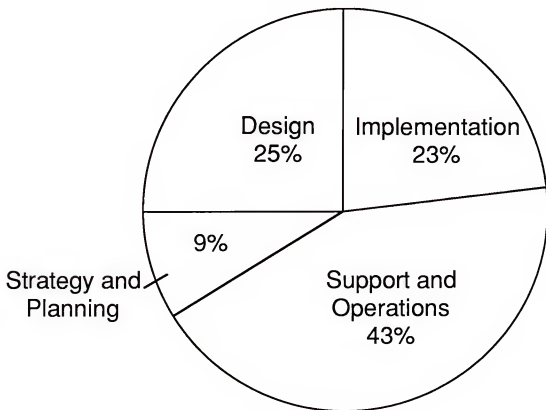


Exhibit C-1

1991 Tennessee TA EUS Services Expenditures by Type of Service



1991 Services Market = \$95 million

INPUT

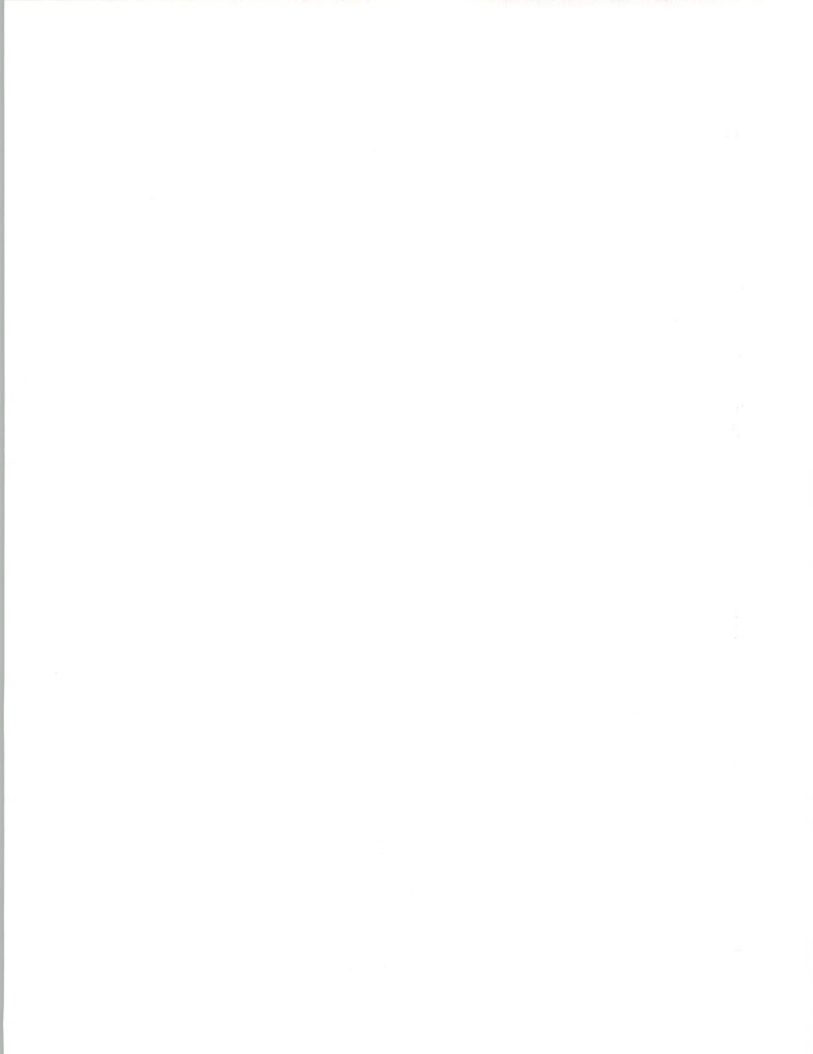


Exhibit C-2

1991 EUS Services Market Opportunity: Tennessee TA*

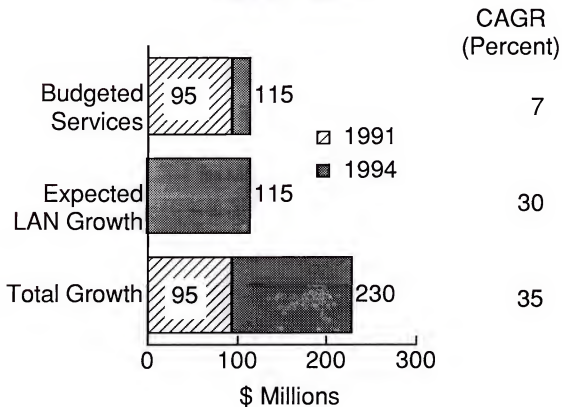
Industry	EUS Market	
	\$ Millions	Percent
Banking	4	4
Insurance	2	2
Discrete Manufacturing	28	29
Process Manufacturing	21	22
Distribution	18	19
State/Local	12	13
Telecommunications, etc.	8	8
Federal	3	3
Total	95	100

