105203
Noranta, GA 30348
(404) 449-8791

Dennis Hayes, President
Private



CAMS 1988
Directory of Information Services Companies
State of Georgia

Information Systems of America, Inc.

500 Northridge Road
Atlanta, GA 30338
(404) 587-6800

Don Graham, President

Is Revenue FYE 12/87 : \$ 14.4 m

Total Employees: 211

Services: Pfs AppSW

Parent Company: United Telecommunications,
Inc.

Interactive Financial Services, Inc.

1600 Parkwood Circle
Atlanta, GA 30339
(404) 952-4721

Peter E. Dios, President

Total Revenue FYE 01/87 (Est) : \$ 40.0 m

Is Revenue (Est) : \$ 40.0 m

Total Employees: 750

Services: Proc AppSW

Private

Interactive Planning Systems

1800 Century Blvd. Suite 800
Suite 80
Atlanta, GA 30345
(404) 320-1534

Jerry Weiner, President

Total Employees: 25

Services: AppSW

Private

KnowledgeWare, Inc.

3340 Peachtree Road
Northeast
Atlanta, GA 30026
(404) 231-8575

Fran Tarkenton, Chairman

Total Revenue FYE 06/88 (Est) : \$ 15.0 m

Total Employees: 110

Services: AppSW

Private

Leadtrack Services

595 Colonial Park Dr., Suite 302
Roswell, GA 30075
(404) 587-0412

Norman R. Koltys, President

Is Revenue FYE 12/87 : \$ 0.5 m

Total Employees: 6

Services: AppSW

Private

Magee Enterprises

6577 Peachtree Industrial Blvd.
Norcross, GA 30092-3796
(404) 446-6611

Services: AppSW

Private

Management Cybernetics International (MCI)

1567 Mt. Vernon Road
P.O. Box 888467
Atlanta, GA 30338
(404) 393-1144

Services: AppSW Tky

Private

Management Science America, Inc.

3445 Peachtree Road, N.E.
Atlanta, GA 30326-1276
(404) 239-2000

John P. Imlay, Jr., President

Is Revenue FYE 12/87 : \$ 199.0 m

Total Employees: 2700

Services: Pfs AppSW

Public

MDSC, Inc.

2814 New Spring Road, Suite 121
Atlanta, GA 30339
(404) 436-2121

Morris M. Bradley, Chairman

Total Employees: 60

Services: Proc

Private

Mentis Corporation

700 Wendall Court S.W.
Atlanta, GA 30336
(404) 691-1183

Leonard M. Cooper, President

Total Revenue FYE 03/85 (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 1.0 m

Total Employees: 30

Services: Tky

Private



CAMS 1988
Directory of Information Services Companies
State of Georgia

Mindsight Software

515 Tanner Street
Carrollton, GA 30117
(404) 836-8100

Ross Shackelford, CEO

Is Revenue FYE 01/87 : \$ 0.4 m

Total Employees: 3

Services: AppSW

Private

MOM Corporation (The)

1575 Northside Drive
100 Atlanta Technology Center
Atlanta, GA 30318
(404) 351-2902

Dario Taquelchel, President

Total Revenue FYE 12/85 : \$ 13.2 m

Is Revenue : \$ 13.2 m

Total Employees: 100

Services: SysInt Tky

Private

Morrell Systems Corporation

3098 Piedmont Rd, Suite 404
Atlanta, GA 30305
(404) 262-2298

Dick Collins, Manager

Services: Pfs AppSW

Private

National Data Corporation

National Data Plaza
Atlanta, GA 30329
(404) 728-2000

Mark Braunstein, President

Is Revenue FYE 12/87 (Est) : \$ 152.6 m

Total Employees: 2800

Services: Proc

Public

National Financial Computer Systems, Inc.

P.O. Box 347
Snellville, GA 30278
(404) 972-2871

Chris Frederick, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 26

Services: AppSW SysSW

Private

Norrell Corporation

3092 Piedmont Road
Atlanta, GA 30305
(404) 262-2100

Norrell Systems Corporation

3098 Piedmont Rd., Suite 404
Atlanta, GA 30305
(404) 262-2298

David Harvin

Total Revenue (Est) : \$ 4.5 m

Is Revenue (Est) : \$ 4.5 m

Total Employees: 60

Services: Pfs AppSW

Private

Parent Company: Norrell Corporation

Ordertrack Corporation

5500 Interstate North Pkwy
Atlanta, GA 30339
(404) 951-1000

Anthony DeCouto, President

Total Revenue FYE 06/84 (Est) : \$ 4.5 m

Is Revenue (Est) : \$ 4.5 m

Total Employees: 12

Services: AppSW

Private

Petro Minerals Corporation

107 Lakes Drive
Atlanta, GA 30339
(404) 432-3490

Private

Samna Corporation

5600 Glenridge Drive
Atlanta, GA 30342
(404) 851-0007

Said Mohammadioon, President

Is Revenue FYE 12/87 : \$ 11.5 m

Total Employees: 120

Services: SysSW

Public



CAMS 1988
Directory of Information Services Companies
State of Georgia

Software Link, Inc. (The)

3577 Parkway Lane
Atlanta, GA 30092
(404) 448-5464

Rod D. Roark, President
Is Revenue FYE 11/87 : \$ 14.0 m
Total Employees: 103
Services: SysSW
Private

Southern Electric International, Inc.

100 Ashford Center North, Suite 400
Atlanta, GA 30338
(404) 261-4700

Services: AppSW
Private

Stockholder Systems, Inc.

4411 E. Jones Bridge Road
Norcross, GA 30092
(404) 441-3387

Lawrence A. Dean, President
Is Revenue FYE 03/87 : \$ 18.4 m
Total Employees: 103
Services: AppSW
Public

System Works Inc. (The)

1640 Powers Ferry Road
Building 11
Marietta, GA 30067
(404) 952-8444

Dave Welden, President
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 7.5 m
Total Employees: 85
Services: Tky
Private

Tarkenton Software, Inc.

3340 Peachtree Road, N.E., Suite 444
Atlanta, GA 30326
(404) 231-8575

Gary Guttman, President
Total Revenue FYE 12/84 (Est) : \$ 1.5 m
Is Revenue (Est) : \$ 1.5 m
Total Employees: 25
Services: AppSW
Private

TDS Healthcare Systems Corp.

5887 Glenridge Dr.
Atlanta, GA 30328
(404) 847-5000

John J. Whitehead, President
Is Revenue FYE 12/87 : \$ 53.0 m
Total Employees: 550
Services: Network Pfs Proc AppSW Tky
Private

Total System Services, Inc.

P.O. Box 120
Columbus, GA 31902
(404) 649-2387

Richard W. Ussery, President
Total Revenue FYE 12/86 : \$ 36.4 m
Is Revenue : \$ 36.4 m
Total Employees: 425
Services: Proc
Public

TRG

250 Hammond Drive, Bldg 4
Suite 100
Atlanta, GA 30328
(404) 257-9000

Private

XQ Software

4357 Park Drive
Norcross, GA 30093
(404) 923-2880

Private



CAMS 1988
Directory of Information Services Companies
State of Hawaii

COMPUTAB, Inc.

702 W. Beretania Street, 3rd Floor

P.O. Box 3886

Honolulu, HI 96813

(808) 521-4734

Charles M. Harting, President

Total Revenue FYE 03/86 : \$ 8.0 m

Is Revenue : \$ 8.0 m

Total Employees: 180

Services: Pfs Proc

Private

De Faro Software Research, Inc.

1221 Kapiolani Blvd #820

Honolulu, HI 96814

(808) 545-3020

Jay Defaro, President

Services: Pfs AppSW

Private

Frontline Software, Inc.

P.O. Box 688

Kihei, Maui, HI 96753

(808) 879-9943

Paul G. Hansen, President

Total Revenue FYE 09/84 : \$ 0.2 m

Is Revenue : \$ 0.2 m

Total Employees: 5

Services: Pfs AppSW

Private

Hansen Management Systems, Inc.

P.O. Box 688

Kihei, HI 96753

(808) 879-9943

Private



CAMS 1988
Directory of Information Services Companies
State of Idaho

Boise Cascade Computing
One Jefferson Square
Boise, ID 83728
(208) 384-6100

Jon Miller, President
Services: Proc
Parent Company: Boise Cascade Corporation

Bill Basham, President
Total Employees: 45
Services: Pfs AppSW Tky
Private

Boise Cascade Corporation
One Jefferson Square
Boise, ID 83728
(208) 384-6161

Jon H. Miller, President
Public

Decision Point, Inc.
1755 Westgate Drive
Boise, ID 83704
(208) 336-2281

Larry Chase, President
Is Revenue FYE 01/87 : \$ 0.2 m
Total Employees: 2
Services: SysSW
Private

E.I. International
One Energy Drive
Idaho Falls, ID 83401
(208) 529-1000
Craig Christesen, President
Is Revenue FYE 09/87 : \$ 22.0 m
Total Employees: 250
Services: Pfs AppSW SysSW
Private

Learned-Mahn, Inc.
1109 Main Street
Suite 333
Boise, ID 83701-1488
(208) 336-2281
Nancy Learned
Total Revenue FYE 01/87 (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 20
Services: Pfs AppSW
Private

Prodata Inc.
4477 Emerald, Suite C-100
Boise, ID 83706
(208) 342-6878



CAMS 1988
Directory of Information Services Companies
State of Illinois

ABACUS Data Systems

3166 Des Plains Avenue, Suite 32
Des Plains, IL 60018
(312) 298-8780

Eddie Lee, President

Total Revenue FYE 10/85 : \$ 3.0 m

Total Employees: 35

Services: AppSW Tky

Private

A.B. Dick Company

5700 West Touhy Ave
Chicago, IL 60648
(312) 647-8800

ABS Associates, Inc.

3550 Salt Creek Lane
Arlington Heights, IL 60005
(312) 577-7752

Tom Mitchell, President

Total Revenue FYE 12/85 : \$ 3.0 m

Is Revenue : \$ 3.0 m

Total Employees: 12

Services: AppSW Tky

Private

Access Telecommunications Corporation

3010 A Woodcreek Drive
Downers Grove, IL 60516
(312) 960-4455

Jon McAlcar, President

Total Revenue FYE 06/85 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 35

Private

Accountants Computer Network, Inc.

565 Brainard, Suite 102
La Grange, IL 60525
(312) 354-8988

Ken Kendricks, President

Total Employees: 3

Private

A.C. Nielsen Company

Nielsen Plaza
Northbrook, IL 60062
(312) 498-6300

N. Eugene Harden, President

Parent Company: Dun & Bradstreet
Corporation (The)

Advanced Business Computing

1580 Northwest Highway
Parkridge, IL 60068
(312) 298-0997

Private

Advanced System Applications, Inc.

One ASA Plaza
Bloomington, IL 60108
(312) 893-9055

John W. Blaney

Is Revenue FYE 12/87 : \$ 60.0 m

Total Employees: 858

Services: Proc

Private

Advanced Systems, Inc.

1751 West Diehl Road
Arlington Heights, IL 60540
(312) 369-3000

William R. Roach, President

Is Revenue FYE 12/87 : \$ 175.0 m

Total Employees: 803

Services: Pfs AppSW

Public

Advent On-line Knowledge, Inc.

1305 Wiley Road
Suite 133
Schaumburg, IL
(312) 884-6800

Vira Van, President

Total Revenue FYE 01/84 : \$ 0.2 m

Is Revenue : \$ 0.2 m

Total Employees: 2

Services: Pfs Proc AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Illinois

Albert Ramond and Associates

5005 Newport Drive
Suite 600
Rolling Meadows, IL 60008
(312) 577-6868

J. Joseph McGuan, President

Total Revenue FYE 10/87 (Est) : \$ 1.5 m
Is Revenue (Est) : \$ 1.5 m
Total Employees: 20
Services: Pfs AppSW
Private

Aclar Group, Inc. (The)

5215 Old Orchard Road
Suite 600
Skokie, IL 60077
(312) 967-4200

Alfred Rappaport, Founder

Total Employees: 45
Private

Alumni Computer Group, Inc.

155 N. Michigan Avenue
Suite 722
Chicago, IL 60601
(312) 856-1122

R. Plashkes

Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Services: AppSW
Private

Amaray Packaging Corporation

3627 Stern Avenue
St. Charles, IL 60174
(312) 377-3999

Private

Amer-Cal, Inc.

115 E. University Drive
Arlington Heights, IL 60004
(312) 398-4700

Thomas Cotteleer, President

Total Revenue FYE 12/84 (Est) : \$ 4.0 m
Is Revenue (Est) : \$ 4.0 m
Total Employees: 75
Private

American Franklin Company

Franklin Square
Springfield, IL 62713
(217) 528-2011

James N. Cranwill, Manager

Total Revenue FYE 12/84 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Services: Proc
Parent Company: American Brands, Inc.

American Hospital Supply Corp. (AHS)

One American Plaza
Evanston, IL 60201
(312) 473-1400

Michael Heschel, President

Parent Company: Baxter Healthcare
Corporation

American Information Services, Inc.

Halsted at 17th Street
Chicago, IL 60411
(312) 755-3770

Roger A. Sampson, President

Total Revenue FYE 12/85 (Est) : \$ 2.5 m
Is Revenue (Est) : \$ 2.5 m
Total Employees: 55
Services: Proc
Private

AMERITECH CORPORATION

30 South Wacker Drive
Chicago, IL 60606
(312) 750-5000

Total Revenue FYE 12/86 : \$ 9362.1 m
Public

Amherst Associates Inc.

150 South Wacker Drive
Chicago, IL 60606
(312) 368-1800

M. King Deets, President

Total Revenue FYE 12/84 : \$ 30.0 m
Total Employees: 425
Services: Pfs Proc
Public



CAMS 1988
Directory of Information Services Companies
State of Illinois

Andersen Consulting

33 W. Monroe St.
Chicago, IL 60603
(312) 580-0033

Duane R. Kullberg, Chief Executive Officer
Total Employees: 8700
Services: Pfs AppSW SysSW SysInt
Private

Application Research

333 East State Street Suite 103
Rockford, IL 61104
(815) 962-8836

John Jencks, President
Total Revenue FYE 03/86 : \$ 1.1 m
Is Revenue : \$ 1.1 m
Total Employees: 15
Services: Tky
Private

Applied Information Development, Inc.

823 Commerce Drive
Oak Brook, IL 60521
(312) 654-3030

Steve Holland, President
Total Revenue FYE 12/86 : \$ 25.0 m
Is Revenue : \$ 23.8 m
Total Employees: 325
Services: Pfs AppSW
Private

Applied Learning International, Inc.

1751 W. Diehl Road
Naperville, IL 60540
(312) 369-3000

H. David Bright
Is Revenue FYE 01/87 (Est) : \$ 180.0 m
Total Employees: 1200
Services: Pfs AppSW
Public
Parent Company: National Education Corporation

A.P.S. Research, Inc.

1062 West Taylor Street
Chicago, IL 60607
(312) 666-3352

Private

Advanced System Applications (ASA)

1 ASA Plaza

P.O. Box 385

Bloomington, IL 60108
(312) 893-9055

John W. Blancy, President

Is Revenue FYE 12/87 : \$ 58.0 m
Total Employees: 750
Services: Proc AppSW
Private

A.T. Kearney

222 S. Riverside Plaza
Chicago, IL 60606
(312) 648-0111

Fred Steingraber, President
Services: Pfs
Private

ATM Network Management Corporation

2901 Finley Rd.
Downers Grove, IL 60515
(312) 932-9555

E.L. Smith, President

Total Revenue FYE 12/84 : \$ 2.3 m
Is Revenue : \$ 2.3 m
Total Employees: 60
Services: Proc Tky
Private

Autovative Computer Extensions, Inc.

1300 Iroquois Drive, Suite 250
Naperville, IL 60540
(312) 983-5555

Rodney B. Kohler, President

Total Revenue FYE 05/86 (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 10
Services: Pfs AppSW
Private

Bakco Data, Inc.

1417 Lake Cook Rd., Suite 100
Deerfield, IL 60015
(312) 940-8330

Jerry D. Baker, President

Total Employees: 20
Private



CAMS 1988
Directory of Information Services Companies
State of Illinois

Baxter Healthcare Corporation

One Baxter Parkway
Deerfield, IL 60015
(312) 948-2000

Public

Baxter International Inc.

One Baxter Parkway
Deerfield, IL 60015
(312) 948-2000

Karl D. Bays

Total Employees: 1800

Services: Pfs Proc AppSW Tky

Public

Benton, Schneider & Associates, Inc.

100 Park Street
Naperville, IL 60540
(312) 357-3131

William Benton, President

Total Revenue FYE 09/85 : \$ 2.4 m

Is Revenue : \$ 1.7 m

Total Employees: 20

Services: Pfs AppSW Tky

Private

Betacom, Inc.

85 W. Algonquin Road, Suite 190
Arlington Heights, IL 60005
(312) 956-1050

Donald A. Snyder, Operation Manager

Total Employees: 5

Private

BICC Systems, Inc.

1033 West Van Buren Street
Chicago, IL 60607
(312) 666-2422

Jon R. Guenther, President

Total Revenue FYE 04/85 (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 1.0 m

Total Employees: 25

Private

Blackhawk Data Corporation

307 N. Michigan Avenue
Chicago, IL 60601
(312) 236-8473

Services: AppSW

Private

Borg Warner Corporation

200 South Michigan Avenue
Chicago, IL 60604
(312) 322-8500

Public

Brokerage Systems, Inc.

10 S. Riverside Plaza
Chicago, IL 60606
(312) 559-0250

John Munro, President

Total Revenue (Est) : \$ 1.5 m

Is Revenue (Est) : \$ 1.4 m

Total Employees: 12

Services: Pfs AppSW SysInt

Private

Bruning

1800 Bruning Dr., West
Itasca, IL 60143
(312) 351-2900

Thomas D. Rooney, President

Total Revenue FYE 07/86 (Est) : \$ 30.0 m

Total Employees: 300

Services: Tky

Business Computer Design, Inc.

900 Jorie Boulevard
Suite 280
Oak Brook, IL 60521
(312) 920-1175

L. Serdra, President

Total Revenue FYE 09/85 : \$ 1.5 m

Total Employees: 20

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Illinois

Business Model Systems, Inc.

700 Ogden Ave.
Westmont, IL 60559
(312) 789-9160

Max Beathy, President
Is Revenue FYE 01/87 (Est) : \$ 0.8 m
Total Employees: 20
Services: AppSW
Private

Byad, Inc.

85 W. Algonquin Road
Arlington Heights, IL 60005
(312) 228-3400

Jeffrey Fisher, President
Total Revenue FYE 06/86 (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m
Total Employees: 20
Private

C.A.D. Design Systems, Inc. (CDSI)

1305 Remington Road, Suite D
Schaumburg, IL 60173
(312) 882-0114

Marmon Pine, President
Is Revenue FYE 09/87 : \$ 3.5 m
Total Employees: 18
Services: Pfs AppSW SysInt Tky
Private

CADLINC, Inc.

700 Nicholas Blvd.
Elk Grove Village, IL 60007
(312) 228-7300

John H. West, President
Private

CAPSCO Software International

100 West 22nd Street
Lombard, IL 60148
(312) 495-8620

Herb Kerns, Chairman
Private

CARA Corporation

1901 South Meyers Road
Oak Brook Terrace, IL 60148
(312) 953-0600

Anthony Durkin, President
Total Employees: 100
Services: Pfs

Private

Care Information Systems, Inc.

2924 Stanton Ave.
Springfield, IL 62703
(217) 529-0255

John Struckhoff, President
Total Revenue FYE 02/84 : \$ 1.5 m
Is Revenue : \$ 1.5 m
Total Employees: 16
Services: Pfs AppSW Tky
Public

CDI Systems, Inc.

2803 Butterfield
Oak Brook, IL 60521
(312) 574-5900

Services: AppSW
Private

Cellular Pay Phone, Inc.

234 West Willow Street
Chicago, IL 60614
(312) 664-2100

Martin Cooper, Chairman
Total Revenue FYE 12/86 (Est) : \$ 0.3 m
Is Revenue (Est) : \$ 0.3 m
Total Employees: 6
Parent Company: Dyna, Inc.

Centel Corporation

O'Hare Plaza
8725 Higgins Road
Chicago, IL 60631
(312) 399-2500

Private



CAMS 1988
Directory of Information Services Companies
State of Illinois

Chain Store Systems, Ltd.

303 E. Wacker Dr., Suite 1900
 Chicago, IL 60601
 (312) 938-0171

Charles C. Fitzmorris, President
 Total Revenue FYE 12/84 : \$ 4.4 m
 Is Revenue : \$ 4.4 m
 Total Employees: 25
 Services: AppSW
 Private

Chicago-Soft, Ltd.

738 N. LaSalle, Suite 2
 Chicago, IL 60610
 (312) 525-6400

Peter McLaughlin, President
 Is Revenue FYE 12/87 : \$ 1.0 m
 Total Employees: 12
 Services: SysSW
 Private

CHI/COR Information Management, Inc.

10 South Riverside Plaza
 Chicago, IL 60606
 (312) 454-9670

K. F. Effgen
 Total Employees: 13
 Private

Christensen Computer Company, Inc.

1955 Shermer Road, Suite 100
 Northbrook, IL 60062
 (312) 480-0881

Alan D. Christensen, CEO
 Total Revenue FYE 01/86 (Est) : \$ 1.0 m
 Is Revenue (Est) : \$ 1.0 m
 Total Employees: 8
 Services: PIs AppSW Tky
 Private

Cimline, Inc.

700 Nicholas Blvd.
 Elk Grove Village, IL 60007
 (312) 228-7300

John H. West, President
 Is Revenue FYE 09/87 : \$ 38.0 m
 Total Employees: 230
 Services: AppSW Tky
 Private

Circle Computer Services

920 Remington Road
 Schaumburg, IL 60195
 (312) 884-2424

Joseph Conroy, President
 Total Employees: 50
 Private

Code Writer

5605 W. Howard
 Niles, IL 60648
 (312) 647-1270

Warren Shore, President
 Total Revenue FYE 03/84 : \$ 2.5 m
 Total Employees: 22
 Services: AppSW
 Private

Comdisco Disaster Recovery Services, Inc.

6400 Shafer Court
 Rosemont, IL 60018
 (312) 698-3000

Raymond R. Hepp, President
 Total Revenue FYE 09/87 : \$ 39.3 m
 Is Revenue : \$ 39.3 m
 Services: Proc
 Parent Company: Comdisco, Inc.

Comdisco, Inc.

6400 Shafer Court
 Rosemont, IL 60018
 (312) 698-3000

Kenneth Pontikes
 Total Revenue : \$ 1153.0 m
 Public

Commerce Clearing House, Inc.

4025 West Patterson Ave.
 Chicago, IL 60646
 (312) 583-8500

Richard T. Merrill, President
 Total Revenue FYE 12/86 : \$ 519.4 m
 Is Revenue : \$ 130.9 m
 Services: Proc
 Public



CAMS 1988
Directory of Information Services Companies
State of Illinois

Commercial Resources Corporation

400 S. Main Street
Naperville, IL
357-1800

Al Schuster

Total Employees: 100

Services: Proc SysInt

Private

Computer Innovations

55 E. Jackson, Suite 1515
Chicago, IL 60654
(312) 663-5930

Jean Franz, President

Total Revenue FYE 12/86 (Est) : \$ 2.0 m

Is Revenue (Est) : \$ 2.0 m

Total Employees: 20

Services: AppSW

Private

Computerized Forms Management, Inc.

880 N. York Rd
Elmhurst, IL 60126
(312) 530-1023

Jerome S. Ward, President

Total Employees: 12

Services: AppSW

Private

Computer Technology Group

310 S. Michigan Avenue
Chicago, IL 60604
(312) 987-4084

John DeAno, President

Services: Pfs

Private

Consumer Systems Corporation

2 E. 22nd Street
Lombard Grove, IL 60148
(312) 495-8822

Rayman Dionisio, President

Is Revenue FYE 01/87 (Est) : \$ 1.5 m

Total Employees: 17

Services: SysSW

Private

Contrax Systems, Inc.

3365 G. N. Arlington Heights Rd.
Arlington Heights, IL 60004
(312) 870-1555

Lawrence C. May, President

Total Revenue FYE 10/84 (Est) : \$ 0.5 m

Is Revenue (Est) : \$ 0.5 m

Total Employees: 8

Services: Pfs AppSW

Private

Courseware Applications, Inc.

475 Devonshire Drive
Champaign, IL 61820
(217) 359-1878

George Trainer, President

Is Revenue FYE 03/87 : \$ 0.3 m

Total Employees: 4

Services: Pfs AppSW

Private

COVIA

9700 W. Higgins Road
Rosemont, IL 60018
(312) 518-4000

Barry Kotar

Total Revenue FYE 01/87 (Est) : \$ 400.0 m

Is Revenue : \$ 400.0 m

Total Employees: 3000

Services: Network

Cyborg Systems, Inc.

2 N. Riverside
CHICAGO, IL 60606
(312) 454-1865

Michael D. Blair, President

Is Revenue FYE 02/87 : \$ 12.0 m

Total Employees: 110

Services: AppSW

Private

Database Technology Corporation

21 N. Skokie Hwy
Lake Bluff, IL 60044
(312) 244-8360

Raymond Hirsch, President

Total Revenue (Est) : \$ 0.6 m

Is Revenue (Est) : \$ 0.5 m

Total Employees: 10

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Illinois

Datalogics, Inc.

325 W. Huron Street
Chicago, IL 60610
(312) 266-4444

Steven Brown, President

Total Employees: 100

Services: Pfs

Private

Data One World Corporation

615 Academy Drive
Northbrook, IL 60062
(312) 564-5060

William Moulds, President

Private

Data-Tax, Inc.

710 East Ogden Avenue
Naperville, IL 60540
(312) 369-2414

Richard Stvan, President

Total Employees: 8

Services: AppSW

Private

DBMS, Inc.

600 Olympian Office Center
4343 Commerce Court
Lisle, IL 60540
(312) 961-5700

Andrew J. Filipowski, President

Is Revenue FYE 01/87 : \$ 16.0 m

Total Employees: 210

Services: Pfs AppSW

Private

Deltak

1751 DIEHL RD.
NAPAVILLE, IL 60540
(312) 369-3000

Harry Gaines, President

Total Revenue FYE 12/84 (Est) : \$ 35.0 m

Is Revenue (Est) : \$ 29.8 m

Services: Pfs

Private

Design and Programming Services, Inc.

1701 East Woodfield Road #740
Schaumburg, IL 60173
(312) 240-1911

Larry Flora, President

Is Revenue FYE 01/87 (Est) : \$ 0.7 m

Total Employees: 45

Services: Pfs

Private

Design Software, Inc.

1275 W. Roosevelt Road
West Chicago, IL 60185
(312) 231-4540

Gordon Landies, President

Total Revenue FYE 01/87 (Est) : \$ 3.0 m

Is Revenue : \$ 3.0 m

Total Employees: 30

Services: SysSW

Parent Company: DS Technologies, Inc.

Distribution Sciences, Inc.

1350 E. Touhy Avenue, Suite 300
Des Plaines, IL 60018
(312) 635-0200

Steve R. Smith

Is Revenue FYE 06/87 : \$ 2.7 m

Total Employees: 25

Services: Pfs Proc AppSW

Private

Esca, Inc.

Chicago, IL
Private

Financial Technology, Inc.

612 N. Michigan Avenue, Suite 805
Chicago, IL 60611
(312) 280-0600

Jerome E. Franckowick, President

Total Revenue FYE 09/84 (Est) : \$ 1.5 m

Is Revenue (Est) : \$ 1.5 m

Total Employees: 20

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Illinois

Friedman & Associates

108 Wilnot Road
Deerfield, IL 60015
(312) 948-7180
Herb Friedman, President
Total Revenue FYE 07/85 : \$ 2.0 m
Is Revenue : \$ 1.8 m
Total Employees: 28
Services: Pfs AppSW Tky
Private

General Optimization Inc.

2251 North Geneva Terrace
Chicago, IL 60614
(312) 248-7300
Total Revenue (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Services: AppSW
Private

GIS Information Systems

815 Commerce Drive
Oakbrook, IL 60521
(312) 574-3636
Frank J. Burns, President
Is Revenue FYE 12/87 : \$ 12.0 m
Total Employees: 56
Services: Proc
Private

Global Information Systems Technology, Inc.

1800 Woodfield Drive
Savoy, IL 61874
(217) 352-1165
Thomas Chen, Ph.D., President
Is Revenue FYE 12/87 : \$ 4.4 m
Total Employees: 45
Services: Pfs AppSW Tky
Private

Gould, Inc.

10 Gould Center
Rolling Meadows, IL 60008
(312) 640-4000
James F. McDonald
Is Revenue FYE 01/87 : \$ 200.0 m
Services: SysSW
Public

IDC Services, Inc.

303 East Ohio Street

Chicago, IL 60611

(312) 943-7500

Lawrence J. Berkowitz, President
Total Revenue FYE 12/86 : \$ 46.3 m
Is Revenue : \$ 27.7 m
Total Employees: 600
Services: Proc
Public

Information Resources, Inc.

150 N. Clinton St.
Chicago, IL 60606
(312) 726-1221
Gian Fulgoni, President
Total Employees: 2000
Services: Network AppSW
Public

Integrated Business Systems

2030 Timberbrook Drive
Springfield, IL 62702
(217) 546-8828
Mark Yow, President
Total Revenue FYE 03/88 (Est) : \$ 2.0 m
Total Employees: 20
Services: Pfs Proc Tky
Private

Internet Systems Corp.

200 W. Madison St.
Suite 1700
Chicago, IL 60606
(312) 630-0050
W. Ronald Mahoney, President
Is Revenue FYE 01/87 (Est) : \$ 15.0 m
Total Employees: 125
Services: AppSW
Private

James H. Lowry & Associates

303 E. Wacker Dr.
Chicago, IL 60601
(312) 861-1800
James H. Lowry, President
Total Revenue : \$ 1.7 m
Is Revenue : \$ 1.7 m
Total Employees: 20
Services: Pfs SysInt
Private



CAMS 1988
Directory of Information Services Companies
State of Illinois

Kleinschmidt, Inc.

450 Lake-cook Rd.
Deerfield, IL 60015
(312) 945-1000

Harry Gaples, President

Total Revenue FYE 12/86 : \$ 6.2 m

Is Revenue : \$ 6.2 m

Total Employees: 50

Services: Pfs AppSW Tky

Private

Lattice, Inc.

2500 S. Highland Avenue
Lombard, IL 60148
(312) 916-1600

Dave Schmitt, President

Total Revenue FYE 01/87 (Est) : \$ 7.5 m

Is Revenue : \$ 7.5 m

Total Employees: 65

Parent Company: SAS Institute, Inc.

Levi, Ray & Shoup, Inc.

2387 W. Monroe Street
Springfield, IL 62704
(217) 793-3800

Richard Levi, President

Is Revenue FYE 07/87 : \$ 6.0 m

Total Employees: 37

Services: Pfs Proc SysSW

Private

L.I.D.P.

6825 Hobson Valley Dr.
Suite 201
Woodridge, IL
(312) 369-6832

Bill Schecker, President

Is Revenue FYE 10/87 : \$ 1.4 m

Total Employees: 15

Services: AppSW

Private

**Life Insurance Data Processing (LIDP
Consulting Services)**

6825 Hobson Valley Drive, Suite 201
Woodridge, IL 60517
(312) 369-6832

William Schnittkes, President

Is Revenue FYE 10/87 (Est) : \$ 1.4 m

Total Employees: 15

Services: AppSW

Private

Lode Data Systems, Inc.

7000 W. 111th Street
Worth, IL 60482
(312) 448-8288

Brian Lode, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Total Employees: 11

Services: Pfs AppSW

Private

LPC, Inc.

1200 Roosevelt Road
Glenn Ellyn, IL 60137-6098
(312) 932-7000

Lawrence W. Olson, President

Total Revenue FYE 01/87 (Est) : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 70

Services: Proc AppSW

Private

Lynch Data Processing

444 N. Wabash Avenue
Chicago, IL 60611
(312) 527-1077

John Lynch, President

Is Revenue FYE 06/87 (Est) : \$ 1.0 m

Total Employees: 10

Services: Proc

Private

Lyon Metal Products

PO Box 671
Aurora, IL 60507
(312) 892-8941

Public

Marine Corporation

East Old State Capitol Plaza
Springfield, IL 62701
(217) 525-9600

Private



CAMS 1988
Directory of Information Services Companies
State of Illinois

Marketview Software, Inc.

2020 Dean Street
Unit D-1
St. Charles, IL 60174
(312) 377-7280

Private

Mark Williams Company

1430 West Wrightwood
Chicago, IL 60614
(312) 472-6659

R. Swartz, President

Total Revenue FYE 12/84 : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 30

Services: AppSW

Private

Marmon Group (The)

39 South LaSalle Street
Chicago, IL 60603
(312) 372-9500

Robert A. Fritzker, President

Is Revenue FYE 12/87 : \$ 3.0 m

Total Employees: 75

Services: Pfs

Private

Martek, Inc.

825 N. Cass Avenue
Corporate Square, Suite 116
West Mont, IL 60559
(800) 323-6885

Total Revenue (Est) : \$ 1.9 m

Is Revenue (Est) : \$ 1.7 m

Total Employees: 25

Services: AppSW Tky

Private

May & Speh

1501 Opus Place
Downers Grove, IL 60515
(312) 964-1501

Albert Spch, President

Is Revenue FYE 09/87 : \$ 30.0 m

Total Employees: 195

Services: Proc

Private

Media Computing Corporation

PO Box 185

Lombard, IL 60148

(312) 495-0121

Tony Oliveri, President

Total Employees: 12

Private

Medicus Systems Corporation

One American Plaza, 4th Floor

Evanston, IL 60201

(312) 570-7500

Jim Stewart, President

Total Revenue FYE 05/84 : \$ 7.1 m

Is Revenue : \$ 7.1 m

Total Employees: 120

Services: Pfs AppSW

Private

Mediflex Systems Corporation

990 Grove Street

Evanston, IL 60201

(312) 866-1500

Richard C. Jelinek, Chairman

Total Revenue FYE 05/84 : \$ 28.7 m

Is Revenue : \$ 27.7 m

Total Employees: 519

Services: Pfs Proc AppSW

Merrill Adwest Corporation

420 W. Grand Avenue

Chicago, IL 60610

(312) 782-1836

Charles Porter, President

Public

Parent Company: Merrill Corporation

Merrill Corporation

420 W. Grand Avenue

Chicago, IL 60610

(312) 782-1836

Charles Porter, President

Is Revenue FYE 01/87 : \$ 49.4 m

Total Employees: 140

Services: Proc

Public

Parent Company: Merrill Corporation



CAMS 1988
Directory of Information Services Companies
State of Illinois

Microsystems Engineering Corporation
2400 W. Hassell Road, Suite 400
Hoffman Estates, IL 60195
(312) 882-0111

Evertt Karles, President
Total Revenue FYE 12/ : \$ 6.5 m
Is Revenue : \$ 6.5 m
Total Employees: 80
Services: AppSW
Private

Mid-America Information Systems, Inc.
2603 W. 22nd St., Suite 23
Oak Brook, IL 60521
(312) 325-3600

P. Youngwith, President
Total Employees: 4
Services: Pfs AppSW Tky
Private

Mindscape, Inc.
3444 Dundee Road
Northbrook, IL 60062
(312) 480-7667

Rodger Buoy
Total Revenue FYE 01/87 : \$ 2001019 m
Total Employees: 145
Services: Pfs AppSW
Public

Moore Business Forms, Inc.
1205 Milwaukee Avenue
Glenview, IL 60025-2496
(312) 480-3000

Private

Motorola, Inc.
1303 East Algonquin Road
Schaumburg, IL 60196
(312) 397-5000

John F. Mitchell, President
Total Revenue FYE 12/86 : \$ 5888.0 m
Public

MVC Corp.
11 Skokie Blvd., Suite 302
Lake Bluff, IL 60044
(312) 295-3344
Donald Cran, President
Total Revenue FYE 07/85 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m

Total Employees: 19
Services: Pfs AppSW
Private

Napersoft, Inc.
One Energy Center
Naperville, IL 60540-8466
(312) 420-1515

Bart Carlson, President
Services: AppSW
Parent Company: GIS Corp.

National Computer Syndicate
1300 S Wolf Road
Wheeling, IL 60090
(312) 459-6400

Private

Nims Associates, Inc.
363 South Main Street
Decatur, IL 62523
(217) 423-6115

Bruce Nims, President
Is Revenue FYE 10/87 (Est) : \$ 5.3 m
Total Employees: 33
Services: Pfs
Private

Nissei Sangyo America, Ltd.
1701 Golf Rd.
Rolling Meadows, IL 60008
(312) 981-8989

Nathan Konecky, President
Total Revenue FYE 09/86 : \$ 6.9 m
Is Revenue : \$ 6.9 m
Total Employees: 162
Services: Pfs
Public



CAMS 1988
Directory of Information Services Companies
State of Illinois

Numerical Algorithms Group Inc.

1101 31st Street, #100
Downers Grove, IL 60515
(312) 971-2337

Brian Ford, President

Total Revenue (Est) : \$ 2.5 m

Total Employees: 11

Services: AppSW

Parent Company: Numerical Algorithms
Group (England)

Numeridex, Inc.

241 Holbrook Drive
P.O. Box 11000
Wheeling, IL 60090
(312) 541-8840

William Gapp, President

Total Revenue FYE 12/84 : \$ 14.0 m

Is Revenue : \$ 7.0 m

Total Employees: 100

Services: Pfs

Private

ODESTA Corporation

4084 Commercial Avenue
Northbrook, IL 60062
(312) 498-5615

Daniel Cheifetz, President

Total Revenue (Est) : \$ 3.0 m

Is Revenue (Est) : \$ 3.0 m

Services: Pfs

Private

Outlook Software, Inc.

Woodfield Lake, Suite #117
Schaumburg, IL 60195
(312) 882-6570

Robert Hunter, President

Total Revenue (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 0.7 m

Total Employees: 11

Services: Pfs AppSW

Private

Pace Group, Inc.

520 North 4th Street, Suite 201A
Springfield, IL 62702
(217) 528-2288

Mike Burkhardt, President

Is Revenue FYE 10/87 : \$ 2.4 m

Total Employees: 20

Services: Proc

Private

Pansophic Systems, Inc.

709 Enterprise Drive
Oak Brook, IL 60521
(312) 572-6000

David J. Eskra, CEO

Total Employees: 1100

Services: AppSW SysSW

Public

PC Quote, Inc.

401 South LaSalle Street
Suite 1600
Chicago, IL 60605
(312) 786-5400

Louis J. Morgan

Total Revenue FYE 01/87 (Est) : \$ 6.0 m

Is Revenue : \$ 6.0 m

Total Employees: 60

Services: Network AppSW Tky

Public

Perle Systems, Inc.

1980 Springer Drive
Lombard, IL 60148
(312) 932-4171

Joe Perle

Total Revenue FYE 01/87 (Est) : \$ 13.0 m

Is Revenue : \$ 10.4 m

Total Employees: 260

Services: Network Tky

Public

Phoenix Data Processing

4648 Western Ave.
Lisle, IL 60532
(312) 810-9200

Robert Grabe, President

Total Revenue FYE 10/86 (Est) : \$ 4.2 m

Is Revenue (Est) : \$ 4.2 m

Total Employees: 30

Services: Proc

Private

Phoenix-Hecht Incorporated

550 Frontage Road
Northfield, IL 60093
(312) 441-9080

Larry A. Marks, President

Total Revenue FYE 10/84 (Est) : \$ 3.0 m



CAMS 1988
Directory of Information Services Companies
State of Illinois

Polarware Inc.

1055 Paramount Pkwy., Suite A
Betavia, IL 60510
(312) 232-1984

Services: AppSW
Private

Productive Computer Systems, Inc.

233 N. Michigan Ave., Suite 1409
Chicago, IL 60601
(312) 565-2244

Dennis Lapidus, President

Total Revenue FYE 04/84 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 8
Services: Pfs AppSW Tky
Private

Professional Computer Resources, Inc.

2 Midamerica Plaza, 4th Floor
Oak Brook, IL 60181
(312) 954-3600

J.F. Carr, President

Total Revenue FYE 07/86 : \$ 22.0 m
Is Revenue : \$ 22.0 m
Total Employees: 140
Services: AppSW Tky
Private

Pryor Corporation

222 William Street
Bensenville, IL 60106
(312) 860-3100

Lee Pryor, President

Total Revenue FYE 09/84 : \$ 51.0 m
Is Revenue : \$ 51.0 m
Total Employees: 275
Services: Pfs AppSW
Private

Psychotechnics

1900 Pickwick Ave., PO Box 750
Glenview, IL 60025
(312) 729-5850

Private

Quality Systems Corporation

Chicago, IL 60611
Private

Quality Systems Development Corporation

645 N. Michigan Ave., Suite 638
Chicago, IL 60611
(312) 266-6060

Gregory M. Lancaster, President

Total Revenue FYE 12/84 (Est) : \$ 1.5 m
Is Revenue (Est) : \$ 1.5 m
Total Employees: 27
Services: Pfs AppSW
Parent Company: Quality Systems Corporation

Rand McNally and Co.

8255 North Central Park Avenue
Skokie, IL 60076
(312) 673-9100

Realia, Inc.

10 South Riverside Plaza
Suite 1558
Chicago, IL 60606
(312) 346-0642

Total Revenue FYE 12/88 : \$ 5.0 m
Total Employees: 26
Services: SysSW
Private

Resource Control Systems, Inc.

1920 North Lincoln Ave.
Chicago, IL 60614
(312) 332-0828

Robert Rosen, President

Total Revenue FYE 12/86 (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 12
Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of Illinois

Robert F. White & Company

209 W. Jackson St.
Chicago, IL 60606
(312) 322-9600

Robert F. White, President

Total Revenue FYE 06/84 : \$ 10.0 m

Is Revenue : \$ 10.0 m

Total Employees: 200

Services: Proc

Private

Robert J. Kearns, Inc.

39 Mill St.
P.O. BOX 96
Montgomery, IL 60538-0096
(312) 896-9791

Is Revenue FYE 12/87 : \$ 1.0 m

Total Employees: 46

Services: Proc

Private

Scheduling Corporation of America

2215 York Road, Suite 414
Oakbrook, IL 60521
(312) 323-0444

George Stout, President

Is Revenue FYE 01/87 : \$ 7.0 m

Private

Science Research Associates, Inc.

155 N. Wacker Drive
Chicago, IL 60606
(312) 984-7000

John E. Guth, Jr., President

Services: AppSW

Private

SEI Information Technology

450 East Ohio Street
Chicago, IL 60611
(312) 440-8300

Fidelis Yumeh, President

Total Revenue FYE 09/86 (Est) : \$ 7.0 m

Is Revenue (Est) : \$ 7.0 m

Total Employees: 110

Services: Pfs

Parent Company: Shields Enterprises

Shales & Young Information Systems, Inc.

405 N. Wabash Ave., Suite 507
Chicago, IL 60611

(312) 645-0808

Michael S. Young, President

Total Employees: 5

Services: Pfs

Private

SIR, Inc.

707 Lake Cook Road, #200
Deerfield, IL 60015-4909
(312) 480-9270

Berry Robinson, President

Total Employees: 15

Services: Pfs AppSW

Private

SOFTA Group, Inc. (The)

450 Skokie Blvd.
Northbrook, IL 60062
(312) 291-4000

Pat Polachek, Executive President

Total Revenue FYE 01/87 (Est) : \$ 4.0 m

Is Revenue : \$ 4.0 m

Total Employees: 40

Services: AppSW

Public

SPSS, Inc.

444 North Michigan Avenue
Chicago, IL 60611
(312) 329-2400

Is Revenue FYE 12/87 : \$ 26.0 m

Services: AppSW

Private

Standard Rate & Data Service, Inc.

3004 Glenview Road
Wilmette, IL 60091
(312) 256-6067

Leonard R. Kudlata, President

Parent Company: MacMillan, Inc.



CAMS 1988
Directory of Information Services Companies
State of Illinois

Sublogic Corp.

713 Edgebrook Drive
Champaign, IL 61820
(217) 359-8482

Stu Moment

Is Revenue FYE 09/87 : \$ 5.5 m
Total Employees: 65
Services: AppSW
Private

SuperSoft, Inc.

PO Box 1628
Champaign, IL 61820
(217) 359-2112

Richard Balooqa, President
Total Employees: 25
Services: AppSW
Private

Systems Management, Inc.

6300 North River Road
Rosemont, IL 60018
(312) 698-4000

George M. Ridgeway, President
Is Revenue FYE 06/87 (Est) : \$ 16.0 m
Total Employees: 32
Services: Pfs AppSW
Private

Systems & Programming Resources, Inc.

1100 Jorie Blvd.
Oakbrook, IL 60521
(312) 990-4288

Eugene Sigilivlio, President
Is Revenue FYE 10/87 : \$ 14.0 m
Total Employees: 200
Services: Pfs SysSW
Private

Systems Software Associates, Inc.

500 W. Madison
32nd Floor
Chicago, IL 60606
(312) 641-2900

Roger Covey, President
Is Revenue FYE 01/87 : \$ 30.0 m
Total Employees: 270
Services: AppSW
Public

Telecom Consultants Groups, Inc.

120 S. Riverside Plaza, 2260
Chicago, IL 60606
(312) 454-9396

William Mashek, President
Total Revenue FYE 12/84 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 20
Services: Pfs
Private

Tenman Systems, Inc.

1855 Mt. Prospect Road
Del Plaines, IL 60018
(312) 699-7500

Frank Vogel, President
Private

Thomas L. Jacobs & Associates

230 W. Monroe Street Suite 545
Chicago, IL 60606
(312) 346-0155

Richard A. Lewis, President
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 2.9 m
Total Employees: 72
Services: AppSW
Private

Trans Union Credit Information Co.

111 West Jackson
Chicago, IL 60604
(312) 645-6000

Alan Slitzcraft, President
Total Employees: 1900
Services: Network
Private

Treasury Strategies, Inc.

180 N. LaSalle St., Suite 1820
Chicago, IL 60601
(312) 443-0840

Cathy Rollins, President
Is Revenue FYE 12/87 (Est) : \$ 1.6 m
Total Employees: 11
Services: Pfs
Private



CAMS 1988
Directory of Information Services Companies
State of Illinois

Vinylweld

2001 W. Hastings
Chicago, IL 60608
(312) 243-0606

Private

Weidner Communications

40 Skokie Blvd., Suite 300
Northbrook, IL 60062
(312) 564-8122

Nevil Garrett, President

Total Revenue FYE 03/85 : \$ 1.7 m

Is Revenue : \$ 1.1 m

Total Employees: 35

Services: AppSW Tky

Private

Wood Computer Associates, Inc.

79 W. Monroe #510
Chicago, IL 60603
(312) 368-0633

Total Revenue (Est) : \$ 1.2 m

Is Revenue (Est) : \$ 0.6 m

Services: Pfs AppSW

Private

Worldwide Chain Store Systems, Ltd.

303 E. Wacker Dr.
Suite 1900
Chicago, IL 60601-1901
(312) 938-0171

Is Revenue FYE 12/87 : \$ 7.0 m

Total Employees: 60

Services: AppSW Tky

Private

Worldwide Communications

111 Pfingston Road
Deerfield, IL 60015
(312) 564-8122

Toshiaki Yamanoto, President

Is Revenue FYE 03/87 (Est) : \$ 6.6 m

Total Employees: 12

Services: Pfs AppSW

Private

Zink and Catich, inc.

1853 Bernice Road
Lansing, IL 60438
(312) 895-0880

Private

Zylab Corporation

233 East Erie
Chicago, IL 60611
(312) 642-2201

Total Revenue : \$ 1.0 m

Is Revenue : \$ 0.9 m

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Indiana

Anacomp, Inc.

11555 North Meridian St.
P.O. Box 40888
Carmel, IN 46032
(317) 844-9666

Louis P. Ferrero, President
Is Revenue FYE 09/87 : \$ 104.1 m
Total Employees: 3700
Services: Pfs Proc Tk
Public

Arvin Industries, Inc.

1531 Thirteenth St.
Columbus, IN 47202
(812) 379-3000

James K. Baker, President
Public

Basic American Medical, Inc.

4000 East Southport Rd.
P.O. Box 27120
Indianapolis, IN 46227
(317) 783-5461

Public

Business Information Services, Inc.

2920 Independence
Fort Wayne, IN 46808
(219) 485-9671

Don Currie, President
Is Revenue FYE 03/87 : \$ 0.6 m
Total Employees: 5
Services: AppSW
Private

CAPSCO PALLM Systems

CPS Building
4040 Vincennes Circle
Indianapolis, IN 46268
(317) 871-4700

Chris McEvoy, President
Is Revenue FYE 12/87 : \$ 15.0 m
Total Employees: 140
Services: Pfs AppSW
Parent Company: Swiss Reinsurance Company

Computerized Management Decisions, Inc.

6535 E. 82nd Street, Suite 102
Indianapolis, IN 46250
(317) 842-3900

Thomas Proctor, President

Private

Datalink Systems, Inc.

1818 Commerce Dr.
P.O. Box 1316
South Bend, IN 46624
(219) 282-3300

Joseph Pitts

Parent Company: Mellon Bank

Data Processing Services, Inc.

5875 Castle Creek Pkwy
North Drive
Indianapolis, IN 46250
(317) 872-8300

Daniel Barrow, President

Total Employees: 25

Services: Proc

Private

E.F. Paynter and Associates

6140 N. College Avenue
Indianapolis, IN 46220
(317) 872-8799

Edwin F. Caynter, President

Is Revenue FYE 03/87 (Est) : \$ 0.6 m

Total Employees: 5

Services: AppSW SysSW

Private

EWDP Software, Inc.

8710 Staghorn Road
P.O. Box 40283
Indianapolis, IN 46260
(317) 872-8799

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Indiana

General Devices Co., Inc.

1410 S. Post Rd.
P.O. Box 39100
Indianapolis, IN 46239
(317) 897-7000

Public

GTE EFT Services, Inc.

11711 North Meridian Street, Suite

210

Carmel, IN 46032
(317) 844-0119

Stephen R. Nelson, General Manager
Services: Proc
Parent Company: GTE Corporation

Harvest Computer Systems

120 N. Harrison Street
Alexandria, IN 46001
(317) 724-4429

Gary Randolph, President

Is Revenue FYE 10/87 (Est) : \$ 2.0 m

Total Employees: 17

Services: AppSW

Private

Howard W. Sams Software

4300 W. 62nd St.
Indianapolis, IN 46360
(317) 298-5400

Total Revenue FYE 12/84 : \$ 30.0 m

Is Revenue : \$ 10.5 m

Total Employees: 500

Services: AppSW

Public

Indecon Inc.

One American Square, Suite 1325,
Box 82058
Indianapolis, IN 46282
(317) 634-9482

Donald F. Breitfelder, President

Total Revenue FYE 07/84 : \$ 7.0 m

Is Revenue : \$ 7.0 m

Services: Pfs

Private

Management Data Communications

9701 W. Higgins Road
Rosemont, IN 60018
(312) 696-1300

Fred Coyle, President

Total Revenue FYE 01/87 (Est) : \$ 15.0 m

Total Employees: 200

Services: Proc AppSW

Private

Master Software Corporation

8604 Allisonville Road #309
Indianapolis, IN 46250
(317) 842-7020

Eugen P. Schulstad, President

Is Revenue FYE 05/87 (Est) : \$ 1.7 m

Total Employees: 36

Services: AppSW Tky

Parent Company: Epsilon Data Management,
Inc.

Medical Management Systems, Inc.

446 West Pontial
Fort Wayne, IN 46807
(219) 456-2195

J. Richard Presser, President

Total Revenue FYE 12/85 : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 10

Services: Pfs Proc Tky

Private

Medi-Span, Inc.

5980 W. 71st Street
P.O. Box 68875
Indianapolis, IN 46268
(317) 299-5980

J. Bruce Laughrey

Total Employees: 100

Services: Network AppSW

Private

Micro Data Base Systems, Inc.

P.O. Box 248
Lafayette, IN 47902
(317) 447-1122

Private



CAMS 1988
Directory of Information Services Companies
State of Indiana

RANAC Computer Corporation
8925 N. Merradian, Suite 201
Indianapolis, IN 46260
(317) 844-0141
Peter G. Fruehman, President
Total Employees: 15
Services: Pfs AppSW Tky
Private



CAMS 1988
Directory of Information Services Companies
State of Iowa

ASI Computer Systems, Inc.

P.O. Box 1527
Waterloo, IA 50704
(319) 296-6620

Norman Cohn, President
Is Revenue FYE 06/87 : \$ 2.4 m
Total Employees: 50
Services: SysSW Tky
Private

Banks of Iowa Computer Services, Inc.

