



RAN

Industry, Science and Technology Canada

Completed Profiles of
Canada's Top
Software Companies

June 25, 1992

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TOP SOFTWARE COMPANIES

 Industry Canada
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ABACUS ACCOUNTING SYSTEMS INC. - AASI (FORMERLY COMSOFT)

PO Box 3835
Station D
Edmonton, Alberta
CANADA T5L 4K1

Telephone: (403) 489-5994
Facsimile: (403) 486-4335

KEY PERSONNEL

Mr. Dwayne R. Kushniruk, President
Mr. Terry Orletsky, Vice President, Development

COMPANY BACKGROUND

Abacus Accounting Systems Inc. (AASI) began as Comsoft in 1983 with a corporate mission to develop an integrated accounting system for microcomputers aimed at the horizontal marketplace, flexible enough to fulfill the accounting needs of most small to medium sized businesses without the need for customization. The first product, *ABACUS I*, was released in 1984. Research began in 1987 on a new, high-end microcomputer system designed for the equipment of the 1990's that would incorporate local area network (LAN) technology. During 1991, AASI released *ABACUS II*, its latest high-end multi-user integrated microcomputer system, and began the transition from a research and development based company to a marketing organization.

The company has five divisions: Administration, Product Development, Technical Support, Marketing, and Sales and Dealer Relations.

MAJOR ACHIEVEMENTS

- products featured in dozens of magazine, periodical, trade and newspaper articles.
- 1991 - *ABACUS II* awarded Show Stopper at the Computer Fair in San Francisco.
- product of choice for the only Russian McDonald's.

FACTS & FIGURES

Year Established:	1983
Total Number Employees:	10
Sales:	3
Marketing:	1
R&D:	2
Management:	4
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991:	\$1,000,000
%Revenues Generated By:	
Software Products:	66
Hardware Products:	4
Maintenance/Support:	30
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Sherritt Gordon Mines, Edmonton, Alberta
- Nichimen Canada, Toronto, Ontario
- First City Trust, Vancouver, British Columbia
- Lithotech, A Division of Domtar, Toronto, Ontario
- Department of National Defence, Halifax, Nova Scotia
- Xerox Canada
- Sears Fitness Store, Vancouver, British Columbia
- University of Guelph, Guelph, Ontario
- Smitty's Restaurant, Edmonton, Alberta
- McGill University, Montreal, Quebec

International

- McDonalds, Moscow
- World Health Organization, Geneva, Switzerland
- Southern California Edison, Rosemead, California, USA
- Honeywell IACD, Arizona, USA
- Trigem Computers, Seoul, South Korea
- Altmann Systems, Berlin, Germany
- C. IP Wan Shek, Pt. Louis, Mauritius
- Ever Prosperous Company, Hong Kong
- St. Justins, Birmingham, England

TECHNOLOGY FOCUS

IBM PC/AT accounting software for the horizontal business market worldwide.

CURRENT PRODUCTS

The *ABACUS* family of technologically superior accounting software products feature "bottom-up" integration, intuitive user interface, advanced multi-user capabilities, and powerful database capabilities. Integration between the various accounting tasks occurs in the background, requiring no conscious effort or understanding on the part of the user.

Products in this family include:

ABACUS EL: an entry level accounting system for the educational and home-use market. This product has a user base of 1,100.

ABACUS I: a single user accounting system for small business with an installed base of 1,700.

ABACUS II: a multi user accounting system for medium to large businesses with a customer base of 1,400.

In addition, AASI offers *Dataworks*, a dictionary based XBase file management utility for Windows used by developers.

FUTURE PRODUCT DIRECTIONS

AASI remains committed to keeping *ABACUS II* on the forefront of technology and will utilize its research and development into Windows and LANs to provide a product capable of taking advantage of the emerging hardware and possible wide area network systems.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- DOS, Windows, Novell LAN
- IBM compatible 286-486 DX Systems

Geographic Markets:

North America, South Korea

Industry Markets:

- residential home builders
- inventory distribution/wholesalers
- manufacturing
- retail
- service
- non-profit organizations
- franchise operations

DISTRIBUTION CHANNELS

The company distributes its products through direct sales, retail and wholesale distribution, consulting services, and VAR agreements.

CURRENT MARKETING ACTIVITIES

Currently, AASI has unilateral distribution agreements with Yada Systems of the United States, which integrates *ABACUS II* with its Dupont Print program, and with Trigem Computers of South Korea, which translates and markets *ABACUS II* in the Korean language.

PARTNERING INTERESTS

AASI is interested in establishing VAR agreements to distribute *ABACUS II* in Singapore, Malaysia, Indonesia, Thailand, Sweden, and Australia. In addition, partnerships for the translation of *ABACUS II* in Romania, Spain, South America and Germany would also be of interest.

ABEL COMPUTERS LTD.**FACTS & FIGURES**

3310 South Service Road
Burlington, Ontario
CANADA L7N 3M6

Telephone: (416) 333-3200
Facsimile: (416) 333-3426

KEY PERSONNEL

Mr. Arun Rele, President

COMPANY BACKGROUND

ABEL Computers Ltd., founded in 1977 has pioneered the design, development and marketing of packaged software for dental and medical practitioners. The company's software handles all areas of practice management (reducing stress, increasing income, etc.) and from its Burlington, Ontario and Niagara Falls, N.Y. office, ABEL sells and services systems all over North America. Its development team ensures that the software is current and is among the best products available in each market segment.

MAJOR ACHIEVEMENTS

ABEL designed and installed the 5 1/4 electronic bill processing system used by the Ontario Hospital Insurance Plan (OHIP).

Year Established:	1977
Annual Revenues-1991:	\$10,000,000
%Revenues Generated By:	
Software Products:	50
Maintenance/Support:	20
Systems Integration:	30
%Sales Generated In:	
Canada	90
United States	10

TECHNOLOGY FOCUS

Relational database accounting software for medical and dental practices.

CURRENT PRODUCTS

Products Include:

MASS (Medical Accounting Software System): runs on IBM PCs and is fully compatible with OHIP's requirements for electronic billing. Features include: billing; patient record tracking; accounting/financial control; and general office functions.

DYNA: is an IBM-PC/AT compatible relational database accounting system for dental practices. Features include billing and financial operations; record-keeping; accounting and bookkeeping; general office procedures; and practice building (practice analysis, and referral tracking)

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Xenix/Unix, MS DOS
- IBM PS/2 and compatibles

Geographic Markets:

Canada, United States

Industry Markets:

Ontario medical computer system users
North American dental computer system users

DISTRIBUTION CHANNELS

ABEL relays on both direct sales, local representatives and dealers for all its sales at the present time.

PARTNERING INTERESTS

The company is interested in selecting representatives and dealers for dental systems throughout North America as well as selling exclusive distributorships.

ACCUBID SYSTEMS LTD.**FACTS & FIGURES**

125 Ashwarren Road
Downsview, Ontario
CANADA M3J 2S6

Telephone: 416-398-3333
Facsimile: 416-398-3000

KEY PERSONNEL

Mr. Giovanni Marcelli, President

COMPANY BACKGROUND

Accubid Systems is a privately owned Canadian company. It was established in 1985 to address the software needs of electrical and mechanical contractors in the construction industry. Today, the company employs 16 people, more than 25 per cent of which are involved in Research and Development. Most of the company's revenues are generated from the sale of its software which is developed entirely in-house.

MAJOR ACHIEVEMENTS

The software has captured close to 75% of the computerized electrical and mechanical contractors in Canada.

Year Established:	1985
Total Number Employees:	16
Sales:	5
Marketing:	1
R&D:	5
Management:	1
Fiscal Year End:	March 31
Privately Held Company	

Annual Revenues-1991:	\$2,500,000
%Revenues Generated By:	
Software Products:	85
Hardware Products:	5
Maintenance/Support:	10
%Sales Generated In:	
North America	100

KEY CUSTOMERS*Domestic*

- Ainsworth Electric, Toronto, Ontario
- Ontario Electric, Toronto, Ontario
- B.G. Checo, Montreal, Quebec
- State Contractors, Toronto, Ontario
- Black & McDonald, Toronto, Ontario
- Canada Electric, Toronto, Ontario
- Industrial Electric, Toronto, Ontario
- Canem Systems, Vancouver, British Columbia
- Ricketts & Sewell, Vancouver, British Columbia
- Standard Electric, Edmonton, Alberta
- ATCO Manufacturing, Calgary, Alberta

International

- Roland's Electric, New York, New York, USA
- G. Seamam Electric, New York, New York, USA
- F. Hutton Electric, New York, New York, USA
- Connors Haas Electric, Rochester, New York, USA
- Hilshel, Canton, Ohio, USA
- Gerson Electric, Pittsburg, Pennsylvania, USA
- Ahlstrom Schaefer, Jamestown, New York, USA
- Strattom Electric, Pal Garden, Florida, USA
- Tusi Brothers, Newport, New Jersey, USA
- N.R. Pellegrini, Bayonne, New Jersey, USA
- Hilscher-Clarke, Ohio, USA
- Mack Electric, Missouri, USA

TECHNOLOGY FOCUS

Estimating and Billing software for the construction industry.

CURRENT PRODUCTS

Accubid Systems Ltd. has developed software applications for the construction industry. The programs assist in the preparation of contract bids, change orders and time and material billing.

The Accubid system offers an extensive database containing a wide range of items and assemblies. It also includes an automatic price updating service. The system features flexibility within a user friendly menu driven format.

Products include:

Estimating: a software designed to assist in estimating job costs for electrical and mechanical contractors, this product is installed in 850 locations throughout North America.

T&M Billing: a billing software for construction contractors, T&M runs under the DOS operating system, as do all Accubid products.

Change Order: a change order software for the above mentioned sectors with over 200 installations throughout North America.

FUTURE PRODUCT DIRECTIONS

To compliment its existing products, Accubid is developing a quotation analysis software.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS DOS
- 286/386/486

Geographic Markets:

Canada, United States

Industry Markets:

- electrical and mechanical contractors in the construction industry.

DISTRIBUTION CHANNELS

Distribution of Accubid products is accomplished entirely through direct sales.

CURRENT MARKETING ACTIVITIES

Accubid is active throughout Canada and the Northern and Eastern United States, most marketing being directed toward electrical and mechanical contractors.

PARTNERING INTERESTS

The United States is the priority export market for Accubid Systems and the company is interested in developing a joint marketing agreement to further penetrate this large market.

ACCUGRAPH CORPORATION

50 O'Connor Street, Suite 1616
Ottawa, Ontario
CANADA K1P 6L2

Telephone: (613) 594-8406
Facsimile: (613) 238-4029

KEY PERSONNEL

Mr. Hector Holguin, Chairman, CEO
Ms. Faith Akben, Vice President, Marketing,
Product Development
Mr. Lee Brownfield, Chief Financial Officer
Mr. David Claudio, Marcom Manager (Key Contact)

COMPANY BACKGROUND

The current Accugraph Corporation was formed in 1986 when Accugraph Canada merged with Holguin Corporation of El Paso, Texas. Accugraph develops Graphic Information Management systems and Computer Aided Design (CAD) systems.

The company maintains two main offices and a number of direct sales offices throughout the United States and Canada. In addition, Accugraph has distributors in 30 foreign countries.

The company has seven major Divisions including: the Hewlett Packard Division, IBM Division, Corporate Marketing, Support, Research & Development, Production, and Education Technology which includes training and documentation.

MAJOR ACHIEVEMENTS

- major account with GTE and consistent addition of new systems since 1989.
- major account with Hewlett Packard, managing over 30 million square feet worldwide.
- received IFMA Golden Circles award for automation success.
- USAA uses the Accugraph system for facility management in the world's largest single-owned horizontal facility.