Note: Individual dollars and precents rounded, therefore, may not equal total

INPUT

Exhibit C-3

Tennessee TA EUS Services Growth Components, 1991-1994



INPUT



Exhibit C-4

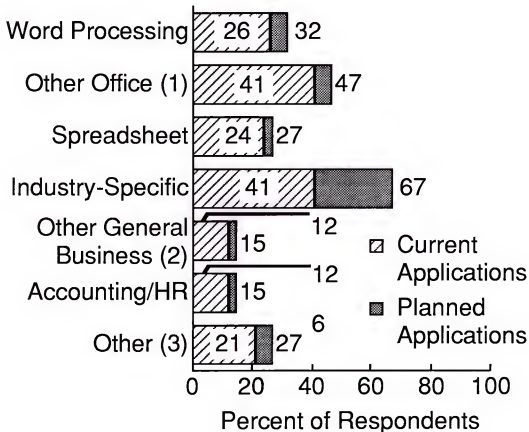
1991 EUS Services: Variances in Growth Rate by Industry

Industry Group	Points Above or Below Average Growth Rate
Banking	+5
Insurance	-3
Discrete Manufacturing	0
Process Manufacturing	+5
Wholesale/Retail Distribution	-3
State/Local (Including Education)	-5
Telecommunications, Utilities and Transportation	+3
Federal	-5

INPUT

Exhibit C-5

Application Focus: Tennessee TA



Examples

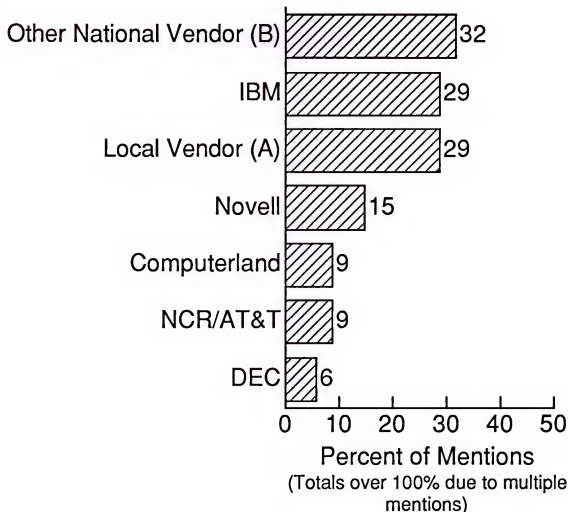
- (1) Electronic mail, graphics, data base
- (2) Sales/marketing, decision support, forecasting
- (3) 3270 emulation, branch support