4333 Edgewood road, NE
Cedar Rapids, IA 52406
(319) 395-6600

Brian Scott, President
Total Revenue FYE 01/87 (Est) : \$ 15.0 m
Is Revenue : \$ 15.0 m
Total Employees: 145
Services: Pfs Proc
Parent Company: Banks of Iowa

Network Data Processing Corporation

200 5th Ave. Southeast
Cedar Rapids, IA 52401
(319) 398-1800

Robert H. Taylor
Total Revenue (Est) : \$ 3.5 m
Is Revenue : \$ 3.5 m
Total Employees: 70
Public

**Norwest Financial Information Services
Group**

206 8th St.
Des Moines, IA 50309
(515) 243-2131

Richard Lovitt
Is Revenue FYE 12/87 (Est) : \$ 31.0 m
Services: Proc
Parent Company: Norwest Corporation

Pioneer Hy-Bred International

11153 Aurora Avenue
Des Moines, IA 50322
(515) 245-3500

Tom Urban, President
Is Revenue FYE 09/87 : \$ 3.1 m
Total Employees: 5000
Services: AppSW
Public

PLS Company

425 2nd Street S.E., Suite 1200
Cedar Rapids, IA 52401
(319) 365-5211

Von Elbert, President

Is Revenue FYE 08/87 : \$ 17.0 m
Total Employees: 600
Services: Proc
Parent Company: Pioneer Hy-Bred
International

TLS Company

425 Second Avenue S.E.
P.O. Box 1686
Cedar Rapids, IA 52406
(319) 365-5211

Von L. Elbert, President
Is Revenue FYE 08/87 : \$ 25.0 m
Total Employees: 140
Services: Proc AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of Kansas

Automated Systems Consultants, Inc. (ASCI)

10820 W. 64th Street
Shawnee Mission, KS 66203
(913) 268-8600

A. Lee Holt, President
Total Revenue FYE 09/88 (Est) : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 90
Services: Pfs
Private

Basic Solutions

505 Commercial Street
Sedgwick, KS 67135
(316) 772-5174

David A. Sellens, President
Private

Business Information Services

2100 W. 89th St.
Leawood, KS 66206
(913) 642-7373

David Ray, Chairman
Total Revenue FYE 12/85 : \$ 67.0 m
Is Revenue : \$ 54.0 m
Services: Proc
Private

Creative Data Systems, Inc.

9300 W. 110th Street
Building 55, Suite 150
Overland Park, KS 66201
(913) 451-4618

Dan Kroger, President
Total Revenue FYE 12/84 (Est) : \$ 5.5 m
Is Revenue (Est) : \$ 2.6 m
Total Employees: 49
Services: Pfs AppSW
Private

Dynatex Systems

619 E. William
Wichita, KS 67202
(316) 265-9354

Eagle Software, Inc.

P.O. Box 16
Salina, KS 67401
(913) 823-7257

Private

Innovative Software, Inc.

16011 College Blvd.
Lenexa, KS 66219
(913) 492-3800

Michael J. Brown, President
Is Revenue FYE 06/87 : \$ 18.9 m
Total Employees: 250
Services: AppSW

Insurance Sales Systems

8001 West 63rd Street, Suite One
Merriam, KS 66202
(913) 722-0065

Bill Hilliard, Partner
Total Employees: 6
Private

International Micro-Systems, Inc.

4331 Merriam Drive
Overland Park, KS 66203
(913) 677-1137

William Watson, President
Is Revenue FYE 08/87 : \$ 2.4 m
Total Employees: 23
Services: AppSW
Private

Knight-Ridder, Inc.

2100 W. 89th St.
Leawood, KS 66706
(913) 642-7373

Is Revenue FYE 12/87 : \$ 54.0 m
Services: Network
Public



CAMS 1988
Directory of Information Services Companies
State of Kansas

SDMI

1900 W. 75th St., Suite 5
Prairie Village, KS 66208
(913) 362-0388

Davis Pler, President
Total Revenue FYE /86 : \$ 3.5 m
Is Revenue : \$ 3.5 m
Total Employees: 20
Private

Systems Design and Management Information

1900 W. 75th Street
Prairie Village, KS 66208
(913) 362-0388

Davis Tyler, President
Total Revenue : \$ 4.0 m
Is Revenue : \$ 4.0 m
Total Employees: 19
Services: Pfs AppSW
Private

Tallgrass Technologies Corporation

11100 West 82nd Street
Overland Park, KS 66214
(913) 492-6002

Private

United Data Services, Inc.

P.O. Box 7927
Overland Park, KS
(913) 345-6246

Roderick Mark, President
Total Employees: 625
Services: Proc
Parent Company: United Telephone System



CAMS 1988
Directory of Information Services Companies
State of Kentucky

A.L. Roark and Associates, Inc.

406 Rosemont Garden
Lexington, KY 40503
(606) 278-9581

A.L. Roark, President
Is Revenue FYE 01/87 : \$ 2.3 m
Total Employees: 16
Services: AppSW
Private

Ashland Automation Services, Inc.

P.O. Box 14000
Lexington, KY 40512
(606) 268-7300

Rex S. Wolf, President
Total Revenue FYE 09/84 : \$ 30.0 m
Is Revenue : \$ 24.0 m
Total Employees: 258
Services: Proc Tky
Private

Bellwether Corporation

9900 Shelbyville Rd., Suite 6B
Louisville, KY 40223
(502) 426-9449

William J. Arnold, President
Total Revenue FYE 12/86 : \$ 1.2 m
Is Revenue : \$ 1.2 m
Total Employees: 17
Services: Pfs
Private

Bloodstock Research, Inc.

801 Corporate Dr.
P.O. Box 4097
Lexington, KY 40544
(606) 278-0411

Carl Rogers, Ex. V.P.
Total Revenue FYE 12/84 : \$ 4.2 m
Is Revenue : \$ 4.2 m
Services: Proc
Private

Computer Services, Inc.

P.O. Box 60
Paducah, KY 42002-0060
(502) 442-7361

John A. Williams, Chairman
Is Revenue FYE 02/87 : \$ 12.0 m
Total Employees: 190
Services: Proc

Public

Erwin Software Corporation

P.P.O. Box 24508
Louisville, KY 40224
(502) 895-5326

Donald C. Erwin, President
Total Employees: 6
Services: Proc AppSW
Private

First National Bank Of Louisville

P.O. Box 36000
Louisville, KY 40232
(502) 581-5386

Private

IntelliTEK Computer Corporation

833 Nandino Boulevard
P.O. Box 11908
Lexington, KY 40578
(606) 259-1366

Private

Key Systems, Inc.

512 Executive Park
Louisville, KY 40207
(502) 897-3332

Thomas Palmer, President
Total Revenue FYE 01/87 (Est) : \$ 0.5 m
Total Employees: 10
Services: Pfs AppSW SysInt
Private

Mentor Systems, Inc.

962 Delaware Avenue
Lexington, KY 40505
(606) 231-0519

Dr. Thomas Gibbs, President
Total Revenue (Est) : \$ 4.5 m
Is Revenue (Est) : \$ 4.5 m
Total Employees: 70
Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of Louisiana

Applied Realtime Systems, Inc.

1700 Highway 59
Mandeville, LA 70448
(504) 626-1111

John W. Thompson, President
Is Revenue FYE 12/87 : \$ 2.7 m
Total Employees: 22
Services: AppSW Tky
Private

Bancroft Computer Systems

P.O. Box 1533
West Monroce, LA 71291
(318) 397-1377

Jerry Ingram, President
Is Revenue FYE 10/87 : \$ 0.5 m
Total Employees: 2
Services: AppSW
Private

Blast Communications

5615 Corporate Blvd
3rd Floor
Baton Rouge, LA 70809
(504) 923-0888

Private

Communications Research Group

5615 Corporate Blvd.
Baton Rouge, LA 70808
(504) 923-0888

Daniel R. Henderson
Total Revenue FYE 12/88 (Est) : \$ 7.5 m
Total Employees: 41
Services: Network
Private

Computer Library, Inc.

3225 Danny Parkway
New Orleans, LA 70151
(504) 455-5330

Daniel A. Ellis, President
Total Revenue : \$ 1.5 m
Is Revenue : \$ 1.0 m
Total Employees: 15
Services: Pfs
Private

DARCOR

4405 N. I-10 Service Rd.
Metairie, LA 70006

(504) 888-6297

Dennis A. Richards
Total Revenue FYE 10/88 (Est) : \$ 2.5 m
Total Employees: 25
Services: Pfs AppSW SysSW Tky
Private

Data Processing Center, Inc.

3920 Howard Ave.
New Orleans, LA 70125
(504) 821-6165

John Pepperman, President
Is Revenue FYE 12/87 : \$ 0.3 m
Total Employees: 21
Services: Pfs
Private

Executive Automated Systems

1919 Veterans Memorial Blvd., Suite
106
Kenner, LA 70062
(504) 469-9977
Private

Fifth Generation Systems, Inc.

11200 Industripex Blvd
Baton rouge, LA 70809
(504) 291-7221

Barry L. Bellue, President
Total Revenue FYE 01/87 (Est) : \$ 20.0 m
Is Revenue : \$ 14.0 m
Total Employees: 80
Services: SysSW
Private

High Tech Communications

P.O. Box 8531
Metairie, LA 70011
(504) 832-0987

Private



CAMS 1988
Directory of Information Services Companies
State of Louisiana

Medical Systems Plus, Inc.

1919 Veterans Memorial Blvd., Suite

106

Kenner, LA 70062

(504) 469-9977

Is Revenue FYE 12/87 : \$ 1.0 m

Total Employees: 40

Services: Pfs

Private

Picayune Publishing

920 Frenchmen Street

New Orleans, LA 70116

(504) 949-1366

Gene Stastny

Is Revenue FYE 12/87 : \$ 0.7 m

Total Employees: 6

Services: Pfs

Private

Source EDP

365 Canal Street, Suite 2310

New Orleans, LA 70130

(504) 561-6000

Private

CAMS 1988
Directory of Information Services Companies
State of Maine

ASC Computer Systems

100 Foden Rd., Citicorp Parkwest,
Suite

307
Portland, ME 04106
(207) 772-8620

Richard Kelley, President

Total Revenue FYE 10/86 : \$ 1.5 m

Is Revenue : \$ 1.5 m

Total Employees: 15

Services: AppSW Tky

Private

Systems Assurance Corporation

16 Lafayette St.
P.O. Box 237
Yarmouth, ME 04096
(207) 846-3761

Donald Chase, President

Total Revenue FYE 10/86 : \$ 1.3 m

Is Revenue : \$ 1.3 m

Total Employees: 25

Services: Pfs AppSW Tky

Public



CAMS 1988
Directory of Information Services Companies
State of Maryland

Actuarial Computer Technology, Inc.

6410 Rockledge Drive, Suite 200
Bethesda, MD 20817
(301) 530-4400

Walter Frasier, President
Total Employees: 60
Private

Advanced Healthcare Systems, Inc.

4330 East West Highway, Suite 914
Bethesda, MD 20814
(301) 656-9411

William Pomerance, President
Total Revenue FYE 11/86 (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 4
Services: AppSW
Private

Aid Data Systems, Inc.

P.O. Box 750
Maryland Rte. 3
Millersville, MD 21108
(301) 987-6822

Charles H. Wheatley, President
Total Employees: 22
Services: Pfs Proc AppSW Tky
Private

Airs, Inc.

335 Paint Branch Drive
College Park, MD 20742
(301) 454-2022

W. Theodore Durr
Total Revenue FYE 01/87 (Est) : \$ 0.9 m
Is Revenue : \$ 0.9 m
Total Employees: 8
Services: AppSW
Private

Applied Computer Associates, Inc.

16220 Frederick Road
Suite 100
Gaithersburg, MD 20877
(301) 948-0256

Total Employees: 11
Services: Network Proc AppSW SysSW
Private

Applied Management Sciences

962 Wayne Ave., Suite 701

Silver Springs, MD 20910

(301) 585-8181

Todd Tucker, President
Total Revenue FYE 09/84 : \$ 1.0 m
Is Revenue : \$ 0.3 m
Total Employees: 200
Services: Pfs
Private

Applied Management Systems, Inc.

7315 Wisconsin Ave., #601E
Bethesda, MD 20814
(301) 654-0711

Jerry Johnson, President
Total Revenue FYE 02/86 : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 90
Services: Pfs AppSW
Private

Aquas, Inc.

5008 Dalton Road
Chevy Chase, MD 20815
(301) 654-4000

Total Revenue : \$ 0.3 m
Is Revenue : \$ 0.3 m
Services: Pfs Proc
Private

Aspen Systems Corporation

1600 Research Blvd.
Rockville, MD 20850
(301) 251-0000

Alber Lampert, President
Parent Company: Walters Samson Group

Authorization Systems Inc.

11400 Rockville Pike, Ste 510
Rockville, MD 20852
(301) 770-1625

Harry Saxon, President
Total Employees: 80
Private

CAMS 1988
Directory of Information Services Companies
State of Maryland

Automated Sciences Group, Inc.
700 Roeder Road
Silver Spring, MD 20910
(301) 587-8750

Conrad Hipkins, Chairman
Is Revenue FYE 01/87 : \$ 60.0 m
Total Employees: 550
Private

Automation Counselors, Inc.
5728 Industry Lane
P.O. Box 3917
Frederick, MD 21701
(301) 663-3700

Ross H. Benitez
Is Revenue FYE 12/87 : \$ 1.9 m
Total Employees: 15
Services: Pfs AppSW Tky
Private

Balance Computer Corporation
3-H Nashua Court
Baltimore, MD 21221
(301) 667-1400

Thomas A. Mannings, President
Total Revenue FYE 04/86 : \$ 0.9 m
Is Revenue : \$ 0.8 m
Total Employees: 14
Services: Pfs Tky
Public

Benefacts, Inc.
300 East Joppa Road
Baltimore, MD 21204
(301) 296-5500

Robert R. Baker, Jr., Managing VP
Total Employees: 110
Services: Pfs Proc AppSW
Parent Company: Alexander & Alexander, Inc.

Berul Associates, Ltd.
1530 E. Jefferson Street
Rockville, MD 20852
(301) 984-9400

Lawrence H. Berul, President
Total Revenue FYE 12/84 (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m
Total Employees: 30
Services: Pfs
Private

Bidnet

5 Choke Cherry Road
Rockville, MD 20850
(301) 330-7000

Private

B.K. Dynamics

3204 Monroe Street Box 6012
Rockville, MD 20850
(301) 984-7300

John Proctord, Vice President
Total Employees: 110
Services: Pfs AppSW SysInt Tky
Private

Capital Systems Group, Inc.

1803 Research Blvd.
Suite # 600
Rockville, MD 20850
(301) 262-1200

Raj Shah, Chairman
Total Revenue FYE 07/84 : \$ 6.6 m
Is Revenue : \$ 6.6 m
Total Employees: 100
Services: Pfs AppSW Tky
Private

Centel Business Information System

5515 Security Lane
Suite 1100
Rockville, MD 20852
(301) 984-3636

Carl English, President
Total Revenue FYE 09/84 : \$ 50.0 m
Total Employees: 375
Services: Pfs AppSW Tky

Centel Business Information Systems, Inc.

6000 Executive Blvd.
Rockville, MD 20852
(301) 984-3636

Carl English

Total Employees: 370
Services: SysInt
Public
Parent Company: Centel Corporation

CAMS 1988
Directory of Information Services Companies
State of Maryland

Comp-U-Staff, Inc.

One Investment Place
Towson, MD 21204
(301) 828-0788

Kathleen Cornell, President
Is Revenue FYE 12/87 : \$ 16.0 m
Total Employees: 300
Services: Pfs
Private

Computer Data Systems, Inc.

One Curie Court
Rockville, MD 20850
(301) 921-7000

Clifford M. Kendall, President
Is Revenue FYE 06/87 : \$ 61.1 m
Total Employees: 1450
Services: Pfs Proc AppSW SysInt Tky
Public

Contel ASC

1801 Research Blvd.
Rockville, MD 20850
(301) 251-8300

George P. Roberts, President
Services: Network
Parent Company: Contel Corporation

Cordatum, Inc.

4720 Montgomery Lane
Bethesda, MD 20814
(301) 652-5424

Merle C. Garvis, President
Total Revenue FYE 12/86 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Services: Pfs AppSW
Public

Creative Processing Systems

8800 Edgeworth Drive
Capitol Heights, MD 20143
(301) 350-5600

Phillip F. Sheats, President
Total Revenue FYE 02/85 : \$ 9.0 m
Is Revenue : \$ 9.0 m
Total Employees: 65
Services: Proc
Private

Data Management Services

Box 333

211 North Market Street
Frederick, MD 21701
(301) 293-2282

Michael O'Flanerty, President
Total Employees: 8
Private

Data Processing Support Corporation

809 Glencables Ct., Suite 213
Towson, MD 21204
(301) 321-8444

Walter Frizzell, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 25
Services: Pfs
Public

Designed Applications

P.O. Box 2335
Columbia, MD 21045
(301) 490-3121

Lucy Howlin, VP of Marketing
Total Employees: 5
Services: AppSW
Private

Dialcomm, Inc.

1109 Spring St.
Silver Spring, MD 20910
(301) 588-1572

John Morris, President
Is Revenue FYE 12/87 : \$ 29.0 m
Total Employees: 250
Services: Network Pfs AppSW
Parent Company: British Telecom

Digital Video Processing, Inc.

2401 Research Blvd. #101
Rockville, MD 20850
(301) 670-9282

Private



CAMS 1988
Directory of Information Services Companies
State of Maryland

DISC, Inc.

1314 Bedford Avenue
Baltimore, MD 21208
(301) 486-0410

Albert M. Harris, President
Is Revenue FYE 12/87 : \$ 7.0 m
Total Employees: 110
Services: AppSW
Public

Disclosure

5161 River Road
Bethesda, MD 20816
(301) 951-1300

Steve Goldspeil, President
Is Revenue FYE 12/87 : \$ 15.0 m
Total Employees: 300
Services: Pfs
Private

EDI, Inc.

19630 Clubhouse Road
Gaithersburg, MD 20879
(301) 670-0811

Ralph Motto, President
Is Revenue FYE 12/87 (Est) : \$ 3.2 m
Total Employees: 24
Services: Tky
Private

Falcon Data, Inc.

5272 River Road
Bethesda, MD 20816
(301) 961-2000

Private

Falcon Systems, Inc.

5272 River Road
Bethesda, MD 20816
(301) 961-2000

Is Revenue FYE 12/87 : \$ 41.0 m
Total Employees: 200
Services: Pfs SysInt Tky
Private

GE Information Services

401 North Washington St.
Rockville, MD 20850
(301) 340-4000

Services: Network Pfs Proc AppSW
Parent Company: General Electric Company

General Communications, Inc.

11301 Rockville Pike
Kensington, MD 20845
(301) 231-7000

V. Berlin, Vice President
Total Revenue FYE 12/85 (Est) : \$ 1.5 m
Is Revenue (Est) : \$ 1.4 m
Total Employees: 17
Services: Pfs Proc
Private

Global Health Systems, Inc.

1701 Research Blvd.
Rockville, MD 20850
(301) 258-9212

Alan Gold, President
Total Revenue FYE 12/88 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 18
Services: Tky
Public

Group 1 Software, Inc.

6404 Ivy Lane, Suite 500
Greenbelt, MD 20770
(301) 982-2000

Robert Bowen, President
Is Revenue FYE 03/87 (Est) : \$ 8.5 m
Total Employees: 75
Services: AppSW
Public
Parent Company: Comnet

Gryphon Microproducts

P.O. Box 4104
Silver Springs, MD 20904
(301) 384-6868

Private

CAMS 1988
Directory of Information Services Companies
State of Maryland

Integrated Microcomputer Systems, Inc.

2 Reasarch Place
Rockville, MD 20850
(301) 948-4790

John Yeh, President
Is Revenue FYE 01/87 : \$ 6.0 m
Private

Intelus, Inc.

3204 Monroe Street
Rockville, MD 20852
(301) 984-6363

Jan Lodel, President
Is Revenue FYE 07/87 (Est) : \$ 3.5 m
Total Employees: 26
Services: Pfs SysInt Tky
Private

InterCAD Corporation

2525 Riva Road
Annapolis, MD 21401
(301) 261-8530

Charles O. Heller, President
Total Revenue FYE 12/84 : \$ 3.9 m
Is Revenue : \$ 3.7 m
Total Employees: 43
Services: Tky
Public
Parent Company: ERC International, Inc.

Kennerly Associates, Inc.

6302 Merna Lane
Lanham, MD 20706
(301) 441-1390

Raymond G. Kennerly II, President
Total Revenue FYE 03/85 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 11
Services: Pfs Proc AppSW Tky
Private

Martin Marietta Corporation

6801 Rockledge Drive
Bethesda, MD 20817
(301) 897-6000

Total Revenue FYE 01/87 : \$ 4752.5 m
Public

Martin Marietta Data Systems

6303 Ivy Lane
Greenbelt, MD 20770

(301) 982-6500

Frederick H. Hudoff, President
Total Revenue FYE 01/87 : \$ 467.4 m
Total Employees: 5500
Services: Pfs Proc AppSW
Parent Company: Martin Marietta
Corporation

Martin Marietta Information Systems Group

6801 Rockledge Drive
Bethesda, MD 20817
(301) 897-6000

Total Employees: 10000
Services: Pfs Proc AppSW SysInt Tky
Parent Company: Martin Marietta
Corporation

Maryland Casualty Co.

3910 Keswick Road
Baltimore, MD 21203
(301) 366-1000

Public

Merkle Computer Systems, Inc.

5200-E Philadelphia Way
Lanham, MD 20706
(301) 459-9700

Harvey Blanton
Total Employees: 25
Services: Proc
Private

MicroCall Services

P.O. Box 650
Laurel, MD 20707
(301) 776-5253

Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of Maryland

National College Services

600 South Frederick Ave.
Gaithersburg, MD 20877
(301) 258-0717

Dr. Herman Davis, President
Is Revenue FYE 01/87 (Est) : \$ 2.7 m
Total Employees: 20
Services: Pfs Proc
Private

National Com-Serv, Inc.

451 Hungerford Drive
Rockville, MD 20850
(301) 251-1880

Larry Bucklew, President
Is Revenue FYE 12/87 : \$ 8.0 m
Total Employees: 130
Services: Pfs Proc
Private

National Guest Systems Corporation

4405 East-West Hwy. Suite 510
Bethesda, MD 20814
(301) 656-8525

David Burroughs, President
Total Employees: 20
Services: Pfs AppSW Tky
Private

OAQ Corporation

7500 Greenway Center
Grennbelt, MD 20770-3585
(301) 345-0750

Cecile deListle Barker, President
Is Revenue FYE 06/87 : \$ 78.0 m
Total Employees: 1400
Services: Pfs Proc SysInt
Private

Online Computer Systems, Inc.

20251 Century Blvd.
Germantown, MD 20874
(301) 428-3700

William H. Ford, Jr., President
Is Revenue FYE 03/87 : \$ 9.0 m
Total Employees: 150
Services: Proc AppSW SysInt Tky
Parent Company: Reed International PLC

Optic Graphics, Inc.

101 Dover Road

Glenburnie, MD 21061
(301) 768-3000

Private

Opus Corporation (The)

20251 Century Boulevard
GermanTown, MD 20874
(301) 428-3222

Keith R. McCall, President
Total Revenue FYE 04/86 (Est) : \$ 6.0 m
Is Revenue (Est) : \$ 6.0 m
Total Employees: 55
Services: Pfs AppSW
Private

ORI-Calculon Corporation

2440 Research Blvd.
Rockville, MD 20850
(301) 258-5300

Norman Alexander
Total Employees: 850
Services: Pfs
Public

Oriole Software, Inc.

8600 La Salle Road
Oxford Building Suite 630
Towson, MD 21204
(301) 823-0551

Dave Fernald
Is Revenue (Est) : \$ 4.5 m
Total Employees: 50
Services: AppSW Tky
Private

Penta Systems International, Inc.

309 East Federal St.
Baltimore, MD 21202
(301) 685-7258

C. Victor Meyer
Is Revenue FYE 01/87 : \$ 22.0 m
Total Employees: 140
Services: Tky
Public

CAMS 1988
Directory of Information Services Companies
State of Maryland

PHH Group, Inc.

11333 McCormack Road
Hunt Valley, MD 21031
(301) 771-1900

Private

Phillips Publishing

7315 Wisconsin Avenue, Suite 1200N
Bethesda, MD 20814
(301) 986-0666

Private

Photo Data, Inc.

12104 J Indian Creek Court
Beltsville, MD 20705
(301) 953-2112

F. Scott Watkins, President

Total Revenue FYE 12/86 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 28

Services: AppSW

Public

PSA & CPS, Inc.

8800 Edgeworth Drive
Capitol Heights, MD 20743
(301) 350-5600

Mel Fox, President

Total Revenue FYE 02/86 (Est) : \$ 17.5 m

Is Revenue (Est) : \$ 17.5 m

Total Employees: 250

Services: Proc

Private

Punch Card Processing Co.

6875 New Hampshire Ave.
Takoma Park, MD 20912
(301) 270-1887

John Layman, President

Total Employees: 2

Services: Proc

Private

Sachs/Freeman Associates, Inc.

1401 McCormick Drive
Landover, MD 20785
(301) 925-9400

Ernest Freeman, President

Is Revenue FYE 02/87 : \$ 22.5 m

Total Employees: 350

Services: Network Pfs Proc SysSW SysInt Tky

Private

Sage Federal Systems, Inc.

20 West Guide Road
Rockville, MD 20850
(301) 294-1000

Howard M. Arnold, President

Is Revenue FYE 01/87 : \$ 29.8 m

Total Employees: 250

Services: Pfs

Private

Sage Software, Inc.

3200 Monroe St.
Rockville, MD 20852
(301) 230-3200

Kevin J. Burns, President

Is Revenue FYE 04/87 : \$ 14.7 m

Total Employees: 100

Services: SysSW

Public

Scicon Corporation

6701 Rockledge Drive
Becheata, MD 20817
(301) 571-1000

Total Employees: 3500

Parent Company: British Petroleum Company
(The) PLC

Smith Abbot and Company, Inc.

9475 Deereco Road
Timonium, MD 21093
(301) 296-9032

E. Jackson Smith

Is Revenue FYE 01/87 : \$ 4.0 m

Total Employees: 39

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of Maryland

Spar Associates, Inc.

927 West Street
Annapolis, MD 21401
(301) 263-8093

Laurent Deschamps, President
Is Revenue FYE 11/87 : \$ 0.6 m
Total Employees: 6
Services: Proc AppSW SysInt
Private

Parent Company: Office Express, Inc.

Vitro Corporation

14000 Georgia Ave.
Silver Spring, MD 20906
(301) 231-1000

Total Employees: 5700
Services: Pfs AppSW
Parent Company: Penn Central Federal
Systems Company

STSC, Inc.

2115 East Jefferson Street
Rockville, MD 20852
(301) 984-5123

William G. Gibson, President
Total Employees: 150
Services: Proc AppSW
Private

System Automation Corporation

8555 16th St.
Silver Springs, MD 20910
(301) 565-9400

Alfred Rubin, President
Total Revenue FYE 01/87 (Est) : \$ 7.0 m
Is Revenue : \$ 7.0 m
Total Employees: 120
Services: Pfs
Private

**Systems and Applied Sciences Corporation
(SASC)**

2440 Research Blvd.
Rockville, MD 20850
(301) 921-2700

William H. Borten, President
Is Revenue FYE 12/87 : \$ 35.0 m
Total Employees: 750
Services: Pfs
Parent Company: Atlantic Research
Corporation

Top Down Systems

15850 Crabs Ranch West #340
Rockville, MD 20855
(301) 251-9400

Dennis Burke, President
Is Revenue FYE 01/87 (Est) : \$ 0.8 m
Total Employees: 7
Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Massachusetts

2434 Computer Services

201 Lowell St.
Wilmington, MA 01887
(617) 729-7700

Richard Bibaud, Vice President
Public

Absolut Software, Inc.

149 California Street
Newton, MA 02158
(617) 244-7468

Services: AppSW
Private

Access International, Inc.

208 Union Wharf
Boston, MA 02109
(617) 367-3690

Mohammed Fotouhi, President
Total Revenue FYE 03/84 : \$ 3.8 m
Is Revenue : \$ 3.8 m
Total Employees: 30
Services: Pfs Proc AppSW Tky
Private

Access Technology, Inc.

Six Pleasant St.
South Natick, MA 01760
(617) 655-9191

Allen Z. Kluchman
Total Employees: 143
Services: Pfs AppSW
Private

Adalcar Group, Ltd. (The)

572 Washington St., Suites 9-12
Wellesley, MA 02181
(617) 431-1785

Alan H. Silva, President
Total Revenue FYE 10/84 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 7
Services: Pfs AppSW
Private

Adelle Corporation

125 Cambridge Park Drive
Cambridge, MA 02140
(617) 354-0400

Charles A. Khuen, President
Total Employees: 110

Services: Pfs Proc
Private

Admins, Inc.

675 Massachusetts Avenue
Cambridge, MA 02138
(617) 661-3206

Stuart D. McIntosh, President
Total Revenue FYE 06/86 : \$ 0.8 m
Is Revenue : \$ 0.6 m
Total Employees: 10
Services: AppSW
Private

Advantage Systems, Inc.

950 Winter Street, Suite 2100
Waltham, MA 02154
(617) 890-2400

Joseph H. Bayne, Jr., President
Total Employees: 50
Private

Agate Systems, Inc.

290 High Street
Holyoke, MA 01040
(413) 532-6225

James R. Gillis, President
Is Revenue FYE 07/87 : \$ 0.7 m
Total Employees: 7
Services: AppSW
Private

Agency Management Systems, Inc.

One Heritage Drive
North Quincy, MA 02171
(617) 472-5150

David W. Wroe, President
Is Revenue FYE 12/87 (Est) : \$ 47.5 m
Total Employees: 545
Services: Proc Tky
Private



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Alcorp, Inc.

100 Fifth Ave.
Waltham, MA 02254
(617) 890-8400

Robert Goldman

Total Revenue FYE 03/85 : \$ 4.0 m

Is Revenue : \$ 4.0 m

Total Employees: 60

Services: Pfs AppSW

Private

Alpha Software Corp.

30 B Street
Burlington, MA 01803
(617) 229-2924

Richard Rabins, President

Total Revenue FYE 03/84 (Est) : \$ 3.0 m

Is Revenue (Est) : \$ 3.0 m

Total Employees: 35

Services: AppSW

Private

ALSYS, Inc.

1432 Main Street
Waltham, MA 02154
(617) 890-0030

Private

American Business Systems, Inc. (ABS)

3 Littleton Road
Westford, MA 01886
(617) 692-2600

Jim Hamilton, President

Total Revenue FYE 09/84 : \$ 2.5 m

Is Revenue : \$ 2.5 m

Services: AppSW

Private

American Keypunch & Systems

675 Massachusetts Avenue
Cambridge, MA 02139
(617) 492-0600

Leonard Phillips, President

Is Revenue FYE 12/87 (Est) : \$ 0.2 m

Total Employees: 2

Services: Proc

Private

Analysis Computer Systems, Inc.

54 Middlesex Turnpike
Bedford, MA 01730

(617) 275-5800

John Fusco, President

Private

Applications Systems Corp. (ASC)

60 Temple Place
Boston, MA 02111
(617) 426-2918

Richard W. Smith, President

Total Revenue FYE 06/88 (Est) : \$ 2.5 m

Total Employees: 24

Services: AppSW

Private

Applied Decision Systems

33 Hayden Ave.
Lexington, MA 02173
(617) 861-7580

Carl Sloane, President

Total Revenue FYE 03/85 : \$ 5.0 m

Is Revenue : \$ 1.5 m

Total Employees: 12

Services: Pfs AppSW

Private

Parent Company: Temple, Barker and Sloane

Applied Expert Systems, Inc. (APEX)

Cambridge Center
Cambridge, MA 02142
(617) 225-2820

Dr. Fred L. Luconi, President

Total Revenue FYE 01/87 (Est) : \$ 7.5 m

Is Revenue : \$ 7.5 m

Total Employees: 45

Services: Pfs AppSW

Private

Applitek Corporation

107 Audubon Road
Wakefield, MA 01880
(617) 246-4500



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

ARC/AMS

One Heritage Dr.
North Quincy, MA 02171
(617) 472-5150

David W. Wroc, President
Is Revenue FYE 12/87 : \$ 42.0 m
Total Employees: 400
Services: Proc Tky
Private
Parent Company: Agency Management
Systems, Inc.

Aries Technology, Inc.

600 Suffolk Street
Lowell, MA 01854
(617) 453-5310

Larry McArthur, President
Total Revenue FYE 01/87 : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 70
Services: AppSW SysSW Tky
Private

Arlington Software Systems Corporation

400 Massachusetts Avenue
Arlington, MA 02174
(617) 641-0290

Peter Brajer, President
Services: AppSW
Private

Arthur D. Little, Inc.

17 Acorn Park
Cambridge, MA 02140
(617) 864-5770

Dr. Charles LaMantia, President
Is Revenue FYE 12/87 : \$ 285.0 m
Total Employees: 2200
Services: Pfs
Public

Artificial Intelligence Corporation

100 Fifth Ave.
Waltham, MA 02254
(617) 890-8400

Robert Goldman, President
Private

ASE Services Inc.

325 Hopping Brook Road
P.O. Box 656

Holliston, MA 01746

(617) 429-7200

Total Employees: 66
Services: Pfs
Private

Atech Corporation

37 Flagship Drive
North Andover, MA 01845
(617) 794-1913

Fred Huska, President
Total Employees: 10
Private

Atlantic Data Services, Inc.

One Battery March Park
Quincy, MA 02170
(617) 770-3333

Robert Howe, President
Is Revenue FYE 03/87 : \$ 2.0 m
Total Employees: 70
Services: Pfs
Private

AVP Systems

237 Washington Street
Marblehead, MA 01945
(617) 598-2716

Daniel L. Sullivan, President
Is Revenue FYE 12/87 : \$ 1.3 m
Total Employees: 8
Services: AppSW
Private

Azrex, Inc.

3 Mountain Road
P.O. BOX 416
Burlington, MA 01803
(617) 272-8750

David McIlhenny, President
Total Revenue FYE 06/86 : \$ 1.3 m
Is Revenue : \$ 1.0 m
Total Employees: 25
Services: Pfs AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Bachman Information Systems, Inc.
Four Cambridge Center
Cambridge, MA 02142-1401
(617) 354-1414

Arnold A. Kraft, President
Total Revenue FYE 6/88 : \$ 1.3 m
Is Revenue : \$ 1.3 m
Total Employees: 75
Services: SysSW
Private

Baird Corp.
125 Middlesex Turnpike
Bedford, MA 01730
(617) 276-6000

John M. Dempsey, Jr., President
Private

BancWare, Inc.
1472 Turnpike Street
Stoughton, MA 02072
(617) 341-1895

William E. Popp, President
Total Employees: 10
Private

Banking Decision Systems
245 Winter Street
Waltham, MA 02154
(617) 890-0535
Ed Maybury, General Manager
Total Revenue FYE 01/87 : \$ 3.5 m
Is Revenue : \$ 3.5 m
Total Employees: 30
Services: Pfs AppSW SysSW
Parent Company: Logica Data Architects, Inc.

Bank of New England
28 State Street, 7th Floor
Boston, MA 02109
(617) 742-4000
Private

Banyan Systems Inc.
115 Flanders Road
Westborough, MA 01581
(617) 898 1000
Richard G. Meise, President
Total Revenue FYE / (Est) : \$ 17.5 m
Private

BASF Systems Corporation
19 Crosby Drive
Bedford, MA 01730
(617) 271-4000

Private

Bay Banks, Inc.
175 Federal St.
Boston, MA 02110
(617) 482-1040

William Crocier, President
Public

Bay Banks Systems, Inc.
880 Main St.
Waltham, MA 02154
(617) 899-2222

Donald Isaacs, President
Total Revenue FYE 12/86 (Est) : \$ 35.0 m
Is Revenue (Est) : \$ 35.0 m
Total Employees: 652
Services: Proc AppSW
Parent Company: Bay Banks, Inc.

BBN Communications Corporation
150 Cambridge Park Drive
Cambridge, MA 02140
(617) 873-3268
Terry Fagin, President
Services: Pfs
Parent Company: Bolt, Beranek and Newman Inc.



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

BBN Software Products Corporation

10 Fawcett St.
Cambridge, MA 02238
(617) 491-8488

Ean M. Rankin, President

Total Employees: 160

Services: Pfs AppSW

Parent Company: Bolt, Beranek and Newman
Inc.

BD Software Corporation

P.O. Box 2368
Cambridge, MA 02238
(617) 576-3828

Leon Zolman, President

Services: Tky

Private

BGS Systems, Inc.

128 Technology Center
Waltham, MA 02254-9111
(617) 891-0000

Harold S. Schwark

Is Revenue FYE 12/87 : \$ 11.3 m

Total Employees: 150

Services: Pfs SysSW

Public

Bolt, Beranek and Newman Inc.

10 Fawcett St.
Cambridge, MA 02238
(617) 873-2000

Stephen R. Levy, President

Is Revenue FYE 06/87 : \$ 252.0 m

Total Employees: 2800

Services: Pfs AppSW Tky

Public

Boston Documentation Design, Inc.

2120 Commonwealth Ave. Str 9
P.O. Box 284
Auburndale, MA 02166
(617) 965-5300

Private

Boston Software Works Inc.

120 Fulton Street
Boston, MA 02109
(617) 367-6846

Ross Gale, President

Private

Bristol Information Systems, Inc.

84 N. Main Street
Fall Rivers, MA 02720
(617) 679-1051

Frederick M. Gottlieb, President

Is Revenue FYE 12/87 : \$ 1.9 m

Total Employees: 20

Services: AppSW

Private

BSO Corporation

128 Technology Center
Waltham, MA 02254-9164
(617) 894-7800

Michael Rooney, President

Total Employees: 55

Private

Business & Professional Software, Inc.

143 Binney Street
Cambridge, MA 02142
(617) 491-3377

David Solomont, President

Total Employees: 13

Services: AppSW

Private

Business Software Technology, Inc.

114 Turn Pike Road
West Boulough, MA 01581
(617) 870-1900

Nick Rini, President

Is Revenue FYE 09/87 : \$ 4.5 m

Total Employees: 43

Services: SysSW

Private



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Calvin P. Allyn & Associates

50 Congress St.
Boston, MA 02109
(617) 723-7340

Calvin P. Allyn, President

Total Revenue FYE 12/86 : \$ 0.6 m

Is Revenue : \$ 0.1 m

Total Employees: 10

Services: Pfs Proc AppSW

Private

Cambridge Computer Associates, Inc.

222 Alewife Brook Parkway
Cambridge, MA 02138
(617) 868-1111

Victor Oppenheimer, President

Total Revenue : \$ 3.0 m

Is Revenue : \$ 3.0 m

Total Employees: 50

Services: Pfs

Private

Camex

75 Kneeland
Boston, MA 02111
(617) 426-3577

Tom Hagan, President

Total Revenue FYE 01/87 (Est) : \$ 20.0 m

Is Revenue (Est) : \$ 16.0 m

Total Employees: 140

Services: Proc

Private

Carleton Corporation

P.O. Box 435
Burlington, MA 01803
(617) 272-4310

Mike Dexter-Smith, President

Is Revenue FYE 02/87 (Est) : \$ 2.0 m

Total Employees: 25

Services: SysSW

Private

Casher Associates, Inc.

1371 Beacon Street
Brookline, MA 02147
(617) 232-9111

Jonathan D. Casher, President

Total Employees: 20

Services: Pfs AppSW Tky

Private

Catalytix Corporation

55 Wheeler Street
Cambridge, MA 02138
(617) 497-2160

Donald French, President

Total Revenue (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 0.9 m

Total Employees: 15

Services: Pfs

Private

CCA Uniworks, Inc.

20 William St.
Wellesley, MA 02181
(617) 235-2600

John Paul, President

Total Revenue : \$ 5.0 m

Is Revenue : \$ 4.0 m

Total Employees: 50

Services: AppSW

Private

CGX Corporation

43 Nagog Park
Acton, MA 01720
(617) 263-3222

James D. Norrod, President & CEO

Total Employees: 130

Private

Charles River Data Systems

983 Concord Street
Framingham, MA 01701
(617) 626-1000

Richard Shapiro, President

Total Revenue FYE 07/84 (Est) : \$ 10.0 m

Total Employees: 150

Private

CLSI, Inc.

320 Nevada Street
Newtonville, MA 02160
(617) 965-6310

Gene Robinson, President

Total Employees: 250

Services: Tky

Parent Company: TBG, Inc.



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Communicator Assistance Systems, Inc.

112 Foyer Road
Beverly, MA 01915
(617) 927-8144

Dennis Fieldman, President

Is Revenue FYE 11/87 : \$ 0.7 m

Total Employees: 6

Services: AppSW

Private

Compugraphic Corporation

200 Ballardvale St.
Wilmington, MA 01887
(617) 658-5600

Carl E. Dantas, President

Is Revenue FYE 12/87 : \$ 220.0 m

Total Employees: 4000

Services: Tky

Parent Company: Agfa Gevaert, Incorporated

Computer Corporation of America

Four Cambridge Center
Cambridge, MA 02142
(617) 492-8860

Richard D. Stewart, President

Is Revenue FYE 12/87 (Est) : \$ 50.0 m

Total Employees: 350

Services: SysSW

Private

Computer Corporation of American

4 Cambridge Center
Cambridge, MA 02141
(617) 492-8860

Total Revenue FYE 12/85 : \$ 125.0 m

Total Employees: 1500

Services: Pfs Proc AppSW

Computer Entry Systems Corporation

2124 Industrial Parkway
Silver Spring, MA 20904
(301) 622-3500

Michael J. King, President

Total Revenue FYE 12/86 : \$ 72.6 m

Services: Pfs Proc AppSW Tky

Public

Computer Identities Corporation

5 Shawmut Road
Canton, MA 02021
(617) 821-0830

Frank Wgzniak, President

Is Revenue FYE 12/87 : \$ 14.4 m

Total Employees: 140

Services: SysSW SysInt Tky

Public

Computer Merchant, Ltd. (The)

175 Derby Street, Unit 17
Hingham, MA 02043
(617) 749-4634

John R. Daniel, President

Total Revenue FYE 03/85 : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 140

Services: Pfs AppSW

Private

Computer Partners, Inc.

One University Office Park
Waltham, MA 02154
(617) 647-0116

Paul Crowley, President

Total Revenue FYE 06/86 : \$ 20.0 m

Is Revenue : \$ 20.0 m

Total Employees: 295

Services: Pfs

Parent Company: Computer Sciences Corporation

Computer Recognition Systems, Inc.

11 Orion Park Dr.
Ayer, MA 01432
(508) 772-3991

F. Patrick Murphy, President

Total Revenue FYE 01/87 (Est) : \$ 7.5 m

Is Revenue : \$ 4.5 m

Total Employees: 60

Parent Company: Computer Recognition Systems, Ltd.

Computer Software Consultants Inc.

200 Boylston Street
Chestnut Hill, MA 02167
(617) 244-9830

David Stulin, President

Total Revenue FYE 12/85 : \$ 0.2 m

Is Revenue : \$ 0.2 m

Total Employees: 15

Services: Pfs AppSW Tky

Private



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Concentric Data Systems, Inc.

18 Lyman St., P.O. Box 4063
Westboro, MA 01581
(617) 366-1122

John Henderson, President

Total Revenue FYE 09/85 (Est) : \$ 1.6 m

Is Revenue (Est) : \$ 1.6 m

Total Employees: 11

Services: AppSW

Private

Concord Computing Corporation

500 West Cummings Park
Suite 3500
Woburn, MA 01301
(617) 933-8910

Thomas Swithenbank, President

Total Revenue FYE 09/87 : \$ 12.8 m

Total Employees: 160

Services: Proc

Public

Concord Data Systems, Inc.

397 William Street
Marlboro, MA 01752
(617) 460-0808

Kenneth Miller, President

Total Revenue FYE 07/86 (Est) : \$ 6.0 m

Is Revenue (Est) : \$ 6.0 m

Total Employees: 70

Services: AppSW

Private

Considine Computing Services

490 Trapelo Road
Belmont, MA 02178
(617) 484-6814

Thomas Considine, President

Total Employees: 16

Private

Corporate Software, Inc.

770 Dedham Street
Canton, MA 02021
(617) 821-2250

Morton H. Rosenthal, Chairman & CEO

Is Revenue FYE 12/87 : \$ 10.0 m

Total Employees: 213

Services: Pfs

Public

Corporate-TECH Planning, Inc.

245 Winter Street
Waltham, MA 02154
(617) 890-2600

George O'Rourke, President

Is Revenue FYE 01/87 : \$ 1.9 m

Total Employees: 13

Services: Pfs AppSW SysInt

Private

Cortex Corporation

138 Technology Drive
Waltham, MA 02154
(617) 894-7000

Craig S. Hill, President

Total Revenue FYE 06/88 : \$ 7.0 m

Is Revenue : \$ 7.0 m

Total Employees: 125

Services: SysSW

Private

C S Systems, Corp.

140 Second Avenue
Waltham, MA 0215
(617) 890-1200

Leeland H. Cowart, President

Total Revenue FYE 12/85 (Est) : \$ 0.8 m

Is Revenue (Est) : \$ 0.8 m

Total Employees: 4

Services: AppSW

Private

Cullinet Software, Inc.

400 Blue Hill Dr.
Westwood, MA 02090
(617) 329-7700

John Cullinane

Is Revenue FYE 01/87 : \$ 165.3 m

Services: Pfs AppSW SysSW

Public

Data Architects, Inc.

245 Winter St.
Waltham, MA 02154
(617) 880-7730

Martin Cooperstein, President

Is Revenue FYE 11/87 : \$ 28.4 m

Total Employees: 304

Services: Pfs AppSW

Parent Company: Logica, PLC



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

DATA Group Corporation (The)
Burlington Bus. Cn. Two
77 S. Bedford Street
Burlington, MA 01803
(617) 272-4100

Al Atkinson, President
Total Employees: 145
Services: AppSW
Parent Company: Nynex

Data Language Corporation
47 Manning Road
Billerica, MA 01821
(617) 663-5000

Joseph W. Alsop, President
Private

Data Translation, Inc.
100 Locke Drive
Marlborough, MA 01752
(617) 481-3700

Fred Molinari, President
Total Employees: 150
Private

Datatrol Corporation
Brent Drive
Hudson, MA 01749
(617) 568-1411

Ed Langley, President
Total Revenue FYE 06/86 : \$ 30.0 m
Is Revenue : \$ 30.0 m
Total Employees: 200
Services: Tky
Parent Company: Data Card

DAVOX INC.
4 Federal Street
Billerica, MA 01821
(617) 667-4455

Daniel Hosage
Total Revenue FYE 09/88 (Est) : \$ 25.0 m
Is Revenue : \$ 25.0 m
Total Employees: 225
Services: Network
Public

Decision Graphics, Inc.
2 Westboro Business Park
Westborough, MA 01581
(617) 870-5900

John B. Nilsson, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.0 m
Total Employees: 10
Services: SysSW
Private

Digital Design & Development, Inc.
P.O. Box 225
Walpole, MA 02081
(617) 784-2072

Stanley F. Zamkow, President
Is Revenue FYE 11/87 : \$ 0.2 m
Total Employees: 3
Services: Pfs Tky
Private

Digital Equipment Corp.
146 Main St.
Maynard, MA 01754
(617) 897-5111
Kenneth H. Olsen
Is Revenue FYE 12/87 : \$ 1138.0 m
Services: Pfs Proc AppSW SysSW SysInt
Public

DNS Associates, Inc.
1 Militia Drive
Lexington, MA 02173
(617) 862-8569

Hugh W. Stewart, President
Total Revenue FYE 08/88 : \$ 2.0 m
Is Revenue : \$ 1.2 m
Total Employees: 10
Services: Pfs Proc AppSW
Private

Dragon Systems, Inc.
90 Bridge Street
Newton, MA 02158
(617) 965-5200

Dr. James Baker, President
Total Employees: 15
Private



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Economica, Inc.

2067 Massachusetts Avenue
Cambridge, MA 02140
(617) 661-3260

A. Blackburn, President

Is Revenue FYE 01/87 : \$ 1.2 m

Total Employees: 30

Services: AppSW

Private

Electronic Business

221 Columbus Avenue
Boston, MA 02116
(617) 536-7780

Private

Envoy Systems Corporation

1432 Main Street
Waltham, MA 02154
(617) 890-1444

Kermit L. Stofer, President

Total Revenue FYE 12/86 (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 1.0 m

Total Employees: 20

Services: Tky

Private

Epsilon Data Management, Inc.

50 Cambridge St.
Burlington, MA 01803
(617) 273-0250

Thomas O. Jones, President

Is Revenue FYE 05/87 : \$ 49.0 m

Total Employees: 600

Services: Proc

Public

Evans, Griffith and Hart Inc.

55 Waltham Street
Lexington, MA 02173
(617) 861-0670

Dr. Thomas G. Evans, President

Is Revenue FYE 01/87 : \$ 1.5 m

Private

Exeter Software, Ltd.

300 Willow Street
North Andover, MA 01845
(617) 975-3340

James Cormier, President

Total Revenue FYE 12/85 (Est) : \$ 3.0 m

Is Revenue (Est) : \$ 3.0 m

Total Employees: 40

Services: AppSW

Private

Exter Software, Ltd.

160 Turnpike Road
Chelmsford, MA 01824
(617) 250-1274

Total Employees: 50

Services: AppSW

Private

Faxon Company, Inc. (The)

15 SW Park
Westwood, MA 02090
(617) 329-3350

Richard R. Rowe, President

Total Revenue FYE 3/88 (Est) : \$ 350.0 m

Is Revenue : \$ 350.0 m

Total Employees: 700

Services: Proc

Private

Fibronics International, Inc.

Communications Way
Independence Park
Hyannis, MA 02601
(617) 778-0700

John Hale, President

Total Employees: 400

Services: SysInt

Public

Financial Management Systems, Inc.

205 Portland Street
Boston, MA 02114
(617) 367-5981

James Barker, President

Is Revenue FYE 12/87 : \$ 1.8 m

Total Employees: 15

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Financiek, Inc.

2400 Computer Dr.
P.O. Box 670
Westboro, MA 01581
(617) 366-0950

Private

First Desk Systems Inc.

7 Industrial Park Road
Medway, MA 02053
(508) 533-2203

William Hulbig

Total Revenue FYE 12/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 10

Services: AppSW

Private

First Software Corporation

17-21 Ballard Way
Lawrence, MA 01843
(617) 689-0077

Rick Faulk, President

Total Employees: 45

Services: AppSW

Private

Foxboro Company

38 Neposnet Avenue
Foxboro, MA 02035
(617) 543 8750

Earl Pitt

FTP Software, Inc.

501 Cambridge Street
Cambridge, MA 02141
(617) 868-4878

James Van Bokkelen, President

Services: AppSW

Private

Funk Software

222 3rd Street
Cambridge, MA 02142
(617) 497-6339

Paul Funk, President

Total Employees: 19

Services: AppSW SysSW

Private

Gateway Design Automation

6 Lyberty Way

Westford, MA 01886

(617) 486-9701

Dr. Prabhu Goel, President

Total Revenue : \$ 3.0 m

Is Revenue : \$ 2.7 m

Total Employees: 12

Services: AppSW

Private

GCA Corporations

7 Shattuck Road
Andover, MA 01810
(617) 975-0000

Les Freed, President

Total Employees: 25

Services: AppSW

Private

GCC Technologies

Winter Street
Waltham, MA 02145
(617) 890-0880

Kevin Curren, President

Total Revenue FYE 01/87 (Est) : \$ 20.5 m

Is Revenue : \$ 20.5 m

Total Employees: 100

Services: Tky

Private

General Computer Resources, Inc.

255 Bear Hill Road
Waltham, MA 02154
(617) 890-4345

David J. Isenberg, President

Is Revenue FYE 07/87 : \$ 0.9 m

Total Employees: 5

Services: Pfs

Private



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

GENESYS Software Systems, Inc.

20 Ballard Way
Lawrence, MA 01843
(617) 685-5400

Larry Munini, President

Total Revenue FYE 06/87 : \$ 10.6 m

Private

GENSYM Corporation

125 Cambridge Park Drive
Cambridge, MA 02140
(617) 547-9606

Lowell R. Hawkinson

Total Employees: 25

Services: SysSW

Private

Geocomp Corporation

66 Commonwealth Avenue
Concord, MA 01742
(617) 369-8304

Is Revenue FYE 08/87 (Est) : \$ 0.7 m

Total Employees: 8

Services: AppSW SysSW

Private

Geographic Systems, Inc.

204 Andover Street
Andover, MA 01810
(617) 470-3760

Private

George K. Darling & Associates, Inc.

451 Andover Street
Suite 209
North Andover, MA 01845
(617) 794-0212

George K. Darling

Total Revenue FYE 12/88 (Est) : \$ 2.0 m

Is Revenue : \$ 1.6 m

Total Employees: 30

Services: Pfs AppSW

Private

G.O. Graphics

18 Ray Avenue
Burlington, MA 01803
(800) 237-5588

George Smith, President

Is Revenue FYE 10/87 (Est) : \$ 1.9 m

Total Employees: 30

Services: AppSW

Private

Goldhill Computers, Inc.