FACTS & FIGURES

Year Established:	1971
Total Number Employees:	95
Sales:	15
R&D:	15
Stock Listings: Listed on the Toronto Stock Exchange	

Annual Revenues-1991:	\$15,000,000
%Revenues Generated By:	
Software Products:	75
Maintenance/Support:	20
Professional Services:	5
%Sales Generated In:	
North America:	60
South America:	5
Western Europe:	20
Middle East:	5
Asia Pacific:	5
Africa:	5

KEY CUSTOMERS

Domestic

- Department of National Defence, Ottawa, Ontario
- DOWCO
- Douglas Cardinal Architect, Ottawa, Ontario

International

- Singapore Airlines, Singapore
- City of Moscow, Russia
- City of Rome, Italy
- AMRO Bank, Netherlands
- Barcelona Olympic Village, Spain
- Phillip Morris, Germany
- ICA, Mexico City
- Ciba Geigy, Mexico City
- Westinghouse, USA
- GTE, Dallas, USA

TECHNOLOGY FOCUS

Graphic Information Management Systems and Computer-Aided Design (CAD) Systems

CURRENT PRODUCTS

MountainTop CAD: A set of modular, integrated tools including Expert Drafting, a technical documenter, an embedded spreadsheet system, 3D Solids Modelling, Parametric Modelling, a graphical link to database management systems, a scanner interface module, a macro programming module and more. Also offers integrated modules for specific applications in Architecture, Civil Engineering, Facility Management, and Telecommunications Facilities Management.

AFNS: Accugraph's Flexible Networking System, which works with the MountainTop system and provides all the hardware and software to network existing PCs and workstations.

FUTURE PRODUCT DIRECTIONS

Accugraph continues to refine its software products for maximum drawing intelligence and user-friendly operation. Enhancements such as artificial intelligence and more integrated design processes and networking are planned.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MountainTop systems run on UNIX-based workstations from IBM and Hewlett Packard

Geographic Markets:

Installations in over 25 countries and continuing to expand into Eastern and Western Europe, Australia and the Pacific Rim, South America, as well as Canada and the United States

Industry Markets:

Various design and information management fields including:

- telecommunications
- engineering
- petrochemical
- banking
- civil engineering
- facility(ies) management
- utility design

DISTRIBUTION CHANNELS

Marketed through a direct sales force covering North America, as well as distributors in 30 foreign countries.

**CURRENT MARKETING
ACTIVITIES**

Contractual agreements with Hewlett Packard as a Premier Solutions Provider; IBM as an Industry Application Specialist; and with Oracle as a Value-Added Reseller.

PARTNERING INTERESTS

Accugraph is interested in discussing various partnering opportunities.

ACCUTECH COMPUTER SYSTEMS

1730 St. Laurent Blvd.
Suite 260
Ottawa, Ontario
CANADA K1G 5L1

Telephone: (613) 737-3549
Facsimile: (613) 737-2015

KEY PERSONNEL

Mr. K. Boyle, President
Mr. F. Palisek, Vice President

COMPANY BACKGROUND

Accutech Computer Systems is an international software and services company and a long time IBM Business Partner. The company designs and builds information systems solutions for the food distribution and processing industries as well as related consulting services.

With divisional headquarters in Ottawa, the company has regional sales and support offices in Newfoundland, Alberta, British Columbia, California, Connecticut, New York and Virginia. These regional offices represent a mix of direct company owned locations as well as affiliate organizations.

MAJOR ACHIEVEMENTS

- as an authorized IBM Agent, Accutech was the leading supplier of application software to food distributors for IBM Canada in 1991.
- Accutech's *Food Management System* is used by two of Canada's largest food distribution companies.

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	25
Sales:	1
Marketing:	1
R&D:	21
Management:	2
Privately Held Company	

Annual Revenues-1991	\$2,000,000
%Revenues Generated By:	
Software Products:	70
Professional Services:	30
%Sales Generated In:	
North America:	90
Central America:	5
Asia Pacific:	5

KEY CUSTOMERS

- Major food distribution companies throughout North America.

TECHNOLOGY FOCUS

Full integrated accounting, operations and management reporting information system for food distributors.

CURRENT PRODUCTS

Products include:

The Accutech *Food Management System (FMS)*: a fully integrated accounting, operations and management reporting information system for food distributors. Modules include order entry and invoicing, pricing management, accounts receivable, inventory and warehouse management, purchasing, general ledger, and accounts payable.

FMS was developed in-house and has been constantly enhanced over the past ten years. Enhancements have been made to the feature and functional content of the product and to take advantage of changing hardware and operating system software environments.

FUTURE PRODUCT DIRECTIONS

The next version of the *Food Management System* is being developed using the SYNON/2E CASE Tool. The product will be installed in the initial two beta test sites during the summer of 1992 and has a planned general availability of January 1993. Significant advantages of the new product will be derived from its development as a true relational database product. The ease and ability to handle a multiple distributed enterprise environment will be a major feature of the new product.

In addition, the following supplemental technologies are being incorporated into or in conjunction with the host *FMS* product: Image Technology, Integrated Fax, Interactive Voice Response, Bar Coding, and PC Cooperative Processing applications.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- SSP IBM
- OS/400

Geographic Markets:

Canada, United States, Central America/Caribbean, Asia Pacific

Industry Markets:

Distributors of:

- groceries, general line
- packaged frozen foods
- dairy products
- poultry and poultry products
- confectionery
- fish and seafood
- meats and meat products
- fresh fruits and vegetables
- groceries and related products

DISTRIBUTION CHANNELS

Accutech's product revenues are generated by direct sales from offices across Canada and the United States

CURRENT MARKETING ACTIVITIES

Most of the company's marketing activity centres on North America. Inroads have been made in the Central American/Caribbean and Asia Pacific regions.

PARTNERING INTERESTS

The company is interested in various partnering interests.

ACDS SYSTEME GRAPHIQUE INC.

2115 de la Montagne
Suite 210
Montreal, Quebec
CANADA H3G 1Z8

Telephone: (514) 843-3010
Facsimile: (514) 843-9588

KEY PERSONNEL

M. Jean Guy Laplante, President
Mme. Nicole Beaulieu, Vice President,
Administration
Mr. Sherman Su, Director Of Marketing
Mr. Brian Watson, Research & Development

COMPANY BACKGROUND

ACDS was founded in 1983 by three partner firms with complimentary backgrounds: Omnitech was known for its CAD and graphic capabilities; ACSI for its computer expertise; and Ron Carriere and Assoc. for its cartographic and surveying achievements. Today, the company develops, manufactures, and markets computerized information systems.

The company maintains four departments reporting to the President. These include: Administration, Marketing and Sales, R&D and Technical Support, and Application Development.

FACTS & FIGURES

Year Established:	1983
Total Number Employees:	15
Sales:	2
Marketing:	1
R&D:	9
Management:	3
Fiscal Year End:	March 31
Stock Listings:	Public company, presently unlisted

Annual Revenues-1991:	\$2,000,000
%Revenues Generated By:	
Software Products:	55
Maintenance/Support:	25
Professional Services:	15
%Sales Generated In:	
North America:	70
Western Europe:	25
Asia Pacific:	5

KEY CUSTOMERS

Domestic

- Hydro-Quebec, St. Hyacinthe, Quebec
- Quebec Ministry of Transportation
- Videotron Ltee, Montreal, Quebec
- J.D. Barnes, Toronto, Ontario
- Markham Hydro, Ontario
- Ontario Hydro, Toronto, Ontario

International

- IFM, Infomaster, Italy
- Infomaster Australia
- GSC (Geographic Systems Corp.), Greenbay, USA
- AGLC (Atlanta Gas Light Company), Atlanta, USA
- EDS (Electric Data Systems), Atlanta, USA

TECHNOLOGY FOCUS

Geographic Information Management Systems,
Relational Database, Fourth Generation Language
(4GL)

CURRENT PRODUCTS

ACDS Système Graphique Inc. develops, manufactures, and markets computerized information systems. Combining an advanced CAD-based graphic data capture and manipulation package with an alphanumeric database provides users with a powerful and flexible spatial management tool. The ACDS seamless data structure (Continuous Graphics) and network management capabilities place the company at the leading edge of information management technology. Products include:

GEOMAX-IC: An integrated CAD database product with superb computer-aided drafting capabilities, additional functions, and impressive flexibility.

GEOMAX-LI: An advanced Land Information Management System offering powerful capabilities in surveying, engineering, mapping, data capture, and editing.

GEOMAX-FM: A totally integrated, fully automated facilities management system that delivers improved productivity and greater efficiency in areas such as capital assets management, design, space allocation, and planning.

GEOMAX-MI: A comprehensive Municipal Information and Land Management System with features and capabilities that can generate considerable savings in design, planning, land, and infrastructure management.

GEOMAX-NI: An advanced automated network information management system, fully capable of handling the complicated data modelling of utility networks. A solution to complex management problems.

GEOMAX-Server: An integral component of a customer's enterprise solution, with all data residing in a seamless database, accessible to all workstations connected to the server via a local area network (LAN).

GEOMAX-View: A cost-effective solution for the view-only purpose of generating either graphic or textual reports.

GEOMAX-DE: A powerful development environment, offering complete autonomy for developing highly customized applications for unique problem sets, limited only by the developer's imagination and creativity.

FUTURE PRODUCT DIRECTIONS

The company is developing support of a complete topological structure in ACDS geographic information systems, and availability of *GEOMAX* products and distributed databases on more hardware platforms. In addition, 1992 will see the availability of support of RASTER image and conversion from RASTER to Vector mode.

TARGET MARKETS

Operating Systems and Hardware Platforms:

UNIX-based hardware, specifically IBM (PS/2, RT, RISC/6000), with AIX and Sun (Sun OS)

Geographic Markets:

Canada, United States, Western Europe, Australia

Industry Markets:

- public service utilities
- government at all levels
- GIS professionals such as Land Surveyors, Engineers, Geographers and Systems Integrators

DISTRIBUTION CHANNELS

ACDS product revenues are generated by direct sales and retail distribution. Third party distribution agreements are in place in the United States, Italy, and Australia.

CURRENT MARKETING ACTIVITIES

The company has third party VAR, technology transfer and unilateral distribution agreements with GSC and EDS of the United States, and IFM of Italy.

PARTNERING INTERESTS

ACDS is currently seeking a financial partner in Canada or the United States to conduct joint marketing and joint research.

AIS CONSULTING

839 - 5th Avenue S.W.
Suite 450
Calgary, Alberta
CANADA T2P 3C8

Telephone: (403) 234-0188
Facsimile: (403) 264-3067

KEY PERSONNEL

Mr. Allan Brown, President
Mr. Jamie Lindenbach, Vice-President, Operations
Mr. Dave Majka, Vice-President, Research & Development

COMPANY BACKGROUND

AIS began as a custom programming company in 1984, providing services to clients using IBM mid-range computer systems. The company obtained contracts to write custom software for inventory control, purchasing and customer order entry and these eventually became AIS's base packages for wholesale distributors. Today the company employs 16 and sells its software "off the shelf" as well as maintaining a strong professional services orientation.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	16
Sales:	2
R&D:	2
Management:	3
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991:	\$1,700,000
%Revenues Generated By:	
Software Products:	11
Hardware Products:	10
Maintenance/Support:	7
Professional Services:	72
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Primco (PWL) Ltd., Calgary, Alberta
- Edmonton Tube Sales, Edmonton, Alberta
- Shippers Supply Ltd., Edmonton, Alberta
- Franklin Supply Ltd., Calgary, Alberta
- Lowry's Manufacturing & Sales Ltd., Winnipeg, Manitoba

TECHNOLOGY FOCUS

DBMS inventory management for the wholesale distribution industry.