Open-ended question coded



Exhibit C-6

Vendors Supplying Services in Tennessee TA



A: See list in Exhibit C-7

B: Includes Apple, Entree, Andersen, Sears, Datapoint

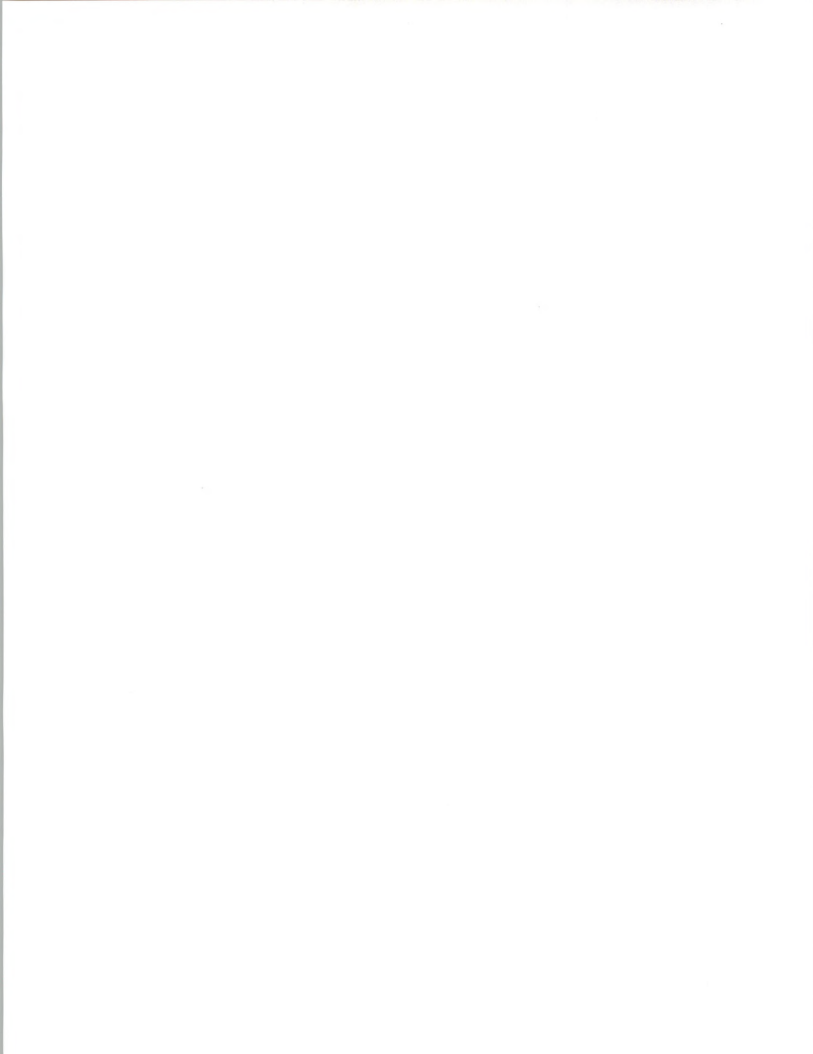


Exhibit C-7

Local Service Vendors: Tennessee

"Small Firms"

A and V

Dial Hand

Gateway 2000

Lanette

Redex

Systems Management

Thomas-Conrad

INPUT

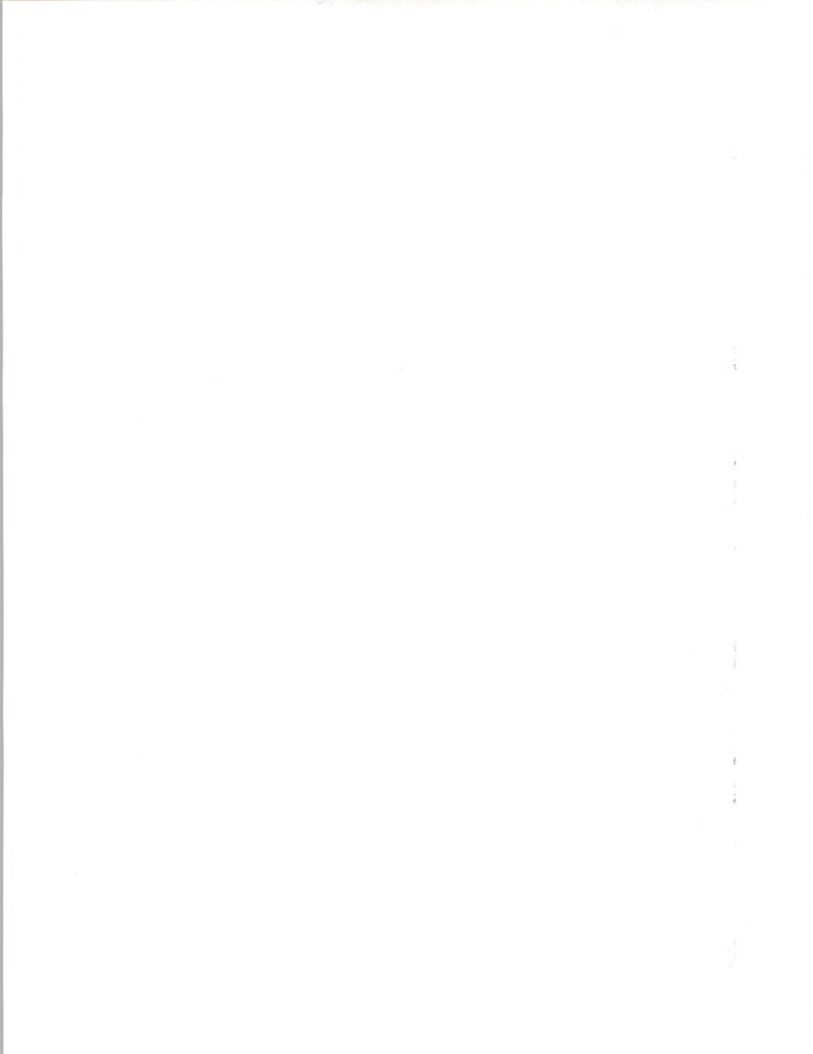
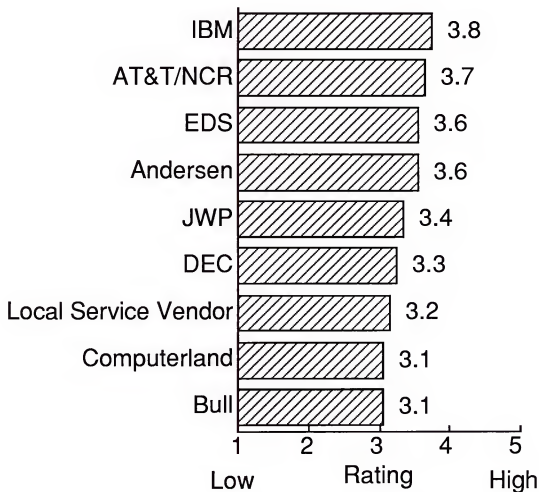