163 Harvard Street
Cambridge, MA 02139
(617) 492-2071

Carl Wolf, President

Total Employees: 50

Services: AppSW

Private

Harvard Software, Inc.

521 Great Road
Littleton, MA 01460
Private

Hayden Software Company, Inc.

650 Suffolk Street
Lowell, MA 01853
(617) 937-0200

Bruce Twickler, President

Private

Henco Software, Inc.

100 5th Avenue
Waltham, MA 02154
(617) 890-8670

Henry T. Cochran, President

Total Revenue FYE 12/85 : \$ 9.6 m

Is Revenue : \$ 9.6 m

Total Employees: 125

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of Massachusetts

I-LOGIX , Inc.

22 3rd Avenue
Burlington, MA 01803
(617) 272-8090

Peter Chiasson, President

Total Revenue FYE 01/87 (Est) : \$ 6.5 m

Is Revenue : \$ 6.5 m

Total Employees: 27

Services: SysSW

Private

Index Group, Inc.

5 Cambridge Center
Cambridge, MA 02142
(617) 492-1500

Thomas P. Garrity, President

Total Revenue FYE 10/85 (Est) : \$ 17.0 m

Is Revenue (Est) : \$ 17.0 m

Total Employees: 140

Services: Pfs Proc

Private

Index Technology Corp.

One Main Street
Cambridge, MA 02142
(617) 494-8200

Richard A. Carpenter, President

Is Revenue FYE 12/87 : \$ 16.5 m

Total Employees: 200

Services: SysSW

Private

INFINET, Inc.

40 High Street
N. Andover, MA 01845
(617) 681-0600

Nicholas Patontonis, President

Total Employees: 450

Services: SysInt

Parent Company: Memotel

Infocom, Inc.

125 Cambridge Park Drive 5th Floor
Cambridge, MA 02140
(617) 492-6000

Parent Company: Activision, Inc.

Inforonics, Inc.

550 Newtown Road
P.O. Box 458
Littleton, MA 01460

(617) 486-8976

A.S. Chivers, President

Is Revenue FYE 01/87 (Est) : \$ 2.7 m

Total Employees: 30

Services: Pfs Proc AppSW

Private

Input Output Computer Services

400 Totten Pond Road
Waltham, MA 02254
(617) 890-2299

Thomas Farrington, President

Total Revenue FYE 06/36 (Est) : \$ 19.5 m

Is Revenue (Est) : \$ 16.6 m

Total Employees: 250

Services: Pfs

Private

Integrated Planning, Inc.

338 Newbury Street
Boston, MA 02115
(617) 267-5340

Birgul Erengil, President

Total Revenue FYE 10/84 (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 1.0 m

Total Employees: 20

Services: AppSW

Private

Interactive Data Corporation

95 Hayden Ave.
Lexington, MA 02173-9144
(617) 863-8100

John Rutherford, Jr., President

Total Employees: 750

Services: Network AppSW

Parent Company: Dun & Bradstreet
Corporation (The)

Interactive Images

600 W. Cummings Park
Suite 4500
Woburn, MA 01801
(617) 938-8440

Douglas Kahn, President

Is Revenue FYE 01/87 (Est) : \$ 2.3 m

Total Employees: 45

Private

CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Interactive Systems, Inc.
600 Suffolk St.
Lowell, MA 01854
(617) 937-8500

Private

Interbase Software Corp.
150 Westford Road
Tyngsboro, MA 01879
(617) 649-3977

James Starkey, President
Total Employees: 30
Services: SysSW
Private

Interchange Systems, Inc.
1620 Massachusetts Avenue
Lexington, MA 02173
(617) 862-0010

Carl Drisko, President
Total Revenue FYE 12/88 (Est) : \$ 2.0 m
Is Revenue : \$ 2.0 m
Total Employees: 17
Services: AppSW
Private

Interleaf, Inc.
Ten Canal Park
Cambridge, MA 02141
(617) 577-9800

David A. Boucher, President
Is Revenue FYE 03/87 : \$ 53.9 m
Total Employees: 600
Services: AppSW TkY
Public

Intermetrics, Inc.
733 Concord Avenue
Cambridge, MA 02138
(617) 661-1840

Joseph A. Saponaro, President
Is Revenue FYE 12/87 : \$ 47.0 m
Total Employees: 659
Services: Pfs SysSW SysInt
Public

Intex Solutions, Inc.
161 Highland Avenue
Needham, MA 02194
(617) 449-6222
Tony Hatoun, President

Total Employees: 10
Services: AppSW
Private

ISI Systems, Inc.
161 Forbes Road
Braintree, MA 02184
(617) 848-4620
Charles C. Johnson, President
Is Revenue FYE 06/87 : \$ 35.4 m
Total Employees: 340
Services: Proc AppSW
Public

ISYS Corporation
289 Great Rd, Strawberry Hill Bldg.
Acton, MA 01720
(617) 263-7020

Private

ITP Boston, inc.
30 Spinelli Place
Cambridge, MA 02138
(617) 499-4200
Sergio Brosio, President
Total Revenue FYE 12/85 (Est) : \$ 17.0 m
Is Revenue (Est) : \$ 17.0 m
Total Employees: 200
Services: Pfs
Private

Javelin Software Corporation
One Kendall Square, Building 200
Cambridge, MA 02139
(617) 494-1400

Rob Firman, President
Is Revenue FYE 01/87 : \$ 1.8 m
Total Employees: 15
Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Massachusetts

John Hancock Mutual Insurance

John Hancock Place
Boston, MA 02117
(617) 421-6000

Public

Jurisoft, Inc.

763 Massachusettes Avenue
Cambridge, MA 02139
(617) 864-6151

Richard Anders, President
Is Revenue FYE 12/87 : \$ 1.3 m
Total Employees: 11
Services: AppSW
Private

Keane, Inc.

Ten City Square
Boston, MA 02129
(617) 241-9200

John F. Keane, President
Is Revenue FYE 12/87 : \$ 43.5 m
Total Employees: 900
Services: Pfs AppSW Tky
Public

Keydata Corporation

85 E. Belcher Road
Foxboro, MA 02035
(617) 543-7921

Robert M. Bienkowski, President
Total Revenue FYE 07/87 : \$ 2.3 m
Total Employees: 20
Services: Proc Tky
Public

Key Entry, Inc.

1 Bullfinch Place
Boston, MA 02114
(617) 723-5300

Total Revenue : \$ 0.8 m
Is Revenue : \$ 0.8 m
Total Employees: 12
Services: Pfs Proc
Public
Parent Company: Capital Bancorp

Knoware Learning Systems

219 Vassar
Cambridge, MA 02139
(617) 576-3821

Private

Kurzwell Applied Intelligence, Inc.

411 Waverly Oaks Road
Waltham, MA 02154
(617) 893-5151

Bernard F. Bradstreet
Total Employees: 60
Private

Language Processors Inc.

400-1 Totten Pond Road
Waltham, MA 02154
(617) 890-1155

Total Revenue FYE 12/87 (Est) : \$ 7.5 m
Total Employees: 50
Services: Pfs SysSW
Private

Language Technology Inc.

27 Congress Street
Salem, MA 01970
(617) 741-1507

William D. Engel, President and CEO
Total Revenue FYE 12/88 (Est) : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 60
Services: SysSW
Private

LAYERED INCORPORATED

The Schrafft Center
529 Main Street
Boston, MA 02129
(617) 242-7700

Stephen Burakoff, President
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 7.5 m
Total Employees: 70
Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Learning Tools Inc.

686 Massachusetts Avenue
Cambridge, MA 02139
(617) 864-8086

Dr. Kirk Wilson, President
Total Revenue (Est) : \$ 0.4 m
Is Revenue (Est) : \$ 0.3 m
Total Employees: 6
Services: Pfs
Private

LISP Machine, Inc.

175 Cabot Street
Lowell, MA 01854
(617) 458-9100

Ward McKenzie, President
Total Revenue (Est) : \$ 3.8 m
Is Revenue (Est) : \$ 0.9 m
Total Employees: 180
Services: Proc
Private

Logica Data Architects, Inc.

245 Winter St.
Waltham, MA 02154
(617) 890-7730

Martin Cooperstein
Total Employees: 304
Services: Pfs AppSW
Parent Company: Logica, PLC

Logistics Systems

95 Wells Avenue
Newton, MA 02159
(617) 965-1111

Donald Shapiro, President
Is Revenue FYE 12/87 : \$ 3.7 m
Total Employees: 45
Services: AppSW
Private

Logos Corporation

1 Dedham Place
Dedham, MA 02026
(617) 326-7600

William Hohenstein, President
Total Revenue FYE 01/87 (Est) : \$ 8.0 m
Is Revenue (Est) : \$ 8.0 m
Total Employees: 100
Services: AppSW
Private

Loki Engineering, Inc.

55 Wheeler St.
Cambridge, MA 02138
(617) 576-0666

Arnold Epstein, President
Total Revenue (Est) : \$ 0.4 m
Is Revenue (Est) : \$ 0.4 m
Total Employees: 5
Services: Pfs
Private

Lotus Development Corporation

55 Cambridge Parkway
Cambridge, MA 02142
(617) 577-8500

Jim P. Manzi, President
Total Employees: 1350
Services: AppSW
Public

Management Techniques, Inc.

149 California
Newton, MA 02158
(617) 244-7468

Stanley Shein, President
Is Revenue FYE 07/87 (Est) : \$ 0.5 m
Total Employees: 10
Services: Tky
Private

Manager Software Products, Inc.

131 Hartwell Ave.
Lexington, MA 02173-3126
(617) 863-5800

David DeCosta, President
Is Revenue FYE 12/87 : \$ 13.0 m
Total Employees: 260
Services: AppSW SysSW
Private

Marcam Corp.

19 Crawford St.
Needham, MA 02192
(617) 449-5510

Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Massachusetts

MASSCOMP

One Technology Park
Westford, MA 01886
(617) 692-6200

Gus Klein, President
Total Employees: 594
Services: AppSW
Private

Matrix Software Technology Corporation
One Massachusetts Technology

Center

Harborside Drive
Boston, MA 02128
(617) 567-0037

Vincent Garofalo, President
Total Revenue FYE 12/86 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 15
Services: AppSW
Private

McCormack & Dodge Corporation

1225 Worcester Rd.
Natick, MA 01760
(617) 651-1050

Frank H. Dodge, President
Total Employees: 1100
Services: AppSW
Parent Company: Dun & Bradstreet
Corporation (The)

Medical Information Technology, Inc.
(MEDITECH)

Meditech Circle
Westwood, MA 02090
(617) 329-5300

A. Neil Pappalardo, President
Is Revenue FYE 12/87 : \$ 32.0 m
Total Employees: 350
Services: AppSW SysSW
Private

Microamerica

33 Boston Post Road West
Marlbrough, MA 01752
(617) 480-0780

Gordon Hoffstein, President
Total Revenue FYE 01/87 (Est) : \$ 304.0 m
Total Employees: 420
Public

Microcom, Inc.

1400 Providence Highway
Norwood, MA 02062
(617) 762-9310

James M. Dow, President
Total Employees: 175
Private

Micro Software International

The Silk Mill
44 Oak Street
Newton Upper Falls, MA 02164
(617) 527-7510

Private

Micro Sparc, Inc.

52 Domino Drive
Concord, MA 01742
(617) 371-1660

F.L. Mike Harvey, President
Is Revenue FYE 12/87 : \$ 4.0 m
Total Employees: 28
Services: AppSW SysSW
Private

Mitchell and Gauthier Associates

73 Junction Square Drive
Concord, MA 01742
(617) 369-5115

Indy Pommers, President
Is Revenue FYE 04/87 : \$ 5.0 m
Total Employees: 20
Services: AppSW
Private

Mitchell Management Systems

Westboro Office Park
2000 West Park Drive
Westboro, MA 01581
(617) 366-0800

Neil Mitchell, Jr., President
Total Employees: 35
Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Mitrol Incorporated

800 West Cummings Park
Woburn, MA 01801
(617) 933-9545

Samuel Stein, President

Total Revenue FYE 12/86 (Est) : \$ 9.0 m

Is Revenue (Est) : \$ 4.5 m

Total Employees: 65

Services: Pfs AppSW

Private

Money Management Systems, Inc.

950 Winter St., Suite 1900 Bay Colony
Corporate Ctr.
Waltham, MA 02154
(617) 890-2070

Jay Goldberg, President

Total Revenue FYE 01/87 (Est) : \$ 7.0 m

Is Revenue (Est) : \$ 7.0 m

Services: Proc AppSW

Private

Mosaic Marketing, Inc.

1972 Massachusetts Avenue
Cambridge, MA 02140
(617) 491-2434

Richard Bezjian

Total Revenue FYE 12/88 (Est) : \$ 2.5 m

Total Employees: 15

Services: AppSW

Private

Mutual Services Institute

1525 Washington Street
Braintree, MA 02184
(617) 849-1600

Edward Boudris, President

Total Revenue FYE 10/86 (Est) : \$ 5.0 m

Is Revenue (Est) : \$ 5.0 m

Total Employees: 80

Services: Proc

Parent Company: Mutual Advisory
Corporation

Newline Software

P.O. Box 402
Littleton, MA 01460
(617) 486-8535

Private

Nixdorf Computer Corp.

300 Third Ave
Waltham, MA 02154
(617) 890-3600

Private

Nixdorf Computer Engineering Co.

52 Third Avenue
Burlington, MA 01803
(617) 273-0480

Jose Santiago, President

Total Revenue FYE 12/84 : \$ 10.0 m

Total Employees: 100

Services: AppSW

Parent Company: Nixdorf Computer Corp.

Nolan, Norton & Company, Inc.

One Cranberry Hill
Lexington, MA 02173
(617) 862-8820

David P. Norton, President

Total Employees: 200

Services: Pfs

Parent Company: Peat, Marwick, Main &
Company

Oasys

230 Second Avenue
Waltham, MA 02154
(617) 890-7889

Joel Schacht, President

Is Revenue FYE 09/87 : \$ 2.8 m

Total Employees: 30

Services: SysSW

Private

Oceanic Information Systems, Inc.

Middlesex Technology Center #8
900 Middlesex Turnpike
Billerica, MA 01821
(617) 633-0194

Michael Ford, President

Services: AppSW

Parent Company: Oceanic Information
Systems, Inc. CANADA

CAMS 1988
Directory of Information Services Companies
State of Massachusetts

- Ontologic, Inc.**
 47 Manning Road
 Billerica, MA 01821
 (617) 667-2383
 Robert Berkowitz, President
 Total Revenue : \$ 3.0 m
 Is Revenue : \$ 3.0 m
 Total Employees: 30
 Services: AppSW
 Private
- Orion Software, Inc.**
 1050 Waltham Street
 Lexington, MA 02173
 (617) 862-9222
 Wilton Rooks, President
 Total Employees: 40
 Services: AppSW
 Private
- Ovation Technologies**
 770 Dedham Street
 Canton, MA
 (617) 821-1420
 Thomas Gregory, President
 Services: AppSW
 Private
- Palladian Software, Inc.**
 4 Cambridge Center
 11th Floor
 Cambridge, MA 02142
 (617) 661-1771
 John Karcanes, President
 Total Revenue FYE 06/85 : \$ 3.0 m
 Is Revenue : \$ 3.0 m
 Total Employees: 60
 Services: AppSW
 Private
- Pamet Systems**
 10 De Angelo Drive
 Bedford, MA 01730
 Joel Searcy, President
 Total Revenue FYE 12/83 : \$ 7.0 m
 Is Revenue : \$ 7.0 m
 Total Employees: 8
 Services: Proc AppSW
 Private
- Para Research, Inc.**
- 85 Eastern Avenue
 Gloucester, MA 01930
 (617) 283-3438
 Bruce Levick, Vice President
 Total Revenue FYE 01/87 (Est) : \$ 3.0 m
 Is Revenue : \$ 3.0 m
 Total Employees: 40
 Services: AppSW
 Private
- Pathway Design, Inc.**
 One Apple Hill, PO Box 1879
 Natick, MA 01760
 (617) 237-7722
 Bob Broggi, President
 Services: AppSW Tky
 Private
- Personics Corporation**
 2352 Main Street
 Concord, MA 01742
 (617) 897-1575
 Marc Peterson, President
 Total Revenue FYE 01/87 (Est) : \$ 2.5 m
 Is Revenue : \$ 2.5 m
 Total Employees: 16
 Private
- Phase 3 Systems, Inc.**
 504 Totten Pond Rd.
 Waltham, MA 02154
 (617) 466-9800
 Wayne Heldt, President
 Total Employees: 25
 Private
- Phase Three**
 25 Flanders Road
 Belmont, MA 02178
 (617) 489-2555
 Jack Haskins, President
 Total Revenue : \$ 5.0 m
 Is Revenue : \$ 5.0 m
 Total Employees: 42
 Services: Pfs AppSW Tky
 Private



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Directory of Information Services Companies
State of Massachusetts

Pilot Executive Software, Inc.

183 State Street
Boston, MA 02109
(617) 350-7035
Thomas P. McAuliffe, President
Total Revenue : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 7
Services: Pfs AppSW
Private

Pixel Computer Incorporated

260 Fordham Rd
Wilmington, MA 01877
(617) 657-8720

Thomas Conway, President
Total Employees: 150
Private

Polygen Corporation

200 Fifth Avenue
Waltham, MA 02254
(617) 890-2888

Jeffrey Wales, CEO
Total Employees: 100
Services: AppSW
Private

Prime Computer, Inc.

Prime Park
Natick, MA 01760
(617) 655-8000
Joe M. Henson
Is Revenue FYE 12/87 : \$ 100.0 m
Total Employees: 13400
Services: AppSW SysSW Tky
Public

Professional Software, Inc.

51 Fremont St.
Needham, MA 02194
(617) 444-5224
Robert Crowell, President
Total Revenue FYE 06/85 : \$ 2.2 m
Is Revenue : \$ 2.2 m
Total Employees: 30
Services: AppSW
Private

Programs & Analysis, Inc.

21 Ray Ave.

Burlington, MA 01803

(617) 272-7723

Paul Brighton, President
Is Revenue FYE 12/87 : \$ 5.5 m
Total Employees: 105
Services: Proc
Private
Parent Company: Puritan Fashions Corp.

Programs in Motion Inc.

10 Sycamore Road
Wayland, MA 01778
(617) 653-5093
Will Hapgood, President
Private

Progress Software Corporation

5 Oak Park
Bedford, MA 01730
(617) 275-4500
Joseph W. Alsop
Total Revenue FYE 01/87 (Est) : \$ 12.5 m
Is Revenue : \$ 12.5 m
Total Employees: 110
Services: SysSW
Private

Project Software & Development, Inc.

20 University Road
Cambridge, MA 02138
(617) 661-1444
Robert L. Daniels, President
Is Revenue FYE 09/87 : \$ 21.9 m
Total Employees: 353
Services: Pfs AppSW Tky
Private

QED Information Sciences, Inc.

170 Linden Street
P.O. Box 181
Wellesley, MA 02181
(617) 237-5656
Lawrence Grodman, President
Is Revenue FYE 12/87 : \$ 2.3 m
Total Employees: 20
Services: Pfs
Private

CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Scientific Systems, Inc.

One Alewife Place
35 Cambridge Park Drive
Cambridge, MA 02140
(617) 661-6364

Private

SDA Federal Systems, Inc.

7500 Greenway Center Drive, Suite

410

Greenbelt, MA 02770
(301) 345-6060

Richard K. Hampson, President

Total Revenue FYE 09/84 : \$ 1.5 m

Is Revenue : \$ 1.5 m

Total Employees: 70

Services: Pfs

Private

SDK Healthcare Information Systems

1550 Soldiers Field Road
Boston, MA 02135-1105
(617) 783-7351

Michael Kaufman, President

Is Revenue FYE 04/87 : \$ 6.0 m

Total Employees: 70

Services: Pfs Proc AppSW

Private

Sentinel Computer Products

130 North Street
Hyannis, MA 02601
(617) 775-5220

Private

Skok Systems, Inc.

222 3rd Street
Cambridge, MA 02142
(617) 868-6003

Al Moulton, President

Is Revenue FYE 01/87 : \$ 2.0 m

Total Employees: 18

Services: Pfs AppSW

Private

Smarteek Systems, Inc.

1600 VFW Parkway
West Roxbury, MA 02132
(617) 566-0222

Richard K. Goran, President

Total Revenue (Est) : \$ 0.9 m

Is Revenue (Est) : \$ 0.9 m

Total Employees: 9

Services: AppSW

Private

Softbridge Microsystems, Inc.

125 Cambridge Park Drive
Cambridge, MA 02140
(617) 576-2257

Ted Joesph, President

Is Revenue FYE 12/87 (Est) : \$ 18.0 m

Total Employees: 150

Services: AppSW

Private

Softech, Inc.

460 Totten Pond Road
Waltham, MA 02254-9197
(617) 890-6900

Justus F. Lowe, Jr., President

Is Revenue FYE 05/87 : \$ 39.6 m

Total Employees: 588

Services: Pfs AppSW SysSW SysInt

Public

Soft Letter

63 Sacramento St.
Cambridge, MA 02138
(617) 868-0157

Private

Software 2000, Inc.

1 Park Center
Independence Park
Hyannis, MA 02601
(508) 771-0900

Robert A. Pemberton

Total Revenue FYE 12/88 (Est) : \$ 7.0 m

Private

CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Software Services of America, Inc.
Jefferson Office Park
790 Turnpike Street
North Andover, MA 01845
(617) 681-0802

Bertram R. Hickman, Jr., President
Total Revenue FYE 05/88 : \$ 4.2 m
Total Employees: 19
Services: AppSW
Public

Solvation, Inc.
302 Turnpike Rd.
Southborough, MA 01772
(617) 481-9390

Steven Kludt, President
Total Employees: 8
Services: Pfs AppSW Tky
Private

Sotas, Inc.
192 Merrimack STreet
Haverhill, MA 01830
(617) 372-0770

Mr. Chester Domoracki, President
Is Revenue FYE 12/87 : \$ 4.4 m
Total Employees: 40
Services: Pfs AppSW
Private

Spartacus, Inc.
1 Lowell Research Center, 847
Rodgers St
Lowell, MA 01852
(617) 275-4220

James Atkins, President
Total Revenue FYE 01/87 : \$ 1.9 m
Is Revenue : \$ 1.9 m
Total Employees: 45
Services: Pfs AppSW
Private

Spectrum Interactive Corporation
9 Oak Park Drive
Bedford, MA 01730
(508) 271-0500
Total Employees: 70
Services: Pfs AppSW

Spinnaker Software Corp.
One Kendall Square

Cambridge, MA 02139
(617) 494-1200

C. David Succs, President
Total Employees: 40
Services: AppSW
Private

Strategic Software Planning Corporation
245 First Street
Cambridge, MA 02142
(617) 577-8800

Mr. Massimo Grimaldi, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 22
Services: AppSW
Private

Survey Tabulation Services, Inc.
1218 Massachusetts Ave.
Cambridge, MA 02138
(617) 547-6475

John Harvey, President
Is Revenue FYE 10/87 : \$ 0.7 m
Total Employees: 7
Services: Proc AppSW
Private

Symbolics, Inc.
11 Cambridge Center
Cambridge, MA 02142
(617) 577-7500

Russell Nofsker, President
Total Employees: 700
Services: Pfs Proc AppSW Tky
Public

Target Systems Corporation
33 Boston Post Road W.
Marlboro, MA 01752
(508) 460-9206
Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Technical Data Business Research

11 Farnsworth Street
Boston, MA 02210
(617) 330-7878

Private

Technical Data International, Inc.

11 Farnsworth Street
Boston, MA 02210
(617) 330-7878

Jeffrey P. Parker, Chairman

Total Revenue FYE 01/87 (Est) : \$ 35.0 m

Is Revenue : \$ 35.0 m

Total Employees: 200

Parent Company: International Thompson

Technology Concepts, Inc.

40 Tall Pine Drive
Sudbury, MA 01776
(617) 443-7311

John Borgunn, President

Is Revenue FYE 12/87 : \$ 8.3 m

Total Employees: 80

Services: Network Pfs

Parent Company: Bell Atlantic Corporation

Telesis Systems Corporation

2 Omni Way
Chelmsford, MA 01824
(617) 256-2300

Patrick de Cavaignac, President

Total Revenue FYE 03/84 (Est) : \$ 22.5 m

Is Revenue (Est) : \$ 13.5 m

Total Employees: 250

Services: Tky

Public

Template Systems, Inc.

7 Industrial Park Road
Medway, MA 02053
(800) 522-2286

Services: AppSW

Private

Parent Company: First Desk Systems Inc.

Temple, Barker and Sloane

33 Hayden Avenue
Lexington, MA 02173
(617) 861-7580

Carl Sloane, President

Is Revenue FYE 12/87 : \$ 50.0 m

Total Employees: 400

Services: Pfs

Parent Company: Marsh and McClennon

Think Technologies, Inc.

420 Bedford Street
Lexington, MA 02173
(617) 863-5590

Total Revenue (Est) : \$ 2.3 m

Is Revenue (Est) : \$ 2.3 m

Services: Pfs

Private

Thorn EMI Computer Software

285 Mill Road
Chelmsford, MA 01824
(617) 256-3900

James L. Dorsey, President

Total Employees: 80

Services: Pfs AppSW

Parent Company: Thorn EMI, PLC.

Transition Systems, Inc.

35 Kneeland Street
Boston, MA 02111
(617) 956-1005

Peter Van Eetten, President

Total Employees: 35

Services: Pfs AppSW

Private

Urban Data Processing, Inc.

25 Linnell Circle
Billerica, MA 01821
(617) 663-9955

John Sweeney, CEO

Is Revenue FYE 12/87 : \$ 10.5 m

Total Employees: 125

Services: Proc AppSW

Parent Company: Harte-Hanks
Communications, Inc.



CAMS 1988
Directory of Information Services Companies
State of Massachusetts

Vicorp Interactive Systems, Inc.

540 Tremont Street
Boston, MA 02116
(617) 542-9233

Stuart Patterson

Total Employees: 10
Services: AppSW SysSW
Private

Visual Intelligence Corporation

Amherst Research Park
Amherst, MA 01002
(413) 253-3482

Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 39
Services: AppSW
Private

VMark Computer, Inc.

5 Strathmore Road
Natick, MA 01760
(617) 655-4506

Robert Claussen, President
Private

V Mark Software

5A Strathmore Road
Natick, MA 01760
(617) 655-4506

Rob Claussen, President
Is Revenue FYE 12/87 : \$ 7.0 m
Total Employees: 42
Services: SysSW
Private

Wang Laboratories, Inc.

One Industrial Ave.
Lowell, MA 01850
(617) 459-5000

Dr. An Wang, CEO

Is Revenue FYE 06/87 : \$ 443.0 m
Services: Network Pfs AppSW SysSW
Public

White Hat Systems, Inc.

P.O. Box 99
North Andover, MA 01845
(508) 774-4223

Kent E. George

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Total Employees: 10

Services: Pfs AppSW
Private

Whitesmiths, Ltd.

59 Power Road
Westford, MA 01886
(617) 692-7800

P.S. Plauger, President

Total Revenue FYE 12/86 : \$ 2.6 m
Is Revenue : \$ 1.7 m
Services: Pfs AppSW
Private

Xenergy, Inc.

60 Moll Road
Burlington, MA 01803
(617) 273-5700

Private

Xyvision Design Systems, Inc.

101 Edgewater Drive
Wakefield, MA 01880-1291
(617) 245-4100

Dan McConnell, President

Services: Tky
Parent Company: Xyvision, Inc.

Xyvision, Inc.

101 Edgewater Drive
Wakefield, MA 01880
(617) 245-4100

Laurence S. Liebson, Chairman

Total Revenue FYE 03/88 : \$ 34.8 m
Is Revenue : \$ 34.8 m
Total Employees: 310
Services: Tky
Public

CAMS 1988
Directory of Information Services Companies
State of Michigan

3PM, Inc.

30881 Schoolcraft
Livonia, MI 48150
(313) 427-2000

Tom Cook, President
Total Employees: 411
Services: Proc AppSW Tky
Parent Company: McKesson Corporation

Abacus

2201 Kalamazoo S.E.
Grand Rapids, MI 49507
(616) 241-5510

Services: AppSW
Private

Accountants Computer Services

41590 Joy Road
Plymouth, MI 48170
(313) 451-7650

Mr. William Morrison, President
Is Revenue FYE 01/87 (Est) : \$ 0.9 m
Total Employees: 10
Services: Proc
Private

Accounting Systems

63 Oakland Avenue
Pontiac, MI 48058
(313) 858-2455

John W. O'Brien, President
Total Revenue FYE 11/84 : \$ 0.8 m
Is Revenue : \$ 0.6 m
Total Employees: 25
Services: Proc AppSW Tky
Private

Advanced Computer Management Corporation (ACM)

3001 West Big Beaver Road, Suite 402
Troy, MI 48064
(313) 649-1800

Harve C. Light, President
Total Revenue FYE 11/86 : \$ 7.0 m
Is Revenue : \$ 7.0 m
Total Employees: 175
Services: Pfs AppSW
Private

Alro Computer Software Services

3100 E High Street

PO Box 927

Jackson, MI 49204
(517) 787-5500

Al Glick, President
Total Revenue FYE 12/85 (Est) : \$ 0.1 m
Is Revenue (Est) : \$ 0.1 m
Total Employees: 4
Services: AppSW
Private

American Business Computer

30500 Northwestern Highway, Suite
100

Farmington Hills, MI 48018
(313) 855-4520

Kimba Vasquez, President
Total Revenue FYE 01/88 : \$ 1.5 m
Is Revenue : \$ 1.5 m
Services: AppSW
Private

Analytical Technologies, Inc.

30300 Telegraph Road, Suite 184
Birmingham, MI 48010
(313) 540-4440

Total Revenue FYE 12/86 : \$ 5.3 m
Total Employees: 150
Services: Pfs
Private

Ann Arbor Software

345 South Division Street
Ann Arbor, MI 48104
(313) 769-9088

Scott Anderson, President
Services: AppSW
Private

Applicon

4251 Plymouth Road
Ann Arbor, MI 48106
(313) 995-6000

Richard A. Mohrman, General Manager
Total Revenue FYE 12/85 : \$ 170.0 m
Total Employees: 1396
Services: AppSW Tky
Parent Company: Schlumberger Limited



CAMS 1988
Directory of Information Services Companies
State of Michigan

Arktronics Corporation

P.O. Box 4190
Ann Arbor, MI 48106
(313) 769-7253

Total Employees: 45
Private

AR Mediquest

6105 West St. Joseph St.
Lansing, MI 48917
(517) 323-0900

Total Employees: 31
Services: AppSW
Private

Asist Corp (The)

401 S. Woodward Avenue
Suite 350
Birmingham, MI 48011-1621
(313) 644-2000

Dennis McDermott, President
Total Revenue : \$ 2.7 m
Is Revenue : \$ 0.2 m
Total Employees: 20
Services: Pfs AppSW
Private

Association of Computer Retailers

3701 Mckinley Road, Suite 2
Chelsea, MI 48118
(313) 475-1378

Private

Attache Software, Inc.

2101 Commonwealth Blvd.
Ann Arbor, MI 48105
(313) 663-1166

Gary Blom, COB
Private

Automated Resource Management Inc.

6055 Jackson Road
Ann Arbor, MI 48103
(313) 994-6121

Dave Horn, Chief Executive Officer
Is Revenue FYE 12/87 : \$ 3.3 m
Total Employees: 15
Services: Network Pfs Proc
Private

Avis Information Systems (AIS)

500 Avis Drive

Ann Arbor, MI 48108
(313) 761-2800

Mr. Warren Avis, President
Private

Basic Byte, Inc.

P.O. Box 924
Southfield, MI 48037-0924
(313) 540-0655

Private

Baudville

5380 52nd St Southeast
Grand Rapids, MI 49508
(616) 698-0888

Private

Cambell Services, Inc.

21700 Northwestern Highway, Suite

1070

Southfield, MI 49075
(313) 559-5955

Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of Michigan

Chrysler Motors Corporation

12000 Chrysler Drive
Highland Park, MI 48023
(313) 956-5741

G. Greenwald, President
Public

Cogitate, Inc.

24000 Telegraph Road
Southfield, MI 48034
(313) 352-2345

James G. Harlan, President
Total Revenue FYE 06/85 (Est) : \$ 0.8 m
Is Revenue (Est) : \$ 0.8 m
Total Employees: 15
Services: Pfs AppSW Tky
Private

Com-Code Associates

8481 Acome
Milan, MI 48160
(313) 434-2510

Total Revenue : \$ 0.8 m
Is Revenue : \$ 0.8 m
Services: AppSW
Private

Comp-U-Check, Inc.

16250 Northland Drive
Southfield, MI 48075
(313) 569-1448

Ronald T. Hill, President
Total Revenue FYE 11/87 : \$ 8.0 m
Is Revenue : \$ 8.0 m
Total Employees: 120
Services: Proc
Public

Compu-Link Corp.

4000 N. Grand River Ave.
Lansing, MI 48906
(517) 323-4134

John LaRose, President
Total Revenue FYE 12/86 : \$ 6.2 m
Is Revenue : \$ 6.2 m
Total Employees: 60
Services: Proc
Private

Computer Application Services, Corp.

4000 Town Center, Suite 1080

Southfield, MI 48075

(313) 358-4785

Al Wilson, President
Total Revenue FYE 01/85 : \$ 0.9 m
Is Revenue : \$ 0.9 m
Total Employees: 11
Services: Pfs AppSW
Private

Computer Applications Tomorrow

24151 Telegraph Road
Southfield, MI 48034
(313) 356-1850

Private

Computer Dynamics, Inc.

29792 Telegraph Road
Southfield, MI 48034
(313) 357-4200

Robert A. Jones, President
Is Revenue FYE 12/87 (Est) : \$ 16.0 m
Services: Pfs AppSW SysInt
Private

Computerized Office Systems, Inc.

313 N. 1st Street
Ann Arbor, MI 48103
(313) 665-8778

Michael Wilens, President
Total Revenue FYE 12/85 (Est) : \$ 2.0 m
Total Employees: 80
Services: Pfs AppSW
Private

CompuView

1955 Pauline Blvd.
Ann Arbor, MI 48103
(313) 996-1299

Theodore Green, President
Is Revenue FYE 01/87 : \$ 0.8 m
Total Employees: 8
Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of Michigan

Comshare, Inc.

3001 S. State St.
Ann Arbor, MI 48104
(313) 994-4800

Richard L. Crandall, President
Is Revenue FYE 06/87 : \$ 75.0 m
Total Employees: 886
Services: Pfs Proc AppSW
Public

Condor Computer Corporation

1490 Eisenhower Place
Ann Arbor, MI 48108
(313) 971-8880

Gerry Moore, President
Total Revenue FYE 12/84 : \$ 7.0 m
Is Revenue : \$ 7.0 m
Total Employees: 51
Services: AppSW
Private

CRC Information Systems, Inc.

6167 28th St. Southeast
Grand Rapids, MI 49506
(616) 942-8970

Alvin L. Steinhart, President
Total Revenue FYE 03/84 (Est) : \$ 6.0 m
Is Revenue (Est) : \$ 4.8 m
Total Employees: 65
Services: Pfs Proc
Private

Data Planners

21819 W. Nine Mile Road
Suite 219
Southfield, MI 48075
(313) 353-0740

Ms. Joanne Kolaso, President
Private

DBI Software Products

206 W. Michigan Avenue
Suite 100
Mt. Pleasant, MI 48858
(517) 772-5055

Total Employees: 5
Private

DMW Commercial Systems

2020 Hogback Road
Ann Arbor, MI 48104

(313) 971-5234

Robert A. Schultz, President
Is Revenue FYE 03/87 : \$ 5.4 m
Total Employees: 63
Services: Pfs AppSW
Private

Electrocon International, Inc.

611 Church St.
Ann Arbor, MI 48104
(313) 761-8612

Dr. Mark Ends

Is Revenue FYE 01/87 : \$ 2.2 m
Total Employees: 22
Services: AppSW
Private

Executive Technology Data Systems

34405 Twelve Mile Road
Suite 200
Farmington Hills, MI 48018
(313) 553-6665

Bill Marker, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Total Employees: 20
Services: Pfs AppSW
Private

Fame Software Corporation

6869 Marshall Road
Dexter, MI 48130
(313) 426-2730

Ashok Bhatia, President

Total Employees: 35
Services: Pfs AppSW

Financial Application Consulting

28333 Telegraph Road
Suite 409
Southfield, MI 48034
(313) 358-5455

Doug Christensen, President

Total Employees: 2
Private



CAMS 1988
Directory of Information Services Companies
State of Michigan

Garrett Group, Inc.

4590 Stone Leigh Road
Bloom Field Hills, MI 48013
(313) 540-9522

James Garrett, President

Total Employees: 20

Services: Pfs

Private

General Motors Corporation

3044 West Grand Blvd.
Detroit, MI 48202
(313) 556-5000

F. James McDonald, President
Public

Generic Computer Products, Inc.

P. O. Box 790
Department ID-SS
Margiette, MI 49855
(906) 249-9801

David Powers

Total Revenue FYE 12/88 : \$ 0.5 m

Total Employees: 14

Private

Gracon Services, Inc.

4632 Okemos Road
Okemos, MI 48864
(517) 349-4900

Mike Grady, President

Is Revenue FYE 12/87 : \$ 0.8 m

Total Employees: 12

Services: Pfs AppSW SysSW

Private

Holland Systems Corporation

3131 South State Street, Suite 303
Ann Arbor, MI 48108
(313) 995-9595

Robert H. Holland, President

Total Employees: 45

Services: Pfs Tky

Private

Info Designs, Inc.

445 Enterprise Court
Bloomfield Hills, MI 48013
(313) 334-9790

Richard L. Stahl, President

Total Revenue FYE 12/84 : \$ 2.1 m

Total Employees: 24

Services: AppSW

Public

Intro-Logic, Inc.

P.O. Box 569 Lathrup
Village, MI 48076
(313) 557-7120

Lloyd G. Henry, President

Is Revenue FYE 12/87 (Est) : \$ 1.1 m

Total Employees: 17

Services: Pfs AppSW

Private

Louis A. Wright & Associates

44567 Pinetree Drive
Plymouth, MI 48170
(313) 459-7760

Louis A. Wright, President

Is Revenue FYE 12/87 (Est) : \$ 8.6 m

Total Employees: 65

Services: Pfs AppSW SysInt

Private

Manufacturing Data Systems, Inc.

4251 Plymouth Road
P.O. Box 986
Ann Arbor, MI 48105
(313) 995-6000

Richard A. Mohrman, CEO

Public

Mechanical Dynamics, Inc.

3055 Plymouth Road
Ann Arbor, MI 48105
(313) 994-3800

Mr. Michael Korbalski, President

Total Revenue : \$ 2.6 m

Is Revenue : \$ 2.1 m

Total Employees: 35

Services: Pfs AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Michigan

Merit Systems, Inc.

5800 Crooks Road, Suite 200
Troy, MI 48098-2814
(313) 879-7600

John M. Yeaton, President

Total Revenue FYE 11/10 : \$ 16.0 m

Is Revenue : \$ 16.0 m

Total Employees: 300

Services: Network Pfs SysInt

Private

Multiple Technologies Corporation

32255 Northwestern Highway
Suite 206
Farmington Hills, MI 48018
(313) 737-4499

William A. Phillips, President

Is Revenue FYE 01/87 : \$ 15.0 m

Private

Nastec Corporation

24681 Northwestern Highway
Southfield, MI 48075
(313) 653-3300

James McGuire, President

Total Revenue FYE 12/87 (Est) : \$ 10.0 m

Total Employees: 120

Services: AppSW

Private

National Database Software, Inc.

5488 Centerbrook
West Bloomfield, MI 48033
(313) 851-5560

David Kleinberg, President

Services: AppSW

Private

Oakland Management Services

1754 Maplelawn
P.O. Box 1019
Troy, MI 48099
(313) 524-9590

Jeff Budginstien, General Manager

Total Employees: 22

Services: AppSW

Private

OTF Equities, Inc.

1400 Ford Building
Detroit, MI 48226

(313) 964-5907

Public

Parameter Driven Software

30800 North Telegraph Road, Suite

3820

Birmingham, MI 48010

(313) 540-4460

Pat Comeaux, President

Is Revenue FYE 01/87 : \$ 5.0 m

Total Employees: 31

Services: Pfs AppSW

Private

Point of Sale Systems Corp.

706 Chippewa Square
Marquette, MI 49855
(906) 228-7623

Rod Aldrich, President

Is Revenue FYE 01/87 : \$ 0.4 m

Total Employees: 8

Services: AppSW Tky

Private

Realtron Corporation

24065 Five Mile Road
Detroit, MI 48239
(313) 255-1200

Jack Jominy, President

Private

Realtron Multi-List Corporation

24065 Five Mile Road
Detroit, MI 48239
(313) 255-1200

Jack Jominy, President

Total Revenue FYE 01/87 : \$ 35.0 m

Is Revenue (Est) : \$ 35.0 m

Total Employees: 500

Services: Proc

Private



CAMS 1988
Directory of Information Services Companies
State of Michigan

Schlumberger CAD/CAM

4251 Plymouth Road
P.O. Box 986
Ann Arbor, MI 48106
(313) 995-6000

Is Revenue FYE 12/87 : \$ 550.0 m

Services: AppSW Tky

Parent Company: Schlumberger Limited

Secure Data Corporation

1080 W. Entrance Drive
Auburn Hills, MI 48057
(313) 377-2020

John H. Oser, President

Total Employees: 195

Services: AppSW

Parent Company: Security Bank Corporation

Sensible Software

210 S. Woodward, Suite 229
Birmingham, MI 48011
(313) 258-5566

Charles Hartley, President

Total Employees: 9

Services: AppSW

Private

Sirco Enterprises, Inc.

2265 Livernois, Suite 100
Troy, MI 48063
(313) 362-2200

Robert G. Sirna, President

Is Revenue FYE 08/87 : \$ 2.4 m

Total Employees: 110

Services: AppSW

Private

Small Systems Software, Inc.

10135 Grange Avenue
Rockford, MI 49341
(616) 866-4315

James Elenbeaf, President

Is Revenue FYE 12/87 : \$ 0.4 m

Total Employees: 6

Services: AppSW SysInt Tky

Private

Software Dynamics, Inc.

330 Hamilton, Suite 202
Birmingham, MI 48089
(313) 646-7499

David Tuitle, President

Total Revenue FYE 02/84 : \$ 1.1 m

Is Revenue : \$ 1.1 m

Total Employees: 15

Services: Pfs Tky

Private

Supply Tech, Inc.

27784 Franklin Road
Southfield, MI 48034
(313) 357-3430

Ted Annis, CEO

Total Revenue FYE 12/87 : \$ 2.1 m

Is Revenue : \$ 2.1 m

Total Employees: 20

Services: AppSW

Private

T & B Computing, Inc.

1100 Eisenhower Place
Ann Arbor, MI 48108
(313) 973-1900

Timothy J. Monteith, President

Is Revenue FYE 01/87 : \$ 9.1 m

Total Employees: 65

Services: Pfs AppSW Tky

Parent Company: Townsend and Bottum, Inc.

Townsend and Bottum, Inc.

2245 State Street
Ann Arbor, MI 48106
(313) 761-3440

Private

Unisys Corporation

P.O. Box 418
Detroit, MI 48232-
(313) 972-7000

Services: Pfs AppSW SysSW SysInt Tky

Public



CAMS 1988
Directory of Information Services Companies
State of Michigan

World Computer Corporation
985 West Entrance Drive
Auburn Hills, MI 48057
(313) 377-4840
Donn Schulte, President
Total Revenue FYE 01/87 (Est) : \$ 20.0 m
Is Revenue (Est) : \$ 20.0 m
Total Employees: 290
Services: Proc Tky
Private



CAMS 1988
Directory of Information Services Companies
State of Minnesota

ADP Manufacturing Services Division

3025 Harbor Lane
Minneapolis, MN 55441
(612) 559-8263

Glenn Marschell, President

Total Employees: 50

Services: AppSW

Parent Company: Automatic Data Processing,
Inc.

AMERICAN BUSINESS COMPUTERS

3433 Broadway St, NE
Minneapolis, MN 55413
(612) 331-8844

Services: AppSW

Private

Analysts International Corporation

7615 Metro Blvd.
Minneapolis, MN 55424
(612) 835-2330

Frederick W. Lang, President

Is Revenue FYE 06/87 : \$ 65.3 m

Total Employees: 1100

Services: Pfs

Public

Application Development Systems, Inc.

6840 78th Avenue North
Minneapolis, MN 55445
(612) 560-8634

Ed Harris, President

Is Revenue FYE 03/87 (Est) : \$ 5.6 m

Total Employees: 100

Services: SysSW

Private

B.I. Moyle Associates, Inc.

5788 Lincoln Drive
Minneapolis, MN 55436
(612) 933-2885

Bennett Moyle, President

Is Revenue FYE 01/87 : \$ 1.2 m

Total Employees: 8

Services: SysSW

Private

Camax Systems, Inc.

7225 Ohms Lane
Minneapolis, MN 55435
(612) 831-0604

David Arnoldy, President

Total Revenue FYE 12/85 (Est) : \$ 3.0 m

Is Revenue (Est) : \$ 1.1 m

Total Employees: 45

Services: Tky

Private

Centec Corporation

200 West 88th Street
Minneapolis, MN 55420
(612) 881-8245

Paul Minor, President

Total Revenue FYE 08/85 : \$ 6.2 m

Is Revenue : \$ 2.5 m

Total Employees: 50

Services: AppSW Tky

Private

Computer Concepts & Services, Inc.

7227 3rd. St. South
St. Cloud, MN 56302
(612) 253-2170

Daniel J. Brennan, President

Total Revenue FYE 10/85 : \$ 3.0 m

Is Revenue : \$ 3.0 m

Total Employees: 59

Services: Pfs AppSW Tky

Parent Company: Business Records
Corporation

Computer Designed Systems, Inc.

10911 Olson Memorial Highway
Minneapolis, MN 55441
(612) 545-2855

Gregory T. Pulos, President

Total Revenue : \$ 3.4 m

Is Revenue : \$ 3.4 m

Total Employees: 30

Services: Tky

Public

Computoservice, Inc.

1315 Stadium Road
Mankato, MN 56001
(507) 625-1691

Robert Holzinger, President

Is Revenue FYE 12/87 : \$ 6.0 m

Total Employees: 104

Services: Proc Tky

Private



CAMS 1988
Directory of Information Services Companies
State of Minnesota

Control Data Business Services Group

8100 34th Avenue South
Minneapolis, MN 55440
(612) 853-8100

D.P. White, President

Parent Company: Control Data Corporation

Control Data Computer Systems and Services Group

8100 34th Avenue South
P.O. Box 0
Minneapolis, MN 55440
(612) 853-4013

Thomas C. Roberts, President

Parent Company: Control Data Corporation

Control Data Corporation

8100 34th Ave., South
Minneapolis, MN 55440
(612) 853-8100

Robert M. Price

Services: Network Pfs Proc AppSW SysSW

SysInt Tky

Public

Cytrol, Inc.

4620 W. 77th Street
Minneapolis, MN 55435
(612) 835-4884

Roy J. Smith, President

Total Revenue FYE 12/85 : \$ 7.6 m

Is Revenue : \$ 7.6 m

Total Employees: 100

Services: Pfs AppSW

Private

Databar Corporation

10125 Cross Town Circle
Eden Prairie, MN 55344
(612) 944-5700

Private

Data Management, Inc.

7601 Bush Lake Road
Edina, MN 55435
(612) 831-3350

Gerald W. Simonson

Private

Datamap, Inc.

7176 Shady Oak Rd.

Eden Prairie, MN 55344

(612) 941-1900

Grant Warfield, President

Is Revenue FYE 06/87 (Est) : \$ 0.4 m

Total Employees: 15

Services: Network Pfs Proc AppSW SysInt Tky

Private

Davis, Thomas and Associates, Inc.

8800 Highway 7, Suite 301
Minneapolis, MN 55426
(612) 938-7669

A. Gordon Thomas, President

Services: Pfs AppSW

Private

Deluxe Corporation

1080 W. County Road F
St. Paul, MN 55126-8201
(612) 483-7111

Alan Brown

Total Employees: 10237

Public

Digigraphic Systems Corporation

7277 Flying Cloud Drive
Eden Prairie, MN 55344-1952
(612) 944-6383

Donald E. Roepke, President

Total Revenue FYE 12/85 : \$ 19.7 m

Public

CAMS 1988
Directory of Information Services Companies
State of Minnesota

EMA Technologies, Inc.

480 Cedar Street, Hanover Building
St. Paul, MN 55101
(612) 298-1992

Alan W. Manning, President

Total Revenue FYE 12/86 : \$ 8.3 m

Is Revenue : \$ 8.3 m

Total Employees: 105

Services: Pfs AppSW

Private

Exchange Data, Inc.

75 S. 5th Street, Suite M
Minneapolis, MN 55402
(612) 332-2101

Jim Ullyot

Total Employees: 7

Private

Fargo Electronic Services, Inc.

7150 Shady Oak Road
Eden Prairie, MN 55344
(612) 941-9470

Robert Cummins, President

Total Employees: 20

Services: Pfs Proc AppSW

Private

FBS Information Services

332 Minnesota Street
St. Paul, MN 55101
(612) 291-5877

Delroy R. Hayunga, President

Total Revenue FYE 12/84 : \$ 46.6 m

Is Revenue : \$ 46.6 m

Total Employees: 557

Services: Proc

Parent Company: First Bank System, Inc.

First Bank Corporation Information Services

P.O. Box 64603
St. Paul, MN 55164
(612) 291-5868

George Dixon, CEO

Total Employees: 550

Services: Proc

Public

First Bank System, Inc.

1200 First Bank Place East
Minneapolis, MN 55402

(612) 370-5100

Private

Fourth Shift Corporation

7900 International Drive
Eagan, MN 55122
(612) 851-1500

Mal Spuckey, President

Is Revenue FYE 12/87 : \$ 12.0 m

Total Employees: 100

Services: AppSW

Private

Gelco Corporation

One Gelco Drive
Eden Prairie, MN 55344
(612) 828-1000

N. Bud Grossman, Chairman

Total Revenue FYE 07/86 : \$ 1016.3 m

Public

Gelco Maintenance Systems

3 Gelco Dr.
Eden Prairie, MN 55344
(612) 828-2400

N. Bud Grossman, CEO

Total Revenue FYE 07/85 : \$ 3.1 m

Is Revenue : \$ 3.1 m

Total Employees: 17

Services: AppSW Tk

Parent Company: Gelco Corporation

Help/38 Systems

6101 Baker Road
210 Baker Technology Plaza
Minnetonka, MN 55345
(612) 933-0609

Richard R. Jacobson, President

Total Revenue FYE 12/85 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 20

Private



CAMS 1988
Directory of Information Services Companies
State of Minnesota

Honeywell, Inc.

Honeywell Plaza
Minneapolis, MN 55408
(612) 870-5200

Edson W. Spencer, Chairman

Total Revenue FYE 12/85 : \$ 7300.0 m

Is Revenue : \$ 156.0 m

Total Employees: 94300

Services: Pfs AppSW Tky

Private

Instant Web

7951 Power Blvd.
Chanhassen, MN 55317
(612) 474-0961

Jerome Carlson, President

Private

Intran Corporation

5601 Smetana Drive
Minnetonka, MN 55343
(612) 931-9170

Gerald Koch, President

Total Revenue FYE 03/84 (Est) : \$ 4.2 m

Is Revenue (Est) : \$ 4.2 m

Total Employees: 225

Services: Pfs Proc

Private

IXI Sales & Services Co., Inc.

26344 Park Station
Minneapolis, MN 55426
(612) 474-8171

Private

JobTrak Systems, Inc.

7269 Flying Cloud Drive
Eden Prairie, MN 55344
(612) 829-0337

Gary Puffett, President

Is Revenue FYE 12/87 (Est) : \$ 0.5 m

Total Employees: 12

Services: Tky

Private

Kensinger Integrated Technology

1355 Mendota Heights Road
St. Paul, MN 55120
(612) 688-0620

Steve Kensinger

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 20

Services: Pfs AppSW

Private

Lawson Associates

2021 E. Hennepin Ave.
Minneapolis, MN 55413
(612) 379-2633

Ken Holce, President

Is Revenue FYE 01/87 : \$ 16.0 m

Total Employees: 220

Services: AppSW

Private

Mailhouse, Inc.

8711 Lendale Avenue South
Minneapolis, MN 55420
(612) 881-8888

Kevin Egan, President

Is Revenue FYE 03/87 (Est) : \$ 4.0 m

Total Employees: 200

Services: Proc

Private

Maple Plain Company

12755 State Highway 55
Minneapolis, MN 55359
(612) 479-4100

Parent Company: Carlson Marketing Group

Micro Business Applications

12223 Wood Lake Drive South
Burnsville, MN 55337
(612) 894-3470

Dwight Wright, President

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Total Employees: 15

Services: AppSW

Private



CAMS 1988
Directory of Information Services Companies
State of Minnesota

Norwest Corporation

1200 Peavey Building
Minneapolis, MN 55479
(612) 372-8268
Lloyd P. Johnson, President
Total Revenue FYE 01/87 : \$ 559.0 m
Public

NuComp Systems, Inc.