CURRENT PRODUCTS

AIS offers one packaged system that is used by a wide range of niches in the wholesale distribution industry.

AIS Distribution System, running under OS/400, this package encompasses inventory, order entry, purchasing, and financial management. It is used in wholesale distribution niches such as electrical, medical, oil field, steel, carpet, and lumber industries.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- OS/400
- IBM AS/400

Geographic Markets:

Canada

Industry Markets:

Wholesale Distribution in:

- electrical industry
- medical industry
- carpet industry
- steel industry
- lumber industry
- oil field industry
- shipping

DISTRIBUTION CHANNELS

All of AIS product revenues are generated by direct sales from its head office in Calgary and its branch in Edmonton.

CURRENT MARKETING ACTIVITIES

The company markets its distribution system entirely in Canada.

ALIAS RESEARCH INC.**FACTS & FIGURES**

110 Richmond Street East, Suite 400
 Toronto, Ontario
 CANADA M5C 1P1

Telephone: (416)362-9181
 Facsimile: (416)362-0630

KEY PERSONNEL

Mr. Robert Burgess, President
 Mr. Paul Lytaczewski, Vice President, Development
 Mr. Peter Goldie, Director, Marketing
 Mr. Ian Giffen, Vice President, Finance

COMPANY BACKGROUND

Alias Research Inc. is a publicly traded software company with corporate headquarters and research and development facilities in Toronto. Formed in 1983, Alias has become the world's leader in three dimensional (3D) computer graphics software for computer aided industrial design and computer animation. Alias has several product lines for graphic arts and prepress, CAD for architecture, and personal computer-based 3D illustration and drawing tools.

Year Established:	1983
Total Number Employees:	250
Sales:	50
Marketing:	20
R&D:	100
Fiscal Year End:	January 31
Stock Listings: Listed on NASDAQ National Market System under the symbol of ADDDF	

Annual Revenues-1991:	\$29,739,000
%Revenues Generated By: Software Products:	85

KEY CUSTOMERS

- Industrial Light and Magic
- Walt Disney Pictures
- Sony
- Honda
- General Motors
- Timex
- Motorola
- Reebok
- Mattel
- American Tourister

TECHNOLOGY FOCUS

Graphics, Image Processing, Multi-Media.

CURRENT PRODUCTS

Alias's technology focus is on high-quality, innovative computer graphics products in both 3-dimensional (3D) and 2-dimensional (2D) for industrial design, animation, pre-press, multi-media, and business information applications.

Alias Studio™ and *Alias Designer™*: 3D industrial design software that allows designers to prototype new designs, explore and fine tune them interactively. Models created on Alias remain flexible and modifications can be made at any time during the design phase, without having to start the design from scratch. These products are used by designers at Honda, General Motors, Sony, Timex, Motorola, Reebok, Mattel, American Tourister, to name a few.

Alias Power Animator™ and *Alias Animator*: sophisticated and spectacular computer animated graphics systems that are ideal for modelling and refining complex 3D concepts. These are used by leading animation and production houses, such as Industrial Light & Magic (ILM) to create special effects for movies such as *The Abyss* and *Terminator 2: Judgment Day*. In addition to ILM, Alias counts Sony, Walt Disney Pictures, The Moving Picture Company, Rushes and Telegon among its many animation users.

Alias Full Color Prepress™ : a fully integrated electronic prepress system for the graphic arts production market. It can quickly take a job from image scanning, photo retouching and image assembly to page layout, straight through to producing colour separations.

Alias UpFront™ : For the Macintosh and Windows personal computer market, *Alias UpFront™* is a conceptual 3D design product, and is used by architects and space planners. UpFront allows users to quickly create and evaluate fully shaded 3D concept designs. *Alias Sketch!™* is a freeform 3D illustration and drawing package, and is used by illustrators and graphic designers.

Alias Sonata™: designed for use by architects, building contractors, buildings service consultants, retailers, and facility manager, this software package is a complete 2D and 3D design and database software package which produces plans, elevations, section and perspective drawings. The photorealistic visualization and video creation capabilities of the product allows Sonata to be used for superior design presentation and communication.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, IBM Risc System/6000, Macintosh, Silicon Graphics Workstations

Geographic Markets:

Worldwide

Industry Markets:

Automotive; aerospace; industrial goods; consumer goods and packaging (appliances, electronics, toys); advertising, architectural and interior design; television and motion picture special effects firms; large businesses for in-house developed animation videos; graphic design; pre-press and print industries; post-production houses; facility planners; and more.

DISTRIBUTION CHANNELS

Alias has direct sales offices across North America, South America, Europe, and Asia, and a worldwide network of dealers and distributors.

ALLINSON-ROSS CORPORATION

4250 Sherwoodtowne Blvd.
Mississauga, Ontario
CANADA L4Z 2G6

Telephone: (416)848-2030
Facsimile: (416)848-3108

KEY PERSONNEL

Mr. A.R. Allinson, President
Mr. R.J. Norman, Vice-President
Ms. Nina I. Allinson, Finance & Administration
Mr. C.J. Carrothers, Director, Sales & Marketing
Mr. K.M. Liles, Director, Customer Services

COMPANY BACKGROUND

The company was formed in 1975 to provide On-Line Transaction Processing (OLTP) system software to the Sperry OS/3 customer base in direct competition to the Sperry IMS product. Other products included a complete office automation package, and voice application development software. The Cobol 85 compiler for system 80 was developed by Allinson-Ross and is provided to Unisys on an Original Equipment Manufacturer basis.

The company is organized into four basic departments: Research & Development, Support & Customer Services, Finance & Administration, Sales & Marketing. Approximately two-thirds of Allinson-Ross staff are employed in the R&D and Support & Customer Services departments reflecting the company's emphasis on client satisfaction and the development of leading edge technology. All Allinson-Ross software has been developed in-house.

MAJOR ACHIEVEMENTS

Allinson-Ross technology is accepted as the standard for Transaction Processing Software in the System 80 environment with over 450 users world-wide.

FACTS & FIGURES

Year Established:	1975
Total Number Employees:	35
Sales:	1
Marketing:	1
R&D:	13
Management:	4
Service & Support:	16
Fiscal Year End:	March 31
Privately Held Company	

Annual Revenues-1991:	\$5,000,000
%Revenues Generated By: Software Products:	100
%Sales Generated In:	
North America:	50
Western Europe:	50

KEY CUSTOMERS

Domestic

- Mutuelle Des Fonctionnaires Du Québec, Québec City, Québec
- Metropolitan Separate School Board, North York, Ontario
- CAST North America, Montreal, Quebec
- Peacock, Montreal
- Fed-Met (Federal Industries), Toronto, Ontario
- Atlantic Packaging, Toronto, Ontario
- Maritime Medical, Halifax, Nova Scotia
- ESCO, Vancouver, British Columbia
- Redpath Sugar, Toronto, Ontario
- Calgary Separate School Board, Alberta

International

- Alarm Devices Mfg., Syosset, New York, USA
- County of Henrico, Richmond, Virginia, USA
- Cuyahoga Regional Information System, Cleveland, Ohio, USA
- Hillerich & Bradsby, Louisville, Kentucky, USA
- North Pittsburgh Telephone, Gibsonia, Pennsylvania, USA
- Ford New Holland, Longvic, France
- Germueder, Hauterach, Austria
- Bogestra, Bochum, Germany
- Fiat, Italy
- Hotel Plan, London, U.K.

TECHNOLOGY FOCUS

On-line transaction processing systems for the Unisys Systems 80, MS-DOS, and Unix Systems environments.

CURRENT PRODUCTS

TIP/30: an on-line transaction interface processor which enhances the capabilities of the Unisys® OS/3 operating system. *TIP/30* provides: better tools for faster development of on-line applications; a high performance environment to reduce on-line response times; execution of IMS action programs with no conversion; and integration of personal computing and on-line processing. This product is Allinson-Ross' most successful to-date with 400 customers and 450 installations.

TIP/pc: *TIP/30* for the personal computer, providing a software development environment that incorporates powerful program design tools which accelerate the program development process. *TIP/pc* allows the development of and running of *TIP/30* COBOL applications on a PC; and to transfer and run these applications on a host *TIP/30* system with virtually no change to the source code.

OFIS Link/80: a document storage and retrieval system for Unisys® OS/3 users that provides powerful facilities to support office automation in a centralized mainframe environment. *OFIS Link/80* plays a role in the Unisys OFIS® Ensemble set of office automation systems. These systems typically consist of PC or workstations attached to a central mainframe processor. *OFIS Deskset DSSP®* is the workstation component of *OFIS* and *OFIS link/80* is the mainframe component. These two components work in cooperation to provide a fully functional electronic office system.

TIP/ix: is a transaction manager for Unix computers and brings mainframe OLIP power to the world of open systems. It provides the Unix system with a powerful on-line transaction processing (OLIP) development and execution environment. *TIP/ix* contains a complete set of powerful utilities that support the development, operation and management of automated business systems using Unix-based networked computers. *TIP* also has an extensive "capability based" security systems that guarantees that unauthorized access to corporate information cannot occur. This security system directs the users workflow through the OLIP system.

TIP/ix is a totally compatible Unix implementation of the *TIP/30* transaction manager and therefore allows for the orderly and transparent transition of *TIP/30* based applications to a Unix environment.

FUTURE PRODUCT DIRECTIONS

TIP/IX - Support of SQL query language and distributed transaction capability. For release in the 3rd quarter of 1992. This will allow for a fully distributed transaction processing capability between *TIP/pc*, *TIP/ix*, and *TIP/30*. That is an integrated OLTP environment for the desktop, and the department and corporate level information systems implementations.

TIP/ix - Open systems compliant application and resource manager interfaces for release in the 2nd quarter of 1992.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS DOS, Unix
- Unisys System 80, Hewlett-Packard, Digital, Sun, MPPS, Pyramid

Geographic Markets:

North America and Western Europe

Industry Markets:

Currently, Unisys System 80 customer base, but Allinson-Ross is looking to also target open systems in the Unix marketplace with the release of *TIP/IX*.

DISTRIBUTION CHANNELS

Allinson-Ross generated half its revenues over the past fiscal year through direct sales with the remaining sales being derived through manufacturers agent agreements.

CURRENT MARKETING ACTIVITIES

Allinson-Ross has established joint marketing partnerships with Sun, Hewlett-Packard, and Unisys covering the Canadian and United States market. Unisys has also been established as an original equipment manufacturer agent for Allinson-Ross.

PARTNERING INTERESTS

Allinson-Ross is quite interested in establishing joint marketing agreements with major vendors of Unix systems.

ALIS TECHNOLOGIES

FACTS & FIGURES

3410 Griffith
St. Laurent, Quebec
CANADA H4T 1A7

Telephone: (514) 738-9171
Facsimile: (514) 342-0318

KEY PERSONNEL

Mr. Iain Drummond, VP Sales & Marketing
Mr. Claude Lemay, President & CEO

COMPANY BACKGROUND

Founded in 1981 by four University of Montreal graduates, intrigued by the difficulty of implementing Arabic on computer systems, Alis has now established a dominant position in the field of multilingual computing, supplying multiple language emulators as well as terminals and printers, to most of the major computer vendors world-wide. The development of Arabic MS-DOS for Microsoft was a key step in achieving this goal.

Alis supports six departments which include: Marketing, Sales, Product Management, R&D, Production, and Finance.

MAJOR ACHIEVEMENTS

Alis was selected by Microsoft to Arabize the MS DOS operating system, and has since been selected by Hewlett-Packard and other major Western manufacturers to implement local language versions of their products.