Exhibit C-8

User Rating of Vendors' Ability to Meet User Needs (Tennessee TA)

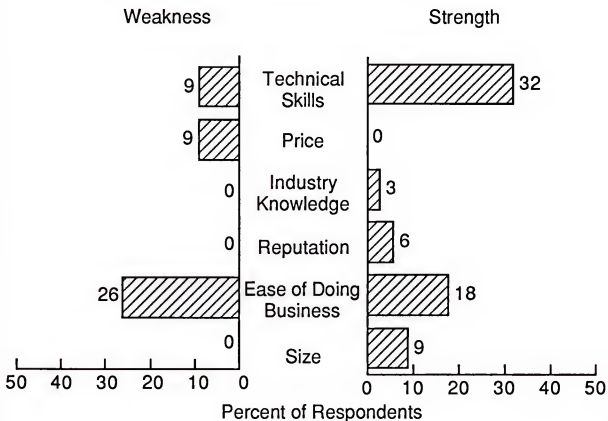


Differences of 0.4 or less are not meaningful.

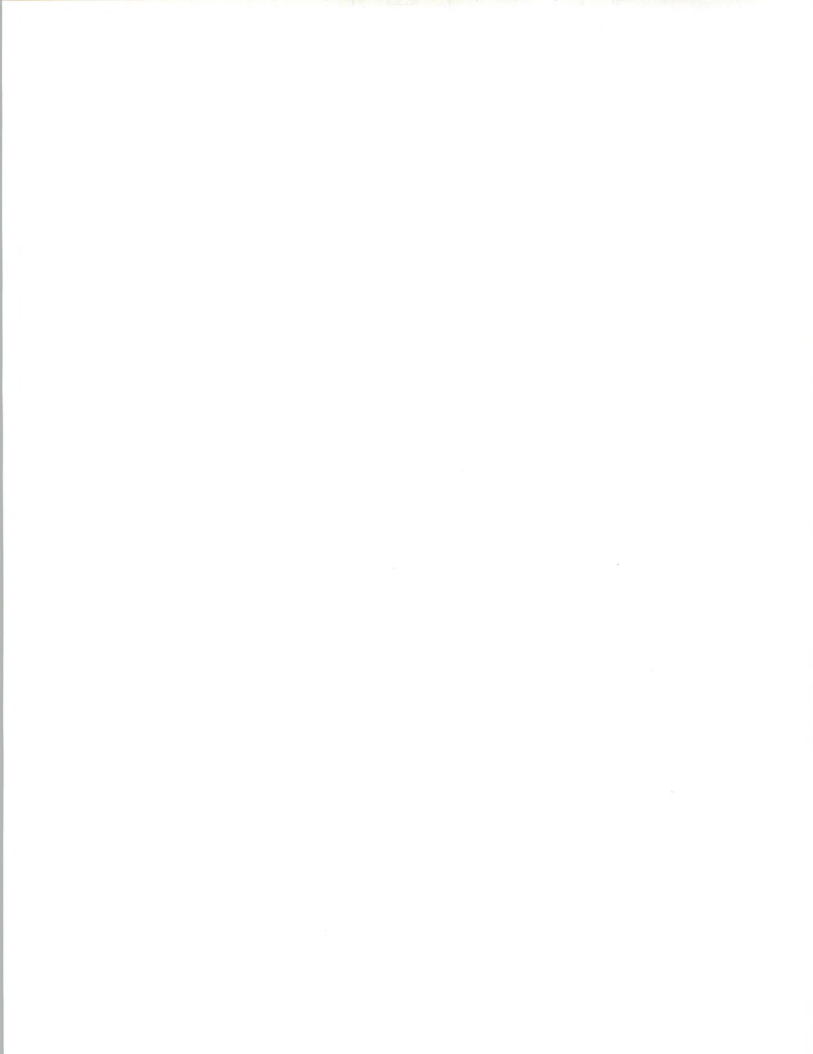


Exhibit C-9

IBM Strengths and Weaknesses (Tennessee TA)