2277 W. Highway 36
St. Paul, MN 55113
(612) 633-3800
Bahram Yusefzadh, President
Total Employees: 100
Services: AppSW
Private

Peaksolutions

2626 East 82nd St.
Suite 101
Minneapolis, MN 55420
(612) 854-0228
Larry Walker, President
Is Revenue FYE 12/87 : \$ 0.2 m
Total Employees: 18
Services: Tky
Private

Pharmacia Deltek, Inc.

1265 Gray Fox Rd.
St. Paul, MN 55110
(612) 633-2556
Scott Spinka, VP of Sales and Marketing
Total Employees: 15
Services: AppSW
Private

Pictographics Intl.

1601 E. Highway 13
Burnsville, MN 55337
(612) 894-6247
Private

Professional Computer Service

3055 Old Highway 8
Minneapolis, MN 55418
(612) 782-2447
Chuck Munston, President
Is Revenue FYE 12/87 : \$ 8.1 m
Total Employees: 200
Services: Proc Tky

Private

Professional Data Management Systems Inc.

7582 Currell Blvd.
Saint Paul, MN 55125
(612) 925-1347
Michael Auclair, President
Total Employees: 10
Services: Pfs AppSW Tky
Private

Professional Processing, Inc.

12237 WoodLake Drive
Burnsville, MN 55337
(612) 895-9568
Ken Dalley, CEO
Is Revenue FYE 12/87 : \$ 1.6 m
Total Employees: 43
Services: Proc
Private

Red Wing Business Systems, Inc.

610 Main Street
P.O. Box 19
Red Wing, MN 55066
(612) 388-1106
Lyle Warrington, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Total Employees: 16
Services: AppSW
Private

Ring Computer

6809 Shady Oak Road
Eden Prairie, MN 55344
(612) 944-9443
David Baker, President
Is Revenue FYE 12/87 : \$ 0.6 m
Total Employees: 8
Services: Proc Tky
Public



CAMS 1988
Directory of Information Services Companies
State of Minnesota

Scientific Computers, Inc.

10101 Bren Road
East Minnetonka, MN 55343
(612) 933-4200

Private

Serving Software, Inc. (SSI)

2221 University Avenue
Minneapolis, MN 55414
(612) 623-2840

John Haugo, President

Is Revenue FYE 12/87 : \$ 2.5 m

Total Employees: 29

Services: AppSW

Private

Software Strategies

7412 Washington Avenue
Eden Prairie, MN 55344
(612) 941-4044

Private

Springboard Software

7808 Creek Ridge Circle
Minneapolis, MN 55435
(612) 944-3915

John Paulson, President

Total Revenue FYE 01/87 : \$ 9.1 m

Is Revenue : \$ 9.1 m

Total Employees: 33

Services: AppSW

Public

St. Paul Software

786 Transfer Road
St. Paul, MN 55114
(612) 641-0963

Gary Anderson, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 8

Services: SysSW

Private

System Solutions, Inc.

2650 Nicollet Ave.
Minneapolis, MN 55408
(612) 871-5713

Gerald Ganam, President

Is Revenue FYE 03/87 (Est) : \$ 0.5 m

Total Employees: 4

Services: AppSW

Private

Technalysis Corporation

6700 France Avenue, South
Minneapolis, MN 55435
(612) 925-5900

Victor A. Rocchio, President

Total Employees: 125

Services: Pfs

Public

Time Management Corporation

7500 Olson Memorial Highway
Minneapolis, MN 55427
(612) 542-8333

Peter Bailey, President

Is Revenue FYE 12/87 : \$ 0.9 m

Total Employees: 45

Services: Tky

Public

Twin Oaks, Inc.

P.O. Box 136
Cottage Grove, MN 55016
(612) 388-7372

Jon Dokken, President

Total Employees: 2

Private

Unco Data Systems, Inc.

P.O. BOX 9427
Minneapolis, MN 55436
(612) 935-4466

John Packard, President

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Is Revenue : \$ 70.0 m

Total Employees: 25

Services: Pfs Proc AppSW SysSW

Private

CAMS 1988
Directory of Information Services Companies
State of Minnesota

Vocam Systems, Inc.

10800 Lyndale Avenue S.
Bloomington, MN 55402
(612) 888-4890

B. Richard Vogen

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Is Revenue (Est) : \$ 0.5 m

Total Employees: 3

Services: AppSW

Public

Warrington Associates Inc.

601 Second Avenue South
Hopkins, MN 55343
(612) 935-3300

Charles R. Gesme

WEBB Company

1999 Shepard Road
St. Paul, MN 55116
(612) 690-7323

Private

West Publishing Company

50 W. Kellogg Blvd
P.O. Box 64526
St. Paul, MN 55164-0526
(612) 228-2500

Dwight D. Opperman, President

Total Employees: 3400

Services: Network AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of Mississippi

Britz Publishing, Inc.

1814 Capital Towers
Jackson, MS 39201
(601) 354-8882

Leon F Steward, President
Private

Burkhalter & Company

520 E. Capitol
Jackson, MS 39201
(601) 948-6700

Henry M. Burkhalter, Managing Partner
Total Employees: 45
Private

CAMS 1988
Directory of Information Services Companies
State of Mississippi

Britz Publishing, Inc.
1814 Capital Towers
Jackson, MS 39201
(601) 354-8882

Leon F Steward, President
Private

Burkhalter & Company
520 E. Capitol
Jackson, MS 39201
(601) 948-6700

Henry M. Burkhalter, Managing Partner
Total Employees: 45
Private

CAMS 1988
Directory of Information Services Companies
State of Missouri

Accountants Processing Center

2200 S. Brentwood Boulevard
St. Louis, MO 63144
(314) 968-3434

Palmer L. Conran, President
Private

Action Data Services

7822 Bon Homme Ave.
St. Louis, MO 63105
(314) 867-7700

Jim Rosenouer, General Manager
Total Employees: 90
Private

AG-PRO Computer Technologies, Inc.

5100 Oakland Ave., #202
St. Louis, MO 63110
(314) 533-2288

William Larsenbacher, President
Total Revenue (Est) : \$ 1.3 m
Is Revenue (Est) : \$ 1.3 m
Total Employees: 13
Services: AppSW
Private

Auditech Computing Services

145 Weldon Parkway
Suite 115
St. Louis, MO 63043
(314) 993-5904

J. McMillan
Total Revenue (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 40
Services: Pfs Proc AppSW
Parent Company: EKI Incorporated

Automated Data Services, Inc.

6710 Clayton Road
St Louis, MO 23117
(314) 644-4050

Jay Hihnbrand, President
Private

Automated Information Inc.

6710 Clayton Road
St. Louis, MO 63117
(314) 644-4050

Robert Love, President
Total Employees: 150

Private

Avar & Associates

414 N. Winnebago Dr.
Greenwood, MO 64034
(816) 537-6676

Sterling Weaver, President
Private

Cache Data Product Distributors

8230 Forsyth, Suite 201
St. Louis, MO 63105
(314) 721-3168

Private

Cass Information Systems, Inc.

1015 Locust Street
St. Louis, MO 63101
(314) 621-4121

Lawrence Collett, President
Total Revenue FYE 12/86 : \$ 13.0 m
Is Revenue : \$ 13.0 m
Total Employees: 160
Services: Pfs Proc
Parent Company: Cass Commercial
Corporation

Cerner Corporation

2800 Rockcreek Parkway
Kansas City, MO 64117
(816) 221-1024

Neal L. Patterson
Total Employees: 240
Services: AppSW Tky
Public

CAMS 1988
Directory of Information Services Companies
State of Missouri

Computrol Inc.

600 Kellwood Parkway
Chesterfield, MO 63017
(314) 576 3412

Robert Parks, President

Total Revenue FYE / (Est) : \$ 1.7 m

Private

Data Research Associates, Inc.

1276 N. Warson Road
P.O. Box 8495
St. Louis, MO 63132
(800) 325-0888

Michael J. Mellinger, President

Total Revenue FYE 09/88 (Est) : \$ 10.5 m

Is Revenue : \$ 10.5 m

Total Employees: 70

Services: AppSW Tky

Private

Dispensa-Matic

1335 Convention Plaza
St. Louis, MO 63103
(800) 325-7303

Private

DST Systems, Inc.

1004 Baltimore
Kansas City, MO 64105
(816) 435-6535

Thomas McDonnell, President

Is Revenue FYE 12/87 : \$ 77.0 m

Total Employees: 1800

Services: Proc

Public

Enertronics Research, Inc.

1910 Pine Street
St. Louis, MO 63103
(314) 421-2721

Steve Andes, President

Is Revenue FYE 06/87 (Est) : \$ 4.0 m

Total Employees: 33

Services: AppSW

Private

Entertronics Research, Inc.

15 Station Plaza
1910 Pine Street
St. Louis, MO 63103
(314) 421-2771

Private

Foresight Resources Corp.

10725 Ambassador Drive
Kansas City, MO 64153
(816) 891-1090

Services: AppSW

Private

GAI Systems

P.O. Box 5832
St. Louis, MO 63134
(314) 831-6464

Walter Garrett, President

Total Revenue FYE 12/84 : \$ 0.2 m

Is Revenue : \$ 0.2 m

Total Employees: 5

Services: AppSW

Private

Geac Computers, Inc.

1807 Park 270 Drive
Suite 400
St. Louis, MO 63146
(314) 878-4210

James C. Puzniak, President

Is Revenue FYE 04/87 : \$ 12.0 m

Total Employees: 810

Services: Pfs Proc Tky

Parent Company: Geac Canada Limited

Genelco, Inc.

1600 South Brentwood Blvd., Suite
500

St. Louis, MO 63144
(314) 962-2040

David B. Johnson, President

Is Revenue FYE 12/87 : \$ 7.1 m

Total Employees: 130

Services: Proc AppSW

Parent Company: General American Life
Insurance Co.

CAMS 1988
Directory of Information Services Companies
State of Missouri

General Dynamics Corporation

Pierre Laclede Center
St. Louis, MO 63105
(314) 889-8200

Oliver C. Boileau, President
Total Revenue FYE 12/86 (Est) : \$ 8600.0 m
Services: Pfs Proc AppSW
Public

General Dynamics - Data Systems Division

12101 Woodcrest Executive Drive
St. Louis, MO 63141
(314) 851-8917

Ace Hall, General Manager
Total Revenue FYE 12/86 (Est) : \$ 86.0 m
Is Revenue (Est) : \$ 84.3 m
Total Employees: 3300
Services: Pfs Proc AppSW
Parent Company: General Dynamics
Corporation

H & R Block, Inc.

4410 Mainstreet
Kansas City, MO 64111
(816) 753-6900

Services: Proc
Public

Information Industries, Inc.

8880 Ward Parkway
Kansas City, MO 64114
(816) 444-8100

Robert W. Spackman, President
Is Revenue FYE 04/87 (Est) : \$ 7.4 m
Total Employees: 70
Services: Pfs
Private

Interface Technology, Inc.

1850 Borman Court
St. Louis, MO 63146
(314) 434-0046

William Canfield, President
Total Revenue FYE 01/87 (Est) : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 56
Services: Tky
Private

Jack Henry & Associates, Inc.

P.O. Box 807

Monett, MO 65708

(417) 235-6652

Jack Henry, President
Is Revenue FYE 06/87 : \$ 15.0 m
Total Employees: 150
Services: Tky
Public

Langenbacher Data Systems

12400 Olive Blvd., Suite 350
St. Louis, MO 63141
(314) 533-2288

William B. Langenbacher, President
Total Revenue FYE 11/84 (Est) : \$ 1.3 m
Is Revenue (Est) : \$ 1.3 m
Total Employees: 25
Services: Pfs Proc
Private

MacKinney Systems

2674-A S. Glenstone Avenue
Suite 112
Springfield, MO 65804
(417) 882-8012

Steve MacKinney
Total Revenue FYE 01/87 (Est) : \$ 1.4 m
Is Revenue : \$ 1.4 m
Total Employees: 7
Private

**McDonnell Douglas Information Systems
Company**

P.O. Box 516
St. Louis, MO 63116
(314) 232-9551

John F. McDonnell, President
Total Employees: 11000
Services: Network Pfs Proc AppSW SysSW
SysInt Tky

Midwest Software

1160 Applesced Lane
St. Louis, MO 63132
(314) 997-2369

Private

CAMS 1988
Directory of Information Services Companies
State of Missouri

Moore Data Management Systems

S. Highway 100
400 E. Parkdale Plaza
St. Louis, MO 55416
(612) 540-1000

Scott Mitchell, President
Total Revenue FYE 12/84 (Est) : \$ 60.0 m
Is Revenue (Est) : \$ 4.5 m

Total Employees: 1000
Services: Proc Tky
Parent Company: Moore Business Forms, Inc.

Mosby Systems

11830 Westline Industrial Drive
St. Louis, MO 63141
(314) 872-8370

Private

Mylee Digital Sciences, Inc.

433 Sovereign Court
Manchester, MO 63011
(314) 256-8221

James R. Moag, President
Is Revenue FYE 10/87 : \$ 3.0 m
Total Employees: 32
Services: Network Pfs AppSW Tky
Public

North American Business Systems, Inc.

3840 Lindell Road
St. Louis, MO 63108
(314) 534-7404

James L. Buckley, Jr., President
Total Revenue FYE 12/85 (Est) : \$ 0.3 m
Is Revenue (Est) : \$ 0.3 m
Total Employees: 5
Services: Pfs
Private

Optimization

645 N. Powell Road
Independence, MO 64050
(816) 257-1500

Michael D. Lundy, President
Total Revenue FYE 06/88 (Est) : \$ 5.0 m
Total Employees: 80
Services: AppSW
Private

Overfelt Company, Inc.

1125 Grand Avenue

Kansas City, MO 64106

(816) 474-6760

Charles R. Overfelt, President
Total Revenue : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 9
Services: Proc AppSW
Private

Polygon Associates

1024 Executive Parkway
St. Louis, MO 63144
(314) 576-7709

Bruce Babeler, President
Is Revenue FYE 10/87 : \$ 2.7 m
Total Employees: 35
Services: Network
Private

SCS/Computer, Inc.

1714 Deer Tracks Trail
St. Louis, MO 63131
(314) 966-1040

Robert W. Nolan, President
Total Revenue FYE 01/87 (Est) : \$ 20.0 m
Is Revenue : \$ 20.0 m
Total Employees: 195
Services: Proc AppSW
Public

Solid State Software, Inc.

1401 N. Jesse James Road
Excelsior Springs, MO 64024
(816) 637-8638

Mr. William McCullough, President
Is Revenue FYE 12/87 : \$ 0.2 m
Total Employees: 2
Services: AppSW
Private

United Telecommunications, Inc.

P.O. Box 11315
Kansas City, MO 64112
(913) 676-3014

William Esrey, President
Is Revenue FYE 12/87 : \$ 14.3 m
Total Employees: 2100
Services: AppSW
Public

CAMS 1988
Directory of Information Services Companies
State of Montana

Intelligent Machines

1440 West Broadway
Missoula, MT 59802
(406) 728-0332

James W. Moody, President
Total Revenue FYE 01/87 (Est) : \$ 0.5 m
Total Employees: 5
Services: Pfs AppSW SysSW SysInt Tky
Private

Western Computer Services Inc.

33 Neil Avenue
Helena, MT 59601
(406) 443-5491

Dana Glatz, President
Is Revenue FYE 12/87 (Est) : \$ 0.5 m
Total Employees: 9
Services: Pfs Proc AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Nebraska

ALR Systems & Software, Inc.
224 S. 108th Avenue #7
Omaha, NE 68154
(402) 333-4251

Larry Andrews, President
Is Revenue FYE 10/87 (Est) : \$ 3.0 m
Total Employees: 15
Services: Pfs AppSW SysInt Tky
Private

Applied Communications, Inc.
330 South 108th Avenue
Omaha, NE 68154
(402) 390-7600

Neal Hansen
Is Revenue FYE 12/87 : \$ 35.0 m
Total Employees: 500
Services: AppSW
Parent Company: U S West, Inc.

Automation, Inc.
10703 J Street
Omaha, NE 68127
(402) 339-9500
Mike F. Koch, President
Is Revenue FYE 12/87 (Est) : \$ 2.5 m
Total Employees: 34
Services: Proc Tky
Private

CD Systems, Inc.
14614 Grover Street
Omaha, NE 68144
(402) 330-2310
Robert Crandell, President
Is Revenue FYE 06/87 : \$ 7.5 m
Total Employees: 50
Services: AppSW SysInt Tky
Private

First Data Resources Inc.
7301 Pacific St.
Omaha, NE 68114-5497
(402) 399-7000
Henry C. Duques, President
Is Revenue FYE 12/87 : \$ 320.0 m
Total Employees: 7200
Services: Proc
Parent Company: American Express Company

Harris Technology Group, Inc.

625 Peach Street
P.O. Box 80837
Lincoln, NE 68501
(402) 476-2811
Ronald L. Harris, President
Total Revenue FYE 06/84 : \$ 15.0 m
Total Employees: 50
Services: Pfs AppSW
Private

Information Technology, Inc.
P.O. BOX 2705
1345 Old Cheney Road
Lincoln, NE 68502
(402) 423-2682

Don Dillon, President
Total Revenue FYE 01/87 (Est) : \$ 45.0 m
Is Revenue : \$ 45.0 m
Total Employees: 150
Services: AppSW Tky
Private

Magic Software, Inc.
1706 Galvin Road South
Bellevue, NE 68005
(402) 330-2310
Cliff Foster, President
Is Revenue FYE 11/87 : \$ 0.7 m
Total Employees: 6
Services: AppSW SysSW
Private

Metromail Corporation
901 West Bond Street
Lincoln, NE 68521-3694
(402) 475-4591
Reginald C. Troncone, Chairman
Is Revenue FYE 01/87 : \$ 50.0 m
Total Employees: 830
Services: Network
Parent Company: Dun & Bradstreet Corporation (The)

STI Software Technology Inc.
6101 s. 58th Street
Lincoln, NE 68516
(402) 423-1440

Brad Berlin, CEO
Is Revenue FYE 04/87 : \$ 2.0 m
Total Employees: 24
Services: Pfs AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Nevada

Parent Company: Migent Software
Corporation

Cape Data, Inc.

1050 Bible Way, Suite 5
Reno, NV 89551
(702) 323-3100

Peter Summers, President
Total Revenue (Est) : \$ 0.7 m
Is Revenue (Est) : \$ 0.7 m
Total Employees: 7
Services: Pfs
Private

CMS Management Consultants

6121 Lake Side Dr.
Suite 110
Reno, NV 89511
(702) 825-0712

G. Douglas Ball, President
Total Revenue FYE 12/84 : \$ 0.3 m
Is Revenue : \$ 0.3 m
Total Employees: 5
Services: Pfs Proc
Private

Computer Information Systems, Inc.

P.O Box 80957
Las Vegas, NV 89180
(702) 736-9401

Howard Reisman, President
Total Revenue FYE 10/87 (Est) : \$ 7.5 m
Is Revenue (Est) : \$ 1.5 m
Total Employees: 75
Services: Proc AppSW SysSW Tky
Private

LF TECHNOLOGIES, Inc.

2800 Lockheed Way
Carson City, NV 89701
(702) 883-7611

Total Revenue FYE 12/86 : \$ 375.5 m
Public

Migent Software, Inc.

865 Tahoe Blvd.
P.O. Box 6062
Incline Village, NV 89450
(702) 832-3700

Charles Hamilton
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 7.5 m
Total Employees: 32
Services: AppSW SysSW

CAMS 1988
Directory of Information Services Companies
State of New Hampshire

Applied Microcomputer Systems

Page Hill Road
Choucouira, NH 03817
(603) 323-8666
Peter Smart, President
Is Revenue FYE 12/87 : \$ 0.6 m
Total Employees: 6
Services: AppSW SysSW
Private

ASA International, Ltd.

1700 West Park Drive
Westboro, NH 01581
(508) 898-2727
Christopher Crane, President
Total Employees: 147
Services: AppSW
Public

BKW, Inc.

10 Corporate Drive
Bedford, NH 03102
(603) 472-2030
Alfred Fichera, President
Is Revenue FYE 09/87 : \$ 4.0 m
Total Employees: 14
Services: AppSW Tky
Public

DTSS Incorporated

Buck Rd.
P.O. Box 70
Hanover, NH 03755
(603) 643-6600
J. Peter Manzo, Jr., President
Total Revenue FYE 12/87 (Est) : \$ 2.5 m
Is Revenue : \$ 1.7 m
Total Employees: 43
Services: Proc AppSW
Parent Company: Metropolitan Life Insurance
Company

Frey Associates, Inc.

Chestnut Hill Road
Amherst, NH 03031
(603) 472-2800
Eric D. Frey, Chairman
Total Employees: 30
Services: Pfs Tky
Private

Hampstead Computer Graphics

P.O. Box 469
East Hampstead, NH 03826
(603) 329-5076
Dan Healy, President
Is Revenue FYE 12/87 (Est) : \$ 1.3 m
Total Employees: 11
Services: AppSW
Private

Interactive Computer Systems

87 Indian Rock Road
Woodland Ridge
Windham, NH 03087
(603) 893-8520
Richard Roche, Chairman
Total Revenue FYE 12/84 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 12
Services: AppSW
Private

JEB Systems

32 Daniel Webster Highway, #323
Merrimack, NH 03054
(603) 883-4662
James Brock, President
Is Revenue FYE 03/87 : \$ 0.8 m
Total Employees: 13
Services: AppSW
Private

L & L Products, Inc.

Box A-57
Hanover, NH 03755
(603) 643-4503
Peter Stanzel, President
Total Revenue FYE 12/87 : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 4
Services: AppSW
Private

MENTOR Resources Inc.

One Tara Boulevard
Nashua, NH 03062
(603) 888-2580
Wes Sager, CEO
Total Revenue FYE 12/87 (Est) : \$ 2.0 m
Is Revenue : \$ 2.0 m
Total Employees: 16
Services: AppSW

CAMS 1988
Directory of Information Services Companies
State of New Hampshire

ORIGIN Systems, Inc.

136 Harvey Road, Bldg. B
Londonderry, NH 03053
(603) 644-3360

Robert Garriott

Total Employees: 50

Services: AppSW

Private

Profitkey International, Inc.

382 Main St.
Salem, NH 03079
(603) 898-9800

Richard Lilly, President

Is Revenue FYE 09/87 : \$ 6.4 m

Total Employees: 80

Services: Pfs AppSW SysInt Tky

Private

Real World Corporation

282 Loudon Road
P.O. Box 2051
Concord, NH 03302-2051
(603) 224-2200

Larry Byrnes, President

Total Revenue FYE 06/88 (Est) : \$ 14.5 m

Is Revenue : \$ 14.5 m

Total Employees: 140

Services: AppSW

Parent Company: Interactive Financial
Services, Inc.

Sanders Associates Inc.

Daniel Webster Highway, South
Nashua, NH 03061
(603) 885-4321

Is Revenue FYE 12/87 : \$ 13.5 m

Total Employees: 7500

Services: Tky

Parent Company: Lockheed Corporation

Softlogic Solutions, Inc.

530 Chestnut St.
Manchester, NH 03101
(603) 627-9900

Ed Tolson, President

Services: SysSW

Private

True Basic, Incorporated

39 South Main Street

Hanover, NH 03755

(603) 643-3882

Leo L. Kornfeld, President

Total Revenue FYE 12/85 : \$ 1.3 m

Total Employees: 14

Services: AppSW

Private

Wayne Green Publications Group

Route 101 & Elm St.
Peterborough, NH 03458
(603) 924-7138

Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

3M Datatrak Systems, Inc.

10 Sylvan Way
Parsippany, NJ 07054
(201) 267-5990

Julian AvRutick, President

Total Employees: 32

Services: Pfs AppSW Tky

ABC Financial Systems, Inc.

1273 North Church Street
Moorestown, NJ 08057
(609) 235-9060

James McVeigh, President

Private

Accounting Data Service

511 Millburn Ave.
Short Hills, NJ 07078
(201) 467-0050

Herbert Sarwin, President

Total Revenue FYE 12/86 : \$ 0.7 m

Is Revenue : \$ 0.7 m

Total Employees: 8

Services: Pfs Proc

Private

Administrative Data Systems, Inc.

Box 7653
Atlantic City, NJ 08404
(609) 728-3464

Private

ADP Banking and Thrift Division

2091 Springdale Road
Cherry Hill, NJ 08034
(609) 424-0150

Lynn Mangum, President

Services: Proc

Parent Company: Automatic Data Processing,

Inc.

ADP Brokerage Services Division

One ADP Blvd.
Roseland, NJ 07068
(201) 994-5000

Erwin Zipkis, President

Services: Proc

Parent Company: Automatic Data Processing,

Inc.

ADP Collision Estimating Services Division

One Roseland Blvd

Roseland, NJ 07068

(201) 994-5000

Goren Staglin, President

ADP Dealer Services Division

One ADP Blvd
Roseland, NJ 07068
(201) 994-5000

David Torrence, President

Parent Company: Automatic Data Processing,
Inc.

ADP Financial Information Services

East Park Drive
Mount Laurel, NJ 08054
(609) 235-7300

John Gaven, President

Parent Company: Automatic Data Processing,
Inc.

ADP Network Services Division

One ADP Blvd
Roseland, NJ 07068
(201) 994-5000

Karl Wyss, President

Parent Company: Automatic Data Processing,
Inc.

CAMS 1988
Directory of Information Services Companies
State of New Jersey

AGS Computers, Inc.

1139 Spruce Drive
Mountainside, NJ 07092
(201) 654-4321

Lawrence J. Schoenberg

Total Employees: 3199

Services: Pfs AppSW SysSW SysInt
Public

AIS Corp.

225 Jackson St.
Bridgewater, NJ 08807
(201) 526-8100

Steven Sullivan, President

Is Revenue FYE 10/87 : \$ 5.0 m

Total Employees: 58

Services: AppSW

Private

Applications Programming Co.

11 West 2nd
Moorestown, NJ 08057
(609) 234-0099

Total Employees: 5

Services: SysSW

Private

Applied Color Systems, Inc.

P.O. Box 5800
Princeton, NJ 08540
(609) 924-2189

Donald Hall, President

Total Revenue FYE 12/84 : \$ 10.2 m

Total Employees: 130

Services: Tky

Private

Applied Data Research, Inc.

Route 206 & Orchard Rd. CN-8
Princeton, NJ 08540
(201) 874-9000

Dennis Strigl, President

Is Revenue FYE 12/87 : \$ 86.0 m

Total Employees: 1800

Services: Pfs SysSW

Private

Applied Digital Communications

214 Flynn Avenue
Morristown, NJ 08057
(609) 234-3666

Jerry Williamson, President

Is Revenue FYE 12/87 : \$ 1.4 m

Total Employees: 10

Services: Tky

Public

ARMS, Inc.

1 Cherry Hill Road
Cherry Hill, NJ 08002
(607) 922-4080

Nathan Konecky, President

Is Revenue FYE 12/87 (Est) : \$ 10.0 m

Total Employees: 210

Services: Pfs

Private

Auragen Systems Corporation

2 Executive Drive
Fort Lee, NJ 07024
(201) 794-7280

Rick Martin, President

Private

Automated Resources Group Inc.

21 Phillips Parkway
Montvale, NJ 07645
(201) 391-1500

Thomas Ammoriello, President

Private

Automatic Business Centers, Inc.

Glen & Krider Avenues
P.O. Box 826
Morristown, NJ 08057
(609) 235-1800

G.F. Raymond, President

Is Revenue FYE 12/87 : \$ 20.0 m

Total Employees: 400

Services: Proc

Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

AVANT-GARDE Computing, Inc.

8000 Commerce Parkway
Mt. Laurel, NJ 08054-2227
(609) 778-7000

Timothy Ahlstrom, President

Total Revenue FYE 04/86 (Est) : \$ 16.3 m

Total Employees: 180

Services: Pfs

Public

AW Computer Systems, Inc.

400 William Pittway
Mount Laurel, NJ 08054
(609) 234-3939

Nicholas Ambrus, President

Total Revenue FYE 12/86 : \$ 5.8 m

Is Revenue : \$ 5.5 m

Total Employees: 30

Services: Pfs Tky

Public

Axxess Information Systems, Inc.

200 Central Ave.
Mountainside, NJ 07092
(201) 232-7600

Frank Petillo, President

Services: Tky

Private

Bank of New York

1500 Palisades St.
Teaneck, NJ 07666
(601) 833-1020

Mr. Bacot, President

Total Employees: 10000

Services: AppSW

Public

Brandon Systems Corporation

1 Harmon Plaza
Seaucus, NJ 07094
(201) 392-0800

Ira B. Brown, President

Total Revenue FYE 09/87 (Est) : \$ 22.1 m

Total Employees: 750

Public

Business Controls Corporation (BCC)

3-7 West First Street
Clifton, NJ 07011
(201) 340-9893

David J. Hirschfeld, President

Total Revenue FYE 03/86 (Est) : \$ 0.6 m

Is Revenue (Est) : \$ 0.6 m

Total Employees: 8

Services: AppSW

Private

Cardinal Data Systems, Inc.

580 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 567-1821

Larry Paek, President

Total Revenue FYE 10/85 : \$ 0.8 m

Is Revenue : \$ 0.6 m

Total Employees: 18

Services: Pfs SysInt Tky

Private

CGA Computer, Inc.

960 Holmdel Rd.
Holmdel, NJ 07733
(201) 946-8900

Robert J. Sywolski, President

Total Revenue FYE 04/84 : \$ 46.4 m

Is Revenue : \$ 46.4 m

Total Employees: 692

Services: Pfs AppSW

Private

CGS Computer Associates, Inc.

485 E. U.S. Route 1, South
Iselin, NJ 08830
(201) 750-4141

Augustus Guida, President

Services: Pfs

Private

Clark O'Neill/Fischer Stevens, Inc.

100 Campus Road
Totowa, NJ 07512
(201) 790-0700

Serge Okun, President

Total Employees: 450

Services: Proc

Public

CAMS 1988
Directory of Information Services Companies
State of New Jersey

Cliff Data Systems

405 Murry Hill Parkway
Rutherford, NJ 07073
(201) 933-8282
Paul H. Cohen, President
Total Revenue FYE 06/84 : \$ 0.7 m
Is Revenue : \$ 0.7 m
Total Employees: 15
Services: Pfs AppSW Tky
Private

C & L Systems

886 Belmont Avenue
North Haledon, NJ 07508
(201) 427-9292
Bob Combs, President
Is Revenue FYE 09/87 : \$ 0.8 m
Total Employees: 7
Services: SysInt Tky
Private

Cogito Data Systems, Inc.

1101 State Road
Princeton, NJ 08540
(609) 924-7200
Anthony J. DePaul, Chairman
Total Revenue FYE 10/85 : \$ 11.5 m
Is Revenue : \$ 11.5 m
Total Employees: 160
Services: Proc Tky
Private

Commercial Software, Inc.

P.O. Box 648
Edison, NJ 08818
(201) 985-8966
Anthony Abbott, President
Total Revenue FYE 12/86 (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m
Total Employees: 50
Services: AppSW
Private

Communication Sciences, Inc.

485 Route 1, South
Building A
Iselin, NJ 08830
(201) 750-0030
Herbert Lovit, Chairman of Board
Is Revenue FYE 03/87 (Est) : \$ 5.0 m
Total Employees: 55

Services: Pfs Proc AppSW
Private

CompuMed/Systemedics

753 Boulevard
Kenilworth, NJ 07033
(201) 241-5563
Anthony Esposito, President
Private

Compupower Corp.

1 Harmon Plaza
Seacaucus, NJ 07094
(201) 866-8600
Herbert Messing, President
Total Revenue (Est) : \$ 2.5 m
Is Revenue (Est) : \$ 1.6 m
Total Employees: 75
Services: Pfs Proc
Parent Company: Value Line Incorporated

Computer Cost Control Corporation

353 Richard Mine Road
Wharton, NJ 07885
(201) 361-0955
Total Revenue FYE 12/84 : \$ 3.0 m
Is Revenue : \$ 3.0 m
Total Employees: 60
Services: Proc AppSW Tky
Parent Company: ICC, Inc.

Computron Technologies Corp.

150 Meadowland Parkway
Seacaucus, NJ 07094
(201) 865-8400
Private

Concept Omega Corporation/Thoroughbred Division

19 Schoolhouse Road
CN6712
Somerset, NJ 08875
(201) 722-9565
John L. Johnson, President
Total Employees: 75
Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

Conesco Enterprises, Inc.

400 Corporate Court
S. Planis Field, NJ 07080
(201) 561-2111

Seymour Altucher, President

Total Revenue : \$ 3.5 m

Is Revenue : \$ 3.0 m

Services: AppSW

Private

Constell Group (The), Inc.

216 Stelton Road
Piscataway, NJ 08854
(201) 968-9310

Total Employees: 125

Services: Pfs

Private

Consultants, Inc.

20 Brace Road
Cherry Hill, NJ 08034
(609) 428-9890

Robert Maier, President

Total Revenue FYE 09/85 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 30

Services: Pfs Proc AppSW Tk

Private

Cornwell, Robert Associates

352 Evelyn Street
Paramus, NJ 07652
(201) 261-1050

Robert Cornwell, Jr., President

Private

Creative Management Systems, Inc.

213 Washington Street
Toms River, NJ 08754
(201) 341-6165

William G. Carter, Jr., President

Total Revenue FYE 12/85 (Est) : \$ 15.0 m

Total Employees: 140

Services: Proc AppSW

Parent Company: Cincinnati Bell, Inc.

C-S Computer Systems, Inc.

200 South Main Street
P.O. Box 356
Manville, NJ 08835
(201) 526-9000

John E. Czerkies, President

Total Revenue FYE 08/85 (Est) : \$ 1.1 m

Is Revenue (Est) : \$ 1.1 m

Total Employees: 12

Services: Pfs Proc AppSW

Private

Cybertronics International, Inc.

999 Mount Kemble Ave.
Morristown, NJ 07960
(201) 766-7681

Lloyd Griscom, President

Total Revenue : \$ 1.4 m

Is Revenue : \$ 1.4 m

Total Employees: 18

Services: Pfs Proc AppSW SysInt

Private

DAMA Telecommunications Corporation

169 Johnson Road
Parsippany, NJ 07054
(201) 898-9300

Thomas E. McInerney, President

Total Revenue FYE 12/85 (Est) : \$ 4.5 m

Is Revenue : \$ 4.5 m

Total Employees: 55

Private

Database America

99 W. Sheffield Avenue
Englewood, NJ 07631
(800) 223-7777

Paul Goldner, President

Total Employees: 100

Services: Network

Private

Database Applications, Inc.

400 Wall Street
Princeton, NJ 08540
(609) 924-2900

Thomas Truitt, President

Total Employees: 5

Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

Data Systems Computer Centre, Inc.

35 Fadem Road
Springfield, NJ 07081
(201) 467-2300

Larry Donofrio, President

Total Revenue FYE 02/88 (Est) : \$ 64.5 m

Is Revenue : \$ 64.5 m

Total Employees: 220

Private

Deijon, Inc.

163 East Union Avenue
East Rutherford, NJ 07073
(201) 460-7575

Private

Desk Top Financial Solutions, Inc.

Turnpikeplaze Zanncx, Suite 230, 197

Hwy.

18
E. Brunswick, NJ 08816
(201) 249-4400

Paul A. Tava, President

Total Revenue FYE 12/85 : \$ 0.5 m

Is Revenue : \$ 0.2 m

Total Employees: 7

Services: AppSW

Public

Digital Learning Systems, Inc.

4 Century Drive
Parsippany, NJ 07054
(201) 538-6640

Robert Stoeber, President

Is Revenue FYE 02/87 (Est) : \$ 1.1 m

Total Employees: 15

Services: AppSW SysSW

Private

Dimis, Inc.

Industrial Waywest
Eatontown, NJ 07724
(201) 389-8220

Bentley J. Cooper, President

Total Revenue FYE 12/86 (Est) : \$ 1.2 m

Total Employees: 40

Services: Tky

Public

Dow Jones News/Retrieval

P.O. Box 300

Princeton, NJ 08540

(609) 520-4638

Carl Valenti, President

Total Employees: 350

Services: Network

Parent Company: Dow Jones & Company, Inc.

DSI Data Spectrum

1191 Morris Avenue
Union, NJ 07083
(201) 686-4015

James W. Silk, President

Total Revenue FYE 08/85 : \$ 0.7 m

Is Revenue : \$ 0.7 m

Total Employees: 6

Services: Pfs AppSW

Private

Engler Vehicle Management Systems

250 Culver Avenue
Jersey City, NJ 07305
(201) 332-5353

Roger Marksherry, General Manager

Total Employees: 200

Services: Tky

Parent Company: Colt Industries

Execu-Flow Systems, Inc.

2013 Morris Avenue
Union, NJ 07083
(201) 851-0750

Michael J. Custode, President

Total Revenue FYE 03/85 (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 1.0 m

Total Employees: 16

Services: Pfs Proc AppSW Tky

Private

Fastware, Inc.

200 Freeway Drive, East
East Orange, NJ 07018
(201) 676-7963

Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

First Course

P.O. Box 374
Summit, NJ 09701
(201) 877-7039

Private

First Operations Resource, Incorporated

Center Sq. & Beckett Rds.
Swedesboro, NJ 08085
(609) 467-4040

Albert Petersen, President

Total Employees: 94

Services: Proc

Parent Company: Manufacturers & Traders
Trust

Fisher-Stevens, Inc.

100 Campus Road
Totawa, NJ 07512
(201) 790-0700

R. Duke Powell, President

Total Revenue FYE 12/86 (Est) : \$ 25.0 m

Is Revenue (Est) : \$ 25.0 m

Total Employees: 400

Services: Proc

Parent Company: IMS International, Inc.

Formation, Inc.

823 East Gate Drive
Mount Laurel, NJ 08054
(609) 234-5020

Arthur D. Beard, President

Total Employees: 270

Services: AppSW

Private

FundsNet, Inc.

385 Nordhoff Place
Englewood, NJ 07631
(201) 569-7764

Frederick Gallard, President

Is Revenue FYE 09/87 (Est) : \$ 24.0 m

Total Employees: 300

Services: Proc

Parent Company: National Business Systems,
Inc.

Future Technologies International, Inc.

40 West Blackwell St.
Dover, NJ 07801
(201) 328-0730

Bruce W. Raney, President

Total Revenue FYE 12/84 (Est) : \$ 3.0 m

Is Revenue (Est) : \$ 3.0 m

Total Employees: 20

Services: AppSW

Private

Gary Bergman Associates

14 Hickory Lane
New Brunswick, NJ 08902
(201) 247-2727

Gary Bergman, President

Is Revenue FYE 02/87 (Est) : \$ 0.6 m

Total Employees: 4

Services: SysSW

Private

Gladstone Electronics

376 St. Cloud
North Orange, NJ 07052
(201) 325-2071

Private

Global Turnkey Systems, Inc.

4 North Street
Waldwick, NJ 07463
(201) 445-5050

Robert Beardon, President

Is Revenue FYE 12/87 (Est) : \$ 5.9 m

Total Employees: 85

Services: Tky

Private

Gordon Publications, Inc.

Box 1952
Dover, NJ 07801
(201) 361-9060

Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

HHB Systems, Inc.

1000 Wyckoff Avenue
Mahwah, NJ 07430
(201) 848-8000

Total Employees: 130

Services: AppSW

Parent Company: Cadnetix Corporation

HJS Research, Inc.

Cedar Court, Suite 6162
Monmouth Junction, NJ 08852
(800) 323-1809

Corey Schwartz, President

Total Revenue FYE 01/87 (Est) : \$ 1.0 m

Total Employees: 12

Services: Pfs SysSW

Private

ICC, Inc.

48 Horsehill Road
Cedar Knolls, NJ 07927
(201) 267-6600

Gary Sullivan, President

Total Revenue FYE 08/85 : \$ 10.0 m

Is Revenue : \$ 10.0 m

Total Employees: 60

Services: Proc AppSW

Private

InfoCenter Software, Inc.

60 Crest Drive
Bernardsville, NJ 07924
(914) 255-8925

J. Roger Moody, President & CEO

Total Employees: 22

Private

InfoMed

1041 Rt. 1
Princeton, NJ 08540
(609) 987-8181

Fred Neufeld, President

Is Revenue FYE 06/87 : \$ 10.0 m

Total Employees: 125

Services: Pfs Tky

Private

Information Science Inc.

95 Chestnut Ridge Road
Montvale, NJ 07645
(201) 391-1600

John A. Rade, President

Total Employees: 206

Services: Pfs Proc AppSW Tky

Public

InforMedia Corporation

262 Old New Brunswick Road
Piscataway, NJ 08854
(201) 981-1110

Stephen E. Strickman, President

Is Revenue FYE 06/87 : \$ 5.0 m

Total Employees: 45

Services: Network Proc SysSW

Parent Company: Hamilton Mint

Innovation Data Processing, Inc.

275 Patterson Avenue
Clifton, NJ 07424
(201) 247-2727

Anthony Mazzone, President

Is Revenue FYE 01/87 : \$ 2.0 m

Total Employees: 35

Services: SysSW

Private

Innovative Programming Associates

One Airport Place
Princeton, NJ 08540
(609) 924-7272

Morton S. Cohen, President

Total Employees: 85

Private

Interchart Software, Inc.

104 Carnegie Center
Princeton, NJ 08540
(609) 987-1590

Daniel G. Olasin, President

Total Revenue FYE 12/85 (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 1.0 m

Total Employees: 21

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

Investment Support Systems, Inc.

1455 Broad Street
Bloomfield, NJ 07003
(201) 338-0321

Elie Zabal, CEO
Total Revenue : \$ 1.8 m
Is Revenue : \$ 1.8 m
Total Employees: 20
Services: AppSW
Private

Jones/Hospflex Systems, Inc.

145 Franklen Turnpike
Ramsey, NJ 07446
(201) 934-1990

Robert Pagnotta, President
Total Revenue FYE 12/85 : \$ 2.0 m
Is Revenue : \$ 2.0 m
Total Employees: 40
Services: AppSW
Public

Key Financial Systems, Inc.

44 Route 46
Pine Brook, NJ 07058
(201) 227-8800

James R. Sharkey, Jr., President
Total Employees: 120
Private

Landmark Software Systems, Inc.

155 W. Main St., PO Box 996
Somerville, NJ 08876
(201) 722-5100

Melvyn L. Toomey, President
Total Employees: 25
Services: Pfs AppSW
Private

LCS Industries, Inc.

120 Brighton Rd.
Clifton, NJ 07012
(201) 778-5588

Arnold J. Scheine, President
Total Revenue FYE 09/86 : \$ 36.3 m
Is Revenue : \$ 32.0 m
Total Employees: 500
Services: Proc
Public

Letraset USA

40 Eisenhower Drive
Parmus, NJ 07653
(201) 845-6100

Don McCowan, General Manager
Total Employees: 100
Services: AppSW
Parent Company: LETRASET

LoBue Associates Inc.

1135 Clifton Avenue
Clifton, NJ 07013
(201) 778-7007

Carl A. Lobue, President
Total Revenue FYE 10/84 : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 35
Services: Pfs

Lockheed Datacom

300 F. W. Burr Blvd.
Teaneck, NJ 07666
(201) 692-2900

A. Curtis
Total Revenue FYE 01/87 (Est) : \$ 20.0 m
Is Revenue : \$ 20.0 m
Total Employees: 500
Services: Proc
Parent Company: Lockheed Corporation

Mainstem Division

130 Sewaren Avenue
Sewaren, NJ 07077
(210) 750-1400

Vinnie Marino, President
Total Revenue FYE 01/87 (Est) : \$ 7.0 m
Is Revenue : \$ 7.0 m
Total Employees: 50
Services: Proc
Parent Company: IntelliTEK Computer Corporation

Marathon Data Systems, Inc.

429 Sand Shore Road
Hackettstown, NJ 07840
(201) 852-6600

Lee Gruber, President
Total Revenue FYE 09/85 (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m
Total Employees: 105
Services: Tky
Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

Marketing Systems Development Corp.

1200 Wall St. West
Lyndhurst, NJ 07071
Bob Hillbrecht, President
Total Revenue (Est) : \$ 9.0 m
Is Revenue (Est) : \$ 8.6 m
Total Employees: 125
Services: Pfs
Private

Matlan Silver Group (The), Inc.

140 Littleton Road
Suite 305
Parsippany, NJ 07054
(201) 335-3322
James L. DeSilver, President
Is Revenue FYE 12/87 : \$ 6.0 m
Total Employees: 75
Services: Pfs
Private

Maxell Corporation of America

60 Oxford Drive
Moonachie, NJ 07074
(201) 641-8600
Private

MCC Corporation

511 South Ave.
Cranford, NJ 07016-3205
(201) 272-3500
Vincent Mongno, President
Total Employees: 300
Private

M&C Systems, Inc.

P.O. Box 307
Middletown, NJ 07748
(201) 671-4031
Private

MDCR, Inc.

P.O. Box 29
East Brunswick, NJ 08816
(201) 257-5700
Private

MHT Services, Inc.

65 East Route 4
River Edge, NJ 07661
(201) 342-1321

Total Employees: 15

Private

Micro Logic Corp.

100 Second Street
P.O. Box 174
Hackensack, NJ 07602
(201) 342-6518
Total Revenue (Est) : \$ 0.2 m
Is Revenue (Est) : \$ 0.2 m
Services: AppSW
Private

Multinational Computer Models, Inc.

605 Bloomfield Avenue
Montclair, NJ 07042
(201) 746-5060
Abraham George, President
Is Revenue FYE 12/87 : \$ 1.2 m
Total Employees: 18
Services: AppSW SysSW SysInt
Private

MultiSolutions, Inc.

123 Franklin Corner Road
Edison, NJ 08648
(604) 896-4100
Charles Lombardo, Chairman
Total Employees: 22
Services: Pfs SysSW
Public

CAMS 1988
Directory of Information Services Companies
State of New Jersey

NuClas Corp.

239 Fox Hill Road
Denville, NJ 07834
(201) 625-8838

George Blank, President
Total Employees: 7
Services: Pfs AppSW Tky
Private

Numerax, Inc.

230 West Passaic Street
Maywood, NJ 07607
(201) 368-0170

Keith J. Keenan, President
Total Revenue FYE 06/85 : \$ 9.9 m
Is Revenue : \$ 8.0 m
Total Employees: 313
Services: Pfs Proc
Parent Company: McGraw-Hill, Inc.

On-Line Software International, Inc.

Fort Lee Executive Park
Two Executive Dr.
Fort Lee, NJ 07024
(201) 592-0009

Jack M. Berdy, Chairman
Is Revenue FYE 05/87 : \$ 60.0 m
Total Employees: 828
Services: Pfs SysSW
Public

P.A. Computers and Telecommunications, Inc.

Princeton Corporate Center,
5 Independence Way
Princeton, NJ 08540
(609) 452-8748

Steve Payne, President
Private

Pattern Systems of New Jersey

1259 Route 46, Building 2
Parsippany, NJ 07054
(201) 335-7804

Robert Gowen, President
Is Revenue FYE 12/87 : \$ 1.0 m
Total Employees: 13
Services: AppSW
Private

Pearce Tire Management Systems

9629 Ocean Drive

Stone Harbor, NJ 08247

(609) 368-1212

Joseph E. Pearce, President
Total Employees: 7
Services: AppSW
Private

Phillips Communications

138 Summit Terrace North
Kennelton, NJ 07405
(201) 838-5046

Private

Printers Software Inc.

1395 Route 23
Butler, NJ 07405
(201) 838-1010

Paul N. Grice, President
Total Employees: 6
Services: AppSW
Private

Professional Systems Corporation

87-89 Valley Road
Montclair, NJ 07042
(202) 783-6800

Frank M. Downey, Jr., Chairman
Services: Proc
Private

Proffidex Corporation

80 Park Avenue
Hoboken, NJ 07030
(212) 732-6795

Carl Cooper
Total Revenue FYE 01/87 (Est) : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 20
Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

PSTAT

271 Wall Street
Princeton, NJ 08540
(609) 924-9100
Shirrell Buhler, President
Is Revenue FYE 06/87 (Est) : \$ 1.0 m
Total Employees: 9
Services: AppSW
Private

RMS Technologies

5 Eves Drive
Marlton, NJ 08053
(609) 596-5775
David Higgins, President
Total Revenue FYE 01/87 (Est) : \$ 47.0 m
Is Revenue : \$ 47.0 m
Total Employees: 950
Services: Pfs SysInt
Private

R. Shriver Associates

1259 Route 46, Building 2
Parsippany, NJ 07054
(201) 335-7800
David Michaels, CEO
Total Revenue FYE 12/82 : \$ 2.0 m
Is Revenue : \$ 2.0 m
Total Employees: 15
Services: Pfs AppSW
Private

Sage Data, Inc.

104 Carnigie Center, Suite 110
Princeton, NJ 08540
(609) 924-3000
John Torkelsen, President
Total Revenue FYE 12/85 : \$ 3.5 m
Is Revenue : \$ 3.5 m
Total Employees: 25
Services: Pfs Proc
Private

Science Management Corporation

P.O. Box 0600
Basking Ridge, NJ 07920
(201) 647-7000
James A. Skidmore, Jr., President
Is Revenue FYE 12/87 : \$ 82.1 m
Total Employees: 850
Services: Pfs

Public

Shanali Software, Inc.

171 South Livingston Avenue
Livingston, NJ 07039
(201) 992-7971

Private

Softest Inc.

555 Goffle Road
Ridgewood, NJ 07450
(201) 447-3901
David Schneider, President
Total Employees: 12
Services: Pfs AppSW
Private

Software Directions, Inc.

1572 Sussex Turnpike
Randolph, NJ 07869
(201) 584-8466
Services: AppSW
Private

Software Shop Systems

Route 34, PO Box 728
Farmingdale, NJ 07727
(201) 938-3200
Ron Koval, President
Total Employees: 60
Services: AppSW
Private

Spectrum Technology Group, Inc.

1250 Route 28
P.O. Box 5365
North Branch, NJ 08876
(201) 725-4010
Services: Pfs
Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

**STC Systems, Inc. & Ultimacc Global
Software Business System**

4 North St.
Waldwick, NJ 07463
(201) 445-5050

George Pilmanis, President
Total Revenue FYE 12/84 : \$ 30.0 m
Is Revenue : \$ 15.0 m
Total Employees: 400
Services: AppSW Tky
Private

Supplementary D.P. Service, Inc.

19 Westinghouse Plaza
Bloomfield, NJ 07003
(201) 743-3164

Mr. Guido Tango, President
Is Revenue FYE 01/87 : \$ 0.8 m
Total Employees: 12
Services: Proc
Private

Syncsort, Inc.

50 Tice Blvd.
Woodcliff Lake, NJ 07675
(201) 930-9700

A. Tavitan, President
Is Revenue FYE 12/87 : \$ 11.5 m
Total Employees: 200
Services: SysSW
Private

Synergistic Software and Systems, Inc.

P.O. Box 5270
Princeton, NJ 08540
(609) 737-8351

Michael J. Hierl, President
Total Employees: 10
Private

Syntrex, Inc.

246 Industrial Way, West
P.O. Box 657
Eatontown, NJ 07724
(201) 542-1500

Carol Arco, President
Private

Systemedics

1100 Princeton Park Corporate Center
Monmouth Junction, NJ 08852

(201) 297-7393

Is Revenue FYE 12/87 : \$ 6.7 m
Total Employees: 150
Services: Pfs Proc
Private

Systems Of The Future, Inc.

35 Airport Rd.
Morristown, NJ 07960
(201) 267-4130

William John Glynn, President
Is Revenue FYE 12/87 : \$ 2.2 m
Total Employees: 8
Services: Pfs Tky
Private

Tax Masters

100 Beneficial Center
Rcepeak, NJ 07977
(201) 781-3352

Private

TeleSciences Co Systems, Inc.

351 New Albany Road
Moorestown, NJ 08057
(609) 866-1000

Howard Oringer, President
Is Revenue FYE 06/87 : \$ 16.1 m
Total Employees: 170
Services: Tky
Private

Tele-Tech Services

P.O. Box 757
McAfee, NJ 07428
(201) 827-4421

Stephen C. Kromer, President
Is Revenue FYE 06/87 (Est) : \$ 1.0 m
Total Employees: 12
Services: Proc
Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

Trajectory Software

555 Goffie Road
Ridgewood, NJ 07450
(201) 447-5520

Bill Holmberg

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Is Revenue : \$ 0.1 m

Total Employees: 10

Services: AppSW

Public

Transnet Corp.