Year Established: 1981	
Total Number Employees:	38
Sales:	8
Marketing:	2
R&D:	12
Management:	5
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991:	\$5,000,C
%Revenues Generated By:	
Software Products:	20
Hardware Products:	80
%Sales Generated In:	
Western Europe:	25
Middle East:	75

KEY CUSTOMERS

International

- NCR Middle East, Nicosin, Cyprus
- ICL International, London, England
- Unisys World Trade, London, England
- Hewlett-Packard, Geneva, Switzerland
- Wang Middle East, London, England
- IBM Eastern Europe, Vienna, Austria

TECHNOLOGY FOCUS

Multilingual processing for computer systems.

CURRENT PRODUCTS

Alis offers peripherals, system software, and operating systems for customers using non-latin based languages. The company's underlying technology is called *PLANET*. Its key feature is its transparency which allows the use of western software to process non-latin based languages with no changes to the application software or operating system. This includes the capability to mix languages within an application such as French, Russian, Cyrillic, and Czech.

Alis *Planet Technology* was developed in-house following pioneering work by the founders at the University of Montreal.

Products Include:

Unity: a multilingual terminal emulator for Eastern European and multiple language users of Western software. Unity runs under the DOS or UNIX operating systems.

As-Sabil: an Arabic terminal emulator, *As-Sabil* allows PCs as terminals for Arabic users. This product runs under the DOS or UNIX operating systems and boasts a customer base of 500 installations.

FUTURE PRODUCT DIRECTIONS

Alis Technologies intends to develop a Unicode version of the Unity multilingual emulator.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, DOS
- PCs; Workstations

Geographic Markets:

- Western Europe, Middle East

Industry Markets:

Alis products are targeted to horizontal, not vertical markets, therefore activities are geared toward major marketers of computer systems in non-English environments.

DISTRIBUTION CHANNELS

Alis Technologies' primary distribution channels are through OEMs and VARs. Wholesale distribution and Systems Integrators are used to a lesser extent.

Branch offices are located in Dubai, the United Arab Emirates, and Vienna, Austria; and the above mentioned third party arrangements span all Middle Eastern countries, the U.K., France, Germany, Switzerland, and Cyprus.

CURRENT MARKETING ACTIVITIES

Marketing activity is focussed on Western Europe and the Middle East. Alis has enjoyed OEM agreements with NCR, ICL since 1989/90 and more recently with Hewlett-Packard, and Wang (1991). 1991 saw the initiation of joint marketing with IBM and DEC.

PARTNERING INTERESTS

Alis is interested in pursuing marketing agreements in Eastern Europe.

ALUMNI COMPUTER GROUP LTD.

1911 Kennedy Road
Suite 200
Scarborough, Ontario
CANADA M1P 2L9

Telephone: 416-292-0893
Facsimile: 416-292-1638

KEY PERSONNEL

Mr. Ron Plashkes, President
Mr. Keith M. Wintraub, Project Leader
Mr. Steve McMurray, Marketing

COMPANY BACKGROUND

The Alumni Computer Group Ltd. is a developer of accounting and office management packages directed strictly to law firms throughout North America. Formed in Toronto with two partners in 1982, Alumni has since taken on an additional two partners and boasts a staff of 18. The company is divided into four distinct divisions representing its major areas of business: Programming, Sales, Hardware Support, and Software Support.

MAJOR ACHIEVEMENTS

Alumni has developed the only Canadian micro software that is approved by the American Bar Association.

FACTS & FIGURES

Year Established:	1982
Total Number Employees:	18
Sales:	3
Marketing:	1
R&D:	6
Fiscal Year End:	February 28
Privately Held Company.	

Annual Revenues-1991:	\$2,300,000
%Revenues Generated By:	
Software Products:	60
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Alumni's key customers include law firms across Canada and the United States.

TECHNOLOGY FOCUS

Accounting and office management systems for small to medium sized law firms.

CURRENT PRODUCTS

Alumni designs and markets:

PCLAW: includes trust accounting, general ledger, docket control, client ledger, automatic billing, client receivables, past due notices, mortgage amortization, time and billing. *PCLAW* is approved by the American Bar Association.

PCLAWjr: this package includes the features of *PCLAW* but is targeted for smaller law offices.

CURRENT MARKETING ACTIVITIES

PCLAW is marketed solely in North America to law firms across the U.S. and Canada. Alumni is not involved nor interested in any partnering relationships.

FUTURE PRODUCT DIRECTIONS

Alumni intends to broaden its customer base by developing a Windows version of the *PCLAW* family of products.

TARGET MARKETS

Operating Systems and Hardware Platforms:
DOS
Geographic Markets:
Canada, United States
Industry Markets:
• Small to medium sized law firms.

DISTRIBUTION CHANNELS

Alumni has sales offices in Scarborough, Ontario, Chicago, Illinois, and New York. The company distributes its products through systems integrators and direct sales from its branch offices.

ANDYNE COMPUTING, LTD.

552 Princess Street
2nd Floor
Kingston, Ontario
CANADA K7L 1C7

Telephone: (613) 548-4355
Facsimile: (613) 548-7801

KEY PERSONNEL

Mr. Cameron Thompson, President
Mr. Doug Ross, Vice President
Mr. Scott Rankine, Director, Marketing
Mr. Peter Juryn, Account Representative

COMPANY BACKGROUND

Andyne Computing was established in 1976 as an engineering consulting firm. In 1989 it launched a graphical user interface (GUI) to SQL database management systems (DBMS) products and has subsequently become the premier product of its kind in the Macintosh environment.

MAJOR ACHIEVEMENTS

- industry leader for three years in Graphical Query Tools and data access solutions for SQL databases.
- recently expanded staff by 35%.
- GQL for Windows product release May 1, 1992

FACTS & FIGURES

Year Established:	1976
Total Number Employees:	17
Sales:	1
Marketing:	2
R&D:	10
Management:	4
Fiscal Year End:	
Privately Held Company	

Annual Revenues-1991	\$800,000
%Revenues Generated By:	
Software Products:	90
Professional Services:	10
%Sales Generated In:	
North America:	90
Western Europe:	5
Asia Pacific:	5

TECHNOLOGY FOCUS

Graphical User Interface to SQL databases on the Macintosh, PC Windows and Unix Motif platforms.

CURRENT PRODUCTS

Andyne is the world industry leader in the design and development of innovative graphical query tools and data access solutions for SQL databases. The company's GQL (Graphical Query Language) combines the power of SQL with the simplicity of the macintosh interface. The GQL family of graphical query tools provides push-button and ad-hoc access to information, complete with automatic report generation, charts, data analysis and transparent integration with popular software applications such as Excel and Wingz.

Products include:

GQL/User™: an end-user interface.

GQL/Admin™: a database administrator.

GQL/Design™: a database design tool.

GQL/Update™: a file manager and data entry user interface.

FUTURE PRODUCT DIRECTIONS

Andyne is currently expanding to the Microsoft Windows and Unix Motif environments on a variety of hardware platforms.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix Motif, Windows, MAC OS

Geographic Markets:

Canada, United States, Western Europe, Pacific Rim

Industry Markets:

- any industry using SQL type databases

DISTRIBUTION CHANNELS

Most of the company's product revenues are generated by direct sales.

CURRENT MARKETING ACTIVITIES

Andyne holds a joint marketing agreement with Ingres.

PARTNERING INTERESTS

The firm is interested in various partnering activities.

APPLIED TERRAVISION SYSTEMS INC.

2800-400 3rd Avenue, S.W.
Calgary, Alberta
CANADA T2P 4H2

Telephone: (403) 266-9595
Facsimile: (403) 262-1855

KEY PERSONNEL

Mr. Robert Tretiak, President
Mr. Henry Engels, Manager, Marketing
Mr. Pat Rhynes, Manager, R&D

COMPANY BACKGROUND

Applied Terravision Systems Inc. (ATS) was formed in 1986 as an affiliate of Coles Gilbert Associates Ltd., a major Canadian Petroleum Engineering Consulting firm. ATS has developed into a software applications and services organization providing turnkey systems and project services to two major markets: petroleum exploration and production professionals needing data management; and analysis tools for well data, production, reserves and economic forecasting.

ATS's corporate structure reflects the four main areas of endeavor: Executive management and Administration, Research and Development, Marketing and support, and Sales.

ATS credits much of its success to the company's employee base, which comprises years of experience and many fields of expertise. Backgrounds in exploration, reserves, production, geology, land, economics and other market-specific areas, coupled with in-depth knowledge for software development, enable ATS to meet oil and gas client application needs.

MAJOR ACHIEVEMENTS

- leaders in SQL technology
- leaders in the data model standards movement
- President, Robert Tretiak, voted 'Unix Man of the Year' in Calgary
- products chosen by Control Data Corporation for exclusive market rights in the USSR and China.

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	24
Sales:	2
Marketing:	7
R&D:	10
Management:	3
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1991:	\$2,000,000
%Revenues Generated By:	
Software Products:	50
Maintenance/Support:	10
Professional Services:	30
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Saskoil, Regina, Saskatchewan
- Gulf Canada Resources, Calgary, Alberta
- AMOCO Canada Petroleum Company, Calgary, Alberta
- ESSO Resources Canada Limited, Calgary, Alberta
- Shell Canada, Calgary, Alberta
- Encor Energy Inc., Calgary, Alberta
- Husky Oil Limited, Calgary, Alberta
- Canadian Hunter Exploration Limited, Calgary, Alberta
- Chauvco Resources, Calgary, Alberta

International

- Marathon Oil, Houston, Texas, U.S.A.
- Ritish Gas, Houston, Texas, U.S.A.

TECHNOLOGY FOCUS

Software applications and turnkey systems for petroleum exploration, production and land sectors.

CURRENT PRODUCTS

ATS has pioneered the use of relational database and Structured Query Language (SQL) data management techniques on networks and industry-standard hardware platforms. As a result, "islands of information" traditionally isolated from all but a few employees and departments are now globally available.

ATS has become the catalyst for developing, supporting and promoting the relational *Public Petroleum Database Model (PPDM)*. By placing the *PPDM* (also known as *PRISM*) in the public domain, oil companies, software developers, data vendors and governments have common access to a standardized, non-proprietary data format. This format is well-suited to the storage and communication of oil and gas data.

The *PPDM* offers customers greater flexibility in their internal software development and external software purchases.

Products Include:

Landman: provides a full range of information on surface and mineral leases, land acquisitions and contract. The system ties to the Contracts module and also provides easy access to essential corporate information from production, reserves, wells, economics, general accounting, etc.

Wellscan: an exploration analysis tool that selectively retrieves and enables interpretation of general well data. It also maintains interpreted information documented by company explorationists and major well data suppliers.

Prodsfan: maintains historical well production and injection data provided by government agencies and major well data suppliers. Prodsfan is closely linked to Wellscan. Companies utilizing both systems are performing sophisticated cross retrievals that address the needs of both explorationists and engineers.

Rescan: features a series of on-line screen displays designed to tailor the application to each client's reserve needs. Rescan is an excellent tool for corporate planning and project management, where discrete budget and reserve data must be assimilated and consolidated for analysis.

Contracts: a contract maintenance module that consolidates and updates lease contract data. It features a rich suite of screens and reports to facilitate use.

All ATS products run under the Unix, VMS, and DOS operating systems.

FUTURE PRODUCT DIRECTIONS

Applied Terravision intends to provide a GIS front end to its products.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, DOS
- IBM RS6000, Sun, DEC Ultrix, DEC VMS, HP 9000, CDC 300, Sequent

Geographic Markets:

- Canada, United States, South America, USSR, Asia Pacific

Industry Markets:

- petroleum

DISTRIBUTION CHANNELS

ATS carries out direct sales activities from its offices in Calgary, Alberta and Houston, Texas. The company also has third party agreements in Russia, China, Mexico, South America, Western Europe, and Kuwait.