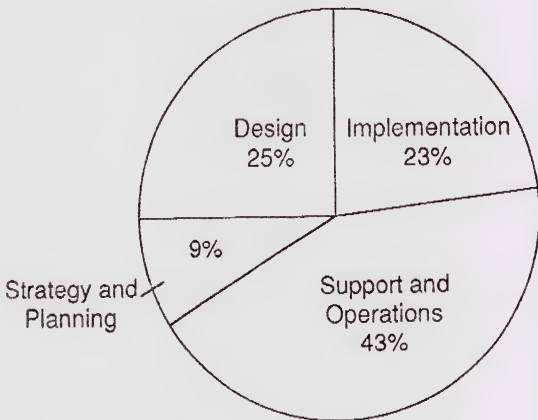
Open-ended questions coded



^C
Exhibit A-1

Tennessee

1991 ████████ TA
EUS Services Expenditures
by Type of Service



1991 Services Market = \$● million

95

INPUT

THE
AMERICAN
SOCIETY OF
MUSICIANS

AMERICAN SOCIETY OF MUSICIANS
1000 BROADWAY
NEW YORK, N. Y. 10018
TELEPHONE: 212-691-1234

CLASSICS

Exhibit C-2**1991 EUS SERVICES MARKET OPPORTUNITY: TENNESSEE TA***

<u>Industry</u>	<u>EUS Market</u>	
	<u>\$ Millions</u>	<u>Percent</u>
Banking	\$4	4
Insurance	2	2
Discrete Manufacturing	28	29
Process Manufacturing	21	22
Distribution	18	19
State/Local	12	13
Telecommunications, etc.	8	8
Federal	<u>3</u>	<u>3</u>
TOTAL	\$95	100

Note: Individual dollars and percents rounded, therefore, may not equal total

1. The first part of the document discusses the importance of maintaining accurate records of all transactions.

2. It is essential to ensure that all entries are supported by appropriate documentation and receipts.

3. Regular audits should be conducted to verify the accuracy of the records and identify any discrepancies.

4. The second part of the document outlines the procedures for handling any irregularities or discrepancies.

5. It is important to investigate any irregularities promptly and take appropriate corrective action.

6. The third part of the document provides a summary of the key findings and recommendations.

7. The findings indicate that there are several areas where improvements can be made to the current system.

8. The recommendations include implementing more robust controls and enhancing the training of staff.

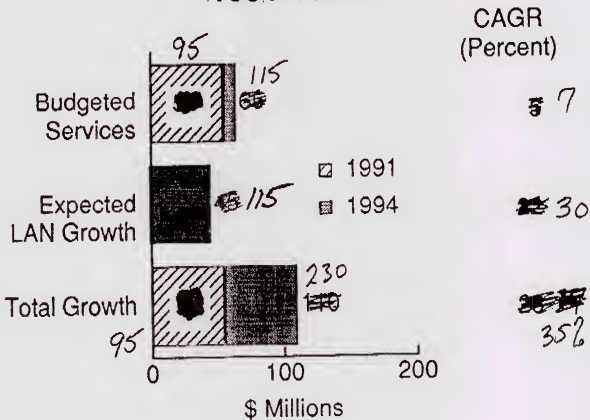
9. The fourth part of the document discusses the implementation of the recommended changes.

10. It is expected that these changes will result in a more efficient and accurate system.

11. The final part of the document provides a conclusion and a list of references.

12. The document is intended to provide a comprehensive overview of the current state of affairs and the proposed solutions.