1945 Route 22
Union, NJ
(201) 688-7800

Steven Wilk

Services: AppSW

Public

Trinet

9 Campus Drive
Persippany, NJ 07054
(201) 267-3600

Charles Striker

Total Employees: 75

Services: Network PIs

Private

TYMAC

129 Main Street
Franklin, NJ 07416
(201) 827-4050

Total Revenue (Est) : \$ 1.5 m

Is Revenue (Est) : \$ 1.5 m

Services: Proc

Private

Ultimate Corp. (The)

717 Ridgedale Ave.
East Hanover, NJ 07936
(201) 887-9222

Jim Pyden

Is Revenue FYE 04/87 : \$ 118.9 m

Total Employees: 700

Services: Tky

Public

UNIFORCE

P.O. Box 1299
Princeton, NJ 08540
(609) 466-1666

Allan J. Yeast, President

Total Revenue FYE 12/86 (Est) : \$ 1.0 m

Is Revenue (Est) : \$ 1.0 m

Total Employees: 12

Services: PIs AppSW Tky

Private

Uniforce Corporation

P.O. Box 1299
Princeton, NJ 08542
(609) 466-1666

Allan Yeast

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 100.0 m

Total Employees: 10

Services: PIs Tky

Private

Unipress Software, Inc.

2025 Lincoln Highway
Edison, NJ 08817
(201) 985-8000

Total Revenue : \$ 2.5 m

Is Revenue : \$ 2.0 m

Services: AppSW

Private

Universal Information Systems, Inc.

S. 10 Route 17, at Route 4
Paramus, NJ
Theodore Kissell, President

Total Revenue FYE 06/83 (Est) : \$ 6.0 m

Is Revenue (Est) : \$ 1.8 m

Total Employees: 75

Services: Proc

Private

Wallaby Software Corporation

N. Franklin Turnpike
Ramsey, NJ 07446
(201) 934-9333

Frank BiaMonte, President

Total Revenue : \$ 1.5 m

Is Revenue : \$ 1.5 m

Total Employees: 22

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of New Jersey

Warner Computer Systems, Inc.

1701 Pollitt Drive
Fairlawn, NJ 07410
(201) 489-1580

Harvey Kreiger, President

Total Revenue FYE 10/87 (Est) : \$ 9.8 m

Services: Proc

Public

Western Union Corporation

One Lake Street
Upper Saddle River, NJ 07458
(201) 825-5000

Robert S. Leventhal, President

Total Revenue FYE 12/85 : \$ 0.1 m

Public

Worldwide Computer Services, Inc.

7 Doig Road
Wayne, NJ 07470
(201) 694-8876

John J. Davis, President

Total Employees: 265

Services: Pfs

Public



CAMS 1988
Directory of Information Services Companies
State of New Mexico

Bohannon-Huston, Inc.

7500 Jefferson N.E.
Albuquerque, NM 87109
(505) 884-3500

Larry Huston, President

Total Revenue FYE 12/86 : \$ 2.0 m

Is Revenue : \$ 2.0 m

Total Employees: 25

Services: Tky

Private

Exsys, Inc.

P.O. Box 75158
Albuquerque, NM 87194
(505) 836-6676

Is Revenue FYE 01/87 : \$ 7.0 m

Total Employees: 40

Services: Pfs

Private

John Hancock Health Plans, Inc.

1009 Bradbury Drive, SE
Albuquerque, NM 87106
(505) 243-9781

Joel Kamer

Is Revenue FYE 12/87 : \$ 10.7 m

Total Employees: 400

Services: Pfs

Parent Company: John Hancock Mutual
Insurance

M2C5 Systems, Inc.

13209 Indian School Road, NE
Albuquerque, NM 87112
(505) 292-5297

Private

Management Sciences, Inc.

6022 Constitution Avenue, Suite 3
Albuquerque, NM 87110
(505) 255-8611

Marlene Bremele, President

Is Revenue FYE 10/87 : \$ 0.8 m

Total Employees: 16

Services: AppSW

Private

Poise Company

201 North Nevada
Roswell, NM 88201
(505) 625-5500

L. Howell, President

Total Revenue : \$ 2.0 m

Is Revenue : \$ 2.0 m

Total Employees: 40

Services: Pfs Proc AppSW

Private

Savvy Corporation

122 Tulane Southeast
Albuquerque, NM 87106
(505) 265-1273

Richard Duddie, President

Total Employees: 8

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of New York

1040 Software, Inc.

10 Nevada Drive
P.O. Box 1010
New Hyde Park, NY 11042
(516) 775-5566

Jack Martin, President

Total Revenue FYE 12/84 : \$ 7.5 m

Is Revenue : \$ 7.5 m

Total Employees: 75

Services: Pfs AppSW

Private

AB Computers

69 Fifth Avenue, Suite 15G
New York, NY 10003
(212) 807-1228

Cynthia Mason, President

Total Revenue FYE 12/84 : \$ 0.1 m

Is Revenue : \$ 0.1 m

Total Employees: 3

Private

Accounting/ The Linen Group

39-49 48 St.
Long Island City, NY 11104
(718) 672-3773

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 15

Services: Pfs AppSW

Private

ACE Publishing Ltd.

390 Fifth Avenue, 3rd Floor
New York, NY 10018
(212) 239-8686

Private

Adaptable Laboratory Software, Inc.

2024 West Henrietta Rd.
Rochester, NY 14623
(716) 272-0070

Peter Helmers, President

Total Revenue FYE 09/84 : \$ 1.5 m

Is Revenue : \$ 1.5 m

Total Employees: 9

Services: AppSW

Private

Advanced Computer Techniques Corporation
(ACT)

16 East 32nd St.

New York, NY 10016

(212) 696-3600

Oscar H. Schachter

Is Revenue FYE 12/87 : \$ 15.9 m

Total Employees: 175

Services: Pfs SysSW Tky

Public

Advanced Data Management, Inc.

2000 Sheridan Drive
Tonawanda, NY 14150
(716) 874-5650

Hank McCauley, President

Total Revenue FYE 10/86 (Est) : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 35

Services: Pfs Proc AppSW

Private

Advanced Institutional Management Software, Inc.

485 Underhill Blvd.
Syosset, NY 11791-3413
(516) 496-7700

Morris Moliver, CEO

Services: AppSW

Public

Advanced Medical Systems

55 Maple Avenue
Rockville Center, NY 11570
(516) 764-5953

Gerold Ehrlich, President

Total Revenue FYE 06/84 : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 32

Private

Advanced Technology International, Inc.

350 5th Avenue
New York, NY 10118
(212) 947-4755

Mr. Moshe Canaani, CEO

Total Revenue (Est) : \$ 2.0 m

Is Revenue (Est) : \$ 2.0 m

Services: Pfs AppSW

Parent Company: Advanced Technology, Ltd.

CAMS 1988
Directory of Information Services Companies
State of New York

A & H Income Tax Centers, Inc.
820 Hempstead Turnpike
Franklin Square, NY 11010
(516) 352-1333

Andrew Beelo, President
Private

AIMS/ACPI
485 Underhill Boulevard
Syosset, NY 11791-3413
(516) 496-7700

Morris Moliver, President
Total Revenue FYE 03/86 (Est) : \$ 6.0 m
Is Revenue (Est) : \$ 6.0 m
Total Employees: 90
Services: Pfs Proc AppSW Tky
Public

AIMS, Inc.
485 Underhill Blvd.
Syosset, NY 11791
(516) 496-7700
Morris Moliver, President
Total Revenue FYE 01/87 (Est) : \$ 6.0 m
Is Revenue (Est) : \$ 6.0 m
Total Employees: 75
Services: Proc AppSW Tky
Private

Alexander & Alexander, Inc.
1185 Avenue of the Americas
New York, NY 10036
(212) 806-6600

Linsley H. Irwin, CEO
Total Revenue FYE 12/86 : \$ 1068.2 m
Is Revenue : \$ 6.5 m
Services: Pfs Proc
Public

American Express Company
American Express Tower
World Financial Center
New York, NY 10285-4805
(212) 640-2000

Louis V. Gerstner, Jr., President
Total Revenue FYE 12/86 : \$ 14652.0 m
Public

American Legal Systems
30 East 28th Street
New York, NY 10036

(212) 944-2200

Private

American Micro Systems Corporation
99 Park Avenue
New York, NY 10016
(212) 883-1155

Barry R. Sloane, President
Total Revenue FYE 12/85 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 8
Services: Pfs AppSW Tky
Private

American Telephone & Telegraph
550 Madison Ave.
New York, NY 10022
(212) 605-5500

Is Revenue FYE 12/87 : \$ 125.0 m
Services: Pfs AppSW SysSW Tky
Public

AMI Systems, Inc.
250 West 57th St.
New York, NY 10005
(212) 581-8300

Irving Wachs, President
Private

Andover Data Services, Inc.
4 World Trade Center, Suite 7450
New York, NY 10048
(212) 938-0729

Chris Kropac, President
Total Revenue FYE 06/84 : \$ 1.0 m
Is Revenue : \$ 0.8 m
Total Employees: 50
Services: Pfs Proc
Private

CAMS 1988
Directory of Information Services Companies
State of New York

Anistics Inc.

220 East 42nd Street
New York, NY 10017
(212) 972-9600

Parent Company: Alexander & Alexander, Inc.

Anstat, Inc.

230 Park Avenue, Suite 500
New York, NY 10169
(212) 557-1322

Mr. Duffy, President

Total Employees: 3

Services: AppSW

Private

Applied Design Company, Inc.

2465 Sheridan Drive
Tonawanda, NY 14150
(716) 837-4400

Private

Applied Digital Data Systems (ADDS)

100 Marcus Boulevard
Hauppauge, NY 11788
(516) 231-5400

David G. Laws, President

Public

Arthur Young & Company

277 Park Ave.
New York, NY 10017
(212) 922-3132

Services: Pfs AppSW

Private

Artificial Intelligence Technology, Inc.

1 Skyline Drive
Hawthorne, NY 10532
(914) 347-6860

Michael Stock

Total Employees: 13

Private

Ashton ITC

P.O. Box 5619
Vestal, NY 13851
(607) 748-4015

Thomas Ashton, President

Total Revenue FYE 03/85 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 7

Services: AppSW Tky

Private

Astradyne Computer Industries Inc.

1122 Franklin Avenue
Garden City, NY 11530
(516) 742-9500

Donald D. Rienzo, Sr., President

Total Revenue FYE 12/87 : \$ 7.0 m

Is Revenue : \$ 7.0 m

Public

Auditek Inc.

140 Cedon Street
New York, NY 10006
(212) 619-3414

Private

Automated Bookkeeping Corporation

330 W. 42nd Street
New York, NY 10036
(212) 947-7741

Sigman Banr, President

Services: Pfs

Private

CAMS 1988
Directory of Information Services Companies
State of New York

Automated Professional Systems

270 Madison Avenue
New York, NY 10016
(212) 725-1880

Private

AVTC

110 Bi-County Boulevard
Farmingdale, NY 11735
(516) 420-8080

Services: AppSW

Private

Axios Group

2364 Middle Country Rd.
Centereach, NY 11720
(516) 588-5461

David S. Kirk, President

Total Revenue FYE 09/84 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 8

Services: Pfs AppSW

Private

Axios Products, Inc.

1455 Veterans Highway
Hauppauge, NY 11788-4836
(516) 348-1900

Total Employees: 9

Services: AppSW

Private

Ayers-Whitmore

55 East 52nd St., 16th Floor
New York, NY 10055
(212) 909-5700

Emory D. Ayers, Managing Director

Services: Pfs

Private

Aztech Data Processing, Inc.

78-15 Metropolitan Ave.
Middle Village, NY 11375
(718) 326-9400

Leonard Minowitz, President

Is Revenue FYE 12/87 : \$ 0.3 m

Total Employees: 20

Services: Network Pfs Proc AppSW SysSW

Private

Bankwire

225 Broadway

New York, NY 10007

(212) 619-0440

Robert L. Kemper, President

Private

Barnes Consulting Services, Inc.

P.O. Box 1210

Ronkonkoma, NY 11779

(516) 467-3384

William Barnes, President

Is Revenue FYE 12/87 (Est) : \$ 0.8 m

Total Employees: 1

Services: Pfs

Private

Barrister Information Systems Corporation

45 Oak Street

Buffalo, NY 14203

(716) 845-5010

Henry P. Semmelhack,, President

Total Revenue FYE 03/88 : \$ 38.0 m

Is Revenue : \$ 38.0 m

Total Employees: 563

Services: Pfs AppSW SysSW Tky

Public

BDR, Inc.

1540 Broadway

New York, NY 10036

(212) 719-1571

Charles McGowan, President

Total Employees: 80

Services: Proc

Private

CAMS 1988
Directory of Information Services Companies
State of New York

BIBLOS, Inc.

#2 Pennsylvania Plaza, Suite 1220
New York, NY 10121
(212) 244-0072

Ollie Sternberg, President
Total Revenue FYE 01/85 : \$ 3.0 m
Total Employees: 15
Services: Pfs AppSW
Private

BIS Banking Systems, Inc.

900 Third Avenue, 21st Floor
New York, NY 10022
(212) 688-7300

Fraser Chambers, President
Is Revenue FYE 01/85 : \$ 7.5 m
Total Employees: 63
Services: Pfs AppSW SysInt
Parent Company: Nynex

Booz, Allen & Hamilton Inc.

245 Park Avenue
New York, NY 10017
(212) 880-9496

J.B. Farley, Senior Vice President
Services: Pfs
Private

BRS Computing Inc.

7 Westchester Plaza
Elmsford, NY 10523
(914) 592-5338

Barry Schoenhaut, President
Private

BRS Information Technologies

1200 Route 7
Latham, NY 12110
(518) 783-1161

Martin Kahn, President
Is Revenue FYE 11/87 : \$ 16.0 m
Total Employees: 205
Services: Network SysSW
Parent Company: TBG, Inc.

Bruce Payne Consultants, Inc.

140 West End Avenue
New York, NY 10023
(212) 799-8255

Bruce Payne, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 1.0 m

Total Employees: 25
Services: Pfs AppSW SysSW
Private

Business Intelligence Services, Inc.

900 Third Ave.
New York, NY 10022
(212) 688-7300

Fraser Chambers, President
Total Employees: 60
Services: Pfs AppSW
Parent Company: Business Intelligence
Services, Ltd.

Cable Applications, Inc.

200 Garden City Plaza
Suite 500
Garden City, NY 11530
(516) 877-1700

Donald Detora, President
Total Employees: 12
Public

Calspan Corp.

4455 Genesee St.
Buffalo, NY 14225
(716) 632-7500

Dr. H. Robert Leland, President
Services: Pfs Proc
Parent Company: Arvin Industries, Inc.

CAP Gemini America

1133 Avenue of the Americas
12th Floor
New York, NY 10036
(212) 221-7270

Robert J. Sywolski
Is Revenue FYE 12/87 : \$ 148.2 m
Total Employees: 2212
Services: Pfs SysInt
Parent Company: CAP Gemini Sogeti

CAMS 1988
Directory of Information Services Companies
State of New York

- Chase Manhattan Corporation**
1 Chase Manhattan Plaza
New York, NY 10081
(212) 552-2222
Tom Labrecque, President/COB
Public
- Citicorp**
399 Park Avenue
30th Floor
New York, NY 10043
(212) 559-1000
John S. Reed, COB/CEO
Public
- CMP Publications, Inc.**
111 East Shore Road
Manhasset, NY 11030
(516) 365-4600
Private
- Com-Med Division**
5 West 34th Street
New York, NY 10001
(212) 947-1321
Parent Company: COMNET Corporation
- Commercial On-Line Systems, Inc.**
360 W. 31st Street
New York, NY 10001
(212) 564-3730
Zach Lonstein, President
Total Revenue (Est) : \$ 4.0 m
Is Revenue (Est) : \$ 4.0 m
Services: Pfs Proc
Private
- Communications Studies & Planning International**
24 E. 21st Street
New York, NY
(212) 505-2200
R. Michael Tyler, Chairman
Total Revenue FYE 12/86 : \$ 7.0 m
Is Revenue : \$ 4.2 m
Total Employees: 25
Services: Pfs
Private
- CompInfo, Inc.**
381 Park Ave. South
- New York, NY 10016
(212) 532-7777
Yirgos Athanassatos, President
Total Revenue FYE 03/86 : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 35
Services: Pfs AppSW Tky
Private
- Comptek Research, Inc.**
110 Broadway
Buffalo, NY 14203
(716) 842-2700
Jack E. Warner, President
Total Revenue FYE 03/88 : \$ 48.2 m
Total Employees: 719
Services: Pfs Tky
Public
- Compuflight Operations Service, Inc.**
48 Harbor Drive
Port Washington, NY 11050
Total Revenue : \$ 1.1 m
Is Revenue : \$ 1.1 m
Total Employees: 10
Services: Proc
Public
- Computech Systems, Inc.**
Pine Street
Hankins, NY 12741
(914) 887-4601
Total Revenue FYE 06/85 : \$ 0.3 m
Total Employees: 10
Services: Pfs AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of New York

Computer Consulting Center, Inc. (The)

575 Eighth Avenue, 19th Floor
New York, NY 10018
(212) 564-9088

Total Revenue : \$ 1.5 m
Is Revenue : \$ 1.5 m
Total Employees: 18
Services: Pfs AppSW
Private

Computer Horizons Corporation

747 3rd Avenue
New York, NY 10017
(212) 371-9600

John J. Cassese, President
Is Revenue FYE 12/87 : \$ 70.6 m
Total Employees: 1200
Services: Pfs
Public

Computer Publication Retailer

322 Eighth Avenue
New York, NY 10001
(212) 620-7330

Private

Computer Task Group, Inc.

800 Delaware Ave.
Buffalo, NY 14209
(716) 882-8000

David N. Campbell
Is Revenue FYE 12/87 : \$ 170.0 m
Total Employees: 2500
Services: Pfs SysInt
Public

Computex, Inc.

41 East 42nd Street
New York, NY 10017
(212) 661-5770

Katherine Mirrer, President
Total Revenue : \$ 1.5 m
Is Revenue : \$ 1.5 m
Total Employees: 30
Services: Pfs
Public

Comvestrix Corporation

1501 Broadway
New York, NY 10036
(212) 869-0640

Joel Carton, President

Total Revenue FYE 12/84 : \$ 10.1 m
Is Revenue : \$ 10.1 m
Services: Proc
Private

Consolidated Computer Corporation

1180 Avenue of the Americas
New York, NY 10036
(212) 575-8240

Bob McGill, President

Total Employees: 30
Private

Contel Information Systems, Inc.

130 Steamboat Road
Great Neck, NY 11024
(516) 829-5900

Dave Rubin, CEO

Services: Pfs
Parent Company: Contel Corporation

Coopers & Lybrand

1251 Avenue of the Americas
New York, NY 10020
(212) 536-3190

Is Revenue FYE 12/87 : \$ 190.0 m
Services: Pfs
Private

Cornell Computer Corporation

125 E. Bethpage Road
Plainview, NY 11803
(516) 420-5900

Jerome Gilbert, President

Is Revenue FYE 09/87 : \$ 34.3 m
Total Employees: 410
Services: Pfs
Parent Company: Computer Power Group

CAMS 1988
Directory of Information Services Companies
State of New York

Cosyde Corportion

545 5th Avenue, Suite 1103
New York, NY 10117
(212) 953-1720

Howard Radin, President

Total Employees: 8

Services: Pfs

Private

C Tek Software, Inc.

30 Rockefeller Plaza, Suite 4325
New York, NY 10112
(212) 246-7733

Robert L. Chambers, President

Total Revenue FYE 12/86 : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 30

Services: Pfs AppSW

Private

C & W Incotel, Inc.

Five Pen Plaza
New York, NY 10001
(212) 594-8340

Ned Haul, President

Total Revenue FYE 12/86 (Est) : \$ 3.0 m

Is Revenue (Est) : \$ 0.8 m

Total Employees: 50

Services: Pfs

Parent Company: Cable & Wireless, Ltd.

Cybernetics Resource Corporation

275 Main St.
Port Washington, NY 11050
(516) 883-7676

Tamas Bartha, President

Total Employees: 6

Private

Data Basics Corp.

415 Court Street
Brooklyn, NY 11231
(212) 714-0066

Don Liles, President

Private

Datability Software Systems, Inc.

322 8th Avenue
11th Floor
New York, NY 10001
(212) 807-7800

Ron Howard, President

Total Employees: 30

Services: AppSW

Private

Data Computing Corporation

229 Baldwin Road
Hempstead, NY 11550
(516) 481-7344

Lloyd Kornheiser, President

Total Revenue FYE 06/84 (Est) : \$ 2.2 m

Is Revenue (Est) : \$ 2.2 m

Services: Proc

Private

DataFast, Inc.

132 Montgomery Street
Scarsdale, NY 10583
(914) 472-0165

James Dellarmi, President

Total Revenue : \$ 1.5 m

Is Revenue : \$ 1.5 m

Total Employees: 22

Services: Proc

Private

Data Securities International, Inc.

633 3rd Avenue
New York, NY 10017
(415) 984-5790

Total Employees: 13

Services: Pfs

Private

Datatab, Inc.

770 Broadway
New York, NY 10003
(212) 475-7800

N.R. Bachana, President

Is Revenue FYE 12/87 : \$ 5.0 m

Total Employees: 40

Services: Proc

Private

CAMS 1988
Directory of Information Services Companies
State of New York

Deloitte, Haskins & Sells

1114 Avenue of the Americas
New York, NY 10036
(212) 790-0524

Bill Stevens, President

Is Revenue FYE 05/87 (Est) : \$ 80.0 m

Total Employees: 9000

Services: Pfs

Private

Design Strategy Corporation

330 Madison Avenue
New York, NY 10017
(212) 370-0392

Marsh Newmark, President

Total Revenue FYE 01/87 (Est) : \$ 3.0 m

Is Revenue : \$ 3.0 m

Total Employees: 10

Services: Pfs SysSW

Private

DGC, Inc.

553 Willow Ave.
Cedarhurst, NY 11516
(516) 295-0296

David Greenblatt, President

Total Revenue FYE 12/85 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 5

Private

Dialogue, Inc.

19 Rector Street, Room 1306
Newton, NY 10016
(212) 425-2665

Arthur I. Stern, President

Total Revenue FYE 04/84 : \$ 3.0 m

Is Revenue : \$ 3.0 m

Services: Pfs Proc AppSW

Private

Diebold Group (The)

475 Park Avenue South
New York, NY 10016
(212) 684-4700

John Diebold, Chairman

Private

Digidat Systems, Inc.

7 West Heshner Plaza
Elmsford, NY 10523

(914) 592-5334

Stephen Tomback, President

Total Revenue (Est) : \$ 1.4 m

Is Revenue (Est) : \$ 1.4 m

Total Employees: 20

Services: Proc

Private

Dow Jones & Company, Inc.

200 Liberty Street
World Financial Center
New York, NY 10281
(212) 416-2000

Is Revenue FYE 12/87 : \$ 140.2 m

Services: Network AppSW

Public

Dun & Bradstreet Corporation (The)

299 Park Avenue
New York, NY 10171
(212) 593-6800

Charles W. Moritz

Is Revenue FYE 12/87 : \$ 415.0 m

Services: Network Proc AppSW SysSW

Public

DVC Industries, Inc.

1440 Fifth Avenue
Bay Shore, NY 11706
(516) 968-8500

Private

Dynamic Microprocessor Associates, Inc.

545 5th Avenue, Suite 1103
New York, NY 10017
(212) 687-7115

Lee Roth, President

Total Employees: 10

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of New York

Eastern Design Co., Inc.

30 Glenn Street
White Plains, NY 10603
(914) 948-7600

Kurt Hurst, CEO

Services: Pfs

Private

Eastern States Bankcard Associates

4 Ohio Drive
Lake Success, NY 11042
(516) 488-1500

Ronald R. Eppley, Jr., President

Private

E.P.G. America Inc.

130 William St.
New York City, NY 10038
(212) 406-1720

Total Employees: 20

Private

Erdman, Anthony and Associates, Inc.

259 Monroe Ave.
P.O. Box 35989
Rochester, NY 14607
(716) 325-1866

Alan Blake, President

Is Revenue FYE 12/87 : \$ 9.0 m

Total Employees: 155

Services: Pfs

Private

Erisco, Inc.

1700 Broadway Avenue
New York, NY 10019
(212) 765-8500

Thomas A. Barra, Chairman

Total Revenue FYE 12/86 : \$ 22.0 m

Is Revenue : \$ 20.9 m

Total Employees: 300

Services: Proc AppSW

Parent Company: Dun & Bradstreet
Corporation (The)

Exact Systems & Programming Corporation

P.O. Box 115
Thornwood, NY 10594-0115
(914) 285-9444

Mr. Oswald, President

Services: AppSW

Private

Expert Software Products

100 Taverly Drive
Williamsville, NY 14221
(716) 688-5403

John Kassah, President

Services: AppSW

Private

Expert Systems, Inc.

868 West End Avenue, Suite 3A
New York, NY 10025
(212) 662-7208

Private

EXTRANET

3 Northway
Bronxville, NY 10708
(212) 265-6282

Albert Cranc, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Total Employees: 3

Services: Network

Private

Fast Set Data Systems, inc.

90 Park Avenue
New York, NY 10016
(212) 972-7300

Howard E. Wille, President

Total Revenue FYE 08/88 (Est) : \$ 7.0 m

Is Revenue : \$ 7.0 m

Total Employees: 22

Services: Network

Private

CAMS 1988
Directory of Information Services Companies
State of New York

Finserv Computer Corporation
 1462 Eric Boulevard
 Schenectady, NY 12305
 (518) 374-4430
 Creighton Britnell, President
 Is Revenue FYE 12/87 : \$ 5.5 m
 Total Employees: 125
 Services: Pfs Proc AppSW SysSW Tky
 Private

First Boston Capital Group, Inc.
 Tower Forty Nine
 12 East 49th Street
 New York, NY 10017
 (914) 332-4500
 A.V. Kissal, President
 Parent Company: First Boston, Inc.

First Boston, Inc.
 c/o The First Boston Corp.
 Park Avenue Plaza
 New York, NY 10055
 (212) 909-2000

Public

Garpac Corporation
 254 W. 35th Street
 New York, NY 10001
 (212) 760-0070
 Michael S. Import, President
 Total Employees: 25
 Services: Pfs AppSW Tky
 Private

Gaylord Information Systems
 Box 4901
 Syracuse, NY 13221
 (315) 457-5070
 John J. Dellamore
 Total Revenue FYE 01/88 (Est) : \$ 45.0 m
 Is Revenue : \$ 4.5 m
 Total Employees: 500
 Private

GDK Systems, Inc.
 50 Broadway
 New York, NY 10004
 (212) 483-0335
 Alex Gonter, President
 Total Revenue FYE 06/86 (Est) : \$ 4.0 m
 Is Revenue (Est) : \$ 4.0 m

Total Employees: 40
 Private

General Instrument Corporation
 767 Fifth Ave.
 New York, NY 10153-0082
 (212) 207-6200
 Frank G. Hickey, President
 Is Revenue FYE 02/87 : \$ 37.0 m
 Total Employees: 23500
 Services: Pfs Proc Tky
 Public

Genesee Computer Center, Inc.
 20 University Avenue
 Rochester, NY 14605
 (716) 232-7050
 Robert T. Mac Intire, President
 Total Revenue FYE 05/88 (Est) : \$ 1.2 m
 Is Revenue : \$ 1.2 m
 Total Employees: 15
 Services: Pfs Proc AppSW
 Public

Genigraphics Corp.
 4806 West Taft Road
 P.O. Box 591
 Liverpool, NY 13088
 (315) 451-6600
 Flavil O. Van Dyke, President
 Total Revenue FYE 07/86 (Est) : \$ 65.0 m
 Is Revenue (Est) : \$ 52.0 m
 Total Employees: 700
 Services: Proc Tky
 Private

Gessler Educational Software, Inc.
 900 Broadway
 New York, NY 10003
 (212) 673-3113
 Private

CAMS 1988
Directory of Information Services Companies
State of New York

Grumman Corporation

1111 Stewart Avenue
Bethpage, NY 11714
(516) 575-0574

John O'Brien, President

Total Revenue FYE 12/86 : \$ 3501.9 m

Public

Grumman Data Systems Division

1111 Stewart Avenue
Bethpage, NY 11714
(516) 575-2335

Robert Myers, President

Is Revenue FYE 12/87 : \$ 96.0 m

Total Employees: 3000

Services: SysInt

Parent Company: Grumman Corporation

Gull, Inc.

395 Oser Avenue
Smithtown, NY 11787
(516) 231-3737

Private

Gull Resource Management Systems, Inc.

300 Marcus Blvd.
Smithtown, NY 11787
(516) 435-0600

Larry Perry, President

Is Revenue FYE 06/87 (Est) : \$ 5.8 m

Total Employees: 62

Services: AppSW Tky

Parent Company: Parker Hannifan Corporation

G & Z Systems, Inc.

187 Main Street
East Chester, NY 10707
(914) 961-1613

Richard A. Zuckerman, President

Total Revenue : \$ 0.7 m

Is Revenue : \$ 0.7 m

Total Employees: 8

Services: Pfs AppSW Tky

Private

Health Information Systems, Inc.

4522 Fort Hamilton Parkway
Brooklyn, NY 11219
(718) 453-6300

Burt Hochstein, President

Total Revenue FYE 06/86 (Est) : \$ 2.7 m

Is Revenue (Est) : \$ 1.8 m

Total Employees: 120

Services: Pfs AppSW

Public

Heidelberg Eastern, Inc.

73-45 Woodhaven Blvd.
Glendale, NY 11385
(718) 830-7800

Private

Henley Group

375 Park Avenue
New York, NY 10152
(212) 832-2200

Public

High Caliber Systems, Inc.

165 Madison Avenue
New York, NY 10016
(212) 684-5553

Al Schwendtner, President

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Total Employees: 4

Services: Pfs AppSW

Private

IDC Data Services

1225 Franklin Avenue
Garden City, NY 11530
(516) 294-6040

Paul Roth, President

Total Revenue FYE 12/83 : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 20

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of New York

IFA Systems, Inc.

220 5th Avenue
New York, NY 10001
(212) 213-0710

Irmin Finkelthal
Total Employees: 5
Services: Tky
Private

IMI Systems

1500 Broadway Avenue
New York, NY 10036
(212) 944-1555

Robert Forman, President
Total Revenue FYE 01/86 : \$ 16.1 m
Is Revenue : \$ 15.0 m
Total Employees: 175
Services: Pfs AppSW
Private

IMREX Computer Systems, Inc.

3117 E. Shore Road
Great Neck, NY 11023
(516) 466-5210

Robert Schitt, President
Is Revenue FYE 12/87 (Est) : \$ 13.4 m
Total Employees: 127
Services: AppSW
Private

IN BANK

118 East 28th St.
New York, NY 10016
(212) 684-4010

Is Revenue FYE 12/87 : \$ 4.5 m
Total Employees: 40
Services: AppSW Tky
Private

InfoCode, Inc.

19 Union Square West
New York, NY 10003
(212) 741-9411

Grant Browningg, President
Total Revenue FYE 12/85 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Services: AppSW
Public

Infodata Systems Inc.

5 Tobey Village Office Park

Pittsford, NY 14534

(716) 381-7430

Ronald A. Furman, President
Is Revenue FYE 12/87 : \$ 12.5 m
Total Employees: 175
Services: AppSW
Public

Information Associates, Inc.

3000 Ridge Road East
Rochester, NY 14622
(716) 467-7740

John G. Robinson, President
Total Revenue FYE 12/88 (Est) : \$ 20.0 m
Is Revenue : \$ 20.0 m
Total Employees: 334
Services: Pfs AppSW
Parent Company: Management Science
America, Inc.

Information Builders, Inc.

1252 Broadway Avenue
New York, NY 10001
(212) 736-4433

Gerald D. Cohen, President
Is Revenue FYE 12/87 : \$ 113.0 m
Total Employees: 1000
Services: SysSW
Private

INSTINET Corporation

737 3rd Avenue
New York, NY 10017
(212) 310-9500

Murray Finebaum, President
Total Revenue FYE 12/86 : \$ 14.6 m
Total Employees: 100
Services: Proc
Public

Integrated Cash Management Services Inc.

150 Nassau Street
New York, NY 10038
(212) 513-7444

Ben Massuda, President
Total Employees: 20
Services: AppSW Tky
Private

CAMS 1988
Directory of Information Services Companies
State of New York

Interactive Market Systems Inc.

55 Fifth Avenue
New York, NY 10003
(212) 924-1003

Alexander C. Cortesi

Intercon Associates, Inc.

1580 Emerson Street
Rochester, NY 14606
(716) 458-0860

Soto Flouris, President

Total Revenue FYE 12/85 (Est) : \$ 2.0 m

Is Revenue (Est) : \$ 2.0 m

Total Employees: 14

Services: AppSW

Private

International Business Machine Corporation

Old Orchard Road
Armonk, NY 10504
(914) 765-1900

John F. Akers

Total Employees: 389000

Services: Network Pfs Proc AppSW SysSW

SysInt Tky

Public

**International Systems Services Corporation
(ISS)**

140 E 45th Street, 41st Floor
New York, NY 10017
(212) 972-4400

Bruce Gupton, President

Total Revenue FYE 12/86 (Est) : \$ 3.0 m

Is Revenue (Est) : \$ 3.0 m

Total Employees: 35

Services: Pfs AppSW

Private

I.P. Sharp Associates, Inc.

1200 1st Federal Plazac 1900
Rochester, NY 14614
(716) 546-7270

Total Revenue FYE 12/85 (Est) : \$ 51.5 m

Total Employees: 550

Services: Pfs Proc AppSW

Private

Iskra Software International

222 Sherwood Ave.
Farmingdale, NY 11735

(516) 753-0400

Stan Kovacic, President

Total Employees: 30

Services: AppSW

Private

ITT Corporation

320 Park Avenue
New York, NY 10022
(212) 752-6000

Rand V. Arasky, Chairman

Total Revenue FYE 12/88 : \$ 8551.0 m

Public

Ivy Hill Corporation

170 Vanick Street
New York, NY 10013
(212) 741-1404

Private

John Blair & Company

1290 Avenue of the Americas
New York, NY 10104
(212) 603-5000

Jack W. Fritz, President

Public

John Wiley & Sons

605 Third Avenue
New York, NY 10158
(212) 850-6000

Private



CAMS 1988
Directory of Information Services Companies
State of New York

- Knauer Consulting**
19 W. 34th Street
New York, NY 10001
(212) 714-0960
Ed Knauer, President
Total Revenue FYE 06/86 (Est) : \$ 1.5 m
Is Revenue (Est) : \$ 1.5 m
Total Employees: 48
Services: AppSW
Private
- LBM Systems Corp.**
251 Park Avenue South
New York, NY 10010
(212) 477-1005
Ben Buonomo, President
Services: AppSW Tky
Private
- Learning Well**
200 South Service Road
Roslyn Heights, NY 11577
David Savitsky, President
Total Employees: 10
Services: AppSW
Private
- Lifeboat Associates**
55 S. Broadway
Terrytown, NY 10591
(914) 332-1875
Roger Paropics, CEO
Is Revenue FYE 12/87 (Est) : \$ 6.0 m
Total Employees: 60
Services: AppSW
Private
- Lloyd Bush & Associates**
156 William Street
New York, NY 10038
(212) 962-4004
Lloyd A. Bush, President
Total Revenue FYE 12/87 : \$ 3.0 m
Is Revenue : \$ 0.8 m
Total Employees: 45
Services: AppSW SysSW
Private
- Local Area Telecommunications, Inc.**
(LOCATE)
17 Battery Place, Suite 1935
New York, NY 10004
(212) 509-5111
Pericles Spirakis, CEO
Total Revenue : \$ 4.0 m
Is Revenue : \$ 4.0 m
Total Employees: 50
Services: Proc
Private
- Logical Choice (The)**
150 Richmond Terrace
Staten Island, NY 10301
(212) 490-2010
Georga Talbot, President
Is Revenue FYE 03/87 : \$ 0.3 m
Total Employees: 9
Services: AppSW Tky
Private
- Logical Operations Inc.**
240 East Avenue
Rochester, NY 14604
(716) 262-2226
Barry Keesan, President
Total Revenue FYE 6/88 (Est) : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 80
Services: Pfs
Private
- MacMillan, Inc.**
866 Third Avenue
New York, NY 10022
(212) 702-2000
William F. Reilly, President
Public
- MacMillan Software**
866 3rd Ave
New York, NY 10022
(716) 222-0070
Robert Benoh, President
Parent Company: MacMillan, Inc.

CAMS 1988
Directory of Information Services Companies
State of New York

Management Technologies, Inc.

One Penn Plaza, Suite 1010
New York, NY 10001
(212) 239-8224

Barrington J. Fludgate, President
Total Revenue FYE 01/87 (Est) : \$ 4.5 m
Is Revenue (Est) : \$ 4.5 m
Total Employees: 111
Services: AppSW
Public

Manof Communications Systems Inc.

211 E. 43 Street
New York, NY 10017
(212) 490-2010

Jacob Shalev, President
Total Employees: 120
Services: Tky
Parent Company: Manof Systems, Limited
ISRAEL

Manufacturers Hanover Corporation

270 Park Avenue
New York, NY 10017
(212) 286-2000

John R Torell III, President
Public

Manufacturers & Traders Trust

1 M & T Plaza
Buffalo, NY 14240
(716) 842-4200

Private

Marlum Management Corporation

3072 Crompond Road
P.O. Box 66
Yorktown Heights, NY 10598
(914) 245-6600

James P. Lambert, President
Total Revenue : \$ 10.0 m
Is Revenue : \$ 10.0 m
Total Employees: 25
Services: PIs AppSW
Private

Mastercard International, Inc.

888 7th Ave.
23rd Floor
New York, NY 10101
(212) 974-5700

Is Revenue FYE 01/87 : \$ 165.2 m
Services: Network Proc
Private

**Mathematical Applications Group, Inc.
(MAGI)**

3 WestChester Plaza
Elmsford, NY 10523
(914) 592-4646

Arlene Rosenbaum, President
Total Revenue FYE 01/87 : \$ 7.0 m
Total Employees: 70
Services: PIs Proc
Public

MCF of Niagara, Inc.

P.O. Box 2156
345 3rd St.
Niagara Falls, NY 14302
(716) 284-0472

Total Revenue : \$ 0.3 m
Is Revenue : \$ 0.3 m
Total Employees: 5
Services: PIs
Private

McGraw-Hill, Inc.

1221 Avenue of the Americas
New York, NY 10020
(212) 512-2000

Joseph L. Dionne, President
Is Revenue FYE 01/87 : \$ 310.2 m
Total Employees: 14600
Services: Network AppSW SysSW
Public

McGraw-Hill Information Systems Co.

1221 Avenue of the Americas
New York, NY 10020
(212) 512-2000

Richard B. Miller, President
Parent Company: McGraw-Hill, Inc.

CAMS 1988
Directory of Information Services Companies
State of New York

M&D Systems, Inc.

3885 North Buffalo Road, PO Box 108
Orchard Park, NY 14127
(716) 662-6611

William Carpenter, President
Total Employees: 20
Services: AppSW
Private

Meta Health Technologies

363 7th Ave.
New York, NY 10001
(212) 695-5870

Bert Werbell, President
Total Employees: 31
Services: Pfs AppSW
Private

Meta Health Technology, Inc.

363 7th Avenue
New York, NY 10001
(212) 695-5870

Bert Werbell, President
Total Employees: 50
Services: AppSW
Public

Meta Software, Inc.

363 7th Avenue
New York, NY 10001
(212) 695-5870

Bert Werbell, President
Total Revenue FYE 12/86 (Est) : \$ 1.5 m
Is Revenue (Est) : \$ 1.5 m
Total Employees: 15
Services: AppSW
Private

Metro-Mark Interated Systems, Inc.

86 Elm Street
P. O. Box 338
Roselyn Heights, NY 11577
(516) 484-0949

Al Lozito
Total Employees: 20
Services: AppSW
Private

Metropolitan Life Insurance Company

One Madison Avenue
New York, NY 10010

(212) 578-8489

John J. Creedon, President
Public

Microlytics, Inc.

300 Main Street
East Rochester, NY 14445
(716) 377-0130

Michael Weiner, President
Is Revenue FYE 01/87 (Est) : \$ 2.2 m
Total Employees: 20
Private

Microserve, Inc.

276 Fifth Avenue
New York, NY 10001
(212) 683-2811

Harold Bondy, President

Total Revenue FYE 08/85 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 8
Services: Pfs Proc AppSW Tky
Private

Mini-Computer Systems, Inc.

5 Corporate Park Dr.
White Plains, NY 10604
(914) 694-1104

Michael W. Brennan, President
Total Revenue FYE 10/84 : \$ 6.5 m
Is Revenue : \$ 0.7 m
Total Employees: 50
Services: AppSW Tky
Public

Mirror Images Software Inc.

504 Broadway
Troy, NY 12180
(518) 274-2335

Private

CAMS 1988
Directory of Information Services Companies
State of New York

Mitchell A. Fink Associates

Five Baldwin Place
New City, NY 10956
(212) 344-8030

Mitchell A. Fink, President

Total Revenue FYE 12/84 : \$ 0.5 m

Is Revenue : \$ 0.5 m

Total Employees: 10

Services: AppSW

Private

Mobius Management Systems, Inc.

Sheraton Plaza
New Rochelle, NY 10801
(914) 632-7960

Mitchell Gross, President

Total Employees: 40

Services: Pfs AppSW

Private

Muller Media Conversions, Inc.

32 Broadway, Suite 1600
New York City, NY 10004
(212) 344-0474

Lorren Livingston, D.P.

Total Employees: 15

Services: Pfs AppSW

Private

National Field Service Corp.

162 Orange Ave
Soffern, NY 10901
(914) 368-1600

Richard W. Avazian, President

Total Employees: 25

Services: Pfs

Private

National Investor Data Services, Inc.

33 Slyng Point Road
South Hampton, NY 11968
(516) 283-1100

Carl A. Froebel, President

Total Revenue FYE 01/87 (Est) : \$ 7.5 m

Total Employees: 55

Services: AppSW

Private

National Planning Data Corporation

P.O. Box 610
61 Brown Road

Ithaca, NY 14851

(607) 273-8208

Douglas Salter, President

Is Revenue FYE 01/87 (Est) : \$ 5.5 m

Total Employees: 100

Private

New York Computer People

One World Trade Center
Suite 1307
New York, NY 10048
(212) 524-9337

Anthony C. Vickers, President

Total Revenue FYE 01/87 : \$ 25.0 m

Is Revenue : \$ 25.0 m

Total Employees: 200

Services: Pfs

Private

Northeastern Computer Service, Inc.

6464 Ridings Road
Syracuse, NY 13206
(315) 463-0200

Ralph V. Polera, President

Total Revenue FYE 12/85 : \$ 1.6 m

Is Revenue : \$ 1.1 m

Total Employees: 30

Services: Proc

Public

NY Information Systems Inc.

1653 East Main St.
Rochester, NY 14609
(716) 654-8710

Walter C. Pacyga, President

Total Employees: 8

Services: Pfs Proc AppSW Tky

Private

Offshore Information Services, Inc.

One Central Avenue
Tarrytown, NY 10591
(914) 631-1757

Robert Denzau, President

Is Revenue FYE 01/87 (Est) : \$ 2.9 m

Total Employees: 200

Services: Proc

Private

CAMS 1988
Directory of Information Services Companies
State of New York

Packaged Solutions, Inc.

One Huntington Quadrangle, Suite

#2C14

2C14

Melville, NY 11747

(516) 752-1640

David M. Schiffer

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Is Revenue : \$ 0.5 m

Total Employees: 3

Services: AppSW

Private

Palace Computer Services, Inc.

125 Cedar St.

New York, NY 10006

(212) 608-9970

Sandy Gant, President

Total Revenue FYE 11/84 : \$ 1.4 m

Is Revenue : \$ 1.4 m

Total Employees: 19

Services: Pls AppSW TkY

Private

Parallax Systems, Inc.

60 W. 90th Street

New York, NY 10011

(212) 475-4001

Kevin R. Weaver, President

Total Revenue FYE 12/85 : \$ 0.1 m

Is Revenue : \$ 0.1 m

Total Employees: 2

Services: AppSW

Private

PAR Technology Corporation

220 Seneca Turnpike

New Hartford, NY 13143

(315) 738-0600

John W. Sammon, Jr., President

Public

Patton Consultants, Inc.

3699 West Henrietta Road

Rochester, NY 14623

(716) 334-2554

Joseph Patton, Jr, President

Total Revenue FYE 01/87 (Est) : \$ 1.5 m

Is Revenue : \$ 1.5 m

Total Employees: 12

Services: Pls

Private

Paychex, Inc.

911 Panorama Trail, South

Rochester, NY 14625-0397

(716) 385-6666

B. Thomas Golisano, Chairman

Is Revenue FYE 05/87 : \$ 71.5 m

Total Employees: 1350

Services: Proc

Public

PCS Data Processing, Inc.

140 Cedar St.

3rd Floor

New York, NY 10006

(212) 964-4646

Stanley Berger, President

Is Revenue FYE 10/87 : \$ 2.3 m

Total Employees: 45

Services: Proc

Public

Peat, Marwick, & Main

991 Third Avenue, 24th Floor

New York, NY 10022

(212) 758-9700

Services: Pls

Private

Pecan Software Systems

1410 39th Street

Brooklyn, NY 11218

(718) 851-3100

Ted Obermeister, President

Services: AppSW

Private

Personnel Metrics, Inc.

1001 6th Avenue

New York, NY 10016

(212) 967-9300

Total Revenue : \$ 0.5 m

Is Revenue : \$ 0.5 m

Total Employees: 15

Services: Pls Proc AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of New York

Place Management Corporation

100 East 2nd Street
Mineola, NY 11501
(800) 342-5762

Services: AppSW
Private

Players Computer, Inc.

140 Adams Blvd.
Farmingdale, NY 11735
(516) 694-4660

Christian Kropac, President
Total Revenue FYE 03/84 : \$ 3.8 m
Is Revenue : \$ 3.8 m
Services: Proc AppSW
Private

Precision Business Systems

33 Rector Street
New York, NY 10006
(212) 425-0200

Total Employees: 30
Services: Pfs AppSW Tky
Private
Parent Company: Security Pacific Corporation

Precision Software Inc.

820 Second Avenue, Suite 1100
New York, NY 10017
(212) 410-3418

Private

Price Waterhouse & Co.

1251 Avenue of the Americas
New York, NY 10020
(212) 489-8900

Joseph E. Connor, Chairman
Is Revenue FYE 01/87 : \$ 132.0 m
Total Employees: 1986
Services: Pfs Proc AppSW
Private

Productivity Software International, Inc.

1220 Broadway
New York, NY 10001
(212) 967-8666

Iain MacFarlane, President
Total Revenue FYE 01/87 : \$ 10.0 m
Is Revenue : \$ 10.0 m
Total Employees: 40
Services: AppSW

Private

Professional Software Systems

25 West 39th Street
New York, NY 10018
(212) 819-0544

David Wagner, President
Is Revenue FYE 12/87 : \$ 2.5 m
Total Employees: 20
Services: Pfs AppSW
Private

Profit Control Systems

73-45 Woodhaven Blvd.
Glendale, NY 11385
(718) 830-7900

Karl Hendrick-Bang, Vice President
Total Revenue FYE 10/86 : \$ 5.5 m
Is Revenue : \$ 5.5 m
Total Employees: 68
Services: Pfs Tky
Parent Company: Heidelberg Eastern, Inc.

Program Science, Inc. (PSI)

P.O. Box 549
Armonk, NY 10504
(914) 273-6740

Mauro A. Cetra, President
Is Revenue FYE 06/87 : \$ 0.6 m
Total Employees: 5
Services: AppSW
Private

Puritan Fashions Corp.

1400 Broadway
New York, NY 10018
(212) 575-0800

Public

CAMS 1988
Directory of Information Services Companies
State of New York

Read-Q Systems, Inc.

90 Broad St.
New York, NY 10006
(212) 425-3680

Bill Cardone, President

Total Revenue FYE 12/85 : \$ 0.4 m

Is Revenue : \$ 0.4 m

Total Employees: 8

Services: Pfs

Private

Real Estate Applications Software, Inc.

50 Rte. 11, Suite 206
Smithtown, NY 11787
(516) 979-9331

Private

Reuters North America

1700 Broadway
New York, NY 10019
(212) 603-3300

Andre Villeneuve, President

Services: Proc

Parent Company: Reuters, Ltd.

Revelation Technologies

2 Park Ave.
23rd Floor
New York, NY 10016
(212) 689-1000

Steve Perry, President

Is Revenue FYE 07/87 : \$ 3.6 m

Total Employees: 100

Services: SysSW

Private

Ross Data Corporation

116 E. 27th Street
New York, NY 10016-
(212) 679-4911

Services: Pfs Proc AppSW SysSW

Private

Sandata, Inc.

48 Harbor Park Drive
Port Washington, NY 11050
(516) 484-9060

Donald S. Levy, President

Total Revenue FYE 5/88 (Est) : \$ 8.5 m

Is Revenue (Est) : \$ 5.0 m

Services: Proc AppSW

Public

Sandsport Data Services, Inc.

48 HARBOR PARK DRIVE
PORT WASHINGTON, NY 11050

(516) 484-9060

Donald S. Levy, President

Total Revenue FYE 05/86 : \$ 5.8 m

Is Revenue : \$ 5.8 m

Total Employees: 200

Services: Proc

Public

Sawhney Software

888 Seventh Avenue
New York, NY 10106
(212) 541-8020

Jai Sawhney

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 15

Services: Pfs AppSW

Private

SCA Products and Services, Inc.

353 Lexington Ave.
New York, NY 10016
(212) 532-2990

Shirley Eis, President

Total Revenue FYE 01/85 : \$ 2.1 m

Is Revenue : \$ 2.1 m

Total Employees: 15

Services: Pfs AppSW

Private

Schlumberger Limited

277 Park Avenue
New York, NY 10172
(212) 350-9400

Michael Vaillaud, President

Total Revenue FYE 12/86 : \$ 4938.4 m

Public

CAMS 1988
Directory of Information Services Companies
State of New York

Securities Industry Automation Corp.

55 Water St.
New York, NY 10041
(212) 623-3733

Charles B. McQuade, President
Is Revenue FYE 12/87 : \$ 159.3 m
Total Employees: 1250
Services: Pfs Proc
Private

Shaw Data Services, Inc.

122 E. 42nd Street
Suite 610
New York, NY 10168
(212) 682-8877

William Burnett, President
Total Revenue FYE 06/84 : \$ 12.0 m
Total Employees: 180
Services: Proc
Private

Simon & Schuster, Inc.

1 Gulf and Western Plaza
New York, NY 10023
(212) 333-5800

Terry Newell
Total Employees: 40
Parent Company: Gulf & Western, Inc.

Softron

150 Nassau St., Suite 2024
New York, NY 10038
(212) 608-2922

Private

Softsync, Inc.

162 Madison Ave.
New York, NY 10016
(212) 685-2080

Sue Currier, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Total Employees: 25
Services: AppSW
Private

Software Design Associates, Inc.

71 Fifth Ave., 8th floor
New York, NY 10003
(212) 714-3895

Services: Pfs
Parent Company: AGS Computers, Inc.

Software Engineering of America Inc.

2001 Marcus Avenue
Lake Success, NY 11042
(516) 328-7000

Salvatore Simeone

Software Group (The)

Northway 10 Executive Park
Ballston Lake, NY 12019
(518) 877-8600

Private

Software Performance Group, Inc.

1363-26 Veterans Highway
Hauppauge, NY 11788
(516) 361-7880

Edward Willner

Total Revenue FYE 01/87 (Est) : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 18
Services: Pfs AppSW SysSW Tky
Private

SPC Software Services, Inc.

61 Broadway, 27th Floor
New York, NY 10006
(212) 425-0200

Richard Maler, President

Total Revenue (Est) : \$ 8.0 m
Total Employees: 100
Services: AppSW
Parent Company: Security Pacific Corporation

CAMS 1988
Directory of Information Services Companies
State of New York

SRS Networking, Inc.

330 7th Avenue
19th Floor
New York, NY 10001
(212) 239-6363

T. Sheridan, President
Total Employees: 86
Services: Network Pfs SysSW
Public

SSR Corporation-Micro Computer Service

1600 Lyell Ave.
Rochester, NY 14606
(716) 254-3200

Joseph J. Julian, President
Total Employees: 18
Services: AppSW
Private

Starlex Systems & Services, Inc.

989 6th Ave.
New York, NY 10018
(212) 714-1333

Lawrence Levine, President
Is Revenue FYE 01/87 : \$ 15.0 m
Private

Structured Methods, Inc.

7 West 18th St.
New York, NY 10011
(212) 714-7720

Miguel Jimenez, President
Total Revenue FYE 11/85 : \$ 1.8 m
Is Revenue : \$ 1.8 m
Total Employees: 15
Services: Pfs
Private

Superex Business Software

151 Ludlow Street
Yonkers, NY 10705
(800) 862-8800

Private

SYS-ED

35 West 35th St.
New York, NY 10001
(212) 564-9147

Steve Scott, President
Is Revenue FYE 12/87 : \$ 5.3 m
Total Employees: 30

Services: Pfs

Private

Systems Strategies, Inc.