CURRENT MARKETING ACTIVITIES

In 1991, Applied Terravision initiated OEM agreements with Control Data in China and the USSR and Schlumberger, an international firm, to achieve further market penetration.

PARTNERING INTERESTS

Applied Terravision is interested in a VAR agreements.

ARCTIC SCIENCES LTD.

1986 Mills Road
RR #2
Sydney, B.C.
CANADA V8L 3S1

Telephone: (604) 656-0177
Facsimile: (604) 656-2162

KEY PERSONNEL

Mr. David Fissel, President

COMPANY BACKGROUND

Arctic Sciences Ltd. was established in 1977 as an oceanographic consulting firm, specializing in the physical measurement and study of the ocean. The company has conducted more than 200 projects for its clients in government, the oil industry and the private consulting business. In 1983, the Nova Scotia office was opened, initially to serve the offshore oil industry. In 1986 it expanded by adding new services in scientific research and development.

As a result of Arctic Sciences' specialized consulting, several software products were produced to meet client and contract needs. Two of these have emerged as independent applications that the company is now marketing separately from its consulting services. These current marketing efforts are intended to boost software sales which presently account for 10 per cent of total revenues.

MAJOR ACHIEVEMENTS

Arctic Sciences has many papers published in scientific journals such as:

- Journal of Marine Systems Oceans 87
- Journal of Geophysical Research
- Journal of the Acoustical Society of America
- Journal of Physical Oceanography

FACTS & FIGURES

Year Established:	1977
Total Number Employees:	20
Marketing:	6
R&D:	12
Management:	5
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1991:	\$2,000,000
%Revenues Generated By:	
Software Products:	15
Hardware Products:	10
Maintenance/Support:	10
Professional Services:	65
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Institute of Ocean Sciences, Sidney, British Columbia
- Petro-Canada, Calgary, Alberta
- Department of Fisheries and Oceans, Vancouver, British Columbia
- Atmospheric Environment Services, Toronto, Ontario
- LASMO, Halifax, Nova Scotia
- Gulf Canada, Calgary, Alberta
- Government of Prince Edward Island
- Canadian Coast Guard, Vancouver, British Columbia
- Water Survey of Canada, Vancouver, British Columbia
- British Columbia Science Council, Vancouver, British Columbia

International

- Chelan Washington Power Authority, Wenatchee, Washington, USA
- Eco Instruments, San Diego, California, USA

TECHNOLOGY FOCUS

Oil spill and ice tracking software technology as well as imbedded instrument applications with DOS based software.

CURRENT PRODUCTS

The two products that are emerging as autonomous from the company's usual consulting focus are:
TRACKER II: an ice tracking system using satellite imagery. This product is used by arctic shipping companies and government agencies.

Oil Spill Model: currently used by government and environmental agencies, this product tracks oil spills. Arctic Sciences projects that Oil Spill Model will have the most success as a consulting-independent product.

In addition Arctic Sciences has also developed:
Acoustic Scintillation Current Meter: a complete hardware and software system for measuring currents in river and water channels, this system is used by regulatory agencies, shipping companies, power utilities, and governments.

Sounder Enhancement Module: a module to enhance signal to noise on sounders by using spread spectrum techniques.

FUTURE PRODUCT DIRECTIONS

Tracker II currently runs under PCI on SUN/UNIT. Arctic Sciences is planning to port it to other platforms such as Unix based PCs. In addition, the company is developing a multiple channel acoustic scintillation system to provide current profile measurements across a water channel as well as a spatial average.

TARGET MARKETS

Operating Systems and Hardware Platforms:

DOS, Unix

Geographic Markets:

Canada, United States, Northern Europe

Industry Markets:

- government agencies and laboratories
- oil industry
- environmental consulting

DISTRIBUTION CHANNELS

Currently, Arctic Science's products are distributed through systems integration and consulting services. The independent emergence of *TRACKER II* and *Oil Spill Model* have created a need to examine other distribution possibilities.

CURRENT MARKETING ACTIVITIES

Currently, the company markets its systems and products in Canada and the United States. RDE of the United States has assisted with product development and marketing activities since 1989. In addition, some initial forays into the Northern European market are underway.

PARTNERING INTERESTS

Arctic Sciences is interested in entering into an agreement with the U.S. firm, Coastal Information Systems to conduct joint product development and marketing. In addition, the European firm, Ice Management Systems (IMS) is of great interest. Arctic Sciences would like to apply its software to IMS's integrated system.

ARRAY SYSTEMS COMPUTING INC.

401 Magnetic Dr. Bldg A, Units 24-26
Downsview, Ontario
CANADA M3J 3H9

Telephone: (416) 736-0900
Facsimile: (416) 736-4715

KEY PERSONNEL

Mr. S.J. Berkowitz, President
Mr. Robert Bruce, Business Development

COMPANY BACKGROUND

Founded in 1981, Array Systems began as a group of specialists in array processors. Since then the company has evolved as a software developer and systems integrator in several areas of scientific computing including: Radar/Satellite, Data Acquisition, Parallel Processing, and Artificial Intelligence.

The company is divided into four main departments reflecting the areas of focus within Array. They include: Signal Processing, Image Processing, ADA Technologies, and Real-Time Systems.

The Signal Processing group develops system and software for capturing and analyzing large volumes of complex data. Applications of signal processing software include the analysis of radar, sonar and acoustic data often for the purpose of locating specific objects.

The Image Processing group focuses on interpreting the captured data and producing a variety of output products. The images after manipulation by computers, provide useful information for a number of tasks. Examples of image processing applications are weather forecasting, land mapping, and x-ray detection systems.

The Real-Time Systems group undertakes projects in real-time data processing database development, transportation and communications.

ADA is the programming language used in several of the applications mentioned above. Array has assembled one of the most qualified teams of ADA professionals in Canada. Its tasks are to master the complexity of the ADA programming environment and perform internal and external quality control.

MAJOR ACHIEVEMENTS

- Development of meteorological satellite ground stations for Canada and South East Asia.
- Installation of the first completely unattended TIROS satellite ground station in Canada.
- Creation of Fourier, an Ada like language for the AN/UYS-501 military signal processor.
- Development of an innovative computer vision system that automatically detects threats in x-rayed passenger hand baggage.
- Development of Ada syntax directed editor for use by software developers throughout NATO countries.

FACTS & FIGURES

Year Established:	1981
Total Number Employees:	35
Sales:	1
Marketing:	1
R&D:	29
Management:	4
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991:	\$2,500,000
%Revenues Generated By:	
Software Products:	40
Hardware Products:	20
Maintenance/Support:	5
Professional Services:	5
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Atmospheric Environment Service, Downsview, Ontario
- Canadian Centre for Remote Sensing, Ottawa, Ontario
- Transport Canada, Montreal, Quebec
- Department of National Defence, ASW Group, Dartmouth, Nova Scotia

International

- Korean Radio Research Lab, Seoul, Korea
- Malaysian Meteorological Service, Malaysia

TECHNOLOGY FOCUS

Image processing software for security and meteorological applications, radar software for military applications, and ADA programming software.

CURRENT PRODUCTS

Array develops some technology in-house, and others are licensed from the government.

Products include:

X-ARRAY Vision (XAV): a security software used by airport security for detecting threats in passenger hand baggage, XAV runs under the DOS operating system. This products was developed under a research contract with Transport Canada. Using neural networks, pattern recognition, and other computer vision technologies, XAV automatically detects and displays dangerous objects in x-rayed hand luggage. The system's impressive processing complexity and speed are made possible by parallel computing.

MAPS: meteorological remote sensing software runs under the Unix, DOS, and VMS operating systems. MAPS was originally installed as the first completely unattended meteorological satellite ground station in Canada for the reception of NOAA/TIROS satellite data. Array has since completed several other contracts for the Atmospheric Environment Service (AES) of Canada, and has exported similar meteorological station. In Korea, for example, a system was installed during the 1988 Summer Olympics. These High Resolution Picture Transmission (HRPT) station have a capacity to produce forty or more products per satellite pass and are appropriate for high demand operational facilities. The company also supplies similar systems for the processing of GOES, METEOSAT and GMS satellite data.

EDSA: a programming assistant for programmers using Ada code, this product runs under the DOS and Unix operating systems. One of the first interactive tools for Ada programmers, *EDSA (Expert Debugging Software Assistant)*, helps programmers understand and analyze Ada code. With a unique human/computer interface, *EDSA* simplifies tasks such as debugging, maintenance and validation of code. Soon after the introduction of Ada, Array designed the Fourier language and compiler. Fourier was created to manage the complexity of programming on large array processors. It incorporates most key elements of Ada and is more user friendly than Assembly language, which was previously used.

SDE: a syntax directed editor for programmers using Ada code, this product runs under both Unix and VMS operating systems. The *SDE* is one of Canada's contributions to the Ada Programming Support Environment (APSE) developed as an international cooperative effort for the NATO Special Working Group (SWG). All the tools on the SWG APSE have been designed to form an integrated environment using an implementation of DOD-STD-1838 or CAIS-A.

SAR: an airborne synthetic aperture radar for military use. *SAR* is used in plane/ship identification, battlefield management, and satellite surveillance. Array developed the *SAR* software which runs on an airborne processor, and adapts to random target motion. The challenge in this case involved the implementation of complex algorithms that employ tracking in range and an advanced sub-aperture azimuthal autofocus technique. Following development on a commercial processor, Array ported the software to a military airborne processor and implemented an advanced display system.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, VMS, Window, OS/2, MS DOS (Array will port software to customer's existing operating system.)
- Digital Signal Processors, Array Processors, VME Board Level Systems, Work Stations

Geographic Markets:

North America, South America, Middle East, Asia Pacific

Industry Markets:

Government departments of:

- meteorology
- agriculture
- fisheries
- military
- transportation
- coast guards
- airport security
- and Companies serving the defence industry

DISTRIBUTION CHANNELS

All of Array's products are sold through the company's head office in Downsview, Ontario and its branch office in Halifax, Nova Scotia. The company also has manufacturer's agents in Hong Kong, Korea, India, Malaysia, Australia, Taiwan, Indonesia, Pakistan, Brazil, and Chile.

CURRENT MARKETING ACTIVITIES

Although the majority of Array's revenues are generated in North America, the company is very active in South America, Western Europe, the Middle East and the Asia Pacific region.

PARTNERING INTERESTS

Array is not presently involved in any cooperative agreements but is interested in pursuing partnerships with US and/or European X-Ray equipment manufacturers in order to add Array image processing software to existing X-Ray equipment.

ASW COMPUTER SYSTEMS LTD.

2355 Royal Windsor Drive,
Unit 1
Mississauga, Ontario
CANADA L5J 4S8

Telephone: 416-822-2252
Facsimile: 416-822-2005

KEY PERSONNEL

Mr. Ross MacBride, President
Ms. Janet MacBride, Vice President
Ms. Heather Kadlec, Sales & Marketing Assistant
Mr. Russell Smith, Director of Business Development

COMPANY BACKGROUND

ASW Computer Systems Inc. began with two employees providing professional services in software engineering and project management and soon grew in the applications area of industrial control systems providing software development and hardware manufacture. Today, the company employs 15, with revenues over \$1 million annually.

All of the company's software technology is developed in-house. ASW is also involved with SCADA systems for electrical, water, waste water, gas and pipe line applications.

ASW has four main departments: Finance/Administration, Engineering, R&D, and Production.