Tennessee ~~TA~~ TA
EUS Services Growth Components, 1991-1994



INPUT

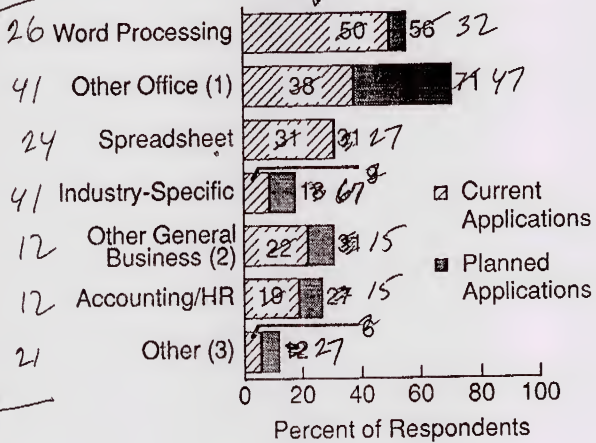
Exhibit C-4

**1991 EUS SERVICES:
VARIANCES IN GROWTH RATE BY INDUSTRY**

<u>Industry Group</u>	<u>Points Above or Below Average Growth Rate</u>
Banking	+5
Insurance	-3
Discrete Manufacturing	0
Process Manufacturing	+5
Wholesale/Retail Distribution	-3
State/Local (including Education)	-5
Telecommunications, Utilities and Transportation	+3
Federal	-5

Tennessee

Application Focus: [REDACTED] TA



Examples

- (1) Electronic mail, graphics, data base
- (2) Sales/marketing, decision support, forecasting
- (3) 3270 emulation, branch support

Open-ended question coded

Application Form

Name: [Redacted]
Address: [Redacted]

Age: [Redacted]
Occupation: [Redacted]
Education: [Redacted]

Signature: [Redacted]

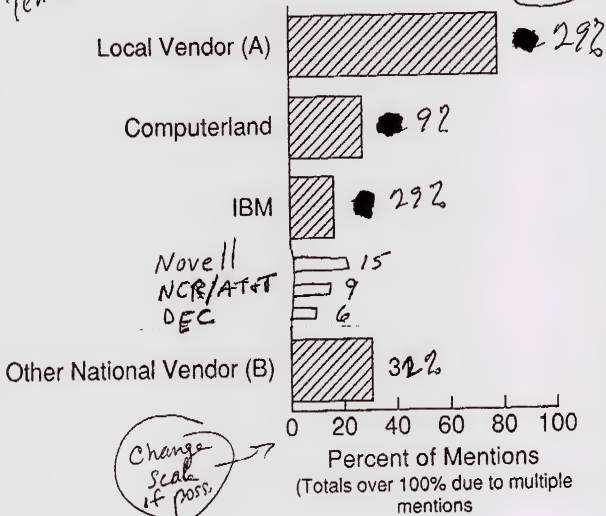
C
Exhibit A-6

Vendors Supplying Services in [REDACTED] TA

Tennessee

[REDACTED]

Sort
by
rank



A: See list in Exhibit A-7
B: Includes Apple, Novell, Entree, ~~IBM~~ Andersen,
Sears, Data-point

INPUT

Hydrolysis of Polyurethanes



Figure 1: Hydrolysis mechanism of polyurethanes.

Exhibit C-7

LOCAL SERVICE VENDORS: TENNESSEE

"Small firms"

A and V

Dial Hand

Gateway 2000

Lanette

Redex

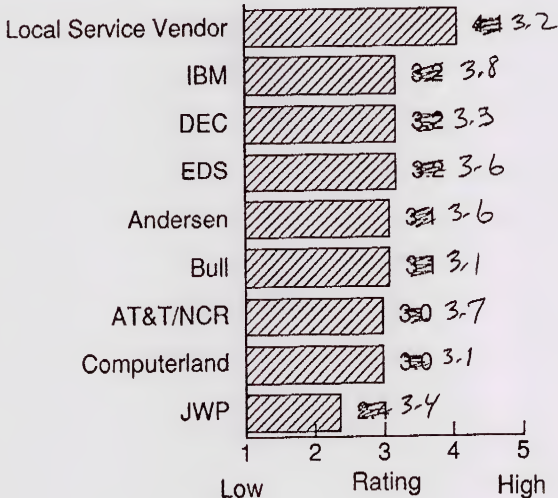
Systems Management

Thomas-Conrad

User Rating of Vendors' Ability to Meet User Needs

(~~██████████~~ TA)
Tennessee

Sort by rating



Differences of 0.4 or less are not meaningful.