225 West 34th St.
New York, NY 10001
(212) 279-8400

Stanley Adelman, CEO
Services: Pfs AppSW
Parent Company: AGS Computers, Inc.

TBG, Inc.

1211 Sixth Ave.
New York, NY 10036
(212) 556-8500

Ray Looney, President
Total Employees: 70
Private

Teldata Systems Corporation

90 Broad Street
New York, NY 10004
(212) 926-5555

William M. Sheeser, President
Private

Telerate, Inc.

One World Trade Center
New York, NY 10048
(212) 938-5200

Neil S. Hirsch, President
Is Revenue FYE 12/87 : \$ 189.0 m
Total Employees: 1550
Services: Network SysSW
Public

CAMS 1988
Directory of Information Services Companies
State of New York

Telmar Group

902 Broadway
New York, NY 10010
(212) 460-9000

Total Revenue (Est) : \$ 11.0 m

Is Revenue (Est) : \$ 8.8 m

Total Employees: 100

Services: Proc Tky

Private

Theatre Communications Group, Inc.

355 Lexington Ave.
New York, NY 10017
(212) 697-5230

Private

The Dynacomp Office Bldg.

178 Phillips Road
Webster, NY 14580
(716) 265-4040

Alph Ruckduscho, President

Services: AppSW

Private

Touche Ross & Company

1633 Broadway
New York, NY 10019
(212) 489-1600

Ed Kangas, President

Is Revenue FYE 08/87 : \$ 70.0 m

Total Employees: 8000

Services: Pfs Tky

Private

Touchette Corporation

5701 Enterprise Parkway
Enterprise, NY 13057
(315) 445-0291

John Touchette, President

Is Revenue FYE 06/87 (Est) : \$ 4.0 m

Total Employees: 60

Services: Proc Tky

Private

Transkrit Corporation

Transkrit Lanc
Brewster, NY 10509
(914) 278-7000

Randy Simmons, President

Is Revenue FYE 12/87 : \$ 10.2 m

Total Employees: 1000

Services: AppSW

Public

Tru-Check Computer Systems

6 Nursery Lane
Rey, NY 10580
(914) 967-9300

Roger Kaufman, President

Is Revenue FYE 12/87 (Est) : \$ 4.5 m

Total Employees: 65

Services: Proc

Private

TSR, Inc.

400 Oser Avenue
Hauppauge, NY 11788
(516) 231-0333

Joseph F. Hughes, President

Is Revenue FYE 05/87 : \$ 10.3 m

Total Employees: 200

Services: Network Pfs Proc AppSW

Public

Turnkey Information Processing Inc.

500 Fifth Avenue
New York, NY 10110
(212) 944-1060

Vincent J. Deschanps, President

Private

User Technology Services, Inc.

2 Strawton Road
West Nyack, NY 10994
(914) 353-3133

Thomas A. Brewer, President

Total Revenue FYE 10/84 (Est) : \$ 3.0 m

Is Revenue (Est) : \$ 3.0 m

Services: Pfs

Private

CAMS 1988
Directory of Information Services Companies
State of New York

Vertek, Inc.

232 Sherwood Ave
Farmingdale, NY 11735
(516) 753-0200

Joseph Benjamin, President
Parent Company: InfoCode, Inc.

Vista Computer, Inc.

85 Executive Boulevard
Elmsford, NY 10523
(914) 592-8190

Total Revenue (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 1.9 m
Total Employees: 16
Services: Pfs Proc AppSW SysInt Tky
Private

Vista Concepts, Inc.

5 Hanover Square
New York, NY 10004
(212) 943-9070

Ellis Denmark, President
Is Revenue FYE 12/87 (Est) : \$ 23.0 m
Total Employees: 150
Services: AppSW
Parent Company: AGS Computers, Inc.

VLI Computer Services, Inc.

One World Trade Center, Suite 7967
New York, NY 10048
(212) 524-9337

Anthony C. Vickers, President
Private

Volt Delta Resources, Inc.

1133 Avenue of the Americas
New York, NY 10036
(212) 944-3900

Geraldine Ryan, President
Total Revenue FYE 10/85 : \$ 19.7 m
Is Revenue : \$ 19.7 m
Total Employees: 350
Services: Pfs Tky
Parent Company: Volt Information Sciences, Inc.

Volt Information Sciences, Inc.

101 Park Ave.
New York, NY 10178
(212) 309-0200

William Shaw

Is Revenue FYE 10/87 : \$ 22.2 m

Total Employees: 335
Services: Pfs Tky
Public

Webber Duffy, Inc.

230 Park Avenue
Suite 1236
New York, NY 10169
(212) 557-1322

Kevin Duffy, President
Total Revenue : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 3
Services: Tky
Private

Welsh, Carson, Anderson and Stowe

1 World Financial Center
200 Liberty Street #3601
New York, NY 10281
(212) 945-2000

Private

Yipkon Business Systems

1 World Trade Center
Suite 7967
New York, NY 10048
(212) 971-9010

Total Revenue : \$ 10.0 m
Is Revenue : \$ 9.7 m
Total Employees: 75
Services: Pfs SysInt Tky
Private

Yourdon Corp.

1501 Broadway
New York, NY 10036
(212) 391-2828

Is Revenue FYE 01/87 : \$ 17.0 m
Services: Pfs
Private

CAMS 1988
Directory of Information Services Companies
State of North Carolina

Applied Control Systems, Inc.

900 Perimeter Park Drive
Morrisville, NC 27560
(919) 467-6069
Thomas J. Purdy, President
Is Revenue FYE 08/87 (Est) : \$ 1.9 m
Total Employees: 19
Services: AppSW
Public

Applied Information Systems, Inc.

500 Eastowne Dr., Suite 207
Chapel Hill, NC 27514
(919) 942-7801
Arthur W. Coston, President
Is Revenue FYE 01/87 : \$ 0.7 m
Total Employees: 7
Services: SysSW
Private

Automated Design Systems

9401 Arrowpoint Blvd.
Suite 330
Charlotte, NC 28217
(704) 522-8067
J.W. Farquhar
Total Revenue FYE 01/87 (Est) : \$ 3.3 m
Is Revenue : \$ 3.3 m
Total Employees: 26
Services: Proc AppSW Tky
Private

Backroom Systems Group

2661 W. Roosevelt Blvd.
Monroe, NC 28110
(704) 289-5474
Ken Long
Is Revenue FYE 12/87 : \$ 6.0 m
Total Employees: 55
Services: Pfs AppSW
Parent Company: Vertical Technologies Corporation

Broadway & Seymour, Inc.

302 South Tryon St.
Charlotte, NC 28202
(704) 372-4281
Olin Broadway
Is Revenue FYE 01/87 : \$ 22.0 m
Total Employees: 330
Services: Pfs AppSW

Private

Business Software, Inc.

508 Arbor Hill Road
P.O. Box 510
Kernersville, NC 27284
(919) 996-6465
Ralph Rindik, President
Total Employees: 8
Private

Butler & Curless Associates, Inc.

7610 Falls of Neuse Road, #270
Raleigh, NC 27615
(800) 327-8255
Don Curless, President
Is Revenue FYE 03/87 : \$ 0.7 m
Total Employees: 12
Services: AppSW
Private

Cherry, Bekaert & Holland

P.O. Box 2084
Gastonia, NC 28052
(704) 865-2396
Eric Presley, President
Total Employees: 75
Private

Computer Management Corporation

4900 Waters Edge Drive
Raleigh, NC 27606
(919) 851-7300
James Barnhill, President
Total Employees: 60
Public

CSS, Inc.

311 E. Pomona Drive
Greensboro, NC 27407
(919) 852-0680
Dan Forney, President
Is Revenue FYE 01/87 : \$ 1.7 m
Total Employees: 14
Services: Proc AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of North Carolina

First Union Corporation

First Union Plaza
Charlotte, NC 28288
(704) 374-6565

Private

Gary Brown Associates

322-B Edwardia Drive
Greensboro, NC 27409
(919) 852-0550

Gary N. Brown, President

Total Revenue FYE 06/88 (Est) : \$ 2.5 m

Total Employees: 35

Services: Pfs AppSW SysInt

Private

Global Software, Inc.

1009 Spring Forest Road
Raleigh, NC 27615
(919) 872-7800

Ron Kupferman, President

Is Revenue FYE 01/87 : \$ 14.0 m

Total Employees: 235

Services: AppSW

Public

Parent Company: Hathaway Corporation

INFOCEL, Inc.

5711 Six Forks Road
Raleigh, NC 27609
(919) 848-0001

David E. Rodger, President

Is Revenue FYE 09/87 (Est) : \$ 10.0 m

Total Employees: 100

Services: Tky

Private

Jefferson-Pilot Data Services, Inc.

501 Archdale Drive
Executive Plaza
Charlotte, NC 28217
(704) 529-3910

Mike Jones, President

Total Revenue FYE 12/87 : \$ 35.0 m

Is Revenue : \$ 34.3 m

Total Employees: 300

Services: Proc AppSW Tky

Parent Company: Jefferson-Pilot
Communications

Kent Russ & Associates

213 Patton Dr.

Shelby, NC 28150

(704) 481-1313

Kent Russ

Is Revenue FYE 12/87 : \$ 1.7 m

Total Employees: 9

Services: Pfs Tky

Private

Lundy Electronic & Systems, Inc.

P.O. Box 8668
Charlotte, NC 28208
(516) 671-9000

William N. Stout, President

Total Revenue FYE 06/86 : \$ 42.7 m

Is Revenue : \$ 8.5 m

Total Employees: 700

Services: Tky

Public

Parent Company: Trans Technology, Inc.

Network Computing Corporation

5301 77th Center Drive
Charlotte, NC 28210
(704) 525-8810

James V. Tomai III, President

Total Revenue FYE 01/87 (Est) : \$ 15.0 m

Private

Offutt Publishing

1400 Battleground Ave.
Suite 116
Greensboro, NC 27408
(919) 271-4300

Robert L. Offutt, President

Private

Piedmont Systems Inc.

1116 S. Marshall St.
Winston-Salem, NC 27101
(919) 722-2168

Parent Company: TOM Software, Inc.

CAMS 1988
Directory of Information Services Companies
State of North Carolina

SIMPLAN Systems, Inc.

300 Eastown Drive
Suite 100
Chapel Hill, NC 27514
(919) 851-6917

David Wilkerson

Is Revenue FYE 12/87 : \$ 1.3 m

Total Employees: 10

Services: Pfs AppSW Tky

Private

Slims Corporation The

3300 Battleground Avenue
P.O. Box 22106
Greensboro, NC 27410
(919) 282-6633

J. Robert Jones

**Software Development and Maintenance
International, Inc.**

134 Spring Avenue
P.O. Box 579
Fuquay-Varina, NC 27526
(919) 552-5662

Gene Truelove, President

Total Employees: 47

Private

Sysgen, Inc.

P.O. Box 33707
Research Triangle Park, NC 27709-

3707

(919) 361-1914

J.F. Jennings, President

Total Employees: 30

Private

System Management Associates

3700 Computer Dr.
Raleigh, NC 27619
(919) 787-7703

John Segner, President

Total Revenue FYE 02/84 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 15

Services: AppSW

Private

Systems Associates, Inc.

412 East Boulevard
Charlotte, NC 28236

(704) 333-1276

Larry R. Ferguson, President

Total Revenue FYE 01/86 : \$ 35.0 m

Is Revenue : \$ 35.0 m

Total Employees: 347

Services: Tky

Public

Technical Systems Consultants, Inc.

111 Providence Road
Chapel Hill, NC 27514
(919) 493-1451

David Shirk, President

Is Revenue FYE 10/87 (Est) : \$ 1.7 m

Total Employees: 16

Services: SysSW

Private

Transportation Management Techniques Inc.

1391 Old Mill Circle
Winston-Salem, NC 27103
(919) 765-1498

J.C. Paterson, CEO

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Total Employees: 14

Services: Network Pfs AppSW SysSW Tky

Private

University Analytics

1920 Front St., Suite 710
Durham, NC 27705
(919) 383-5585

Steven Maier, President

Total Employees: 37

Private

Vanarsdale Associates, Inc.

P.O. Box 12841
Raleigh, NC 27606
(919) 851-6917

Stephen V. Noe, President

Is Revenue FYE 10/87 (Est) : \$ 2.3 m

Total Employees: 15

Services: Pfs AppSW SysSW

Private

CAMS 1988
Directory of Information Services Companies
State of North Dakota

Great Plans Software, Inc.

1701 Southwest 38th St.

Fargo, ND 58103

(701) 281-0550

Douglas J. Burgum

Total Revenue FYE 05/88 (Est) : \$ 15.0 m

Is Revenue : \$ 15.0 m

Total Employees: 200

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of Ohio

ACCESS Corporation

1811 Losantville Road
Cincinnati, OH 45237
(513) 396-9600

Kent Friel, President
Total Employees: 125
Services: AppSW SysSW
Private

Accuray

650 Ackerman Road
Columbus, OH 43202
(614) 261 2000

David Nelson
Total Revenue FYE / : \$ 150.0 m
Private

Accuray Corporation

650 Ackerman Road
P.O. Box 02248
Columbus, OH 43202
(614) 261-2000

Dave L. Nelson, President
Total Revenue FYE 12/85 : \$ 126.0 m
Total Employees: 1840
Public

Ace Software Inc.

6110 Enterprise Parkway
Grove City, OH 43123
(614) 875-4910

Michael Uhrin, President
Is Revenue FYE 01/87 : \$ 0.6 m
Total Employees: 14
Services: AppSW
Private

Advance Business Services

29325 Aurora Road
Solon, OH 44139
(216) 349-2598

Donald D. Webster, President
Total Revenue : \$ 0.1 m
Is Revenue : \$ 0.1 m
Total Employees: 4
Services: Proc AppSW
Private

American Chemical Society/Chemical

Abstracts Services
P.O. Box 3012

Columbus, OH 43210

(614) 421-3663

Dale Baker, Director
Total Revenue : \$ 85.0 m
Services: Pfs Proc

American Computer Technology, Inc.

2520 Harris Avenue
Cincinnati, OH 45212-2718
(513) 531-7800

Jerry McMahon, Chairman
Is Revenue FYE 12/87 : \$ 2.0 m
Total Employees: 19
Services: SysInt
Private

AmeriTrust Corporation National Association

900 Euclid Avenue
Cleveland, OH 44101
(216) 687-5000

Jerry V. Jarrett, CEO
Public

ATEK Information Services

630 30th Street, N.W.
Canton, OH 44709
(216) 493-0585

Robert W. Spisiak
Is Revenue FYE 12/87 : \$ 30.0 m
Total Employees: 200
Services: Network AppSW
Parent Company: AmeriTrust Corporation

Babcock & Wilcox Company

20 South Van Buren Street
Baberton, OH 44203
(213) 860 6728

Is Revenue FYE 03/87 : \$ 25.4 m
Services: Pfs Proc
Parent Company: McDermott International,
Inc.

CAMS 1988
Directory of Information Services Companies
State of Ohio

BPS Computer Services

P.O. Box 9
Portsmouth, OH 45662
(614) 354-4243

Dail Irwin, President
Total Employees: 3
Services: Pfs Proc
Private

Business Data Services, Inc.

1821 Summit Road
Cincinnati, OH 45237
(513) 948-8607

Robert D. Mattlin, President
Total Revenue FYE 12/84 : \$ 2.3 m
Is Revenue : \$ 2.3 m
Services: Tky
Private

CARS Information Systems Corporation

4000 Executive Park Drive
Cincinnati, OH 45241
(513) 563-4542

John Pierce, President
Total Revenue FYE 06/87 (Est) : \$ 2.5 m
Is Revenue (Est) : \$ 2.5 m
Total Employees: 30
Services: AppSW
Private

Casnet Group, Inc.

100 Central Plaza South
Canton, OH 44702
(216) 489-3738

Richard Gilbert, President
Is Revenue FYE 09/87 : \$ 4.6 m
Total Employees: 85
Services: Proc AppSW
Parent Company: Citizens Savings Bank of
Canton

Champion Service Corporation

19001 Villa View Road
Cleveland, OH 44119
(216) 692-3660

John R. Hall, President
Total Employees: 75
Services: Proc
Parent Company: Citizens Financial
Corporation

Chase Medical

623 Park Meadow Road #M
Westerville, OH 43081
(614) 899-0400

Total Revenue (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.4 m
Services: AppSW
Private

Chase Systems

5518 Moccasin Dr.
Westerville, OH 43081
(614) 899-0400

Matthew Chase, President
Total Employees: 8
Services: AppSW
Private

CHI Corporation

26055 Emery Road
Cleveland, OH 44128
(216) 831-2622

Private

Cincinnati Bell Information Systems, Inc.

600 Vine Street
Cincinnati, OH 45201
(513) 784-5900

John T. LaMacchia, President
Is Revenue FYE 12/87 : \$ 52.2 m
Parent Company: Cincinnati Bell, Inc

Cincom Systems, Inc.

2300 Montana Avenue
Cincinnati, OH 45211
(513) 662-2300

Thomas M. Nies, President
Is Revenue FYE 09/87 : \$ 139.0 m
Total Employees: 1495
Services: AppSW SysSW
Private

CAMS 1988
Directory of Information Services Companies
State of Ohio

Cleveland Consulting Associates
23925 Commerce Park Road
Cleveland, OH 44122
(216) 831-0430
James C. Spira, President
Is Revenue FYE 12/87 (Est) : \$ 2.2 m
Total Employees: 95
Services: Pfs AppSW SysSW
Parent Company: Saatchi & Saatchi, Ltd.

Cole-Layer-Trumble Company
3199 Klepinger Road
Dayton, OH 45406
(513) 276-5261
Richard A. Burst, Chairman
Total Revenue FYE 01/87 (Est) : \$ 21.0 m
Is Revenue : \$ 21.0 m
Total Employees: 800
Parent Company: Day & Zimmerman

CompuServe, Inc.
5000 Arlington Centre Blvd.
P.O. Box 20212
Columbus, OH 43220
(614) 457-8600
Charles W. McCall, President
Is Revenue FYE 04/87 : \$ 89.5 m
Total Employees: 1100
Services: Network SysSW
Parent Company: H & R Block, Inc.

Comtech Systems, Inc.
1105 Sheroek Road
Suite 816
Columbus, OH 43229
(614) 431-2345
Thomas D. Wittkopt, President
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 7.5 m
Total Employees: 140
Services: Pfs
Private

Culverin Corporation
1440 Yankee Park Place
Dayton, OH 45459
(513) 435-2335
Eric T. Wagner, President
Total Revenue FYE 12/86 : \$ 2.8 m
Is Revenue : \$ 2.8 m
Total Employees: 35

Services: Pfs AppSW
Private

Cycom Corporation
3355 Richmond Rd.
Beachwood, OH 44122
(216) 831-7990
James G. Musser, Chairman
Total Revenue FYE 12/84 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 15
Services: Tky
Private

Datacorp Business Systems, Inc.
Sun Office Building
2830 Euclid Avenue, 3rd Floor
Cleveland, OH 44092
(216) 731-8000
Richard E. Taton, President
Total Revenue FYE 01/85 (Est) : \$ 7.9 m
Is Revenue (Est) : \$ 7.9 m
Total Employees: 70
Services: Pfs AppSW Tky
Private

Datex, Inc.
2411 Belmont Ave.
Youngstown, OH 44505
(216) 744-0131

John W. Henry
Is Revenue FYE 12/87 : \$ 1.2 m
Total Employees: 10
Services: AppSW
Private

Da-tronics, Inc.
2800 Market Avenue, North
Canton, OH 44714
(216) 455-5363

Donna A. Miller, President
Total Revenue FYE 09/84 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 270
Services: Proc AppSW
Private

Dattex, Inc.
2411 Belmont Ave.
Youngstown, OH 44505
(216) 744-0131
John W. Henry, President

CAMS 1988
Directory of Information Services Companies
State of Ohio

Digital Insurance Systems Corp.

1560 Fishinger Road
Columbus, OH 43221
(614) 448-2933

Donald Demers, President

Total Revenue FYE 12/88 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 25

Services: AppSW

Private

Environmental Treatment & Technologies Corp.

16406 U.S. Route 224 East
P.O. Box 551
Findlay, OH 45840
(419) 423-3526

Public

ERCO

1600 S. Brown St.
Dayton, OH 45409
(513) 228-8051

Jack Sowder, President

Parent Company: Anacom, Inc.

Ernst & Whinney

2000 National City Center
Cleveland, OH 44114
(216) 861-5000

Ray Groves, Chairman

Is Revenue FYE 10/87 : \$ 68.0 m

Total Employees: 1000

Services: Pfs AppSW Tky

Private

FICOR

10250 Chester Road
Cincinnati, OH 45215
(513) 771-5800

Ken Fischer, President

Total Revenue FYE 12/88 (Est) : \$ 0.5 m

Is Revenue : \$ 0.5 m

Total Employees: 10

Services: AppSW

Private

Figgie Systems Management Group, Inc.

4420 Sherwin Rd.
Willoughby, OH 44094
(216) 946-9000

Walter J. Hayes, President

Total Revenue FYE 12/84 : \$ 4.9 m

Is Revenue : \$ 4.9 m

Total Employees: 80

Services: Pfs Proc AppSW Tky

Parent Company: Figgie International Holdings Inc.

Fox Research, Inc.

7016 Corporate Way
Dayton, OH 45459
(513) 433-2238

Greg Goodall, President

Total Revenue FYE 06/88 (Est) : \$ 12.0 m

Is Revenue (Est) : \$ 12.0 m

Total Employees: 100

Services: SysSW

Parent Company: Digital Communications Associates

General Computer Corporation

2045 Midway Dr.
Twinsburg, OH 44087
(216) 425-3241

Richard R. Pilarczyk, President

Total Revenue FYE 05/88 (Est) : \$ 15.0 m

Is Revenue : \$ 15.0 m

Total Employees: 200

Services: Proc Tky

Public

Goal Systems International, Inc.

7965 North High St.
Columbus, OH 43223
(614) 888-1775

James A. Rutherford, Chairman

Is Revenue FYE 01/87 (Est) : \$ 41.0 m

Total Employees: 380

Services: SysSW

Private

GPA Technical Consultants

801 Linn Street
Cincinnati, OH 45203
(513) 721-1900

Gus Perakaukis, President

Private

CAMS 1988
Directory of Information Services Companies
State of Ohio

Industrial Network Systems, Inc.

325 Gibbs, PO Box 319
Maumee, OH 43537
(419) 893-8789

Paul Lansky, President

Total Revenue FYE 01/87 (Est) : \$ 0.5 m

Is Revenue : \$ 0.5 m

Total Employees: 10

Services: Network AppSW

Private

Information Dimension, Inc.

655 Metro Place South
Dublin, OH 43017
(614) 761-8083

William Griffith, President

Total Employees: 250

Services: Pfs AppSW SysSW

Parent Company: Battelle Memorial Institute

Knuth Computer Services, Inc.

4 Walnut Place
Hubbard, OH 44425
Joann K. Knuth, President

Services: Proc AppSW

Private

Management Computer Services, Inc.

2790 Fisher Road
Columbus, OH 43204
(614) 272-0202

Donald A. Turner, President

Total Revenue FYE 03/84 (Est) : \$ 4.0 m

Is Revenue (Est) : \$ 4.0 m

Total Employees: 55

Services: Pfs Proc AppSW Tky

Private

Management Reports Incorporated

23945 Mercantile Road
Cleveland, OH 44122
(216) 464-3225

Dave Snyder, President

Total Revenue FYE 10/86 : \$ 9.0 m

Is Revenue : \$ 5.8 m

Total Employees: 160

Services: Pfs Proc

Private

**Manufacturing Decision Support Systems,
Inc.**

300 East Ohio Bldg. 1717

E. 9th St.

Cleveland, OH 44114

(216) 861-8100

Milton Allen, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 15

Parent Company: Milton Allen & Associates,

Inc.

**MDSS, Manufacturing Decision Support
Systems, Inc.**

300 East Ohio Building

1717 E. 9th Street

Cleveland, OH 44114

(216) 861-8100

John A. Leibert

Services: AppSW

Private

Mead Corporation (The)

Courthouse Plaza Northeast

Dayton, OH 45463

(513) 222-6323

Steven C. Mason, President

Public

Mead Data Central

9393 Springboro Pike

P.O. Box 933

Dayton, OH 45401

(513) 865-6800

Jack Simpson, President

Is Revenue FYE 12/87 : \$ 228.5 m

Total Employees: 2045

Services: Network

Parent Company: Mead Corporation (The)

Medical Payment Systems, Inc.

24601 Center Ridge Road

Westlake, OH 44145

(216) 835-2633

David A. Jensen, CEO

Total Employees: 90

Services: Proc

Private

CAMS 1988
Directory of Information Services Companies
State of Ohio

Micro Manufacturing Systems

2600 Corporate Exchange Drive, Suite
 190

Columbus, OH 43229

(614) 895-0738

Larry Fox, President

Total Revenue FYE 12/84 (Est) : \$ 1.5 m

Is Revenue (Est) : \$ 1.5 m

Total Employees: 18

Services: AppSW

Private

Midwest Data Systems, Inc.

One Insurance Square

P.O. Box 108

Celina, OH 45822

(419) 586-5181

Martin A. Herf, President

Total Revenue FYE 12/85 : \$ 6.5 m

Is Revenue : \$ 6.5 m

Total Employees: 90

Services: Pfs Proc AppSW Tky

Parent Company: Celina Financial
 Corporation

Milton Allen & Associates, Inc.

1717 East 9th Street

300 East Ohio Building

Cleveland, OH 44114

(216) 861-8100

John Leibert, President

Is Revenue FYE 12/87 : \$ 2.0 m

Total Employees: 25

Services: AppSW

Private

MMS International

2400 Corporate Exchange Drive, Suite
 200

Columbus, OH 43229

(614) 895-0738

Larry Fox, President

Is Revenue FYE 12/87 : \$ 3.5 m

Total Employees: 55

Services: Pfs AppSW

Private

NCR Corporation

1700 S. Patterson Blvd.

Dayton, OH 45479

(513) 445-5000

Charles E. Exley, Jr., President

Is Revenue FYE 12/87 : \$ 480.0 m

Services: Pfs Proc AppSW SysSW

Public

NCR Data Services Division

1700 S. Patterson Boulevard

Dayton, OH 45479

(513) 445-4606

James D. Wise, Vice President

Total Revenue FYE 06/87 (Est) : \$ 150.0 m

Total Employees: 1500

Services: Proc

Parent Company: NCR Corporation

Online Computer Library Center

6565 Frantz Road

Dublin, OH 43017

(614) 764-6000

Rowland Brown, President

Total Employees: 900

Services: Network Pfs AppSW SysSW Tky

Private

Optimal Division Systems

4380 Malsbary Road

Cincinnati, OH 45242

(513) 891-4444

Private

Parker Hannifan Corporation

17325 Euclid Avenue

Cleveland, OH 44112

(216) 531-3000

Public

Plum Systems

23925 Commerce Park Road

Cleveland, OH 44122

(216) 831-0430

James C. Spira, President

Total Revenue FYE 03/86 (Est) : \$ 2.5 m

Is Revenue (Est) : \$ 2.5 m

Total Employees: 40

Services: Pfs AppSW

Parent Company: Cleveland Consulting
 Associates

CAMS 1988
Directory of Information Services Companies
State of Ohio

Professional Automated Systems

2550 Corporate Exchange Drive
Columbus, OH 43229
(614) 890-1095

Private

Revo D.S., Inc.

1925 Enterprise Parkway
Twinsburg, OH 44087
(216) 425-9811

William B. Edwards, President
Public

Reynolds and Reynolds Company

P.O. Box 1005
Dayton, OH 45401
(513) 443-2000

Terry D. Cardner
Is Revenue FYE 09/87 : \$ 183.8 m
Total Employees: 5704
Services: Proc Tky
Public

Reynolds & Reynolds Company (The)

P.O. Box 1005
Dayton, OH 45401
(513) 443-2000

Terry D. Cardner, Chairman
Public

Saztec Computer Services Organization

94A Westpark Road
Dayton, OH 45459
(513) 439-3750

Kent Meyer, President
Total Employees: 15
Services: Pfs Proc AppSW
Parent Company: Saztec International, Inc.

Schaffer & Schaffer Applied Research & Development, Inc.

2901 North High Street
Columbus, OH 43202
(614) 367-3100

Dan Schaffer, President
Total Revenue FYE 12/85 : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 9
Services: Pfs
Private

Sentinel Computer Corporation

8800 Governors Hill Road, #100
Cincinnati, OH 45249-1338
(513) 677-2400

Donald J. Galligher, Jr., President

Total Employees: 30
Services: Pfs AppSW
Private

Smyth Business Systems

7100 Whipple Ave., N.W.
P.O. Box 8800
Canton, OH 44711
(216) 499-6392

Private

Soft Core International, Inc.

229 Huber Village Blvd.
Westerville, OH 43081
(614) 267-3109

Jeff Coopersmith, President
Services: Pfs AppSW
Parent Company: Distek

Software Clearing House, Inc. (The)

895 Central Avenue
Cincinnati, OH 45202
(513) 579-0455

Roger Schorr, President
Is Revenue FYE 03/87 : \$ 10.0 m
Total Employees: 54
Services: SysSW
Private

CAMS 1988
Directory of Information Services Companies
State of Ohio

Systemation, Inc.

23200 Chagrin Blvd.
Cleveland, OH 44122
(216) 464-8616

William C. Stilson, President
Is Revenue FYE 01/87 : \$ 15.0 m
Total Employees: 299
Services: Pfs
Private

Tele-Sun

34 Rockridge Road
Englewood, OH 45322
(513) 836-2980

Ray Fischer, Vice President
Total Revenue : \$ 0.2 m
Is Revenue : \$ 0.2 m
Services: AppSW Tky
Private

Tominy, Inc.

4221 Malsbary Road
Cincinnati, OH 45242
(513) 984-6605

William R. Martin, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 12
Services: Pfs AppSW SysSW
Parent Company: MB Computing

TRW, Inc.

1900 Richmond Lane
Cleveland, OH 44124
(216) 291-7000

Ruben F. Mettler, President
Is Revenue FYE 12/87 : \$ 651.0 m
Services: Network Pfs SysInt
Public

Vista Data Systems, Inc.

8961 Ivy Oval
Cleveland, OH 44133
(216) 582-0520

Michael Vislosky, President
Total Revenue FYE 05/84 : \$ 3.9 m
Is Revenue : \$ 3.9 m
Total Employees: 7
Services: Pfs AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Oklahoma

American Educational Computer, Inc.

7506 N. Broadway, Suite 505
Oklahoma City, OK 73116
(405) 840-6031

Doug Frans, President

Is Revenue FYE 12/87 (Est) : \$ 1.0 m

Total Employees: 20

Services: AppSW

Private

American Small Business Computers, Inc.

327 South Mill Street
Pryor, OK 74361
(918) 825-4844

Bruce Taylor, CEO

Is Revenue FYE 10/87 : \$ 6.0 m

Total Employees: 18

Services: AppSW

Private

Bank Operations Software

P.O. Box 851038
Yukon, OK 73085
(405) 324-1802

Scott Smith, President

Services: AppSW

Private

Datamate Co.

4135 S. 100th East Avenue, Suite 128
Tulsa, OK 74146
(918) 664-7276

Brad Jensen, President

Total Revenue FYE 12/86 (Est) : \$ 0.5 m

Is Revenue (Est) : \$ 0.5 m

Total Employees: 7

Services: AppSW

Private

Data Times

14000 Quail Springs Parkway
Suite 450
Oklahoma City, OK 73134
(405) 751-6400

Allen Paschal, Vice President

Total Revenue FYE 12/85 : \$ 3.0 m

Is Revenue : \$ 2.1 m

Total Employees: 30

Services: Proc

Parent Company: Oklahoma Publishing
Company

Dorsett Educational Systems, Inc.

P.O. Box 1226
Norman, OK 73070
(405) 288-2301

Loyd Dorsett, President

Is Revenue FYE 01/87 : \$ 0.7 m

Total Employees: 6

Services: AppSW

Public

First Data Management Company, Inc.

120 North Robinson
Oklahoma City, OK 73101-1010
(405) 232-6600

Gary Bunch, Chairman

Total Revenue FYE 12/86 : \$ 33.0 m

Is Revenue : \$ 33.0 m

Total Employees: 360

Services: Pfs Proc

Public

MPSI Systems, Inc.

8282 South Memorial Dr.
Tulsa, OK 74133
(918) 250-9611

Ronald G. Harper, President

Is Revenue FYE 12/87 : \$ 10.9 m

Total Employees: 540

Services: Pfs Proc AppSW

Public

Pace Computer Systems

6300 Classen Blvd., Suite A101
Oklahoma, OK 73118
(405) 843-0618

Jim Archie, President

Total Revenue FYE 12/84 : \$ 0.2 m

Is Revenue : \$ 0.2 m

Total Employees: 4

Services: Pfs Proc AppSW

Private

Petroleum Software Systems

8265 South Walker
Oklahoma City, OK 73139
(405) 636-1587

Total Revenue : \$ 1.5 m

Is Revenue : \$ 1.5 m

Total Employees: 17

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of Oregon

American Data Services, Inc.

4550 S.W. Macadam Ave.
Portland, OR 97201
(503) 224-9110

Edward O. Haymond, Jr., President

Is Revenue FYE 12/87 (Est) : \$ 12.0 m
Total Employees: 190
Services: Network Proc
Public

Central Point Software Inc.

9700 Southwest Capitol Highway
Portland, OR 97219
(503) 244-5782

Michael D. Brown

Total Employees: 50
Services: SysSW
Private

Computer Development Inc.

6700 SW 105
Beaverton, OR 97005
(503) 646-1599

Private

Custom Business Systems, Inc.

P.O. Box 67
Reedsport, OR 97467
(503) 271-3684

Bob Richardson, President

Is Revenue FYE 12/87 (Est) : \$ 5.2 m
Total Employees: 43
Services: AppSW
Private

Graphic Software Systems

9590 S.W. Gemini Drive
P.O. Box 4900
Beaverton, OR 97005-4900
(503) 641-2200

Edgar Zanze, President

Is Revenue FYE 10/87 (Est) : \$ 6.9 m
Total Employees: 66
Services: SysSW
Private

Interactive Technology Incorporated

10700 SW. Beaverton-Hillsdale Hwy,
#460
Beaverton, OR 97005
(503) 644-0111

Roger A. Brown, President

Is Revenue FYE 01/87 (Est) : \$ 4.1 m
Total Employees: 39
Services: SysSW
Private

JTW Computer Systems, Inc.

521 S.W. 11th, Suite 200
Portland, OR 97205
(503) 667-8910

Roger M. Mann, President

Total Revenue FYE 6/88 (Est) : \$ 2.0 m
Total Employees: 11
Services: Pfs Proc AppSW Tky
Private

Keymark System, Inc.

6950 S.W. Hampton Street, Suite 340
Portland, OR 97223
(503) 684-3903

David Moyle, President

Total Revenue FYE 09/85 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 13
Private

Mentor Graphics Corporation

8500 S.W. Creekside Place
Beaverton, OR 97005-7191
(503) 626-7000

Thomas H. Bruggere

Services: Pfs AppSW Tky
Private

Northwest Analytical, Inc.

520 N.W. Davis Street
Portland, OR 97209
(503) 224-7727

Jeffrey L. Cawley, CEO

Is Revenue FYE 12/87 : \$ 0.6 m
Total Employees: 12
Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Oregon

Perfect Software, Inc.

99 W. Tenth, Suite 318
Eugene, OR 97401
(503) 344-7638

Buck Lindsey, President

Total Revenue FYE 03/84 : \$ 9.0 m

Is Revenue : \$ 9.0 m

Total Employees: 25

Services: AppSW

Private

Point Control Company

2468 W. 11th Avenue
Eugene, OR 97402
(503) 344-4470

Jerry Blakely, President

Total Employees: 43

Services: AppSW

Private

POLYTRON Corporation

1700 NW 167th Place
Beaverton, OR 97006
(503) 645-1150

Richard Kinnard, President

Total Revenue FYE 01/87 (Est) : \$ 5.0 m

Is Revenue : \$ 5.0 m

Total Employees: 27

Services: SysSW

Private

Poorman-Douglas Corporation

1325 Southwest Custer Dr.
Portland, OR 97219
(503) 245-5555

John Douglas, President

Is Revenue FYE 12/87 : \$ 12.0 m

Total Employees: 150

Services: AppSW

Private

Prime Factors

1470 E. 20th Avenue
Eugene, OR 97403
(503) 345-4334

S. Michael Florian, President

Is Revenue FYE 12/87 : \$ 2.3 m

Total Employees: 18

Services: PIs AppSW

Private

Real Estate Microcomputer Systems, Inc.

526 N.W. 2n Street
Corvallis, OR 97330
(503) 757-8887

Private

Sequent Computer Systems, Inc.

15450 Southwest-Koll Parkway
Beaverton, OR 97006-6063
(800) 237-8902

Casey Powell, President

R

Total Revenue FYE 01/87 (Est) : \$ 38.0 m

Is Revenue : \$ 5.7 m

Total Employees: 475

Services: SysSW

Public

Sidereal Corporation

9600 S.W. Barnes Road
Portland, OR 97225
(503) 297-5531

Ole Kilgore, President

Total Employees: 140

Services: AppSW

Parent Company: Trans Technology, Inc.

SPORTSware, Inc.

P.O. Box 425
West Linn, OR 97068
(503) 650-0605

Harry Turvey, President

Services: AppSW

Private

Summa Software Corporation

P.O. Box 2046
Beaverton, OR 97075
(503) 644-3212

Private

CAMS 1988
Directory of Information Services Companies
State of Oregon

Teneron Corporation

6700 S.W. 105th, Suite 200
Beaverton, OR 97005
(503) 646-1599

Joseph P. Hawranek, President
Services: AppSW
Private

Thoughtware Publishing Company

P.O. Box 669
Grant Pass, OR 97526
(503) 476-1468

William George, President
Total Revenue (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 15
Services: Pfs Proc AppSW
Private
Parent Company: Tangent International Corp.

Timberline Software Corporation

9405 S.W. Gemini
Beaverton, OR 97005
(503) 644-8155

John A. Gornon, President
Is Revenue FYE 07/87 : \$ 7.8 m
Total Employees: 115
Services: AppSW
Public

Unity Corporation

4000 Kruse Way Plaza
Lake Oswego, OR 97035
(503) 635-6265

Nicholas Nierenberg, President
Total Revenue (Est) : \$ 7.2 m
Is Revenue (Est) : \$ 5.8 m
Total Employees: 115
Services: Pfs AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Pennsylvania

202 Data Systems, Inc.

1275 Drummer Lane, Glenhardie
Corp. Ctr.
Wayne, PA 19087
(215) 964-1170
Kevin W. Galbraith, President
Total Revenue FYE 10/87 : \$ 2.3 m
Is Revenue : \$ 2.3 m
Total Employees: 22
Services: Pfs AppSW Tky
Public

Advanced Cybernetics, Inc.

4 Park Plaza, Park Road North
Wyomissing, PA 19610
(215) 374-2207
Robert Furtchy
Total Employees: 70
Services: Pfs AppSW Tky
Private

American Information Systems, Inc.

Charleston Road
Wellsboro, PA 16901
(717) 724-1588
Clint Kreitner, President
Total Revenue FYE 06/84 : \$ 0.2 m
Is Revenue : \$ 0.2 m
Total Employees: 12
Services: AppSW
Private

American Service Associates

1965 New Hope Street
Narristown, PA 19401
(215) 275-3724
M.A.R. Van Brakel, President
Private

Amersand Corporation

128 S. George Street
York, PA 17405
(717) 845-5603
Dale R. Smith, President
Is Revenue FYE 12/87 : \$ 1.6 m
Total Employees: 11
Services: AppSW
Private

Analytics, Incorporated

2500 Marilyn Rd.

Willow Grove, PA 19090

(215) 657-4100

Steven W. Leibholz, President
Total Revenue FYE 12/84 : \$ 18.0 m
Total Employees: 350
Services: Pfs AppSW
Private

Applied Business Technologies, Inc.

500 South Roberts Road
P.O. Box 46
Bryn Mawr, PA 19010
(215) 527-8900
David K. Moldoff, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 13
Services: Pfs AppSW
Private

Autolog Systems

204 Progress Drive
Montgomeryville, PA 18936
(215) 699-8891
Leonard Kedbon, President
Total Employees: 55
Parent Company: Safeguard Scientifics, Inc.

Automation Technology

873 Township Line Road
Elkins Park, PA 19117
(215) 885-4880
Stephen C. Setzman, President
Is Revenue FYE 12/87 (Est) : \$ 1.2 m
Total Employees: 75
Services: AppSW
Private

Auto Tell Services, Inc.

600 Clark Avenue
King of Prussia, PA 19406
(215) 768-0200
Guy Warner, President
Total Revenue FYE 09/88 (Est) : \$ 20.0 m
Is Revenue : \$ 16.0 m
Total Employees: 165
Private

CAMS 1988
Directory of Information Services Companies
State of Pennsylvania

Bell Atlantic Corporation

1600 Market Street
Philadelphia, PA 19103
(215) 963-6000

Thomas E. Bolger, Chairman/CEO
Public

Bell Atlantic South

1600 Market Street
Philadelphia, PA 19103
(215) 963-6000

Thomas Bolger

Captron, Inc.

Box 2
Newtown, PA 18940
(215) 968-6789

Dennis Dunn
Is Revenue FYE 10/87 : \$ 0.4 m
Total Employees: 4
Services: Pfs Proc AppSW Tky
Private

Carnegie Group, Inc.

5 TPG Place
Pittsburgh, PA 16222
(412) 642-6900

Dennis Yablonsky, President
Is Revenue FYE 12/87 : \$ 11.0 m
Total Employees: 150
Services: Pfs SysSW
Private

Cigna Corporation

1 Logan Square
Philadelphia, PA 19103
(215) 523-5000

Public

Commodore International

1200 Wilson Dr.
West Chester, PA 19380
(215) 431-9100

Irving Gould
Is Revenue FYE 01/87 : \$ 42.0 m
Services: AppSW SysSW
Public

Compass Software, Inc.

335 Norwood Road
Downington, PA 19335

(215) 269-6412

Phil Carta, President
Total Employees: 3
Services: Pfs AppSW
Private

Complete Computer Systems

1800 Byberry Road, Suite 709
Huntington Valley, PA 19006
(215) 938-0190

Paul H. Plotnick, President
Total Revenue FYE 01/85 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 10
Private

Complete Inc.

1800 Byberry Road
Huntingdon Valley, PA 19006
(215) 938-0190

P. H. Plotnick

Total Revenue FYE 12/87 (Est) : \$ 2.5 m
Total Employees: 12
Services: Pfs AppSW SysSW Tky
Private

Computer Applies Systems

2507 S. Queen Street
York, PA 17402
(717) 741-3851

Total Employees: 1
Services: Proc
Private

CAMS 1988
Directory of Information Services Companies
State of Pennsylvania

Computer Research, Inc.

Cherrington Corporate Center
1700 Beaver Grade Road, Building

Two

Corapolis, PA 15108
(412) 262-4430

James L. Schultz, President
Is Revenue FYE 08/87 : \$ 9.0 m

Total Employees: 60

Services: Proc SysInt

Private

Concept Systems, Inc.

1 Franklin Plaza
Suite 650
Philadelphia, PA 19102
(214) 563-1425

Joseph T. Epprendi, President

Is Revenue FYE 12/87 : \$ 6.1 m

Total Employees: 44

Services: Pfs AppSW Tky

Private

Continental Data Processing, Inc.

300 Laird Street
P.O. Box 1385
Wilkes-Barre, PA 18703
(717) 824-9868

Paul Gozick, President

Total Revenue FYE 12/85 : \$ 1.4 m

Is Revenue : \$ 1.4 m

Total Employees: 70

Services: Proc Tky

Private

CTEC Corporation

46 Public Square
P.O. Box 3000
Wilkes-Barre, PA 18703
(717) 825-1100

Edward H. Bersoff, President

Private

Cway Software Inc.

121 West Dekalb Pike
King of Prussia, PA 19406
(212) 265-4060

William DiPietro

Total Revenue (Est) : \$ 0.7 m

Is Revenue (Est) : \$ 0.7 m

Total Employees: 9

Services: AppSW

Private

Dash Group, Inc.

2913 Windmill Road
Building 3, # 7
Reading, PA 19608
(215) 670-1441

Elaine Rick, President

Is Revenue FYE 03/87 : \$ 1.0 m

Total Employees: 9

Services: AppSW

Private

Datacomp Systems, Inc.

One Fairway Plaza
Suite 220
Huntingdon, PA 19006
(215) 947-9900

Sydney S. Weinstein, President

Total Revenue FYE 12/85 : \$ 16.2 m

Total Employees: 400

Services: Proc

Private

Data Consultants, Inc.

1724 Lyter Drive
Johnston, PA 15905
(814) 255-4137

Kenneth Roslin, President

Total Revenue FYE 12/84 : \$ 0.3 m

Is Revenue : \$ 0.1 m

Total Employees: 40

Services: Proc

Parent Company: Glosser Brothers, Inc.

Data Processing Reference Corp.

175 Strafford Avenue
Suite One
Wayne, PA 19087
(215) 687-7772

Joel Adams

Total Employees: 50

Services: Proc

Private

Davis Computer Systems, Inc.

1211 Chestnut Street, Suite 400
Philadelphia, PA 19107
(215) 564-4133

Francis J. Davis, President

Total Revenue FYE 12/84 : \$ 2.0 m

CAMS 1988
Directory of Information Services Companies
State of Pennsylvania

Dealer Services Corporation

6 Executive Mall
Wayne, PA 19087
(215) 687-9100
Nelson Bobb, President
Is Revenue FYE 01/87 : \$ 1.0 m
Total Employees: 10
Services: Proc
Private

Decision Data Inc.

400 Horsham Road
Horsham, PA 19044-0996
(215) 674-3300
Private

Decisions Development, Inc.

P.O. Box 315
Tobyhanna, PA 18466
(717) 894-4111
Donald C. Holmes, President
Private

Deltacom Incorporated

1200 Bustleton Pike
Suite 14
Feasterville, PA 19047
(215) 355-4758
I.T. George, President
Private

Digital Solutions, Inc.

1122 9th Street
Altoona, PA 16601
(814) 944-0405
Anthony Dambocci
Services: AppSW
Private

Don Holmes & Associates, Inc

P.O. Box 315
Tobyhanna, PA 18466
(717) 894-4111
Donald C. Holmes, President
Is Revenue FYE 01/87 : \$ 0.1 m
Total Employees: 2
Services: AppSW
Private

Duquesne Systems, Inc.

Two Allegheny Center

Pittsburgh, PA 15212

(412) 323-2600

Glen F. Chatfield, President
Is Revenue FYE 09/87 : \$ 37.7 m
Total Employees: 300
Services: SysSW
Public

Eagle Software Publishing, Inc.

993 Old Eagle School Road, Suite 405
Wayne, PA 19087
(215) 964-8660
Private

ECC International Corp.

175 Strafford Ave.
Wayne, PA 19087
(215) 687-2600
Richard F. Thompson, Vice President Finance
Total Employees: 730
Services: Tky
Public

Edgewood Systems

213 Elm Street
Pittsburgh, PA 15218
(412) 371-9951
Total Employees: 6
Services: Pfs AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Pennsylvania

Expert Systems International, Inc.
1700 Walnut Street
Philadelphia, PA 19103
(215) 735-8510

Angelos T.KoloKouris, CEO
Total Revenue FYE 07/88 (Est) : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 18
Services: Pfs SysSW
Private

EZWare Corporation
29 Bala Avenue
P.O. Box 620
Bala Cynwyd, PA 19004
(215) 667-4064

Rob Gerritsen, President
Total Revenue FYE 12/87 (Est) : \$ 0.5 m
Is Revenue : \$ 0.2 m
Total Employees: 9
Services: Pfs AppSW SysSW
Private

F.D. Ross and Associates
P.O. Box 7864
Pittsburg, PA 15215
(412) 963-1484

James Carson, Vice President
Total Revenue FYE 12/83 : \$ 0.1 m
Is Revenue : \$ 0.1 m
Total Employees: 3
Services: AppSW
Private

Fischer & Porter
County Line Road
Warminster, PA 18974
(215) 674-6000

Private

Franklin Institute Research Laboratories
(The)
20th & Race Street
Philadelphia, PA 19103
(215) 448-1556

Private

Gancom, Inc.
P.O. Box 1459
Harrisburg, PA 17105-1454
(717) 763-7226

J. Douglas Berry, President
Total Revenue FYE 12/88 (Est) : \$ 8.0 m
Total Employees: 125
Parent Company: Gannett Flemming, Inc.

GENIX Corporation
One Marquis Plaza
5315 Campbell's Run Road
Pittsburgh, PA 15205
(412) 788-3700

Raul Pupo, President
Total Revenue FYE 03/86 : \$ 25.0 m
Total Employees: 130
Services: Proce
Parent Company: National Intergrupp

Gilbert Associates, Inc.
P.O. Box 1498
Reading, PA 19603
(215) 775-2600

Charles Williams, President
Total Revenue FYE 12/86 : \$ 233.5 m
Services: Pfs AppSW
Public

Gilbert Commonwealth, Inc.
P.O. Box 1498
Reading, PA 19603
(215) 775-2600

Charles D. Williams, President
Services: Pfs
Parent Company: Gilbert Associates, Inc.

Gilbert Services, Inc.
P.O. Box 1498
Reading, PA 19603
(215) 775-2600

Michael L. Alexander
Total Revenue FYE 12/87 (Est) : \$ 2.5 m
Is Revenue : \$ 0.6 m
Total Employees: 42
Services: Pfs AppSW Tky
Parent Company: Gilbert Associates, Inc.

CAMS 1988
Directory of Information Services Companies
State of Pennsylvania

Gimpel Software

3207 Hoarth Lane
Collegeville, PA 19426
(215) 584-4261

James F. Gimpel

Total Revenue FYE 12/87 (Est) : \$ 0.5 m

Total Employees: 5

Private

Gnosis, Inc.

3060 W. Jefferson St.
Philadelphia, PA 19121
(215) 684-1010

Private

GSI Transcomm

1380 Old Freeport Road
Pittsburgh, PA 15238
(412) 963-6770

Philippe Beaurain, President

Is Revenue FYE 12/87 : \$ 8.0 m

Total Employees: 86

Services: AppSW

Private

Parent Company: Generale de Service
Informatique

Health Data Systems, Inc.

101 North Main Street
Lewistown, PA 17044
(717) 248-4800

Private

ICT Group

2260 Cabot Blvd. West
Langhorn, PA 19047
(215) 757-8200

John J. Brennan

Total Employees: 120

Services: Pfs AppSW SysSW SysInt Tky

Private

Industrial Corporation

31st & Jefferson Street
Philadelphia, PA 19121
(215) 684-1000

Private

Information Companies of America (ICOA)

1500 Walnut Street
Philadelphia, PA 19102

(215) 875-4650

G.L. Brodsky, President

Total Employees: 30

Services: Proc

Public

Innovative Systems, Inc.

341 Fourth Avenue
Pittsburgh, PA 15222
(412) 391-2364

Bob Colonna, President

Total Employees: 92

Services: SysSW

Private

International Computaprint Corporation

475 Virginia Dr.
Fort Washington, PA 19034
(215) 641-6000

Hans E. Nickel, President

Is Revenue FYE 03/87 : \$ 34.0 m

Total Employees: 1000

Services: Proc

**International Computerized Telemarketing,
Inc.**

2260 Cabot Boulevard West
Longhorne, PA 19047
(215) 757-0200

Richard Penn, President

Total Revenue FYE 12/84 (Est) : \$ 3.0 m

Is Revenue (Est) : \$ 3.0 m

Total Employees: 75

Private

CAMS 1988
Directory of Information Services Companies
State of Pennsylvania

Keystone Computer Associates, Inc.

1055 Virginia Drive
Fort Washington, PA 19034
(215) 643-3800

Leon E. Ellerson, President
Is Revenue FYE 12/87 (Est) : \$ 10.0 m
Total Employees: 180
Services: Pfs AppSW
Private

KPB Industries

P.O. Box 6027
Bethlehem, PA 19001
(215) 866-1444

Private

Laventhal & Horwath

1845 Walnut Street
Philadelphia, PA 19103
(215) 299-1700

George Burnstein

LeMans Group (The)

455 South Gaugh
King of Prussia, PA 19406
(215) 337-8686

James Connor, President
Total Revenue FYE 12/86 (Est) : \$ 3.0 m
Is Revenue (Est) : \$ 3.0 m
Total Employees: 35
Services: AppSW
Private

Lexeme Corporation

Four Station Square
Suite 250 Commerce Ct.
Pittsburgh, PA 15219-1119
(412) 281-5454

Michael Inn Shamos, President
Total Revenue (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 35
Services: Pfs SysInt
Private

Mellon Bank

Three Mellon Bank Center
Pittsburgh, PA 15258
(412) 234-5000

George T. Farrell, President
Public

Mellon Bank - Data Center Group

Three Mellon Bank Center, 151-1300
Pittsburgh, PA 15258
(412) 234-1601

Cary Ragan, CEO

Parent Company: Mellon Bank

Mellon Information Services

Three Mellon Bank Center, 151-1300
Pittsburgh, PA 15258
(412) 234-1601

Cary Ragan

Is Revenue FYE 12/87 (Est) : \$ 70.4 m

Total Employees: 515

Services: Proc

Mestek, Inc.