FACTS & FIGURES

Year Established:	1979
Total Number Employees:	15
Marketing:	2
R&D:	3
Management:	3
Fiscal Year End:	February 28
Privately Held Company	

Annual Revenues-1991:	\$1,325,000
%Revenues Generated By:	
Software Products:	10
Hardware Products:	80
Maintenance/Support:	5
Professional Services:	5
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Oakville Hydro, Oakville, Ontario
- Richmond Hill Hydro, Richmond Hill, Ontario
- Vaughan Hydro, Vaughan, Canada
- BC Hydro, Vancouver, British Columbia
- Ontario Hydro, Toronto, Ontario

International

- Long Island Lighting, New York, USA
- Public Service of New Hampshire, Manchester, NH, USA
- Vermont Gas Systems Inc., Burlington, VT, USA

TECHNOLOGY FOCUS

Real time computer control systems and specialized contract software services for industrial, transportation, and utility markets.

CURRENT PRODUCTS

ASW offers electrical utilities affordable SCADA (Supervisory Control and Data Acquisition) technologies to support transmission and distribution operations and to provide essential information in a timely manner to engineering, planning and management.

Products Include:

The *ASW Spectrum-386 Master Station*: delivers a responsive, real-time SCADA system with rich functionality. It incorporates a highly sophisticated man-machine interface, powerful data capture and computation capabilities and extensive report generation facilities. The versatile, cost-effective *Spectrum-386* software runs on the Intel 386 family of processors on hardware platforms based on bus technologies from the PC-AT through to the Multibus II architectures. It uses the Intel RMS2 real-time multi-tasking operating system to ensure comprehensive functionality and very high performance. The software offers open-system concepts such as the IEEE 802.3 Ethernet LAN which provides high data throughput for redundant, hot-standby architectures, as well as an interconnect to other systems (e.g. AM/FM, billing, engineering workstation, etc). This product has a customer base of 10 and 19 installations.

ASW 16-channel Multiplexer: can be used as front-end processor to the *Spectrum-386* as well as in general communications applications. The multiplexer's uplink supports the X.25 standard, while the down-links are completely programmable, supporting both bit and byte oriented protocols. At rates of up to 1200 baud, the *ASW* multiplexer can also synthesize modems through digital processing techniques to provide exceptionally cost-effective communications interfacing. This product has a customer base of 4 and 10 installations.

As well as the *Spectrum-386*, *ASW* offers a comprehensive range of Remote Terminal Units (RTUs), such as the C-186 RTU. RTU's range from a distribution automation pole-top unit to a multiprocessor substation controller model.

FUTURE PRODUCT DIRECTIONS

Currently under development is the *Spectrum/2*, a derivative of the *Spectrum 396*. It is a SCADA system under OS/2 supporting Windows man-machine interface.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Windows, OS/2, RMX
- Multibus II, PCs

Geographic Markets:

- Canada, United States, Western Europe, Asia Pacific

Industry Markets:

- electrical generation and distribution utilities
- gas distribution utilities
- transportation utilities

DISTRIBUTION CHANNELS

Most (80%) of ASW's distribution is done through direct sales, the rest by manufacturers Agent's located in the US, Cyprus, Belgium, Malaysia, and Singapore.

CURRENT MARKETING ACTIVITIES

The company's activities in Canada and the United States account for most of its revenues, however, ASW is also active through third parties in Western Europe and Asia Pacific.

AUTOMATISATION FAMIC INC.

2285 rue Guenette
Saint-Laurent, Quebec
CANADA H4R 2E9

Telephone: 514-334-4133
Facsimile: 514-334-1927

KEY PERSONNEL

Mr. Alain Latry, President
Mr. Stephen Perron, Marketing Manager

COMPANY BACKGROUND

Automatisation Famic Inc. was created by two professionals from the Quebec public service. From its inception in 1985, the company has continually been on the leading edge of technological developments in hydraulics and pneumatics, specifically design and simulation software for pneumatic and electropneumatic circuits and hydraulic and electrohydraulic circuits. As well, Famic offers a major breakthrough in the programming of PLCs by offering GRAFCET as a universal programming language for the most popular PLCs.

As a result, Famic is now one of Quebec's leading training firms. Its global concept is unique. Its characteristics and its reputation arise from the various services it provides (training in industrial and engineering environments) and from the originality and innovativeness of its products - industrial-type software and educational products.

MAJOR ACHIEVEMENTS

• "Product of the Year" in What's New in Design Magazine in the Hydraulics & Pneumatics section.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	50
Sales:	5
Marketing:	3
R&D:	10
Management:	5
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991:	\$4,500,000
%Revenues Generated By:	
Software Products:	38
Hardware Products:	22
Professional Services:	40
%Sales Generated In:	
North America:	20
Eastern Europe:	40

KEY CUSTOMERS

Domestic

- Hydro-Quebec, Montreal, Quebec
- CN Rail, Montreal, Quebec
- General Motors of Canada, Ste-Therese, Quebec
- General Electric
- Kraft
- Camco
- MEQ - Ministere de l'Education du Quebec

International

- Norgren Martonair, England
- Eurilor, France
- Ford Motor, USA
- Lab Corporation, USA
- M&M Mars, USA
- Norgren Martonair, Belgium
- Norgren Martonair, Denmark

TECHNOLOGY FOCUS

Design and simulation software for pneumatic and electropneumatic, hydraulic and electrohydraulic circuits.

CURRENT PRODUCTS

All products run under the DOS operating system and include:

Pneusim: simulation procédés pneumatiques pour applications industriel et didactique.

Hydrausim: simulation procédés hydrauliques pour applications industriel et didactique.

Alcid-SICC (SSS): Une système de controle de centrale hydro-électrique pour producteurs d'hydro-électricité.

Cadepa: a universal PLC programming package that allows the user to simultaneously program Allen Bradley, Modicon, GE, TI, Siemens, and other widely used PLCs using the standard GRAFCET language.

Smart Station System: a software system to lay out the automation requirements for electric utility stations and substations.

FUTURE PRODUCT DIRECTIONS

Future products include:

Refrisim: for simulation de procédés en réfrigération.

Pneusim: a Windows version.

CADEPA: a Windows version.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- DOS
- IBM PC AT/XT and Compatibles

Geographic Markets:

- Canada, USA, Eastern Europe, USSR, Western Europe

Industry Markets:

- automation industries
- electric utilities
- colleges
- universities
- high schools
- industrial training centres

DISTRIBUTION CHANNELS

80 per cent of the company's distribution is through direct sales, however third party agreements are in place in England, Denmark, France, Belgium, Switzerland, Spain, Germany, Italy and the United States.

CURRENT MARKETING ACTIVITIES

Famic's target markets are in the United States and Europe, although 40 percent of sales are made in Canada. The company has a distribution agreement with Norgren Martonair which puts Famic products in as many as 22 European countries.

AUTOSKILL INTERNATIONAL INC.

331 Cooper Street,
Suite 201
Ottawa, Ontario
CANADA K2P 0G5

Telephone: (613) 235-6740
Facsimile: (613) 235-2818

KEY PERSONNEL

Dr. Ronald L. Trites, Chairman Of The Board
Mr. Wesley M. Nicol, Chief Executive Officer
Dr. Christina A.M. Fiedorowicz, President
Mr. Patrick M. McBride, Director of Sales
Mr. Richard L. Chown, Director of Strategic
Alliances

COMPANY BACKGROUND

Autoskill International Inc. is a software development and marketing company specializing in research-based, computer-assisted educational solutions that provide people with the enhanced skills to succeed. The corporation was established in 1991 through the merger of two companies, Autoskill Inc. and Autoskill International Inc.

Autoskill Inc., founded in 1985 by Dr. Ronald Trites and Dr. Christina Fiedorowicz, is recognized as a leading research and development firm with strong links to scientific, academic and industry organizations. Autoskill International Inc. is a marketing and support services enterprise founded specifically to distribute Autoskill Inc.'s products and services on a worldwide basis.

Headquartered in Ottawa, Ontario, the corporation services a wide range of clients including educational institutions, correctional facilities, community literacy centres, workplace and corporate accounts, computer manufacturers and consumers.

Business activities have initially been focused in Canada and the United States however recent developments have expanded Autoskill International's operations to include Europe and Third World countries.

MAJOR ACHIEVEMENTS

Numerous awards have been presented to Autoskill based on the comprehensive design of its innovative approach and the impressive results achieved in applied learning environments. These include:

- JTPA Presidential Award in 'Outstanding Training Programs' Category, First Place, U.S. National Award, 1992
- International Correction Education Association, Al Maresh Award, 1990
- Chapter 1 Compensatory Education Program, 1990

Awards for Autoskill's excellence in research and development have been awarded by:

- Canadian Council for Exceptional Children, 1988
- Orton Dyslexia Society, 1985
- International Reading Association, 1985

FACTS & FIGURES

Year Established:	1991
Total Number Employees:	22
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991:	\$1,500,000
%Revenues Generated By: Software Products:	100

CUSTOMERS

Domestic

- Province of Ontario, Ministry of Education
- Province of Quebec, Ministry of Education
- Province of Ontario, Ministry of Correctional Services
- Province of British Columbia, Ministry of Corrections
- Community Colleges, across Canada

International

- Boards of Education, Canada and USA
- Departments of Corrections, USA
- Unisys Corporation, Canada, USA, Third World countries
- The Salvation Army, Canada and Third World countries
- Sears Corporation, USA
- General Dynamics Corporation, USA
- Literacy Centres, Canada and USA
- Adult Education Programs, Canada and USA
- Computer Hardware and Software Manufacturers, Suppliers and Resellers

TECHNOLOGY FOCUS

Research-based, skills-oriented computer software for basic and remedial learning.

CURRENT PRODUCTS

Autoskill's first product, the *Component Reading Subskills (CRS) Program*, is a unique product that allows both adults and children to realize their full reading potential. Designed and developed after many years of research and study of learning disabilities in children and adults, the CRS program has proven to be four times as effective as conventional remedial reading instruction.

Equally dramatic results have been reported among adults who are enrolled in literacy centres, English/French as a second language courses, workplace skills enhancement projects and correctional facility training programs. Typically, the results have indicated gains ranging from 2 to 2.5 grade levels in 20 hours.

Companion products to the *Component Reading Subskills Program* include: *Autoskill Mathematics Program (AMP)*, *Autoskill Francais*, a French version of the *Reading (CRS) Program*, and *Writing and Spelling Programs* which are currently under development.

Most Autoskill programs are designed to meet specific language, culture and content requirements of foreign countries or particular domains. For example, *Autoskill Francais* was developed in conjunction with the Province of Quebec while the *CRS* and *AMP* programs are available in various version (Canada, USA, etc).

Autoskill's programs have also been designed to appeal to all age groups, skill levels and learning environments. Current editions are available for "ready to learn" implementation at home, in the workplace and within various education sectors.

In addition, the open system architecture of Autoskill solutions allows for client-specific or vocational-oriented 'custom' content insertion for life skills learning with minimal effort and maximum value.

Autoskill's learning solutions are compatible with computer industry standards and have been developed to run on most computer operating systems environments. Flexibility has also been incorporated into the programs to accommodate leading edge multimedia applications such as voice recognition and response, interactive video and animation technology.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Apple Macintosh, MS DOS, MS Windows, IBM OS/2, Unix

Geographic Markets:

North America, Europe, Third World countries

Industry Markets:

- School Boards
- Community Colleges
- Universities
- Public/Private Schools
- Community and Literacy Learning Centres
- Workplace/Corporations
- Correctional Services
- Home/Consumer
- Computer hardware and Software Manufacturers

DISTRIBUTION CHANNELS

Autoskill International Inc. has sales offices in Canada, the United States and the United Kingdom. A network of authorized Associates and Dealers sell and support Autoskill's learning solutions worldwide.

CURRENT MARKETING ACTIVITIES

Autoskill's marketing activities include direct sales, Associate and Dealer distribution agreements and strategic alliance/partnership arrangements.