INPUT

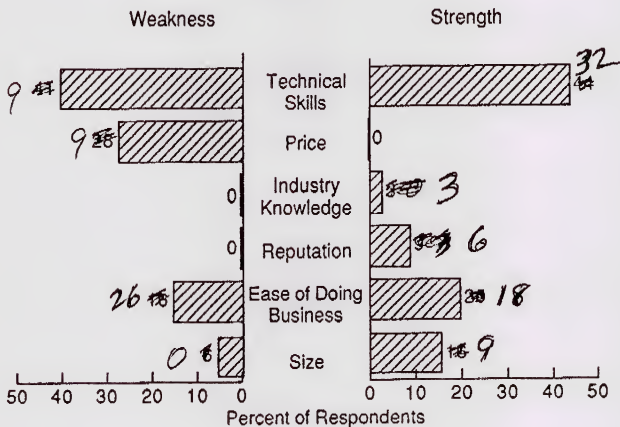
Statement of your work
 showing your method of working
 (A1 ~~2000~~)

Year	Month	Day	Time	Location	Activity
1998	10	10	10:00	...	...
1998	10	11	11:00	...	...
1998	10	12	12:00	...	...
1998	10	13	13:00	...	...
1998	10	14	14:00	...	...
1998	10	15	15:00	...	...
1998	10	16	16:00	...	...
1998	10	17	17:00	...	...
1998	10	18	18:00	...	...
1998	10	19	19:00	...	...
1998	10	20	20:00	...	...
1998	10	21	21:00	...	...
1998	10	22	22:00	...	...
1998	10	23	23:00	...	...
1998	10	24	24:00	...	...
1998	10	25	25:00	...	...
1998	10	26	26:00	...	...
1998	10	27	27:00	...	...
1998	10	28	28:00	...	...
1998	10	29	29:00	...	...
1998	10	30	30:00	...	...
1998	10	31	31:00	...	...

Exhibit ^c A-9

Keep in same order

IBM Strengths and Weaknesses (████████ TA) *Tennessee*



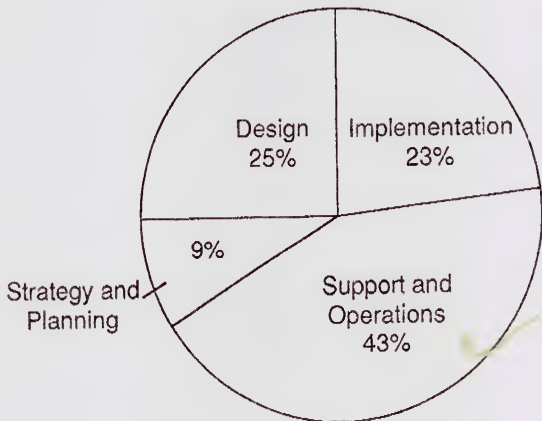
Open-ended questions coded

INPUT

Exhibit ^CA-1

Tennessee

1991 ~~TA~~ TA
EUS Services Expenditures
by Type of Service

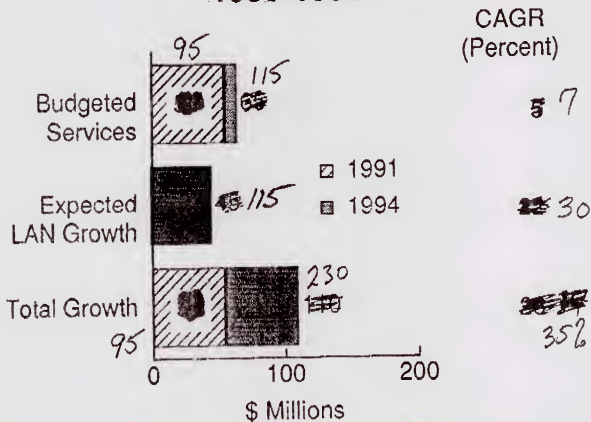


1991 Services Market = \$ ~~95~~ million

95

INPUT

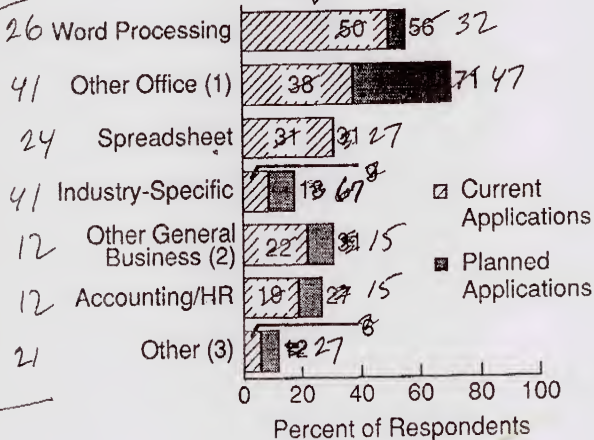
Tennessee ~~Company~~ TA
EUS Services Growth Components,
1991-1994