209 Moon Clinton Rd.
Coraopolis, PA 15108
(412) 269-5800

Public

MIDEC, Inc.

267 Kappa Drive
Pittsburgh, PA 15238
(412) 963-6011

Thomas P. Styslinger, President

Total Employees: 55

Private

CAMS 1988
Directory of Information Services Companies
State of Pennsylvania

Omega Systems, Inc.

160 N. Craig Street
Suite 212
Pittsburgh, PA 15213
(412) 681-7575

William D. Mariotti, President
Is Revenue FYE 12/87 : \$ 5.0 m
Total Employees: 100
Services: Pfs AppSW SysSW Tky
Private

Pearl Data Systems

81 Great Valley Parkway, Suite 800
Malvern, PA 19355
(215) 647-2210

Total Employees: 17
Services: AppSW Tky
Private

Pentamation Enterprises, Inc.

1 Bethlehem Plaza
Bethlehem, PA 18018
(215) 691-3616

Is Revenue FYE 09/87 (Est) : \$ 33.0 m
Total Employees: 500
Services: Proc AppSW Tky
Private

Personnel Data Systems, Inc.

Meetinghouse Business Center
2240 Butler Pike
Plymouth Meeting, PA 19462
(215) 828-4294

Steve Brody, President
Is Revenue FYE 03/87 : \$ 5.0 m
Total Employees: 33
Services: AppSW
Private

Philadelphia Suburban Corp.

762 Lancaster Avenue
Bryn Mawr, PA 19010
(215) 527-8000

John W. Boyer, Jr., President
Is Revenue FYE 12/87 : \$ 27.6 m
Total Employees: 1000
Services: Pfs Proc AppSW
Public

PictureWare, Inc.

111 North Presidential Blvd., #229

Bala Cynwyd, PA 19004
(215) 667-0880

Mike Marcus
Is Revenue FYE 01/87 : \$ 2.1 m
Total Employees: 17
Services: Pfs AppSW Tky
Private

Pinkerton Computer Consultants

4 Neshaminy Interplex #111
Trevose, PA 19047
(215) 676-3100

William Pinkerton, President
Is Revenue FYE 12/87 (Est) : \$ 23.0 m
Total Employees: 400
Services: Pfs
Private

Pittsburgh Business Consultants

1420 Centre Avenue
Suite 5
Pittsburgh, PA 15219
(412) 391-0714

Total Revenue FYE 12/88 (Est) : \$ 6.0 m
Total Employees: 100
Parent Company: Pittsburgh Business Journal

Premier Systems, Inc.

676 E. Swedesford Rd., Bldg. 6, Ste.

200
Wayne, PA 19087
(215) 687-5950

Steven M. Katz, President
Is Revenue FYE 12/87 : \$ 1.2 m
Total Employees: 150
Services: Tky
Private

Primavera Systems, Inc.

Two Bala Plaza
Bala Cynwyd, PA 19004
(215) 667-8600

Total Revenue : \$ 4.0 m
Is Revenue : \$ 3.7 m
Total Employees: 35
Services: Pfs AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Pennsylvania

Rabbit Software Corporation

Seven Great Valley Parkway East
Great Valley Corporate Center
Malvern, PA 19355
(215) 647-0440

Sheldon I. Newman, President

Total Revenue FYE 12/86 : \$ 3.1 m

Is Revenue : \$ 3.1 m

Total Employees: 55

Services: AppSW

Public

Redshaw, Inc.

Foster Plaza 10
Pittsburgh, PA 15220
(412) 937-3661

Robert Thompson, Jr., President

Is Revenue FYE 01/87 : \$ 17.7 m

Total Employees: 238

Services: Tky

Parent Company: Hartford Insurance

Richard M. Walsh Associates, Inc.

925 Oak Street
Scranton, PA 18508
(717) 346-3856

Richard M. Walsh, President

Is Revenue FYE 12/87 : \$ 1.8 m

Total Employees: 80

Services: Proc

Private

Safeguard Business Systems, Inc

455 Maryland Drive
Fort Washington, PA 19034
(215) 641-5000

Vincent G. Bell, Jr., Chairman

Total Revenue FYE 12/85 : \$ 223.6 m

Total Employees: 2150

Services: Proc Tky

Parent Company: Mason Best Company

Safeguard Scientifics, Inc.

630 Park Avenue
King of Prussia, PA 19406
(215) 265-4000

Public

SEI Corporation

680 E. Swedesford Road
Wayne, PA 19087-1658

(215) 687-1700

Alfred P. West, Jr.

Is Revenue FYE 12/87 : \$ 53.5 m

Total Employees: 1053

Services: Pfs Proc AppSW

Public

Shared Medical Systems Corporation

51 Valley Stream Parkway
Malvern, PA 19355
(215) 296-6300

R. James Macaleer, President

Is Revenue FYE 12/87 : \$ 391.0 m

Total Employees: 4020

Services: Pfs Proc AppSW Tky

Public

Software Digest

One Wynnwood Road, Suite 106
Wynnwood, PA 19096
(215) 649-7000

Private

SunGard Data Systems, Inc.

1285 Drummers Lane
Wayne, PA 19087
(215) 341-8700

James L. Mann

Is Revenue FYE 12/87 : \$ 84.7 m

Total Employees: 724

Services: Pfs Proc AppSW

Public

Swanson Analysis Systems

P.O. Box 65, Johnson Road
Houston, PA 15342
(412) 746-3304

John A. Swanson, President

Is Revenue FYE 12/87 : \$ 15.5 m

Total Employees: 100

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of Pennsylvania

Systems & Computer Technology Corp.

Great Valley Corporate Center
Four Country View Road
Malvern, PA 19355
(215) 647-5930

Michael J. Emmi
Public

Tartan Laboratories, Inc.

477 Melwood Avenue
Pittsburgh, PA 15213
(412) 621-2210

William Wulf, Chairman
Total Revenue FYE 06/85 (Est) : \$ 6.0 m
Is Revenue (Est) : \$ 6.0 m
Total Employees: 50
Services: AppSW
Private

Teleflex, Inc.

155 South Limerick Road
Limerick, PA 19468
(215) 948-5100

Private

Trilog, Inc.

1700 Market Street
Philadelphia, PA 19103
(215) 564-3404

Edward Jaswoich
Is Revenue FYE 12/87 : \$ 10.3 m
Total Employees: 150
Services: Proc AppSW
Parent Company: Cigna Corporation

Tri Star Publishing

475 Virginia Drive
Fort Washington, PA 19034
(215) 641-6000

Hans Nickel, President
Services: AppSW SysSW
Parent Company: Reed International PLC

Uni-Coll Corporation (The)

3401 Science Center
Philadelphia, PA 19104
(215) 387-3890

Tom Unger, President
Total Employees: 75
Services: Network AppSW
Parent Company: SunGard Data Systems, Inc.

Unilogic Ltd.

4 Station Square, Suite 240
Pittsburgh, PA 15219
(412) 281-5959

Services: AppSW
Private

Users Incorporated

1250 Drummers Lane
Valley Forge, PA 19482
(215) 687-9400

John N. Reardon, President
Is Revenue FYE 09/87 : \$ 38.8 m
Total Employees: 300
Services: Pfs Proc AppSW Tky
Private

Utility & Municipal Services, Inc.

190 s. Warner Road
Wayne, PA 19087
(215) 971-9570

Donald Walsh, President
Is Revenue FYE 12/87 (Est) : \$ 9.6 m
Total Employees: 72
Services: Pfs Proc AppSW SysSW Tky
Parent Company: Philadelphia Suburban Corp.

Vertex Systems, Inc.

998 Old Eagle School Road
Wayne, PA 19087
(215) 687-9060

Raymond Westphal, President
Total Revenue : \$ 3.0 m
Is Revenue : \$ 1.9 m
Total Employees: 25
Services: Tky
Private

CAMS 1988
Directory of Information Services Companies
State of Pennsylvania

Weidenhammer Systems Corporation

3 Park Plaza
Wyomissing, PA 19610
(215) 278-1149

John Weidenhammer, President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue (Est) : \$ 2.5 m
Total Employees: 39
Services: Pfs Proc AppSW
Private

Total Revenue FYE 03/84 : \$ 1.9 m
Is Revenue : \$ 1.9 m
Total Employees: 40
Services: Tky
Private

Westinghouse Electric Corp

Westinghouse Building
Gateway Center
Pittsburgh, PA 15222
(412) 244-2000

John C. Marous
Public

Westinghouse Management Systems

Westinghouse Building
Gateway Center
Pittsburgh, PA 15222
(412) 244-2000

John C. Marous
Services: SysSW
Public

Worlco Data Systems, Inc.

PO Box 776
Valley Forge, PA 19482
(215) 630-9500

Edward A. Rofi, President
Total Revenue FYE 01/87 : \$ 7.3 m
Is Revenue : \$ 7.3 m
Total Employees: 165
Services: Pfs Proc Tky
Public

XPT, INC.

989 Old Eagle School Road
Suite 806
Wayne, PA 19087
(215) 254-0300

Private

XRT, Inc.

18 Great Valley Parkway, Suite 150
Malvern, PA 19355
(215) 251-0800

Dr. R.L. Martino, President

CAMS 1988
Directory of Information Services Companies
State of Rhode Island

Advanced Technology Systems, (ADTEC)

12 Commercial Way
East Providence, RI 02914
(401) 438-6400

John Noonan, General Manager
Total Revenue FYE 12/86 : \$ 8.6 m
Is Revenue : \$ 8.0 m
Total Employees: 110
Services: Pfs AppSW
Private

Aquidneck Data Corp.

170 Enterprise Center
Middletown, RI 02840
(401) 847-7260

Kenneth A. Parker, President
Total Revenue FYE 05/85 : \$ 11.9 m
Is Revenue : \$ 11.9 m
Total Employees: 220
Services: Proc AppSW
Private

Cadre Technologies, Inc.

222 Richmond Street
Providence, RI 02903
(401) 351-5950

David Banks, President
Total Revenue FYE 12/87 (Est) : \$ 7.0 m
Is Revenue : \$ 7.0 m
Total Employees: 100
Services: SysSW
Private

Daly & Wolcott, Inc.

P.O. Box 1509
East Greenwich, RI 02818
(401) 823-8400

Terrance Daly, President
Total Revenue FYE 12/85 : \$ 2.0 m
Is Revenue : \$ 2.0 m
Total Employees: 40
Services: Pfs AppSW
Private

Early, Cloud and Company

Aquidneck Industrial Park
Newport, RI 02840
(401) 849-0500

Private

Fleet Information, Inc.

125 Dupont Drive
Providence, RI 02907
(401) 278-5900

Albert C. Pattuson IV, President
Total Revenue FYE 12/84 : \$ 19.6 m
Total Employees: 400
Services: Proc
Parent Company: Fleet Financial Group

Fleet Norstar

50 Kennedy Plaza
Providence, RI 02903
(401) 278-6000

Public

GTECH Corporation

101 Dyer St.
Providence, RI 02903
(401) 273-7700

Mr. Guy B. Snowden, President
Is Revenue FYE 12/87 : \$ 80.6 m
Total Employees: 1000
Services: Proc
Public

Northeast Business Computers, Inc.

49 Centerville Road
Warwick, RI 02886
(401) 738-7055

Douglas J. Howard, President
Total Employees: 20
Services: Pfs AppSW Tky
Private

Orbis, Inc.

20 Catamore Blvd
East Providence, RI 02914
(404) 431-0900

Clinton Wright, President
Is Revenue FYE 12/87 : \$ 4.1 m
Total Employees: 29
Services: Pfs AppSW
Public

CAMS 1988
Directory of Information Services Companies
State of South Carolina

American Computer Professionals

P.O. Box 5125
Columbia, SC 29250
(803) 256-2343

John Reinquist, President
Is Revenue FYE 12/87 : \$ 6.0 m
Total Employees: 120
Services: Pfs
Private

Business Systems, Inc.

1 Marcus Drive
Greenville, SC 29615
(803) 297-9290

Clyde Scott, President
Total Employees: 75
Private

Cambar Business Systems, Inc.

4975 La Cross Road
CHARLESTON, SC 29418
(803) 747-4539

Roger K. Davis, President
Total Employees: 40
Services: AppSW
Private

Digital Systems, Inc.

2700 Middleburg Drive
Columbia, SC 29204
(803) 799-4094

Gary s Roberson, President
Is Revenue FYE 12/87 : \$ 8.9 m
Total Employees: 122
Services: Pfs AppSW Tky
Parent Company: Philadelphia Suburban Corp.

Policy Management Systems Corporation

P.O. Box 10
Columbia, SC 29202
(803) 735-4000

G. Larry Wilson, President
Is Revenue FYE 12/87 : \$ 159.2 m
Total Employees: 2577
Services: Network Pfs Proc AppSW
Public

CAMS 1988
Directory of Information Services Companies
State of South Dakota

CMV Software Specialists, Inc.

Box 176
Hartford, SD 57033
(605) 338-6645

Jay Mitchell, President
Is Revenue FYE 12/87 : \$ 0.4 m
Total Employees: 5
Services: Tky
Private

United Education & Software Data Systems

3600 S. Minnesota Avenue 401
Sioux Falls, SD 57105
(605) 339-3788

Aaron Cohen, President
Total Revenue FYE 01/87 (Est) : \$ 100.0 m
Is Revenue : \$ 100.0 m
Total Employees: 1200
Services: Proc AppSW SysSW
Public

CAMS 1988
Directory of Information Services Companies
State of Tennessee

Advertising Data Systems, Inc.

2500 Mount Moriah Road
Suite C555
Memphis, TN 38115
(901) 795-8200

James Whipple, President
Is Revenue FYE 12/87 : \$ 2.0 m
Total Employees: 10
Services: AppSW
Private

American Custom Software, Inc.

P.O. Box 189
Cookeville, TN 38503
(615) 537-6516

John Brady, President
Total Revenue FYE 11/87 (Est) : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 10
Services: Network Pfs AppSW
Private

Applied Dynamics, Inc.

3035 Directors Row, Suite 1310
Memphis, TN 38131
(901) 345-3211

E.G. Lawrence, President
Private

BM Systems

5980 Port Anadarko Trail
Hermitage, TN 37076
(615) 889-0714

B. Malone, President
Private

Business Computer Systems

640 Spence Lance, Ste 105
Nashville, TN 37217
(617) 366-7591

Bill Scott, President
Private

Campus America

900 Hill Avenue #205
Knoxville, TN 37915
(615) 523-9506

Larry Howell, President
Is Revenue FYE 10/87 : \$ 3.5 m
Total Employees: 52
Services: AppSW Tky

Private

Comdata Holdings Corporation

2209 Crestmoor Road
Nashville, TN 37215
(615) 385-0400

George L. McJavish, President
Is Revenue FYE 12/87 : \$ 100.6 m
Total Employees: 1303
Services: Proc
Public

Compco, Inc.

5120 Paddock Village Court
Building A
Brentwood, TN 37027
(615) 373-3636

Gerald Quick, President
Total Revenue FYE 01/87 : \$ 2.5 m
Total Employees: 30
Private

D & S Systems, Inc.

2875 Whitten Road
P.O. Box 341045
Memphis, TN 38134
(901) 382-3920

R. Frank Sylves, President
Total Revenue FYE 06/83 : \$ 1.2 m
Is Revenue : \$ 1.2 m
Total Employees: 15
Services: Pfs Proc AppSW Tky
Private

ECOM Systems, Inc.

2500 Mount Morial Road, Suite 245
Memphis, TN 38115
(901) 794-5501

Mr. Bewayne Bolton, President
Total Employees: 50
Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Tennessee

Envoy Corporation

565 Marriott Drive
Highland Ridge Office Center
Nashville, TN 37210
(615) 885-3700

Fred C. Goad, President
Total Revenue FYE 06/85 (Est) : \$ 7.5 m
Is Revenue (Est) : \$ 7.5 m
Total Employees: 100
Services: Proc
Private

6263 Poplar Avenue, Suite 300
Memphis, TN 38119
(901) 761-1166

Services: AppSW
Private

Hamlin, Williams & Associates, Inc.

1694 Shelby Oaks Drive, North
Memphis, TN 38134
(901) 388-6120

David Hamlin, President
Is Revenue FYE 12/87 : \$ 1.0 m
Total Employees: 35
Services: Pfs AppSW Tky
Private

Ingram Software

347 Reedwood Drive
Nashville, TN 37217
(615) 361-5000

Private

Inventory Locator Service, Inc.

3781 Premier Cove
Memphis, TN 38118
(901) 794-4784

Fred Meyer, President
Total Revenue FYE 12/84 (Est) : \$ 2.0 m
Is Revenue (Est) : \$ 2.0 m
Total Employees: 14
Services: Proc
Parent Company: Ryder Systems

S & H Computer Systems, Inc.

1027 17th Avenue South
Nashville, TN 37211
(615) 327-3670

Harry R. Sanders, President
Total Revenue FYE 07/84 : \$ 1.6 m
Is Revenue : \$ 1.6 m
Total Employees: 20
Services: AppSW
Private

Synchronics

CAMS 1988
Directory of Information Services Companies
State of Texas

AAA Technology, Inc.

3000 Rogerdale
Houston, TX 77042
(713) 789-6200

Reid P. McNally, Jr., President
Is Revenue FYE 03/87 : \$ 1.1 m
Total Employees: 40
Services: Pfs AppSW
Private

ABACUS Associates

6565 West Loop South, Suite 240
Bellaires, TX 77401
(713) 666-8146

James A. Ostrom, President
Services: Pfs AppSW
Private

Abbott's Logical Systems

4055 Hollister
Houston, TX 77080
(713) 460-2844

Jim Abbott, President
Total Revenue FYE 12/87 : \$ 0.3 m
Is Revenue : \$ 0.3 m
Total Employees: 5
Services: Pfs AppSW SysInt
Private

ABCO

1621 Wall Street
Dallas, TX 75215
(214) 565-1191

Private

ACES Software

2526 Manana, Suite 105
Dallas, TX 75220
(214) 323-1102

Jon R. Moore, President
Private

ACTS Corporation

P.O. Box 180
Kingsland, TX 78639
(915) 388-3110

Bill Carico, President
Is Revenue FYE 07/87 (Est) : \$ 0.3 m
Total Employees: 10
Services: Pfs
Private

ADP Thrift Services Division

11 Green Way Plaza, Suite 300
Houston, TX 77046
(713) 622-8911

Lynn Mangum, President
Parent Company: Automatic Data Processing, Inc.

Advanced Business Communications, Inc.

4401 Beltwood Parkway
South Dallas, TX 75244
(214) 386-3500

Bob Dans

Total Employees: 120
Services: Network
Private

Advanced Data Processing, Inc.

230 W. Cott
Houston, TX 77007
(713) 880-2300

George G. Stubblefield, President
Total Revenue FYE 12/84 : \$ 7.5 m
Is Revenue : \$ 7.5 m
Services: Proc
Private

Advanced Management Technologies

P.O. Box 71
Cyprus, TX 77429
(713) 373-1905

Joe Morris, President
Is Revenue FYE 05/87 : \$ 0.8 m
Total Employees: 4
Services: AppSW
Public

CAMS 1988
Directory of Information Services Companies
State of Texas

AG Computer Service

4037 West 50th
Amarillo, TX 79109
(806) 353-9967

Ray Sammons, President

Is Revenue FYE 01/87 : \$ 0.3 m

Total Employees: 4

Services: Pfs Tky

Private

AG Continuum Company (The)

9500 Arboretum Blvd.
Austin, TX 78759-6399
(512) 345-5700

Ronald C. Carroll, President

Public

Agro Systems Corporation

P.O. Box 64539
Lubbock, TX 79464
(806) 745-1633

E. Allen Lash, President

Private

Aims Plus, Inc.

1001 S. Sherman Street
Richardson, TX 75081
(214) 669-8904

Dana K. McIntosh, President

Total Revenue FYE 01/86 : \$ 0.8 m

Is Revenue : \$ 0.8 m

Total Employees: 10

Services: Pfs AppSW

Private

Al Lee & Associates, Inc.

9 Meadow Ranch Road
McKinney, TX 75069
(214) 248-0823

Alan F. Lee, President

Is Revenue FYE 12/87 (Est) : \$ 5.5 m

Total Employees: 20

Services: AppSW

Private

Alpha Data Systems Inc.

4887 Alpha Road
Dallas, TX 75244
(214) 233-7062

Charles Erickson, President

Is Revenue FYE 01/87 (Est) : \$ 6.6 m

Total Employees: 120

Services: Proc

Private

Altai, Incorporated

2509 Dalworth
Grand Prairie, TX 75050
(214) 641-0086

C.B. Russey, President

Is Revenue FYE 01/87 : \$ 4.9 m

Total Employees: 160

Services: SysSW

Public

ALTAI Software Division

624 Six Flags Drive, Suite #150
Arlington, TX 76011
(817) 640-8911

James Patrick Williams

Total Revenue : \$ 2.0 m

Total Employees: 20

Services: AppSW

Public

Parent Company: Altai, Incorporated

American Airlines

Mail Drop 4209
P.O. Box 619616
DFX Airport, TX 75261
(817) 963 2009

American Teleprocessing Corporation (ATC)

10681 Haddington Street
Houston, TX 77043
(713) 973-1616

Ron Brandow

Total Revenue FYE 01/87 (Est) : \$ 35.0 m

Is Revenue : \$ 29.8 m

Total Employees: 40

Services: Network

Private



CAMS 1988
Directory of Information Services Companies
State of Texas

APL Data Systems

710 W. Main Street
Arlington, TX 76013
(817) 265-2132

Harley Courtney, President
Private

Application Systems International

1006 Burning Tree
Houston, TX 77339
(713) 530-4070

Ed Martin, President
Private

Argo Data Resources Corp.

15301 Dallas Parkway
Dallas, TX 75248
(214) 386 4949

Max Martin, President
Total Revenue FYE / : \$ 1.7 m
Private

A.S.A.P. Computers

13620 Memorial Drive
Houston, TX 77079
(713) 468-1308

James M. Orr, Director of Marketing
Services: Pfs Tky
Private

Baird Petrophysical Group

3300 Walnut Bend
Houston, TX 77042
(713) 975-8088

Ralph W. Baird, President
Is Revenue FYE 04/87 : \$ 0.5 m
Total Employees: 4
Services: Pfs Proc SysSW
Private

Balcones Computer Corp.

2625 Bvell Ave.
Austin, TX 78758
(512) 346-1771

John A. Burns, President
Total Revenue FYE 12/84 : \$ 0.8 m
Is Revenue : \$ 0.8 m
Services: AppSW
Private

Bell & Murphy Associates

P.O. Box 816188

Dallas, TX 75381

(214) 386-0252

John W. Bell, Jr., President

Total Revenue FYE 12/86 (Est) : \$ 0.3 m

Is Revenue (Est) : \$ 0.3 m

Total Employees: 6

Services: Pfs Proc

Private

BISS, Inc.

10103 Fondren, Suite 390

Houston, TX 77096

(713) 988-1272

Mike MacBride, President

Total Employees: 5

Services: AppSW

Private

BMC Software Inc.

P.O. Box 2002

Sugarland, TX 77478

(713) 240-8800

John Moores, President

Is Revenue FYE 01/87 : \$ 16.0 m

Total Employees: 150

Services: SysSW

Private

Boffin, Inc.

7557 Rambler Rd., Suite 1050

Dallas, TX 75231

(214) 890-7017

Joe Marshall, President

Total Revenue FYE 01/84 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 12

Services: Pfs AppSW Tky

Private

CAMS 1988
Directory of Information Services Companies
State of Texas

Boss International

3435 Greystone Drive
Suite 106
Austin, TX 78731
(512) 346-1771

Kay Morgan, President

Is Revenue FYE 12/87 (Est) : \$ 1.3 m

Total Employees: 13

Services: AppSW

Private

BPI Systems, Inc.

3001 Bee Cave Rd.
Austin, TX 78746
(512) 454-7191

David R. Fernald, President

Total Revenue FYE 03/86 : \$ 10.9 m

Is Revenue : \$ 10.4 m

Total Employees: 142

Services: AppSW

Public

BSA Turnkey Corporation

1714 Brogan Street
San Antonio, TX 78232
(512) 366-3796

Burke Cabanis, President

Is Revenue FYE 12/87 : \$ 0.2 m

Total Employees: 4

Services: AppSW Tky

Private

Business Operating Software, Inc.

2607 Walnut Hill Lane
Dallas, TX 75229
(214) 956-7722

Ed Hayden, President

Is Revenue FYE 10/87 : \$ 5.0 m

Total Employees: 22

Services: Pfs Tky

Private

Business Records Corporation

1111 W. Mocking Bird
Dallas, TX 75247
(214) 688-1800

Perry Esping

Is Revenue FYE 12/87 : \$ 30.0 m

Total Employees: 1150

Services: Pfs AppSW Tky

Parent Company: Cronus Industries, Inc.

CAM-I, Inc.

611 Ryan Plaza Dr., Suite 1107
Arlington, TX 76011
(817) 860-1654

W.A. Carter, President

Total Revenue FYE 12/85 : \$ 3.7 m

Is Revenue : \$ 3.7 m

Total Employees: 23

Services: Pfs

Private

CAP Gemini Software Products, Inc.

2350 Valley View, Suite 420
Dallas, TX 75222
(214) 247-5454

Total Employees: 55

Services: AppSW

Private

Charter Information Corporation

2421 Rutlan Drive
Austin, TX 78758
(512) 835-1111

Total Revenue : \$ 1.4 m

Is Revenue : \$ 1.0 m

Services: Proc Tky

Private

ChemShare Corporation

P.O. Box 1885
Houston, TX 77001
(713) 627-8945

Dr. Michael L. McGuire, President

Services: AppSW

Private

Chilton Corporation

12606 Greenville Ave.
Dallas, TX 75243
(214) 699-6111

Van A. Smith, President

Is Revenue FYE 01/87 : \$ 105.0 m

Total Employees: 1626

Services: Network

Public

Parent Company: Borg Warner Corporation

CAMS 1988
Directory of Information Services Companies
State of Texas

Citicorp Quadstar

5220 Springvalley Rd., Suite 200
Dallas, TX 75240
(214) 980-9601

Jack Scott, President

Total Revenue FYE 10/86 (Est) : \$ 6.0 m

Is Revenue (Est) : \$ 6.0 m

Total Employees: 88

Services: AppSW

Clarity Software Corporation

13276 Research Blvd.
Suite 206
Austin, TX 78750
(512) 331-5356

James Deline, President

Total Revenue FYE 12/85 : \$ 0.4 m

Is Revenue : \$ 0.4 m

Total Employees: 6

Services: AppSW

Private

Compu-Share, Inc.

5214 68th Street
Lubbock, TX 79424
(806) 794-1400

Marvin Crossnoe, President

Is Revenue FYE 12/87 : \$ 4.5 m

Total Employees: 40

Services: AppSW Tky

Private

Computer Application Specialist

P.O. Box 201538
AUSTIN, TX 78720-1538
(512) 250-5434

E. Reynolds, President

Total Revenue FYE 09/84 (Est) : \$ 2.0 m

Is Revenue (Est) : \$ 2.0 m

Total Employees: 18

Services: Pfs AppSW Tky

Private

Computer Data Processing, Inc.

2307 Oak Lane
P.O. Box 531259
Grand Prairie, TX 75053
(214) 263-4591

M.W. Procell, President

Total Revenue FYE 12/86 (Est) : \$ 7.0 m

Is Revenue (Est) : \$ 7.0 m

Total Employees: 100

Services: Proc

Private

Computer Language Research, Inc.

2395 Midway Rd.
Carrollton, TX 75006
(214) 250-7000

Stephen T. Winn, President

Is Revenue FYE 12/87 : \$ 102.1 m

Total Employees: 1225

Services: Pfs Proc AppSW Tky

Public

Computer Services Company

3010 Buchanan St.
Wichita Falls, TX 76308
(817) 696-3010

Leonard Chittum, Jr., President

Is Revenue FYE 12/87 (Est) : \$ 0.5 m

Total Employees: 8

Services: Proc AppSW

Private

Computer Support Corp.

2215 Midway Rd.
Carrollton, TX 75006
(214) 661-8960

Fred Schoeller, President

Total Revenue FYE 10/85 (Est) : \$ 1.5 m

Is Revenue (Est) : \$ 1.5 m

Total Employees: 16

Services: Pfs Proc AppSW Tky

Private

CompuTrac, Inc.

222 Municipal drive
Richardson, TX 75080
(214) 234-4241

Harry W. Margolis, President

Total Revenue FYE 01/88 : \$ 7.4 m

Is Revenue : \$ 7.7 m

Total Employees: 43

Services: Tky

Public

Concourse Research

9304 Forest Lane, Suite 117
Dallas, TX 75243
(214) 340-1831

Private

CAMS 1988
Directory of Information Services Companies
State of Texas

Continuum Company The

9500 Arboretum Blvd.
Austin, TX 78759-6399
(512) 345-5700

Ronald C. Carroll
Is Revenue FYE 03/87 : \$ 59.5 m
Total Employees: 695
Services: Proc AppSW
Public

Cook Data Services, Inc.

6510 Abrams Rd., Suite 410
Dallas, TX 75231
(214) 341-7700

David P. Cook, President
Total Revenue FYE 12/84 : \$ 5.9 m
Is Revenue : \$ 5.9 m
Total Employees: 36
Services: Proc AppSW
Public

Corporate Systems

1212 Ross Street
Amarillo, TX 79120
(806) 376-4223

Guyon Sanders, President
Is Revenue FYE 12/87 : \$ 15.0 m
Total Employees: 232
Services: AppSW Tky
Private

Creditware

5595 Beltline Road
Suite 150
Dallas, TX 75240
(214) 490-4931

Total Revenue FYE 12/85 (Est) : \$ 0.8 m
Services: AppSW
Parent Company: Conversant Software Corporation

Cronus Industries, Inc.

12700 Park Central
Dallas, TX 75251
(214) 386-2900

Private

Cutler-Williams

4000 McEwen S.
Suite 200
Dallas, TX 75244

(214) 960-7053

George Enochs, President
Total Revenue FYE 12/88 (Est) : \$ 15.0 m
Is Revenue : \$ 15.0 m
Total Employees: 300
Services: Pfs
Private

CYGNA Communications

1100 Milan, Suite 3845
Houston, TX 77002
(713) 650-3800

Total Employees: 360
Services: Pfs
Private

Data Management Systems, Inc.

12308 Twin Creek
Manchaca, TX 78652
(512) 282-5018

David H. Brewster, CEO
Total Revenue FYE 10/86 (Est) : \$ 3.3 m
Is Revenue (Est) : \$ 3.3 m
Total Employees: 45
Services: Proc
Private

Dataplex Co.

9030 North Parkway
Suite 104
Houston, TX 77034
(713) 448-4046

Bob Rowen, President
Is Revenue FYE 01/87 (Est) : \$ 0.6 m
Total Employees: 6
Services: Proc
Private

Datronic Systems, Inc.

916 Goodwin Drive
Plano, TX 75023
(214) 422-7711

Dan Tucker, President
Is Revenue FYE 12/87 (Est) : \$ 0.4 m
Total Employees: 2
Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Texas

Decision Consultants Inc.

5000 Quorum, Suite 560
Dallas, TX 75240
(214) 386-8777

Jack Krasula, President

Total Revenue FYE 12/84 : \$ 9.0 m

Is Revenue : \$ 9.0 m

Total Employees: 140

Services: Pfs

Private

Digicon Inc.

3701 Kirby Drive
Houston, TX 77098
(713) 526-5611

Edward R. Prince, Jr., President

Total Revenue FYE 07/88 : \$ 74.2 m

Total Employees: 1100

Services: Proc Tky

Public

DLM Teaching Resources

One Dlm Park
Allen, TX 75002
(214) 248-6300

Private

Dytronix Corp.

11910 Greenville Avenue
Box 742228
Dallas, TX 75374
(214) 699-9863

John Meagher Jr., CEO

Private

DYX Corporation

P.O. Box 74228
Dallas, TX 75374
(214) 699-9863

Total Revenue (Est) : \$ 4.3 m

Total Employees: 55

Services: AppSW

Private

EDP Systems, Inc.

720 E. Park Boulevard
Plano, TX 75074
(214) 881-8454

Ted Johnston, President

Total Revenue FYE 09/85 (Est) : \$ 1.7 m

Is Revenue (Est) : \$ 1.7 m

Total Employees: 29

Services: Pfs AppSW

Public

EGT, Inc.

11011 Richmond, Suite 700
Houston, TX 77042
(713) 266-0000

Total Revenue FYE 09/85 (Est) : \$ 5.0 m

Is Revenue (Est) : \$ 3.5 m

Total Employees: 120

Services: Pfs AppSW Tky

Private

Electronic Banking Systems

1750 N. Collins Avenue
Richardson, TX 75080
Tom Metz, President

Private

Electronic Data Systems Corp.

7171 Forest Lane
Dallas, TX 75230
(214) 661-6000

Lester M. Alberthal, Jr., President

Private

Execucom Systems Corporation

9442 N. Capitol of Texas Highway
Arboretum Plaz One
Austin, TX 78759
(512) 346-4980

Gary Anderson, President

Is Revenue FYE 12/87 (Est) : \$ 19.0 m

Total Employees: 170

Services: Pfs AppSW

Parent Company: Travelers Corporation (The)

CAMS 1988
Directory of Information Services Companies
State of Texas

Factorial Systems, Inc.

3305 Northland Drive, Suite 305
Austin, TX 78731-4940
(512) 467-4940

Bill Balceczak, President

Total Revenue FYE 12/86 (Est) : \$ 1.5 m

Is Revenue (Est) : \$ 1.4 m

Total Employees: 24

Services: Pfs AppSW

Private

Financial Communications Services, Inc.

5580 LBJ Freeway, Suite 670
Dallas, TX 75240
(214) 960-8471

Private

Financial Information Systems

411 Industrial Drive, Suite # 107
Richardson, TX 75081
(214) 680-8696

Anthony Passaro, President

Total Revenue FYE 12/87 (Est) : \$ 4.0 m

Is Revenue : \$ 4.0 m

Services: Pfs AppSW

Private

First City Services Company

P.O. Box 2557
Houston, TX 77001
(713) 658-6340

Larry Betsinger, President

Total Revenue FYE 12/84 : \$ 32.0 m

Is Revenue : \$ 32.0 m

Total Employees: 358

Services: Proc

Parent Company: First City National Bank of
Houston

Flagship Group (The), Inc.

7616 LBJ Freeway
Dallas, TX 75251
(214) 385-1882

Jerome T. Paul, President

Total Employees: 4

Private

Foxmeyer-TBL

2301 Avenue J
Arlington, TX 76011
(817) 481-7843

Bill Tauscher, President

Total Revenue FYE 12/84 : \$ 15.0 m

Is Revenue : \$ 12.0 m

Total Employees: 150

Services: Proc

Public

Gardner & Associates

217 South Stemmons
Suite 215
Lewisville, TX 75067
(214) 221-6400

Terry Gardner, President

Is Revenue FYE 12/87 : \$ 0.4 m

Total Employees: 8

Services: AppSW Tky

Private

Geophysical Services Inc.

P.O. Box 225621
Dallas, TX 75265
(214) 995-2011

Dolan K. McDaniel, President

Services: Proc

GeoQuest Systems, Inc.

4605 Post Oak Place, Suite 230
Houston, TX 77027
(713) 622-8065

Rex C. Ross, President

Total Revenue FYE 01/87 : \$ 2.1 m

Is Revenue : \$ 2.1 m

Services: AppSW Tky

Private

Geosource, Inc.

6909 Southeast Freeway
Houston, TX 77236-7561
(713) 774-7561

Don Sheffield, President

Is Revenue FYE 01/87 : \$ 21.0 m

Total Employees: 3000

Services: Pfs Proc AppSW Tky

Public

CAMS 1988
Directory of Information Services Companies
State of Texas

Grant-Norpac, Inc.

10550 Richmond Avenue
P.O. Box 42801
Houston, TX 77042
(713) 556-1400

Private

Guidance Software, Inc.

1601 Westheimer, Suite 201
Houston, TX 77006
(713) 360-3561

Private

Hal Systems & Services, Inc.

17750 Preston Road
Dallas, TX 75252
(214) 248-8008

Greg Hahn, President

Is Revenue FYE 09/87 : \$ 1.8 m

Total Employees: 24

Services: Pfs Proc AppSW SysInt Tky

Private

Harte-Hanks Communications, Inc.

P.O. Box 269
San Antonio, TX 78291
(512) 829-9000

Bob Marbut, President

Private

Hogan Systems, Inc.

5080 Spectrum Drive
Suite 400E
Dallas, TX 75248
(214) 386-0020

Gary Fiedler, President

Is Revenue FYE 03/87 : \$ 34.0 m

Total Employees: 525

Services: Pfs AppSW

Public

Houston Data Center, Inc.

6801 Portwest Dr., Suite 170
Houston, TX 77024
(713) 880-0042

George J. Kurka, President

Is Revenue FYE 03/87 (Est) : \$ 5.3 m

Total Employees: 55

Services: Proc AppSW Tky

Private

**Houston Engineering Research Corporation
(HERCO)**

7250 Wynnwood
Houston, TX 77008
(713) 869-9371

C.J. Vondrehle, President

Is Revenue FYE 12/87 : \$ 1.2 m

Total Employees: 22

Services: Pfs AppSW Tky

Private

IMSL, Inc.

2500 Parkwear Tower One
255 Citywest Blvd.
Houston, TX 77042
(713) 782-6060

Total Revenue : \$ 10.0 m

Is Revenue : \$ 6.6 m

Total Employees: 155

Services: AppSW

Private

Information Network Corporation

14677 Midway Road
Dallas, TX 75244
(214) 630-1240

James McNeff, President

Total Revenue FYE 12/84 : \$ 9.5 m

Is Revenue : \$ 9.5 m

Total Employees: 120

Services: Proc

Private

INFOSTAT, Inc.

9400 N. Central Expressway
Suite 1400
Dallas, TX 75231
(214) 692-7828

Gerald Neal, President

Total Revenue FYE 09/88 (Est) : \$ 2.5 m

Is Revenue (Est) : \$ 2.5 m

Total Employees: 30

Services: Pfs AppSW SysSW Tky

Private

CAMS 1988
Directory of Information Services Companies
State of Texas

Infotran Corporation

5222 Woodlawn
Belaire, TX 77401
(713) 660-7090

Kurt Leutwyler, President
Total Revenue (Est) : \$ 0.3 m
Is Revenue (Est) : \$ 0.3 m
Total Employees: 4
Services: AppSW
Private

Intellisource, Inc.

1335 Valwood Parkway
Suite 111
Carrollton, TX 75006
(214) 620-1242

Pat Haggerty, Jr., President
Total Revenue : \$ 5.0 m
Is Revenue : \$ 5.0 m
Total Employees: 25
Services: Tky
Private

Intratec Systems, Inc.

3030 LBJ Freeway, Ste 1500
Dallas, TX 75234
(214) 620-2091

Sue Searby, Vice President
Private

James B. Hotze & Company

5001 Bissonnet
Bellair, TX 77401
(713) 664-1172

James B. Hotze, President
Is Revenue FYE 12/87 : \$ 0.5 m
Total Employees: 5
Services: Pfs AppSW
Private

Kapstrom, Inc.

5952 Royal Lane, Suite 124
Dallas, TX 75230
(214) 369-1718

Private

Key Enterprises

1722 NE 3rd
Amarillo, TX 79107
(806) 372-8962

Private

Landmark Graphics Corporation

333 Cypress Run
Suite 100
Houston, TX 77094
(713) 579-4700

C.E. Ennis, President
Is Revenue FYE 06/87 (Est) : \$ 29.5 m
Total Employees: 85
Services: Tky
Private

Lantech Systems, Inc.

1551 Glenville Dr.
Richardson, TX 75081
(214) 680-9700

Cory Preville, V.P. Sales
Services: AppSW
Private

Learmonth & Burchett Management Systems, Inc.

2900 N. Loop West, # 800
Houston, TX 77092
(713) 682-8530

Total Revenue FYE 01/87 (Est) : \$ 21.6 m
Is Revenue : \$ 21.6 m
Total Employees: 30
Services: Pfs AppSW
Parent Company: LBMS, Plc

Lomas & Nettleton Information Systems

1750 Regal Row
Dallas, TX 75235
(214) 879-5122

Matt Jacobs, CEO
Is Revenue FYE 06/87 : \$ 25.1 m
Total Employees: 450
Services: Proc AppSW
Parent Company: Lomas-Nettleton Financial Corporation

CAMS 1988
Directory of Information Services Companies
State of Texas

Lone Star Micro

4239 Herschel Ave
 Dallas, TX 75219
 (214) 521-2931

Private

M/A/R/C, Inc.

7850 N. Belt Line Road
 Irving, TX 75063
 (214) 506-3400

Sharon Munger, President
 Is Revenue FYE 03/87 : \$ 63.0 m
 Total Employees: 400
 Services: Pfs AppSW
 Public

Martec Computer Services Co.

P. O. Box 162559
 1425 Greenway
 Irving, TX 75308
 (214) 630-1240

James McNeff
 Total Revenue FYE 01/87 (Est) : \$ 7.5 m
 Total Employees: 20
 Services: Proc
 Private

Mason Best Company

2121 San Jacinto St., Suite 1933
 Dallas, TX 75201
 (214) 754-2690

Matrix Insurance Services, Inc.

7676 Hilmont Suite 355
 Houston, TX 77040
 (713) 690-7676

Richard Markson, President
 Is Revenue FYE 12/87 : \$ 6.0 m
 Total Employees: 75
 Services: Proc Tky
 Public

MCC Systems Inc.

14950 Heathrow Forest Pky
 Suite 260
 Houston, TX 77060
 (713) 590-1000

Charles McClurkin, President
 Total Revenue FYE 01/87 (Est) : \$ 1.2 m
 Is Revenue : \$ 1.0 m
 Total Employees: 15

Services: Pfs AppSW SysInt Tky
 Private

Metier Management Systems, Inc.

2900 North Loop West, Suite 1300
 Houston, TX 77092
 (713) 956-7511

Robin W.I. Lodge, President
 Services: AppSW Tky
 Parent Company: Lockheed Corporation

MICA

2349 Memorial Blvd.
 Port Arthur, TX 77640
 (409) 983-2051

Quinten Hensley, President
 Is Revenue FYE 11/87 : \$ 4.2 m
 Total Employees: 40
 Services: AppSW
 Private

Micro Associates, Inc.

2349 Memorial Blvd.
 Port Arthur, TX 77640
 (409) 983-2051

Mark J. Lee, President
 Is Revenue FYE 11/87 : \$ 1.9 m
 Total Employees: 40
 Services: AppSW
 Private

Microdynamics Inc.

10461 Brockwood Road
 Dallas, TX 75138
 (214) 343-1170

Ron Martell
 Total Revenue FYE 01/87 (Est) : \$ 18.0 m
 Is Revenue : \$ 18.0 m
 Total Employees: 120
 Services: Tky
 Private

CAMS 1988
Directory of Information Services Companies
State of Texas

Mineral Search, Inc.

11925 Windfern
Houston, TX 77064
(713) 890-7600

William C. Oliver, President
Is Revenue FYE 12/87 : \$ 0.4 m
Total Employees: 12
Services: Pfs Proc
Private

Morgan Computing Co.

P.O. Box 112730
Carrollton, TX 75011
(214) 746-5335

Total Employees: 6
Private

Mountain Software Growers, Inc.

5201 Mitchelldale, Suite B-4
Houston, TX 77092
(713) 680-3059

Total Revenue FYE 02/86 (Est) : \$ 1.5 m
Is Revenue (Est) : \$ 1.5 m
Total Employees: 25
Services: Pfs AppSW Tky
Private

MTech

P.O. Box 152055
Irving, TX 75015-2055
(214) 506-4000

Is Revenue FYE 12/87 : \$ 230.0 m
Total Employees: 2770
Services: Network Proc AppSW Tky
Public

National FSI, Inc.

2777 Stemmons Freeway
Suite 700
Dallas, TX 75207
(214) 689-3200

Robert Tierney, President
Total Revenue FYE 12/87 : \$ 17.3 m
Total Employees: 200
Services: Proc AppSW Tky
Public

Nationwide Computer Services

N. Interstate 45
Box 610
Ennis, TX 75119

(214) 875-4746

Clay Callaway, President
Total Revenue FYE 06/85 (Est) : \$ 3.0 m
Is Revenue (Est) : \$ 3.0 m
Total Employees: 50
Services: Proc AppSW
Private

Netec International Inc.

P.O. Box 180549
Dallas, TX 75218
(214) 324-2848

Gart W. Goodwin, President
Is Revenue FYE 12/87 : \$ 1.5 m
Total Employees: 11
Services: SysSW
Private

Northern Telecom, Inc.

2100 Lakeside Blvd.
Richardson, TX 75081
(214) 437-8000

Roy Merrills, President
Is Revenue FYE 12/87 : \$ 40.0 m
Total Employees: 50000
Services: AppSW SysSW
Parent Company: Northern Telecom, Ltd.

Nova Graphics International Corp.

1515 Capital-TX Hwy. S.
Austin, TX 78746
(512) 327-9300

Harold Blair, President
Total Revenue FYE 01/87 (Est) : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 10
Services: SysSW
Private

Nutri Med. Inc.

3400 Silver Stone Drive
Plain Oak, TX 75023
(214) 985-9243

Hal Richardson, President
Is Revenue FYE 12/87 : \$ 0.1 m
Total Employees: 2
Services: Pfs AppSW SysInt Tky
Private



CAMS 1988
Directory of Information Services Companies
State of Texas

On-Syte

1309 W. 15th Street
Suite 130
Plano, TX 75075
(214) 423-5300
Cliff Lazarine, President
Total Revenue FYE 10/86 (Est) : \$ 8.0 m
Total Employees: 100
Services: Proc
Private

Palantir Software

12777 Jones Rd., Suite 100
Houston, TX 77070
(713) 955-8880
Dennis J. Bilbe, President
Is Revenue FYE 12/87 : \$ 1.6 m
Total Employees: 20
Services: AppSW
Private

PASS, Inc.

9006 Woodbluff
Dallas, TX 75243
(214) 341-8208
Delbert Stehl, Sr., President
Is Revenue FYE 12/87 (Est) : \$ 0.1 m
Total Employees: 3
Services: Pfs Proc
Private

Petrocomp Systems Inc.

1111 N. Loop West, Suite 940
Houston, TX 77008
(713) 880-0226
Mike Ball, Vice President
Total Employees: 45
Services: Pfs AppSW
Private

Petroware, Inc.

4849 Greenville Avenue
Suite 230
Dallas, TX 75206
(214) 696-4931
L. G. Hayes, President
Total Revenue FYE 12/84 (Est) : \$ 3.0 m
Is Revenue (Est) : \$ 2.7 m
Total Employees: 75
Services: Pfs AppSW
Private

PMI, Inc.

P.O. Box 35408
Dallas, TX 75235
(214) 255-9141
Janet Iveson, President
Total Employees: 8
Private

Popular Programs, Inc.

16420 Park Ten Place #205
Houston, TX 77084
(713) 579-0481
Douglas Morgan, President
Is Revenue FYE 01/87 (Est) : \$ 0.7 m
Total Employees: 8
Services: AppSW
Private

Power Computing Company

1930 HiLine Drive
Dallas, TX 75207
(214) 655-8822
Tom Aud, President
Services: Proc AppSW Tky
Parent Company: McDermott International, Inc.

Pro-Access, Ltd.

1900 N. Loop West
Suite 200
Houston, TX 77018
(713) 880-9500
David R. Cassell, Managing Partner
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 7.5 m
Total Employees: 50
Services: Pfs
Private

Profit Technologies

25501 McDonalad
Woodlands, TX 77380
(713) 292-8600
Charles Shoptaw, President
Total Employees: 10
Services: Pfs
Private

CAMS 1988
Directory of Information Services Companies
State of Texas

Radian Corporation

8501 Mo-Pac Boulevard
Austin, TX 78766
(512) 454-4797
Donald Carlton, President
Is Revenue FYE 12/87 : \$ 6.5 m
Total Employees: 900
Services: Pfs AppSW
Private

R Systems, Inc.

10310 Markison Rd
Dallas, TX 75238
(214) 343-9188
Bill Kiely, President
Is Revenue FYE 12/87 : \$ 2.0 m
Total Employees: 17
Services: AppSW
Private

Rubicon Corporation

1200 E. Campbell Rd.
Suite 100
Richardson, TX 75081
(214) 231-6591
William G. Groves, Chairman
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 7.5 m
Total Employees: 75
Services: Tky
Public

Seiscom Delta, Inc.

580 W. Lake Park
Houston, TX 77079
(713) 556-1400
Jack B. Manning, Chairman
Total Revenue FYE 09/85 : \$ 85.6 m
Is Revenue : \$ 10.3 m
Total Employees: 8700
Services: Pfs Proc Tky
Public

Seisdata Services, Inc.

16800 Imperial Valley Dr., Suite 400
Houston, TX 77060
(713) 931-7661
Raymond W. Clawson, President
Total Revenue FYE 12/85 (Est) : \$ 5.7 m
Is Revenue (Est) : \$ 2.5 m
Total Employees: 125

Services: Proc
Public

SGM, Inc.

8830 Interchange Dr.
Houston, TX 77054
(713) 666-2701
Bill McCullough, President
Total Revenue FYE 09/84 : \$ 2.0 m
Is Revenue : \$ 1.6 m
Services: AppSW
Private

Shared Financial Systems

15301 Dallas Parkway
Suite 650
Dallas, TX 75248
(214) 233-8356
William McCormick, President
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 6.3 m
Total Employees: 100
Services: AppSW
Private

Shaw Systems Associates, Inc.

6200 Savoy Drive
Suite 600
Houston, TX 77036
(713) 782-7730
Roy Shaw Jr., President
Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 43
Services: AppSW
Private

Sheshunoff Information Services, Inc.

P.O. Box 13203
Capital Station
Austin, TX 78711
(512) 472-2244
Alex Sheshunoff, President
Total Revenue FYE 01/87 (Est) : \$ 2.7 m
Is Revenue : \$ 0.8 m
Total Employees: 75
Services: AppSW
Private
Parent Company: Warren, Gorham, and
Lamont

Software Automation

CAMS 1988
Directory of Information Services Companies
State of Texas

14333 Proton
Dallas, TX 75234
(214) 392-2802

Private

CAMS 1988
Directory of Information Services Companies
State of Texas

Southwest Software

813 Great Southwest Parkway
Arlington, TX 76011
(817) 640-8911

James Patrick Williams, President
Parent Company: Altai, Inc

Stemco, Inc.

P.O. Box 1989
Longview, TX 75606
(800) 427-2051

Roger Marksberry, President
Is Revenue FYE 12/87 : \$ 2.0 m
Total Employees: 100
Services: Network
Private

Sterling Software, Inc.

3700 Campbell Centre
8350 N. Central Expwy.
Dallas, TX 75206
(214) 891-8600

Sterling L. Williams, President
Is Revenue FYE 09/87 (Est) : \$ 200.0 m
Total Employees: 2450
Services: Pfs AppSW SysSW
Public

Sterling Swift Publishing Co.

7901 South IH-35
Austin, TX 78744
(512) 282-6840

Private

Stonehouse and Company, Inc.

4100 Spring Valley Road, Suite 400
Dallas, TX 75244
(214) 960-1566

Marshall Roberts, President
Is Revenue FYE 12/87 : \$ 2.5 m
Total Employees: 25
Services: AppSW
Private

Symbolics Financial Systems, Inc.

1740 North Collins Blvd.
Richardson, TX 75081
(214) 238-5750

Gerry Nelson, President
Total Revenue FYE 12/85 : \$ 6.0 m
Is Revenue : \$ 6.0 m

Total Employees: 62

Services: AppSW

Parent Company: Lomas-Nettleton Financial
Corporation

Synercom Technology, Inc.

2500 City West Blvd.
Suite 1100
Houston, TX 77042
(713) 954-7000

Thomas E. Moore, President
Total Revenue FYE 01/87 : \$ 17.3 m
Total Employees: 162
Services: AppSW
Public

System One Corporation

2929 Allen Parkway
Houston, TX 77019
(713) 630-5000

Richard E. Murray, President
Total Revenue FYE 01/87 : \$ 29.0 m
Is Revenue : \$ 29.0 m
Total Employees: 500
Services: Proc
Parent Company: Texas Air Corporation

Systems Application Engineering, Inc.

3955 Westcenter
Houston, TX 77042
(713) 783-6020

Total Revenue FYE 06/85 : \$ 4.9 m
Is Revenue : \$ 4.9 m
Total Employees: 56
Services: Pfs AppSW Tky
Private

System Software, Inc.