PARTNERING INTERESTS

Anticipating a growing need in the marketplace for quality learning resources with proven results and lasting value, Autoskill is interested in discussing various business and marketing opportunities.

The company would be pleased to provide its expertise, experience, and resources with companies that share Autoskill's focus on enhancing people's skills in a success-driven environment.

BDM INFORMATION SYSTEMS LTD.

15 Innovation Blvd.,
4th Floor
Saskatoon, Saskatchewan
CANADA S7N 2X8

Telephone: 306-933-3000
Facsimile: 306-933-0311

KEY PERSONNEL

Mr. Dallas Howe, President
Mr. Brian Scholey, V.P. Marketing and Sales

COMPANY BACKGROUND

BDM was founded in 1974 by the company's President, Mr. Dallas Howe, to address the international healthcare information system (HIS) marketplace. BDM currently has 65 full time personnel located in Saskatoon (Head Office), Toronto, and Chicago with service locations in various North American centres. BDM now offers all aspects of health care system implementation including planning, design, standard and custom software, hardware, installation, training, and on-going hardware and software support and enhancements. Over the past 23 years the firm's client base has grown steadily and BDM has developed an extensive family of products and an international reputation in the health care computing field.

MAJOR ACHIEVEMENTS

- Major accounts with the Vancouver General, UCLA Medical Centre, Strong Memorial Hospital, University of Rochester, and Prudential Insurance Company of America.

- BDM Pharmacy System was selected as top pharmacy system for U.S. hospitals of more than 500 beds in a survey conducted for the American Hospital Association (July, 1991).

FACTS & FIGURES

Year Established:	1974
Total Number Employees:	65
Sales:	5
Marketing:	2
R&D:	6
Management:	8
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991:	\$5-10 million
%Revenues Generated By:	
Software Products:	50
Hardware Products:	20
Maintenance/Support:	20
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Vancouver General Hospital, Vancouver, British Columbia
- Greater Victoria Hospital Society, Victoria, B.C.
- Royal University Hospital, Saskatoon, Saskatchewan
- Saskatoon City Hospital, Saskatchewan
- Foothills Hospital, Calgary, Alberta
- Rockyview Hospital, Calgary, Alberta
- Calgary District Hospital Group, Alberta
- Centenary Hospital, Toronto, Ontario
- St. Joseph's Hospital, London, Ontario

International

- UCLA Medical Centre, Los Angeles, USA
- Strong Memorial Hospital, University of Rochester, Rochester, USA
- The Toledo Hospital, Ohio, USA
- Prudential Insurance Company of America (Health Maintenance Organizations in 11 cities)
- University of Kentucky, Louisville, USA
- South Chicago Community Hospital, Chicago, USA
- Oak Forest Hospital, Illinois, USA
- Sacred Heart Medical Centre, Spokane, Washington, USA
- Metrohealth - St.Lukes Medical Centre, Cleveland, USA

TECHNOLOGY FOCUS

Information systems for the health care market.

CURRENT PRODUCTS

BDM's product line is Unix based and includes a wide variety of health care software applications suitable for the full range of health care organizations including hospitals, long term care facilities, U.S. health maintenance organizations (HMO) and government departments and agencies.

Products include:

BDM Pharmacy System: a hospital drug management and distribution system designed specifically for the U.S. and Canadian hospital industries, and U.S. HMOs, e.g., Prudential Insurance Company of America. One of BDM's most successful products, this pharmacy system has been installed at 100 sites in North America.

BDM Diagnostic Imaging System: an X-ray department information management system currently serving 5 Canadian hospitals.

BDM Central Patient Index/Admission Transfer Discharge System: an effective tool for the control of hospital admitting and health records departments information management. This system is currently serving 5 Canadian hospitals.

FUTURE PRODUCT DIRECTIONS

In addition, research and development activities are on-going in areas of healthcare remaining unaddressed by automation and in the enhancement of its current product line.

TARGET MARKETS

Operating Systems and Hardware Platforms:
Unix
Geographic Markets:
Canada, United States
Industry Markets:
Health care industry.

DISTRIBUTION CHANNELS

All of BDM's sales are generated directly through company offices located in Saskatoon, Toronto and Chicago; all of BDM's employees are responsible for marketing the company's products.

CURRENT MARKETING ACTIVITIES

BDM sells its product based on the sound functionality of the company's software. The client is free to choose its preferred hardware platform; BDM has third party agreements with hardware manufacturers such as HP and IBM which provide for the supply of BDM software on the manufacturer's equipment as well as the service of that equipment by BDM personnel in most cases.

BGH PLANNING INC.

211, boul. St-Joseph Ouest
Montreal, Quebec
CANADA H2T 2P9

Telephone: 514-278-1670
Facsimile: 514-270-7207

KEY PERSONNEL

Mr. Pierre Godbout, Chairman-President
Mr. Yves Dion, Associate Vice President
Mr. Serge Colas, Director, Technical Services

COMPANY BACKGROUND

BGH was founded by three professors of Ecole Polytechnique de Montreal. In 1980 they associated themselves with an architect and urbanist and an industrial engineer. The basic goal was to generate full professional activities in urban planning and urban engineering by using, developing and selling the URMAT system.

BGH Planning is fully owned by BGH-Multi Application Techniques, Inc. (BGH-MAT). BGH-MAT, in cooperation with Ecole Polytechnique, conducts all research and development. The ensuing innovative results, tools, and techniques are transferred to BGH-Planning for use by its professionals, in their practice. BGH-Planning has a CAD/CAM department and an engineering division.

MAJOR ACHIEVEMENTS

- Prix Orange from Sauvons Montreal for City of Anjou application.
- Award of Excellence from the American Public Works Association for the Nuns Island, City of Verdun application.
- Prix Orange de Sauvons Montreal and Award of Excellence from the Canadian Association of Landscape Architects for the Parc Plage de l'Île Notre-Dame, City of Montreal application.

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	12
Sales:	2
Marketing:	2
R&D:	2
Management:	1
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991:	\$600,000
%Revenues Generated By:	
Software Products:	10
Maintenance/Support:	5
Professional Services:	85
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Department of National Defence
- Developments Saine, Inc., Grimsby, Ontario
- Groupe R&G St-Jacques, Inc., Nuns Island, Quebec
- City of Anjou, Quebec
- City of Saint-Laurent, Quebec
- City of Ste-Foy, Quebec
- City of Verdun, Quebec
- City of Montreal, Quebec
- City of Chateauguay, Quebec

TECHNOLOGY FOCUS

DOS urban planning software used by cities and developers.

CURRENT PRODUCTS

URMAP (Urbanism, Management and Planning) was developed in cooperation with the Ecole Polytechnique of Montreal - School of Engineering, the City of Anjou, and grants from the National Research Council of Canada (IRAP Program) and Industry, Trade and Commerce Canada (Entrepreneurship Program).

The *URMAP* family of products includes:
URMAP (PLAN): used for urban planning, this product has a customer base of eight.

URMAP (FISC): used for fiscal planning with a customer base of 15.

URMAP (HYDRO): for the management and control of urban waters, this product has a customer base of 21.

URMAP (ENERGY): for energy efficient urban planning, this product has a customer base of 3.

FUTURE PRODUCT DIRECTIONS

BGH is currently developing *URMAP (VOL)* which will cost optimize earth fill and excavation materials related to urban developments and the installation of municipal services.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Windows, DOS

Geographic Markets:

Canada

Industry Markets:

- developers
- cities
- consulting engineers
- urbanists
- architects

DISTRIBUTION CHANNELS

BGH derives all of its product revenues from direct sales.

CURRENT MARKETING ACTIVITIES

The company markets its products exclusively in Canada

BMP ENERGY SYSTEMS LTD.

777-8th Avenue S.W.
11th Floor
Calgary, Alberta
CANADA T2P 3R5

Telephone: (403) 234-7979
Facsimile: (403) 262-9775

KEY PERSONNEL

Mr. Gordon Duff, President & CEO
Mr. Gerald Feschuk, Vice President, Marketing
Mr. Barry Beatty, Vice President, Production Accounting
Mr. Bob Keller, Vice President, Measurement & Surveillance
Ms. Marilyn Johnson, Vice President, Gas Measurement
Mr. Mark Gow, Vice President, Finance And Administration

COMPANY BACKGROUND

Incorporated in 1960, BMP Energy Systems Ltd. has specialized in providing Natural Gas Measurement Services for over three decades. It is the only Canadian manufacturer of Electronic Chart Integration equipment and provides chart reading, flow volume reporting, extensive measurement consulting services, and training seminars to over 250 oil and gas companies in Canada and the United States.

In addition to Gas Measurement Services, BMP has developed a relational-based production accounting software, *PRISM (Production Field Data Capture System)*, as well as *NGAS (Natural Gas Accounting Software)* for gas flow volume calculation.

BMP is headed by a President CEO and managed by five operating VPs: Marketing, Production Accounting, Gas Measurement, Production Measurement & Surveillance, and Finance & Administration. R&D and Data Processing are coordinated by the Corporate Management Team.

MAJOR ACHIEVEMENTS

- major accounts including Esso, Amoco, Chevron, Texaco, Morgan Hydrocarbons, and Mobil all utilize BMP's software and BMP7000 integration equipment.
- Amoco in the U.S. is currently installing NGAS systems and software throughout their U.S. operation.
- Petro Canada has purchased *ChartPad* hardware and software for 9 locations.
- Amoco Canada has purchased *PRISM* for their heavy oil operations which as presented an Amoco award for excellence.

FACTS & FIGURES

Year Established:	1960
Total Number Employees:	
Sales:	85
Marketing:	3
R&D:	3
Management:	8
	7
Fiscal Year End:	January 31
Privately Held Company	

Annual Revenues-1991:	\$6,000,000
%Revenues Generated By:	
Software Products:	20
Hardware Products:	20
Maintenance/Support:	5
Professional Services:	5
%Sales Generated In:	
North America:	99
Central America:	1

KEY CUSTOMERS

Domestic

- Amoco Canada, Calgary, Alberta
- Petro Canada, Calgary, Alberta
- Imperial Oil, Calgary, Alberta
- Norcen Energy, Calgary, Alberta
- Alberta Energy Company, Medicine Hat, Alberta
- Chevron, Calgary, Alberta
- CoEnerco, Calgary, Alberta
- Suncor, Calgary, Alberta
- Poco, Calgary, Alberta
- North Canadian Oils, Calgary, Alberta

International

- Amoco Company, Texas, USA

TECHNOLOGY FOCUS

RDBMS/Oracle data capture and RDBMS/AS400 production accounting for the oil and gas industry.

CURRENT PRODUCTS

Software offerings include:
NGAS-ACS: a natural gas accounting software and automated chart system.

ChartPad: a single pen electronic integrator and software package.

PRISM: software for production revenue information systems management.

BMP 7000: an electronic integrator and software.

FDC: field data capture software.

All technology was developed internally, with the exception of the *ChartPad Integrator* system. This was developed in conjunction with a company called Chart Information Systems Ltd. of Red Deer, Alberta.

FUTURE PRODUCT DIRECTIONS

Current upgrades to existing products include:
NGAS-ACS: recently re-written in "C" and substantial new functionality has been added.

ChartPad: new AGA-Volume Calculation software has been completed. It also now has liquid and condensate calculation capability.

PRISM: is being interfaced to J.D. Edwards financial package.

BMP 7000: now has a 486 built into the integrator, allowing volume calculation software to be resident, freeing up the requirement for a support PC.

TARGET MARKETS

Operating Systems and Hardware Platforms:

DOS, OS400

Geographic Markets:

Canada, United States, Brazil, Argentina

Industry Markets:

- oil and gas industry

(all products are related to the gas measurement or production accounting side of the gas and oil industry.)