INPUT

Tennessee

Application Focus: ~~XXXXXXXXXX~~ TA



Examples

- (1) Electronic mail, graphics, data base
- (2) Sales/marketing, decision support, forecasting
- (3) 3270 emulation, branch support

Open-ended question coded

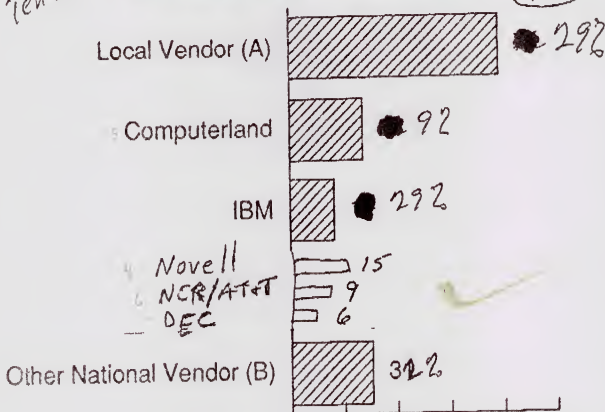
Exhibit ^CA-6

Vendors Supplying Services
in ~~Florida~~ TA

Tennessee



Sort
by
rank



Change
scale
if poss.

A: See list in Exhibit ^CA-7
 B: Includes Apple, ~~Novell~~, Entree, ~~IBM~~ Andersen,
 Sears, Data-point

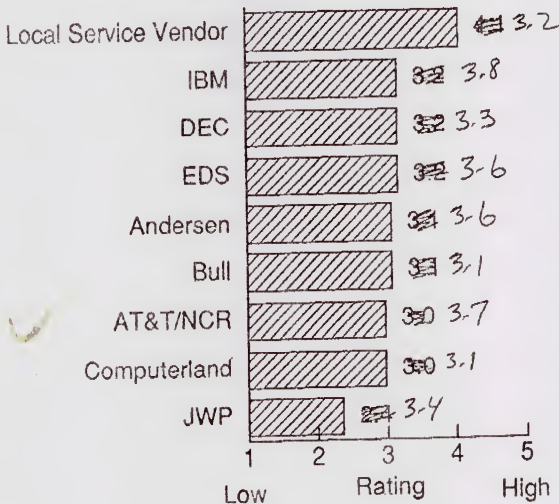
INPUT

C
Exhibit 4-8

User Rating of Vendors' Ability to Meet User Needs

(~~Private~~ TA)
Tennessee

Sort
by
rating



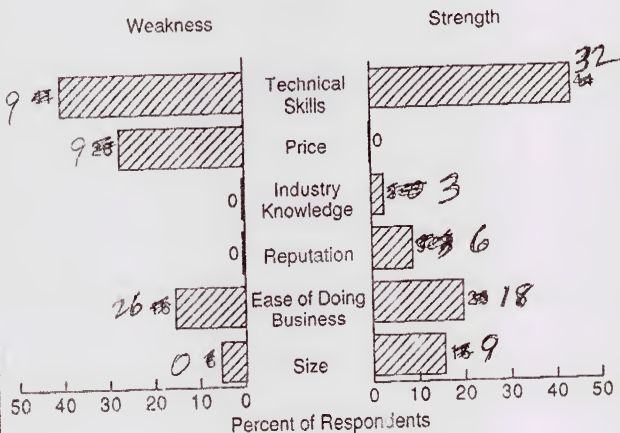
Differences of 0.4 or less are not meaningful.

INPUT

Exhibit ^c A-9

Keep in same order

IBM Strengths and Weaknesses (~~TA~~ TA) *Tennessee*



Open-ended questions coded

INPUT

INPUT*

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050
Fax (201) 801-0441

FAX TRANSMITTAL FORM

Date: June 18
To: Name: Andrea
Tel./Location: _____
Co.: _____
Fax No: _____

Confidential: Y / N
Urgent: Y / N

YNS16

Page: 1 of 2

File: Chron
Contact
Other:

From: TJ
Subject: Exhibit Modifications
Yes, it's me again.

These 6 exhibits were done in March for YNS13 & YNS14 (same exhibits, different numbers). Now we have another set of #s for another region.

In the ideal world I would like these back by noon (your time) Friday. However, Monday is ok.

Let me know what you can do.

FAX TRANSMITTAL FORM

Date: 6/19/92
To: Name: Joanne Pennwitz
Tel./Location: NJ
Co.: INPUT
Fax No: _____
From: Lynette
Subject: YWI16 presentation

Confidential: Y/N
Urgent: Y/N

Page: 1 of 10

File: Chron
Contact
Other:

Final copy as requested

