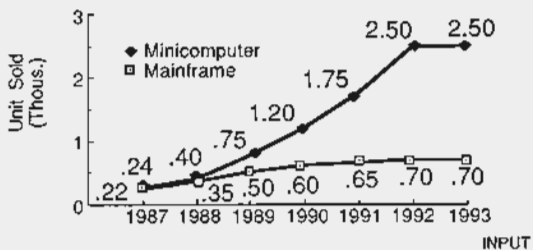


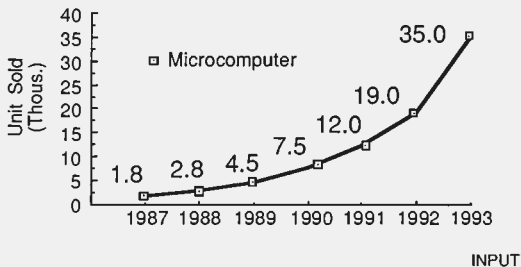
EDI Software Forecast—Units Sold X-12 Only—Commercial Market



NOTES:

EEDS-1

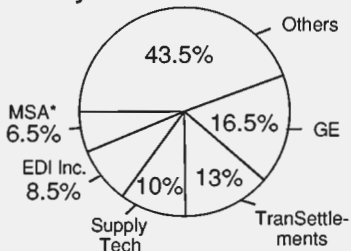
EDI Software Forecast—Units Sold X-12 Only—Commercial Market



NOTES:

EEDS-2

EDI Software Product Market Share X-12 Only—Commercial by 1987 Revenue



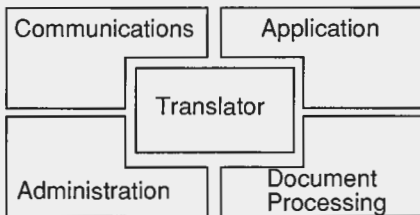
* Product introduced during year

INPUT

NOTES:

EEDS-3

EDI Software Is a Translator and More



INPUT

NOTES:

EEDS-4

EDI Software Opportunities— Tools, Utilities

- Assisted Mapping
- Bar Coding and EDI
- Electronic References
- Electronic Audit

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NOTES:

EEDS-5

EDI Software Opportunities— Integration

- Tighter Translation-Communication-Administration Integration
- A Fresh Start Toward Performance Improvements

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NOTES:

EEDS-6