16302 Sea Lark
Houston, TX 77062
(713) 480-8812

Bill J. Predmore, President
Total Employees: 10
Services: SysInt
Private

CAMS 1988
Directory of Information Services Companies
State of Texas

Tandy Corporation

1800 One Tandy Center
Fort Worth, TX 76102
(817) 390-3700

John Poach, President

Is Revenue FYE 01/87 : \$ 150.0 m

Services: AppSW SysSW

Public

TCS Software, Inc.

6100 HILLCROFT
SUITE 600
HOUSTON, TX 77081
(713) 771-6000

W. Kyle Willis, President

Total Revenue (Est) : \$ 3.0 m

Is Revenue (Est) : \$ 3.0 m

Total Employees: 45

Services: Pfs

Private

Technical Advantage Corporation

1200 South Sherman, Suite 130
Richardson, TX 75081
(214) 644-2022

Tom DeHart, President

Total Revenue FYE 09/85 : \$ 0.5 m

Is Revenue : \$ 0.5 m

Total Employees: 6

Services: Pfs AppSW SysInt

Private

**Technical Evaluation and Management
Systems, Inc. (TEAMS)**

5151 Beltline Road, Suite 1110
Dallas, TX 75240
(214) 386-5764

Dr. Floyd E. Leaders, Jr., President

Total Revenue (Est) : \$ 4.5 m

Is Revenue (Est) : \$ 4.0 m

Total Employees: 60

Services: Proc AppSW

Private

Texas Air System One

333 Clay Street, Suite 4040
Houston, TX 77002
(713) 658-9588

Francisco A. Lorenzo, CEO

Public

Texas Direct, Inc.

5100 Rondo Drive
Fort Worth, TX 76106
(817) 625-4221

John W. Windle, President

Total Revenue FYE 12/84 : \$ 6.5 m

Is Revenue : \$ 3.2 m

Total Employees: 91

Services: Proc

Private

Texas Instruments Incorporated

P.O. Box 255474
Dallas, TX 75265
(214) 995-2355

Jerry R. Junkins, President

Is Revenue FYE 12/87 : \$ 111.0 m

Services: Pfs Proc AppSW SysSW

Public

Tigon Corporation (The)

17085 Knoll Trail Drive
Dallas, TX 75248
(214) 733-2700

John Beletic

Total Revenue FYE 01/87 (Est) : \$ 12.5 m

Is Revenue : \$ 12.5 m

Total Employees: 125

Services: Network

Private

Uniflex Database Systems, Inc.

P.O. Box 112730
Carrollton, TX 75011
(214) 991-7598

Chris Morgan

Total Revenue FYE 01/87 : \$ 0.3 m

Is Revenue : \$ 0.3 m

Total Employees: 3

Services: Proc AppSW Tky

Private

Uniflex Integration Systems, Inc.

150 W. Carpenter Fwy
Irving, TX 75039
(214) 717-0068

Jeff Waxman, President

Total Revenue FYE 01/87 (Est) : \$ 10.0 m

Is Revenue : \$ 10.0 m

Total Employees: 150

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of Texas

CAMS 1988
Directory of Information Services Companies
State of Texas

U. S. Data Corporation

1551 Glenville Drive
Richardson, TX 75085
(214) 680-9700

Bob Midyett, President
Total Employees: 100
Services: AppSW SysSW
Private

Walter E. Ulrich Consultants

1100 Lousicna Ave #4100
Houston, TX 77002
(713) 666-5433

Carol Philips, Partner in Charge
Total Revenue FYE 12/86 (Est) : \$ 4.0 m
Is Revenue (Est) : \$ 4.0 m
Total Employees: 60
Services: Pfs
Parent Company: Coopers & Lybrand

Welcom Software Technology

1325 South Dairy Ashford
Suite 125
Houston, TX 77077
(713) 558-0514

Tony Welsh, President
Is Revenue FYE 01/87 (Est) : \$ 0.5 m
Total Employees: 50
Services: AppSW
Private

Western Geophysical

P.O. Box 2469
Houston, TX 77252
(713) 789-9600

Is Revenue FYE 01/87 (Est) : \$ 45.0 m
Total Employees: 5000
Services: Proc
Parent Company: Litton Industries, Inc.

CAMS 1988
Directory of Information Services Companies
State of Vermont

Commercial Logic, Inc.

P.O. Box 170
Norwich, VT 05055
(802) 649-1352

Peter Coburn, President
Is Revenue FYE 07/87 (Est) : \$ 0.4 m
Total Employees: 8
Services: SysSW
Private

Interpretive Data Systems

1500 Shellburne Road, Box 1070
S. Burlington, VT 05402
(802) 862-1022

Richard E. Tarrant, President
Total Revenue FYE 06/85 (Est) : \$ 30.0 m
Is Revenue (Est) : \$ 24.0 m
Total Employees: 200
Services: Proc AppSW
Private

Systems and Software, Inc.

Griswold Industrial Park
R.D. 2 Post Office Box 51A
Williston, VT 05495
(802) 863-5569

William H. Willey, President
Total Employees: 7
Services: AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Utah

Applied Engineering Co.

411 West 400 South
Salt Lake City, UT 84101
(801) 532-5343

Ken Struhs

Total Revenue FYE 01/87 (Est) : \$ 1.7 m
Total Employees: 17
Private

Aurelian Corporation

P.O. Box 1319
Orem, UT 84057-1319
(801) 225-5532

Mark Cunningham, President

Total Revenue FYE 10/85 : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 15
Services: Pfs AppSW
Private

Automated Language Processing Systems, Inc.

295 Chipeta Way
Salt Lake City, UT 84108
(801) 375-0090

A.T. Zirke, President

Total Revenue FYE 12/86 : \$ 2.8 m
Is Revenue : \$ 1.7 m
Total Employees: 115
Services: AppSW
Public

Dynamic Time Systems, Inc.

11331 South State Street
Provo, UT 84601
(801) 377-9154

W. Richard Horton, President

Total Employees: 30
Services: Tky
Private

Evans and Sutherland Computer Corp.

580 Arapacen Drive
Salt Lake City, UT 84108
(801) 582-5847

David C. Evans

Is Revenue FYE 12/87 (Est) : \$ 134.4 m
Total Employees: 1350
Services: AppSW Tky
Public

Evans & Sutherland Computer Corp.

580 Arapacen Drive

Salt Lake City, UT 84108
(801) 582-5847

David C. Evans, President
Public

Future Software

2525 South Main, Suite 9 te 9
Salt Lake City, UT 84115
(801) 487-5330

Bob Wall, President

Total Employees: 15
Services: AppSW
Private

Hiller Industries

631 North 400 West
Salt Lake City, UT 84103
(801) 521-2411

Melvin Hiller, President

Is Revenue FYE 12/87 (Est) : \$ 6.0 m
Total Employees: 110
Services: AppSW
Private

IHC Affiliated Services, Inc.

36 S. State St.
Salt Lake City, UT 84111
(801) 530-3442

Robert Walker, President

Is Revenue FYE 12/87 : \$ 26.0 m
Total Employees: 215
Services: AppSW
Parent Company: Intermountain Health Care, Inc.

Knowledge Data Systems

102 West 500 South
Suite 600
Salt Lake City, UT 84101
(801) 355-7100

Jim Durham, President

Total Employees: 75
Public

CAMS 1988
Directory of Information Services Companies
State of Utah

Lytron Systems

1675 North 200 West, Bldg. #2
Provo, UT 84604
(801) 373-6604

Private

Management Systems Corporation

5201 Green Street, Suite 100
P.O. Box 72530
Salt Lake City, UT 84107-2530
(801) 264-2900

Bill Weft, President

Total Employees: 30

Private

MegaWest Systems

345 Bearcat Drive
Salt Lake City, UT 84115
(801) 487-0788

Mike Archuleta, President

Is Revenue FYE 12/87 : \$ 2.0 m

Total Employees: 19

Services: AppSW SysInt Tky

Private

Novell, Inc.

122 E. 1700 South
Provo, UT 84601
(801) 379-5900

Raymond J. Noorda, President

Is Revenue FYE 10/87 : \$ 135.5 m

Total Employees: 1300

Services: Pfs SysSW

Public

Softtrack Systems

P.O. Box 16750
Salt Lake City, UT 84116
(801) 531-8550

Curtis Allen, President

Is Revenue FYE 12/87 : \$ 1.2 m

Total Employees: 13

Services: AppSW

Private

Softtrak Systems

1977 West North Temple,
P.O. Box 1675084116
Salt Lake City, UT 84116
(801) 531-8550

Services: AppSW

Private

Software Systems, Inc.

1570 N. Main
P.O. Box 31
Spanish Fork, UT 84660
(801) 798-9851

Duane Hutchings, President

Is Revenue FYE 09/87 : \$ 0.9 m

Total Employees: 11

Services: Pfs AppSW SysInt Tky

Private

SOS Computer Systems, Inc.

1401 W. 820 North
Provo, UT 84601
(801) 375-7775

David Smart, President

Is Revenue FYE 01/87 : \$ 3.0 m

Total Employees: 55

Services: Proc Tky

Private

Spillman Data Systems, Inc.

15 South Main Suite 400
Logan, UT 84321
(801) 753-1610

Richard E. Spillman, President

Total Revenue FYE 12/84 : \$ 0.9 m

Is Revenue : \$ 0.9 m

Services: Pfs AppSW Tky

Private

Telesun Corporation

404 E. 4500 S., Suite B12
Salt Lake City, UT 84107
(801) 261-4936

Private

CAMS 1988
Directory of Information Services Companies
State of Utah

Wicat Systems, Inc.

1875 S. State Street
Orem, UT
(801) 224-6400

Robert Mendenhall, President

Total Revenue FYE 01/87 (Est) : \$ 39.0 m

Is Revenue : \$ 39.0 m

Total Employees: 600

Services: Pfs AppSW Tky

Private

WordPerfect Corporation

1555 N. Technology Way
Orem, UT 84057
(801) 227-4020

Dr. Alan C. Ashton, President

Is Revenue FYE 12/87 : \$ 100.3 m

Total Employees: 760

Services: AppSW

Private

CAMS 1988
Directory of Information Services Companies
State of Virginia

ADS Software, Inc.

707 5th Street
P.O. Box 13686
Roanoke, VA 24016
(703) 344-6818
William Lawton, President
Is Revenue FYE 01/87 (Est) : \$ 1.4 m
Total Employees: 15
Services: AppSW
Private

Advanced Systems Development

2800 Shirlinton Road
Suite 800
Alexandria, VA 22206
(703) 998-3900
R. Bennett, President
Total Revenue FYE 09/87 : \$ 6.5 m
Is Revenue : \$ 6.5 m
Total Employees: 100
Private

Advanced Technology, Inc.

12005 Sunrise Valley Drive
Reston, VA 22091
(703) 620-8000
Robert E. LaRose, President
Total Revenue FYE 01/87 (Est) : \$ 20.0 m
Is Revenue : \$ 6.0 m
Total Employees: 2300
Services: Network Pfs SysSW SysInt Tky
Parent Company: Emhart Corporation

Agrimetrics Associates

P. O. Box 1160
Chester, VA 23831
(804) 748-8176
Sidney Brown
Is Revenue FYE 09/87 : \$ 4.0 m
Total Employees: 23
Services: Pfs
Private

American Management Systems, Inc.

1777 North Kent St.
Arlington, VA 22209
(703) 841-6000
Charles O. Rossoti, President
Total Employees: 2410
Services: Pfs Proc AppSW
Public

ATA Services, Inc.

2200 Mill Road
Alexandria, VA 22314
(703) 838-1900
Ron Knott, Senior Vice President
Is Revenue FYE 06/87 (Est) : \$ 0.8 m
Total Employees: 40
Services: Proc AppSW Tky
Parent Company: American Trucking
Association

**Automated Image Management (AIM)
Division**

3907 Herndon Parkway
Herndon, VA 22070
(703) 478-9410
Parent Company: COMNET Corporation

BCI, Inc.

1749 Old Meadow, Suite 210
McLean, VA 22102
(703) 442-0515
Ronald F. Graves, Chief Operation Officer
Total Revenue FYE 12/84 (Est) : \$ 11.0 m
Total Employees: 19
Parent Company: Bell Canada Enterprises

BDM International, Inc.

7915 Jones Beach Dr.
McLean, VA 22102
(703) 848-5000
Earle C. Williams, President
Is Revenue FYE 01/87 : \$ 307.4 m
Total Employees: 3601
Services: Pfs SysInt
Public

Berman Associates Inc.

101 E. Holly Ave., Suite 14
Sterling, VA 22170
(703) 450-5000
Lon Berman, President
Total Employees: 10
Services: Pfs AppSW
Private

CAMS 1988
Directory of Information Services Companies
State of Virginia

BETAC Corporation

1401 Wilson Blvd.
Arlington, VA 22209
(703) 243-9200
Earl Lockwood, President
Is Revenue FYE 09/87 : \$ 18.0 m
Total Employees: 275
Services: SysInt
Private

Business Management Systems, Inc.

10565 Lee Highway
Fairfax, VA 22030
(703) 591-0911
Dennis Makurat
Is Revenue FYE 01/87 : \$ 1.9 m
Total Employees: 15
Services: AppSW Tky
Private

C3, Inc.

460 Herndon Parkway
Herndon, VA 22020
(703) 471-6000
Richard C. Litsinger, President
Is Revenue FYE 03/87 : \$ 68.5 m
Total Employees: 600
Services: SysInt
Public

CACI, Inc.

1700 North Moore Street
Arlington, VA 22209
(703) 841-7800
J.P. London, President
Is Revenue FYE 01/87 : \$ 85.5 m
Total Employees: 2500
Services: Pfs
Public

CCG Systems, Inc.

600 Court Street
Portsmouth, VA 23704
(804) 393-4383
Jim Nelson, President
Total Revenue FYE 05/85 : \$ 0.3 m
Is Revenue : \$ 0.3 m
Services: AppSW
Private

Communications Management Systems, Inc.

1500 Planning Research Drive
McClean, VA 22102
(703) 556-2300

Total Revenue (Est) : \$ 8.0 m
Is Revenue (Est) : \$ 7.6 m
Services: Proc AppSW
Parent Company: Cincinnati Bell, Inc.

Comnet - Aim Division

397 Herndon Parkway
Suite 1
Herndon, VA 22070
(703) 478-9410
John Hydinger, President
Is Revenue FYE 03/87 : \$ 2.5 m
Total Employees: 28
Services: Pfs Proc
Parent Company: Comnet

Compucare, Inc.

2051 Mercator Drive
Reston, VA 22091
(703) 648-9000
Ron Aprahamian, President
Is Revenue FYE 12/88 : \$ 43.6 m
Total Employees: 400
Services: Pfs AppSW Tky
Private

Computer Applications, Inc.

P.O. Box 97
Fairfax Station, VA 22039
(703) 250-9504
Brin Ford, President
Total Revenue FYE 12/84 : \$ 0.8 m
Is Revenue : \$ 0.5 m
Total Employees: 12
Services: Pfs Tky
Private

Computer Company (The)

1905 Westmoreland St.
Richmond, VA 23230
(804) 254-2200
Total Employees: 1000
Services: Network Proc
Parent Company: Blue Cross & Blue Shield

CAMS 1988
Directory of Information Services Companies
State of Virginia

Computer Resource Management, Inc.

210-C Gallows Road
Vienna, VA 22180
(703) 893-9261

Ervin Torrez, President

Total Employees: 150

Private

Contractors Management Systems

1150 Sunset Hills Road, Suite 300
Reston, VA 22090
(703) 435-3172

Scott Sloan, President

Total Revenue FYE 10/86 (Est) : \$ 2.0 m

Is Revenue (Est) : \$ 2.0 m

Total Employees: 22

Services: AppSW

Private

Coyne Kalajian, Inc.

1701 North Fort Myer Drive
Suite 600
Arlington, VA 22209
(703) 522-7026

John Coyne, President

Total Employees: 50

Private

Crichlow Data Sciences Inc.

15701 Brandywine Road
Dumfries, VA 22026
(703) 670-2040

Private

CR Software, Inc.

10474 Armstrong Street
Fairfax, VA 22031
(703) 934-9060

Warren Dedrick, President

Total Revenue FYE 06/85 : \$ 1.0 m

Is Revenue : \$ 1.0 m

Total Employees: 10

Services: AppSW

Private

Data Base Management, Inc.

6377 Little River Turnbike
Alexandra, VA 22312
(703) 642-2250

William Schmidt, President

Total Revenue FYE 12/84 : \$ 8.0 m

Is Revenue : \$ 8.0 m

Total Employees: 130

Services: Pfs AppSW

Private

Datacare, Inc.

3140 Chaparcal Drive
Building C
Roanoke, VA 24018
(703) 989-7023

C. David Kirk, President

Total Revenue FYE 09/84 : \$ 13.0 m

Is Revenue : \$ 13.0 m

Total Employees: 130

Services: Pfs Proc AppSW

Private

Datametrics Systems Corporation

718 Palmer Drive
Herndon, VA 22070
(703) 425-1006

Dr. John Kelly

Total Employees: 20

Services: Pfs SysSW

Private

Data Systems Corporation

8827 Staples Mill Road
Richmond, VA 23228
(804) 264-7300

A. Paul Cox, Jr., President

Total Revenue FYE 07/86 : \$ 11.0 m

Is Revenue : \$ 11.0 m

Total Employees: 150

Services: Pfs Proc AppSW

Private

DPC Corporations

7115 Leesburgh Pike
Falls Church, VA 22046
(703) 532-1775

John Waughan, President

Is Revenue FYE 06/87 (Est) : \$ 1.0 m

Total Employees: 20

Services: Proc

Private

CAMS 1988
Directory of Information Services Companies
State of Virginia

ERC International, Inc.

3211 Jermantown Road
P.O. Box 10107
Fairfax, VA 22030
(703) 246-0200

Jack Aalseth, President

Total Revenue FYE 12/85 : \$ 32.0 m

Total Employees: 650

Services: Pfs AppSW

Public

Essex Corporation

333 North Fairfax
Alexandria, VA 22355
(703) 548-4500

Robert B. Pirie, Jr., President

Total Revenue FYE 12/86 : \$ 22.9 m

Services: Pfs

Public

Figgie International Inc.

1000 Virginia Center Pkwy
Richmond, VA 23295
(804) 264-5600

Harry E. Figgie, Jr., President

Total Revenue FYE 12/86 : \$ 919.0 m

Public

Flow General, Inc.

7655 Old Springhouse Road
McLean, VA 22102
(703) 893-5915

Robert Wengler

Is Revenue FYE 06/87 (Est) : \$ 50.0 m

Total Employees: 2268

Services: Pfs AppSW

Public

Galler Associates, Inc.

520 North Washington
Falls Church, VA 22046
(602) 965-9781

Private

Galler Automation Industries Inc.

520 North Washington Street
Falls Church, VA 22046
(703) 525-9292

Jerry Galler, President

Total Revenue FYE 12/84 : \$ 5.5 m

Is Revenue : \$ 5.5 m

Services: Pfs AppSW

Parent Company: Galler Associates, Inc.

Ganesa Group International

1495 Chain Bridge Rd.
McLean, VA 22101
(703) 492-0442

Private

General Research

7655 Old Sprint House Road
McLean, VA 72102
(703) 893-5900

Robert Wengler, President

Total Revenue : \$ 62.0 m

Is Revenue : \$ 62.0 m

Total Employees: 350

Services: Pfs AppSW

Public

Parent Company: Flow General, Inc.

Graphic Communications Association

1730 N. Lynn Street, Suite 604
Arlington, VA 22209
(703) 841-8160

Services: AppSW

GTE Telenet Communications Corp.

12490 Sunrise Valley Dr.
Reston, VA 22096
(703) 689-6000

Paolo Guidi, President

Is Revenue FYE 12/87 : \$ 216.0 m

Total Employees: 1800

Services: Network Pfs

Parent Company: GTE Corporation

CAMS 1988
Directory of Information Services Companies
State of Virginia

INCO, Inc.

8201 Greensboro Drive
McLean, VA 22102
(703) 442-7960

Total Revenue FYE 03/84 : \$ 21.0 m
Services: Pfs
Private

Inconographics, Inc.

6719 White Post Rd
Centerville, VA 22020
(703) 830-1780

Total Revenue FYE 06/84 : \$ 0.1 m
Is Revenue : \$ 0.1 m
Total Employees: 2
Services: Pfs
Private

Information Engineering Systems Corporation

1235 Jefferson Davis Hwy.
Century Bldg, Suite 1405
Arlington, VA 22202
(703) 553-9222

Dean Mohlstrom, President and CEO
Services: Pfs AppSW
Private

Information Management Consultants, Inc.

405 N. Washington Street
Suite 301
Falls Church, VA 22046
(703) 237-1822

Sudhaker V. Shenoy, President
Total Revenue FYE 12/85 : \$ 3.5 m
Is Revenue : \$ 3.5 m
Total Employees: 50
Services: Pfs Proc AppSW Tky
Private

International Computer Systems, Inc.

8603 Westwood Center, Suite 209
Vienna, VA 22180-2215
(703) 847-8700

Arun Batavia, President
Is Revenue FYE 12/87 (Est) : \$ 3.5 m
Total Employees: 20
Services: Pfs
Private

International Software Systems

P.O. Box 5427
Richmond, VA 23220
(804) 359-2211

Private

Inversion Technology

1359 Beverly Road
P.O. Box 6070
McLean, VA 2210-66070
(703) 893-5149

Mr. Dunn Juerson, President
Total Employees: 100
Private

Kelinar Corporation

901 South Highland Street
Arlington, VA 22204
(703) 685-1314

John Myrna

Total Revenue FYE 01/87 (Est) : \$ 2.5 m
Is Revenue : \$ 2.5 m
Total Employees: 31
Services: SysSW
Private
Parent Company: VM Systems Group

Ketron Management Science, Inc.

1700 North Moore Street
Suite 1710
Arlington, VA 22209
(703) 558-8701

Carroll Nelson
Total Employees: 300
Parent Company: Ketron Incorporated

Landmark Systems Corporation

8000 Towers Crescent Drive
Vienna, VA 22180
(703) 922-7101

Patrick McGettigan, President
Total Revenue FYE 12/87 : \$ 13.0 m
Total Employees: 120
Services: SysSW
Private

CAMS 1988
Directory of Information Services Companies
State of Virginia

Medical Data Services, Inc.

901 Moorefield Park Drive
Richmond, VA 23236
(804) 272-2828

William Fickling, Jr., CEO
Parent Company: Charter Medical Corporation

Medicomp Of Virginia

9526-A Lee Highway
Fairfax, VA 22031
(703) 591-0914

Total Revenue (Est) : \$ 0.2 m
Is Revenue (Est) : \$ 0.2 m
Services: Pfs
Private

Metro Information Services

P.O. Box 8888
Virginia Beach, VA 23450
(804) 486-1900

John Fain, President
Total Employees: 250
Private

Minicomputer Co.

3700 Mount Vernon Ave.
Alexandria, VA 22305
(703) 549-4300

Tom Davidson, President
Total Revenue FYE 12/86 (Est) : \$ 9.0 m
Is Revenue (Est) : \$ 9.0 m
Total Employees: 92
Services: AppSW Tky
Private

Morino Associates, Inc.

8615 Westwood Center Dr.
Vienna, VA 22180-2215
(703) 734-9494

Mario Morino
Total Employees: 237
Services: Pfs SysSW
Public

Morino, Inc.

8615 Westwood Center Dr.
Vienna, VA 22180-2215
(703) 734-9494

Mario Morino, Chairman
Public

NDX Corporation

10400 Eaton Place
Fairfax, VA 22030
(703) 273-1196

Charles Dudley, President
Total Revenue (Est) : \$ 0.6 m
Is Revenue (Est) : \$ 0.6 m
Total Employees: 8
Services: AppSW
Private

Network Solutions

8229 Boone Blvd., 7th Floor
Vienna, VA 22180
(703) 442-0400

Emmit Mc Henry
Is Revenue FYE 12/87 : \$ 22.0 m
Total Employees: 410
Services: Pfs SysSW
Private

Network Strategies, Inc.

10201 Lee Highway
Fairfax, VA 22030
(703) 352-9700

Charles Joyce, President
Total Revenue FYE 12/87 (Est) : \$ 6.0 m
Is Revenue (Est) : \$ 6.0 m
Total Employees: 100
Services: Pfs
Private

Performance Software, Inc.

575 Southlake Blvd.
Richmond, VA 23236
(804) 794-1012

Thomas D. Steele, President
Is Revenue FYE 03/87 : \$ 1.0 m
Total Employees: 5
Services: SysSW
Private

CAMS 1988
Directory of Information Services Companies
State of Virginia

Planning Research Corp.

1500 Planning Research Dr.
McLean, VA 22102
(703) 556-1000

John Toups, President

Is Revenue FYE 06/87 : \$ 459.4 m

Total Employees: 6000

Services: Network Pfs Proc Tky

Parent Company: Emhart Corporation

Raven Services Corp.

8382-B Terminal Rd.
Lorton, VA 22079
(703) 550-7265

Raymond Mott, President

Total Revenue FYE 09/85 : \$ 9.8 m

Is Revenue : \$ 9.8 m

Total Employees: 120

Services: Pfs Proc

Private

Reston Publishing Company, Inc.

11480 Sunset Hills Road
Reston, VA 22090
(703) 437-8900

Private

RGI, Inc.

5203 Leesburg Pike
Falls Church, VA 22041
(703) 820-4900

Richard S. Quiggs, President

Total Revenue FYE 06/84 : \$ 19.0 m

Total Employees: 380

Services: Pfs Proc AppSW Tky

Private

SATCOM

4521 Professional Circle
Virginia Beach, VA 23455
(804) 499-9803

Talmadge F. Broughton, President

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue (Est) : \$ 2.5 m

Total Employees: 30

Services: Pfs AppSW

Private

Satellite Computing, Inc.

4521 Professional Circle
Virginia Beach, VA 23455

(804) 499-9803

Talmadge F. Broughton, President

Total Revenue FYE 03/88 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 30

Services: AppSW

Private

SEED Software Corp.

5904 Richmond Highway
Alexandria, VA 22030
(703) 960-8800

Joe Borkoski, President

Total Employees: 25

Services: Pfs

Parent Company: ManTech International Corporation

Signet Data Systems, Ltd.

611 N. Courthouse Road
Richmond, VA 23236
(804) 794-2800

Larry D. Wallace, President

Total Employees: 47

Services: AppSW

Private

Smart Systems Technology, Inc

8130 Boon Blvd. #500
Vienna, VA 22180
(703) 893-0429

Ken Haynes, President

Is Revenue FYE 01/87 : \$ 0.7 m

Total Employees: 6

Services: Pfs

Private

Software AG Systems, Inc.

11800 Sunrise Valley Dr.
Reston, VA 22091
(703) 860-5050

John N. Maguire, President

Is Revenue FYE 05/87 : \$ 54.1 m

Total Employees: 432

Services: SysSW

Public

CAMS 1988
Directory of Information Services Companies
State of Virginia

Source Telecomputing Corporation

1616 Anderson Rd.
McLean, VA 22102
(703) 734-7500

Jay Keller, President
Total Revenue FYE 06/87 (Est) : \$ 15.0 m
Total Employees: 110
Private

Systemhouse, Inc.

1010 North Glebe Rd.
Arlington, VA 22201
(703) 276-0500

Peter Sardiford, President
Services: Pfs Tky
Parent Company: Systemhouse, Limited

Systems Engineering Computer Co. (SEC)

5400 Byrdhill Rd.
Richmond, VA 23228
(804) 262-4066

John Noll, President
Total Employees: 60
Services: Pfs Proc AppSW Tky
Private

Systems Research & Applications

2425 Wilson Boulevard
Arlington, VA 22201
Ernest Volgenau, President

Private

Telecommunication Industries, Inc.

1951 Kidwell Drive
Vienna, VA 22180
(703) 790-0410

Telenet Communications Corp.

12490 Sunrise Valley Drive
Reston, VA 22096
(703) 689-5700

C. Thomas Taylor

TII Translation Services

9990 Lee Highway, #510
Vienna, VA 22030
(703) 359-6270

Michael Mitchell, CEO
Total Revenue FYE 01/87 (Est) : \$ 7.5 m
Is Revenue : \$ 7.5 m
Total Employees: 20

Services: Proc

Parent Company: Telecommunication Industries, Inc.

Titan Systems, Inc.

1950 Old Gallow Road
Vienna, VA 22180
(703) 883-9200

Jack McDougall, President
Total Revenue FYE 12/85 : \$ 34.4 m
Total Employees: 700
Services: Pfs
Parent Company: Titan Corporation (The)

United Software Security, Inc.

8133 Lessbury Pike
Suite 800
Vienna, VA 22180
(703) 556-0007

Stephen M. Hicks
Total Revenue FYE 01/87 : \$ 2.5 m
Total Employees: 14
Services: AppSW
Public

Vanguard Technologies International, Inc.

One Flint Hill
10530 Rosehaven Street
Fairfax, VA 22003
(703) 273-0500

Dean W. Crawford, Chief Executive Officer
Total Revenue FYE 01/88 : \$ 55.6 m
Is Revenue : \$ 55.6 m
Total Employees: 1534
Services: Pfs
Parent Company: Cincinnati Bell, Inc.

CAMS 1988
Directory of Information Services Companies
State of Virginia

VSE Corporation

2550 Huntington Ave.
Alexandria, VA 22303
(703) 960-4600

John Toomy, President
Is Revenue FYE 12/87 : \$ 3.0 m
Total Employees: 2000
Services: Pfs
Public

CAMS 1988
Directory of Information Services Companies
State of Washington

1776 Corporation

1776 Corporation Building
13629 Bellevue-Redmond Rd
Bellevue, WA 98005
(206) 454-1776

Services: Tky
Private

ABC Management Systems, Inc.

805 Dupont Street, Suite 3
Bellingham, WA 98225
(206) 671-5170

Dr. Ruskin, President
Total Revenue FYE 04/86 : \$ 1.5 m
Is Revenue : \$ 1.5 m
Private

ABC Marketing International, Inc.

Suite 3, 805 Dupont Street
Bellingham, WA 98225
(206) 671-5170

V.N. Ruskin, President
Services: AppSW
Private

Ability Information Systems, Inc.

N. 2721 Van Marter Road
Suite 3
Spokane, WA 99206
(509) 922-3677

Donald F. Harvey, CEO
Services: AppSW
Private

ABL Management Systems Inc.

805 Dupont Street
Suite 3
Bellingham, WA 98225
(206) 671-5170

Larry Ford
Total Employees: 20
Private

Accountants Microsystems, Inc.

3633 136th Place, S.E.
Bellevue, WA 98006
(206) 643-2050

Richard J. LaPorte, President
Total Revenue FYE 01/87 (Est) : \$ 15.0 m
Is Revenue : \$ 14.3 m
Total Employees: 95

Services: Pfs AppSW

Parent Company: SCS/Computer, Inc.

AGENA Corporation

9709 3RD Avenue N.E.
Seattle, WA 98115
Seattle, WA 98115
(206) 525-0005

L.L. Mangis, President

Total Revenue FYE 12/87 : \$ 22.0 m
Total Employees: 188
Services: Proc Tky
Private

Aldus Corporation

411 1st Ave., South
Suite 200
Seattle, WA 98104
(206) 622-5500

Paul Brainerd, President
Is Revenue FYE 12/87 : \$ 39.5 m
Total Employees: 200
Services: AppSW
Public

AMI

3633 136th Place S.E.
Bellevue, WA 98006
(206) 643-2050

Total Revenue FYE 12/84 : \$ 12.0 m
Is Revenue : \$ 10.8 m
Total Employees: 130
Services: Pfs AppSW Tky
Private

Applied Business Systems

1817 Springfield
Spokane, WA 99202
(509) 535-7799

John Bowers, President
Private

CAMS 1988
Directory of Information Services Companies
State of Washington

Bellesoft, Inc.

2820 Northup Way, Suite 150
Bellevue, WA 98004
(206) 828-7282

Total Revenue FYE 12/84 : \$ 1.7 m
Is Revenue : \$ 1.7 m
Services: AppSW
Private

Berge Software

1200 Westlake Avenue, No. 612
Seattle, WA 98109
(206) 284-7610

John Berge, President
Is Revenue FYE 06/87 : \$ 0.5 m
Total Employees: 4
Services: AppSW
Private

Boeing Computer Service

P.O. BOX 24346
Seattle, WA 98124
(206) 865-5180

Michael R. Hallman, President
Is Revenue FYE 12/87 : \$ 265.0 m
Total Employees: 11315
Services: Pfs Proc AppSW
Public

Caelus Associates, Inc.

800 Fidelity Building
Spokane, WA 99201
(509) 455-8566

John Frieburg, President
Is Revenue FYE 06/87 : \$ 7.3 m
Total Employees: 54
Services: Tky
Private

Care Computer Systems

P.O. Box 1408
Bellevue, WA 98009
(206) 451-8272

James L. Ingalls, President
Total Revenue FYE 09/85 : \$ 5.9 m
Is Revenue : \$ 5.6 m
Total Employees: 90
Services: Proc AppSW Tky
Private

C.M. Computers, Inc.

15220 32nd Avenue, Sutie B
Seattle, WA 98188
(206) 241-1199

George W. Masterson, President
Is Revenue FYE 06/87 (Est) : \$ 1.0 m
Total Employees: 15
Services: Pfs Tky
Private

Columbia Computing Services

8611 South 212th Street
Kent, WA 98031
(206) 872-0283

Dr. Robin Louis

Total Revenue FYE 01/87 (Est) : \$ 15.0 m
Is Revenue (Est) : \$ 15.0 m
Total Employees: 120
Services: Pfs AppSW
Public

Computer Financial Services

13425 N.E. 20th
Bellevue, WA 98005
(206) 746-2666

David Osterholt, President

Is Revenue FYE 12/87 (Est) : \$ 0.6 m
Total Employees: 5
Services: AppSW
Private

DIS Corporation

288 W. Kellogg Road
Beellingham, WA 98226
(206) 733-7610

Sheila Mickool

Total Revenue FYE 03/89 (Est) : \$ 15.0 m
Is Revenue (Est) : \$ 15.0 m
Total Employees: 150
Services: Tky
Private

DSD Corporation

18912 N. Creek Pkwy, #105
Bothell, WA 98011
(206) 485-7564

Theresa Cristianson, President

Total Employees: 15
Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of Washington

Escom, Inc.

10502 N.E. 37th Circle
Kirkland, WA 98033-7920
(206) 828-0995

Mr. Terry Liggett, President
Is Revenue FYE 09/87 : \$ 2.7 m
Total Employees: 22
Services: Pfs Proc AppSW SysInt Tky
Private

Heuristima Corporation

6300 Southcenter Blvd., Suite 203
P.O. Box 88862
Seattle, WA 98138
(206) 248-2661

John Connor, President
Is Revenue FYE 12/87 (Est) : \$ 2.3 m
Total Employees: 16
Services: Pfs AppSW Tky
Private

Information Management Corporation

3131 Elliot Avenue, Suite 600
Seattle, WA 98121-1018
(206) 282-1880

Chris Johnson, President
Total Revenue FYE 11/86 : \$ 0.5 m
Is Revenue : \$ 0.5 m
Total Employees: 12
Services: Pfs AppSW
Private

InteGram, Inc.

1150 140th Ave., North East
Bellevue, WA 98005
(206) 643-1030

Robert Foulkes, President
Total Revenue FYE 06/85 (Est) : \$ 1.0 m
Is Revenue (Est) : \$ 1.0 m
Total Employees: 18
Services: Pfs Proc Tky
Private

Interactive Solutions Corporation

Box 354
Woodinville, WA 98072
(206) 481-0633

Mr. Steve Hance, President
Total Employees: 5
Services: AppSW
Private

ISC Systems Corporation

East 22425 Appleway
P.O. BOX TAF-C8
Spokane, WA 99220
(509) 927-5600

Ted C. DeMerritt, President
Is Revenue FYE 06/87 : \$ 145.5 m
Total Employees: 1841
Services: Tky
Public

ITRON

East 15616 Euclid Avenue
Spokane, WA 99215
(509) 924-9900

Johnny Humphreys, President
Is Revenue FYE 12/87 (Est) : \$ 21.7 m
Total Employees: 350
Services: SysSW Tky
Private

Manus Services Corporation

1130 Rainier Avenue S.
P.O. Box C-440406
Seattle, WA 98114
(206) 325-2200

Clifford M. Asplund, President
Is Revenue FYE 01/87 : \$ 15.0 m
Private

Microrim, Inc.

3925 159th Avenue N.E.
Redmond, WA 98073-9722
(206) 885-2000

David F. Hull, President
Is Revenue FYE 01/87 : \$ 13.3 m
Total Employees: 255
Services: SysSW
Private

Microsoft Corporation

16011 N.E. 36th Way
P.O. Box 97017
Redmond, WA 98073-9717
(206) 882-8030

Jon Shirley, President
Is Revenue FYE 06/87 : \$ 238.7 m
Total Employees: 1800
Services: AppSW SysSW
Public



CAMS 1988
Directory of Information Services Companies
State of Washington

Northwest Management Services, Inc.

2323 East Lake East
Seattle, WA 98102
(206) 329-9990

Michael Herman, COO
Is Revenue FYE 01/87 (Est) : \$ 5.4 m
Total Employees: 60
Services: Proc
Private

O'Hanlon Computer Systems, Inc.

11058 Main Street, Suite 250
Bellevue, WA 98004
(206) 454-5350

Frank Cosley, President
Is Revenue FYE 12/87 (Est) : \$ 0.8 m
Total Employees: 21
Services: Network AppSW Tky
Private

Physician Micro Systems Inc.

801 East Harrison Street
Seattle, WA 98102
(206) 527-4010

Services: Tky
Private

Pro Data Systems, Inc.

2333 Western Avenue
Seattle, WA 98121
(206) 441-4090

Robert F. Foster
Total Revenue FYE 12/87 (Est) : \$ 2.0 m
Is Revenue : \$ 1.7 m
Total Employees: 39
Services: Proc AppSW
Private

Professional Resource Group

106 Woodworth
Sedro Woolley, WA 98294
(800) 772-4545

Services: Tky
Private

Quicksoft

219 First Avenue North #224
Seattle, WA 98109
(206) 282-0452

Bob Wallace, President
Is Revenue FYE 06/87 (Est) : \$ 2.1 m

Total Employees: 24

Services: AppSW
Private

SAFECO Corporation

SAFECO Plaza
Seattle, WA 98185
(206) 545-5000

Bruce Maines, President
Public

Seattle OS, Inc.

1309 114th Avenue S.E.
Bellevue, WA 98004
(206) 455-5117

Jim Whelau, President
Is Revenue FYE 10/87 : \$ 2.0 m
Total Employees: 9
Services: SysSW
Private

Sierra Geophysics Inc.

11255 Kirkland Way
Kirkland, WA 98033
(206) 822-5200

Dr. Robert S. Hart
Total Revenue FYE 01/87 (Est) : \$ 15.0 m
Is Revenue : \$ 15.0 m
Total Employees: 150
Services: AppSW
Private

Softflex Systems, Inc.

875 Swift Blvd.
Richland, WA 99352
(509) 946-9320

Mike DeWitt, President
Is Revenue FYE 12/87 : \$ 1.0 m
Total Employees: 11
Services: AppSW SysSW
Private



CAMS 1988
Directory of Information Services Companies
State of Washington

SONA Systems Corporation

8575 Willows Road
Redmond, WA 98052
(206) 883-1606

Nick Miller, President
Total Employees: 4
Private

Spokane Computer Services, Inc.

915 W. 2nd Ave.
Spokane, WA 99204
(509) 624-4248

Daniel L. Olson, President
Is Revenue FYE 04/87 : \$ 3.0 m
Total Employees: 30
Services: AppSW SysInt
Private

Teal Communications International, Inc.

P.O. Box 8062
Blaine, WA 98230
Christopher Elmer, President

Total Employees: 6
Services: AppSW
Parent Company: Teal Communications, Inc.

Timeline, Inc.

3055 112th Avenue NE
Suite 106
Bellevue, WA 98004
(206) 822-3140

Charlie Osenbaugh
Total Revenue FYE 01/87 (Est) : \$ 3.0 m
Is Revenue : \$ 3.0 m
Total Employees: 45
Services: Pfs AppSW
Private

TOM Software, Inc.

127 S.W. 156th Street
P.O. Box 66595
Seattle, WA 98166
(206) 246-7022

Howard Bing, President
Total Revenue FYE 10/84 : \$ 5.4 m
Is Revenue : \$ 5.4 m
Services: AppSW
Private

Triangle Computer Services

200 W. Mercer Avenue, Suite 300

Seattle, WA 98119

(206) 282-8466

Ben Schrenzel, President
Total Revenue FYE 05/86 (Est) : \$ 0.5 m
Is Revenue (Est) : \$ 0.5 m
Total Employees: 7
Services: Pfs AppSW
Private

United States Computers Inc.

8815 S. Tacoma Way
Tacoma, WA 98499
(206) 584-7211

Robert Gerth, President
Is Revenue FYE 01/87 : \$ 0.4 m
Total Employees: 5
Services: Proc
Private

U.S. Intelco Network, Inc.

99 South Sound Center
Lacey, WA 98503
(206) 456-3535

Ken F. Parsons, President
Is Revenue FYE 06/87 (Est) : \$ 4.8 m
Total Employees: 100
Services: Network Pfs Proc AppSW
Private

Video Financial

1020 John St.
Seattle, WA 98109
(206) 682-8482

Don Vogerk, General Manager
Services: Proc
Private

Walker, Richer & Quinn, Inc.

2825 Eastblee Avenue
Suite 200
Seattle, WA 98102
(206) 324-0350

Doug Wallar
Total Revenue FYE 01/87 (Est) : \$ 25.0 m
Total Employees: 60
Services: SysSW
Private

CAMS 1988
Directory of Information Services Companies
State of Washington

Western Institute of System Engineering

11911 N.E. 1st Street, #206
Bellevue, WA 98005
(206) 451-0030

Dr. H. Blair Burner, President

Total Revenue FYE 01/86 (Est) : \$ 0.5 m

Is Revenue (Est) : \$ 0.5 m

Total Employees: 9

Services: Pfs SysInt

Private

WISE Corporation

11911 NE 1st Street #206
Bellevue, WA 98005
(206) 451-0030

Dr. H. Blair Burner

Total Revenue FYE 01/87 (Est) : \$ 2.5 m

Is Revenue : \$ 2.5 m

Total Employees: 6

Services: Pfs

Private

CAMS 1988
Directory of Information Services Companies
State of West Virginia

Cambridge Careers Products, Inc.

One Players Club Drive
Charleston, WV 25311
(304) 344-8550

Dr. Ty Gardner, President
Is Revenue FYE 12/87 : \$ 1.6 m
Total Employees: 21
Services: AppSW
Private

Computerized Business Systems

54 14th Street
Wheeling, WV 26003
(304) 233-9455

Private

Jefferson Software

2 Players Club Drive
Charleston, WV 25511
(304) 344-8550

Dr. Ty Gardner, President
Total Revenue (Est) : \$ 0.7 m
Is Revenue (Est) : \$ 0.7 m
Total Employees: 10
Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of Wisconsin

Ag/Pac

427 Grand Canyon
Madison, WI 52719
(800) 872-4722

Services: AppSW
Private

Allen-Bradley Co., Inc.

1201 S. Second Street
Milwaukee, WI 53204
(414) 382-2000

J. Tracy O'Rourke

Total Revenue FYE 01/87 (Est) : \$ 0.5 m
Total Employees: 13000

Parent Company: Rockwell International
Corporation

Automated Systems Inc.

1505 Commerce Avenue
Brookfield, WI 53005
(414) 784-6400

Robert Fleming, President

Total Employees: 150

Services: Proc AppSW

Private

Automation Management Services, Inc.
(AMS)

16535 W. Bluemound Rd., Suite 230
Brookfield, WI 53005
(414) 542-3500

John Knopp, President

Private

Calyx Corporation

150 N. Sunny Slope Road
Suite 375
Brookfield, WI 53005
(414) 782-0300

Paul R. Lundell

Is Revenue FYE 01/87 : \$ 100.0 m

Total Employees: 34

Services: AppSW

Private

Parent Company: Flagship Group (The), Inc.

Catalyst, U.S.A., Inc.

1971 Washington Street
Grafton, WI 53024
(414) 377-9400

Gene DeGayner, President

Total Employees: 35

Services: Tky

Private

Computer People Unlimited, Inc.

744 North 4th Street
Milwaukee, WI 53203
(414) 278-8884

Richard Weiss, President

Private

Delta Technology International, Inc.

1621 Westgate Road
Eau Claire, WI 54703
(715) 832-7575

James E. Anthony, President

Total Employees: 30

Services: AppSW

Private

Deluxe Data Systems, Inc.

8901 North Kildeer Court
Brown Deer, WI 53209
(414) 357-2700

Alan G. Brown, President

Is Revenue FYE 12/88 : \$ 25.7 m

Total Employees: 440

Parent Company: Deluxe Corporation

Effective Management Systems

12000 W. Park Place
Milwaukee, WI 53224
(414) 359-9800

Robert E. Weisenberg, CEO

Total Revenue (Est) : \$ 7.0 m

Services: Network Pls Proc AppSW SysSW Tky

Private



CAMS 1988
Directory of Information Services Companies
State of Wisconsin

Epic Systems

5609 Medical Circle
Madison, WI 53719
(608) 271-9000

Judith Faulkner, President
Is Revenue FYE 09/87 : \$ 4.1 m
Total Employees: 34
Services: AppSW
Private

Firstar Corporation of Appleton

200 West College Avenue
P.O. Box 1859
Appleton, WI 54913
(414) 735-1300

William D. Wolter, President
Total Revenue FYE 12/84 : \$ 2.4 m
Is Revenue : \$ 2.4 m
Services: Proc
Public

First Wisconsin National Bank of Milwaukee

777 E. Wisconsin Avenue
Milwaukee, WI 53201
(414) 765-4800

John Becker, President
Total Employees: 5000
Services: Proc
Parent Company: First Wisconsin Corporation

Flserv, Inc.

2152 S. 114th St.
Milwaukee, WI 53227-1029
(414) 546-5000

George D. Dalton, President
Is Revenue FYE 12/87 : \$ 85.5 m
Total Employees: 1307
Services: Proc AppSW
Public

Food Computer Systems, Inc.

246 Scout Way, PO Box 109
De Pere, WI 54115
(414) 337-2027

David Smith, VP
Total Revenue FYE 09/85 : \$ 1.0 m
Is Revenue : \$ 1.0 m
Total Employees: 12
Services: Tky
Private

General Robotics Corp.

57 N. Maun St.
Hartford, WI 53027
(414) 673-6800

Dave Schwartz, President
Total Revenue (Est) : \$ 5.0 m
Is Revenue (Est) : \$ 1.2 m
Total Employees: 100
Services: AppSW
Private

Harnischfeger Industries

13400 Bishops Lane
P.O. Box 554
Brookfield, WI 53021
(414) 671-4400

Harris Data Service, Inc.

611 North Barker Road
Suite 200
Waukesha, WI 53186-1903
(414) 784-9099

Tom Harris, President
Total Revenue (Est) : \$ 20.0 m
Is Revenue (Est) : \$ 6.8 m
Total Employees: 210
Services: Pfs AppSW SysInt Tky
Parent Company: Harris Business
Systems/Services

Heritage Computer Corporation

2800 South Taylor Drive
Sheboygan, WI 53081
(414) 457-1422

Jens P. Christensen, President
Is Revenue FYE 12/87 : \$ 5.4 m
Total Employees: 52
Services: Proc AppSW
Parent Company: Heritage Mutual Insurance
Company

**Information Management Software
Specialists, Inc.**

P.O. Box 1633
Racine, WI 53401
(414) 632-1571

Ron T. Bridgette, President
Services: AppSW
Private



CAMS 1988
Directory of Information Services Companies
State of Wisconsin

Johnson Controls, Inc.

P. O. Box 423
Milwaukee, WI 53201
(414) 274-4000

Joseph Lewis, Vice President Controls Group
Total Revenue FYE 01/87 (Est) : \$ 2.6 m
Total Employees: 8000
Public
Parent Company: Johnson Controls, Inc.

Joiner Associates, Inc.

3800 Regent Street
P.O. Box 5445
Madison, WI 53705-0445
(608) 238-8637

Brian Joiner, President
Is Revenue FYE 12/87 (Est) : \$ 3.5 m
Total Employees: 40
Services: SysSW
Private

Manufacturing Resource Management, Inc.
(MRM)

250 N. Patrick Blvd., Suite 150
Brookfield, WI 53005
(414) 792-0400

William Wassweiler, President
Total Employees: 30
Services: Pfs AppSW
Private

Marine Bank Service Corporation

1000 N. Market St.
Milwaukee, WI 53201
(414) 765-3000

James W. Eyster, President
Parent Company: Marine Corporation

Marshall & Isley Corporation

770 N. Water Street
Milwaukee, WI 53201
Public

McHugh, Freeman and Associates

175 N. Patric Blvd. #110
Brookfield, WI 53005
(414) 792-0600

James T. McHugh, President
Is Revenue FYE 12/87 (Est) : \$ 3.6 m
Total Employees: 24
Services: Network Pfs SysInt Tky

Private

MDX Clinical Data Design, Inc.

150 North Sunnyslope Road
Brookfield, WI 53005
(414) 782-0300

Services: AppSW
Private

M & I Data Services

770 N. Water St.
Milwaukee, WI 53202
(414) 357-2300

Robert Scidell, President
Is Revenue FYE 12/87 : \$ 64.8 m
Total Employees: 1100
Services: Network Proc AppSW
Parent Company: Marshall & Isley Corporation

MRM, Inc.

250 N. Patrick Boulevard
Suite 150
Brookfield, WI 53005
(414) 792-0400

William Wassweiler, President
Total Revenue FYE 01/87 (Est) : \$ 15.0 m
Is Revenue (Est) : \$ 7.5 m
Total Employees: 22
Services: Pfs AppSW
Private

Northouse Industries, Inc.

13660 West Capitol Dr.
Brookfield, WI 53005
(414) 781-4484

Dr. Richard A. Northouse, President
Total Employees: 13
Private



CAMS 1988
Directory of Information Services Companies
State of Wisconsin

Office Solutions, Inc.

2802 Coho Street
Madison, WI 53713
(608) 274-5047

Jan Eddy, President
Is Revenue FYE 03/87 (Est) : \$ 4.2 m
Total Employees: 67
Services: Pfs AppSW
Private

Payco American Corporation

180 North Executive Drive
Brookfield, WI 53005
(414) 784-9035

Dennis Punches, President
Total Employees: 2000
Services: Proc
Public

Persoft, Inc.

465 Science Drive
Madison, WI 53711
(608) 273-6000

Richard Mueller, President
Total Revenue FYE 01/87 : \$ 3.0 m
Is Revenue : \$ 3.0 m
Total Employees: 50
Services: AppSW
Private

Pilot Systems, Inc.

325 North Corporate Drive
Brookfield, WI 53005
(414) 792-0050

Edmund O. Templeton, President
Total Employees: 5
Services: Tky
Private

Pilot Systems, Inc.

325 N. Corporate Drive
Brookfield, WI 53005
(414) 792-0050

Edmund O. Templeton, President
Total Revenue FYE 01/87 (Est) : \$ 6.0 m
Is Revenue : \$ 6.0 m
Total Employees: 50
Services: AppSW
Private

Programming Services & Support, Inc.

1601 Caledonia Street, Suite B
La Crosse, WI 54603
(608) 781-3200

Scott Lachecki, President
Is Revenue FYE 01/87 : \$ 1.4 m
Total Employees: 11
Services: Pfs AppSW SysSW SysInt Tky
Private

Remote Data Systems, Inc.

Brookfield, WI 53005
Private

Rexnord Data Systems

350 West Greenfield Ave.
Milwaukee, WI 53214
(414) 643-2001

Al Slawinski, Director
Total Revenue FYE 10/86 : \$ 6.2 m
Is Revenue : \$ 6.2 m
Total Employees: 75
Services: Pfs Proc AppSW
Parent Company: Rexnord, Inc.

Rexnord, Inc.

350 North Sunny Slope
Brookfield, WI 53005
(414) 797-6900

John P. Calhoun, President
Private

SST, Inc.

4701 W. Schroeder Drive, #100
Milwaukee, WI 53223
(414) 355-6555

Wes Goode, President
Is Revenue FYE 12/87 : \$ 1.0 m
Total Employees: 6
Services: Tky
Private



CAMS 1988
Directory of Information Services Companies
State of Wisconsin

Thomas-Laguban & Associates

250 N. Patrick Blvd.
Brookfield, WI 53005
(414) 792-0300

Gene Thomas, Chairman

Is Revenue FYE 12/87 (Est) : \$ 7.5 m

Total Employees: 88

Services: Pfs AppSW SysSW Tky

Private

TRI-SYS Computer Corp.

207 East Buffalo Street
Suite 600
Milwaukee, WI 53202
(414) 291-7979

Don Nelson, President

Is Revenue FYE 12/87 : \$ 0.2 m

Total Employees: 7

Services: Network Pfs AppSW SysSW Tky

Private