DISTRIBUTION CHANNELS

BMP generates all product revenues through direct sales. The company has a subsidiary office in Tulsa, Oklahoma.

CURRENT MARKETING ACTIVITIES

99% of product revenues are currently derived from Canada and the United States. BMP does has a bilateral distribution agreement with Northridge International, a company that is exploring a new market segment in Argentina and Brazil.

PARTNERING INTERESTS

The company would is seeking further opportunities in Europe and Russia.

BYTE CRAFT LIMITED**FACTS & FIGURES**

421 King Street, North
Waterloo, Ontario
CANADA N2J 4E4

Telephone: (519) 888-6911
Facsimile: (519) 746-6751

KEY PERSONNEL

Mr. Walter Banks, President
Ms. Karen McMurray, Vice President

COMPANY BACKGROUND

Byte Craft was established as a consulting company in 1979, however its focus changed to software tools in 1988. Today, the company develops and markets its own technology.

ByteCraft produces an extensive line of software development tools, ranging from stand-alone packages to fully integrated development environments.

Year Established:	1976
Total Number Employees:	4
Annual Revenues-1991:	\$1,000,000
Privately Held Company	
%Revenues Generated By:	
Software Products:	85
Professional Services:	15
%Sales Generated In:	
North America:	40
South America	5
Western Europe:	40
Eastern Europe	2
Middle East	3
Asia Pacific:	10

KEY CUSTOMERS*International*

- Pentica Inc., Wokingham, England
- CK Electronic, Paris, France
- Motorola, Austin, Texas, USA
- National Semiconductor, California, USA
- Zilog, California, USA

TECHNOLOGY FOCUS

Productivity tools for developers and production line testing as well as debugging tools.

CURRENT PRODUCTS

Products include: application specific compilers, cross assemblers, editors, hardware development/host support, integrated development environments, logic compilers, logic simulators, processor simulators, processor specific compilers, ROM emulators, rule-based optimizers, state machine assemblers, structural analyzers, universal logic modules (PLD, PAL), productivity tools for developers, and production line test and debugging tools.

FUTURE PRODUCT DIRECTIONS

Byte Craft will be introducing the *S6805 Simulator*, a fully interactive symbolic debugger that offers automated software verification and can provide software metrics for thorough analysis. The user will be able to produce more reliable code without the expense of an emulator. Designed for simulation and debugging in the 6805 family of microprocessors, the *S6805* has an object oriented database with a powerful macro-style query language called ASK. This simulator's technology represents major improvement over currently available simulation tools. In addition, Byte Craft is developing expert system code optimizers.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS DOS
- IBM PCs and compatibles

Geographic Markets:

Canada, United States, South America, Western Europe, USSR, Middle East, Asia Pacific

Industry Markets:

- automotive industry
- consumer products developers
- instrumentation
- process control

DISTRIBUTION CHANNELS

Byte Craft distributes half of its products directly and the rest through a variety of channels including OEM's, system integrators, VARs and distributors in England, Germany, Australia, the United States, Sweden, and Switzerland.

CURRENT MARKETING ACTIVITIES

Currently the company is involved with Asian and U.S. integrated circuit manufacturers to enhance benefits derived from common customers. Shared activities include joint marketing, joint R&D, technology transfers, and personnel exchange.

PARTNERING INTERESTS

Byte Craft is interested in developing relationships with European developers of production line tools. In the U.S., the company would like to establish a partnership in order to develop formal code verification software tools which are used to determine if code was developed properly. The firm sees such tools as becoming increasingly important in the arena governing legal issues of computers and software; and also as being invaluable in verifying code that was developed for specialized software such as medical applications, where code errors can have serious repercussions.

CAPSCO SOFTWARE CANADA LTD.

5925 Airport Road
Mississauga, Ontario
CANADA L4V 1W1

Telephone: 416-672-9444
Facsimile: 416-672-1322

KEY PERSONNEL

Mr. John Jepson, President & CEO
Mr. Stephen McKeown, Sr. V.P., Sales & Marketing
Mr. Michel Campeau, Senior VP, Operations
Mr. James Gray, Senior VP, Finance & Corporate Services
Ms. Pat Ireson, Senior VP, Product Development

COMPANY BACKGROUND

CAPSCO Software Canada Limited has established a reputation of excellence in the insurance industry. Its corporate commitment is directed at keeping products and services at the forefront of the industry. Together with a client base in Canada and the Caribbean, CAPSCO has worked to develop the most effective and efficient software solutions available on the market today.

With a full complement of integrated products, CAPSCO is able to offer the highest quality products and services to clients. Its highly skilled team of professionals are responsive to industry change, and bring a host of technological knowledge to development and service areas. CAPSCO maintains the following Departments: Finance and Corporate Services, Development, Sales and Marketing, and Consulting Services.

Over ten years of experience working with the life insurance industry has provided valuable insight and direction which will ensure the company remains a premier provider of insurance software.

MAJOR ACHIEVEMENTS

- Sun Life is using CAPSCO technology in Canada, the U.S., and Far East
- Featured in LIMRA Magazine

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	107
Sales:	3
Marketing:	1
R&D:	83
Management:	10
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991:	\$15,000,000
%Revenues Generated By:	
Software Products:	50
Professional Services:	50
%Sales Generated In:	
North America:	80
Central America:	20

KEY CUSTOMERS

Domestic

- Aetna Canada, Toronto, Ontario
- National Life, Toronto, Ontario
- Sovereign Life, Calgary, Alberta
- Sun Life, Toronto, Ontario
- Laurentian Group, Toronto, Ontario
- Maplex, Burlington, Ontario
- Constitution, Toronto, Ontario

International

- NEM West Indies, Trinidad
- West Indies Alliance, Jamaica
- Family guardian, Bahamas
- Tatil, Trinidad

TECHNOLOGY FOCUS

Integrated life and health administration packages for the life insurance industry; integrated support for the property and casualty industry.

CURRENT PRODUCTS

CAPSCO's major software system, *CAPSIL*, is a fully integrated, on-line, real-time insurance administration system. *CAPSIL* is designed to support all of the traditional life, disability income and annuity products, as well as flexible premium annuities, Universal Life, Variable Universal Life and other equity-based and interest-sensitive products.

Originally a US based system, *CAPSIL* was heavily modified to support the Canadian insurance industry. All products are developed completely in-house with the exception of *INSURE/90*, which is a product of joint development with CREATIVE Computer Systems Pty. of Australia.

CAPSCO's series products also include:

CAPSCO/NBS: for new business and underwriting administration applications in the life insurance industry, this product is used by over 10 customers and runs under MVS, DB2 and VSAM.

CAPSCO/APPS: a PC-based application entry system for the life insurance industry, this product runs under the DOS operating system.

CAPSCO/EVS: running under the VSAM system, this enhanced valuation system is also designed for the life insurance industry.

INSURE/90: an integrated on-line real-time client based property and casualty system providing all of the functions required to support the administration of underwriting, claims reinsurance, cash and accounting, with comprehensive client and agent/broker management.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MVS, VSE, OS/400, DOS
- AS/400, System 370, PCs

Geographic Markets:

Canada, Caribbean

Industry Markets:

- life insurance industry
- property and casualty industry
- financial services industry

DISTRIBUTION CHANNELS

Direct sales activities, which comprise 100% of CAPSCO's distribution channels, are conducted from the head office in Mississauga, Ontario and a branch office in Sherbrooke, Quebec.

CURRENT MARKETING ACTIVITIES

CAPSCO established a technology transfer relationship with CREATIVE Computer Systems Pty. of Australia in 1988 which utilizes technology for the property and casualty market. In addition, CAPSCO is an IBM business partner and enjoys an equity arrangement with EDS in Canada.

In addition, CAPSCO has exclusive distributorships established with two U.S. firms: TAI Life Reinsurance Systems and with AUTOTESTER Inc., for the distribution of an automated testing tool.

CARP SYSTEMS INTERNATIONAL INC.

600 Terry Fox Drive
Suite 200
Kanata, Ontario
CANADA K2L 4B6

Telephone: (613) 592-5780
Facsimile: (613) 592-0584

KEY PERSONNEL

Mr. James Manion, President
Mr. Paul Doerr, Vice-President, Customer Service
Mr. John Peacock, Vice-President, Product Development
Mr. R. Duncan Klett, Vice-President & Secretary
Mr. Jim Shepherd, Vice President, Business Development

COMPANY BACKGROUND

CARP Systems International (CSI) was founded as Cadence Computer Corporation in 1984 to provide new and innovative software tools for the management of manufacturing planning information. The CSI product family addresses the evolving needs of today's competitive manufacturing companies by enhancing the usability of their installed batch-oriented manufacturing resource planning (MRP II) systems. The CSI-developed *Advanced Planning System* addresses the need for more dynamic and flexible reporting tools in the manufacturing planning environment.

The company provides complete support of its Unix-based planning tools including product design, integration, training, application development, and related consulting services.

The firm has three major divisions including: Sales and Marketing; Product Development; and Operations and Customer Support and Integration.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	43
Sales:	10
Marketing:	2
R&D:	14
Management:	4
Fiscal Year End:	September 30

Annual Revenues-1991:	\$3,000,000
%Revenues Generated By:	
Software Products:	90
Maintenance/Support:	10
%Sales Generated In:	
North America:	95

KEY CUSTOMERS

Domestic

- Northern Telecom, Toronto & Montreal
- Pratt & Whitney Canada, Montreal

International

- IBM, Raleigh, North Carolina, USA
- Deere & Company, Iowa, USA
- Northern Telecom, California, USA
- GE, New York, USA
- Compaq Computer, Houston, Texas; Glasgow, Scotland; Singapore
- Sikorsky Aircraft, Stratford Connecticut

TECHNOLOGY FOCUS

System designed for high-speed simulations for decision making in the manufacturing industry.

DISTRIBUTION CHANNELS

All products are sold via direct sales from the company's head office in Kanata, Ontario and branch offices in Boston, Dallas, and San Francisco.

CURRENT PRODUCTS

CARP Systems develops its technology in-house. The company's main product offering is:

Advanced Planning System: a Unix application that runs on a number of RISC workstations including the IBM R/S 6000 and the HP 9000 Series 700, the APS product comprises an off-line MRP database and tools to manipulate that data, as well as to calculate fully regenerative detailed material and capacity plans.

The graphical interface response of APS provides users the ability to perform what-if type planning activities - a capability not normally found in conventional MRP II systems.

CURRENT MARKETING ACTIVITIES:

Carp Systems currently has value added-reseller status with both IBM and HP for the resale of their respective workstations. In addition, CSI is actively pursuing relationships with several major manufacturing systems integration firms.

PARTNERING INTERESTS

The company is interested in pursuing opportunities in the European market in the coming year.

TARGET MARKETS

<p>Operating Systems and Hardware Platforms:</p> <p>UNIX</p>
<p>Geographic Markets:</p> <p>Canada, United States</p>
<p>Industry Markets:</p> <p>Manufacturing industries including:</p> <ul style="list-style-type: none"> • electronics/communication • agricultural equipment • aircraft/automotive • capital equipment

CAROLIAN SYSTEMS

3397 American Drive
Unit 5

Mississauga, Ontario
CANADA L4V 1T8

Telephone: (416) 673-0400

Facsimile: (416) 673-7030

KEY PERSONNEL

Mr. Dave Gurney, President

Mr. Roberto Drassinouwer, Manager, Technical Operations

Mr. Dave Rowan, Sales Manager, North America

Mr. Robert Bray, Sales Manager, International

COMPANY BACKGROUND

Carolian Systems, a wholly held division of Delrina Corporation, was established in 1982 as a developer of systems software for HP3000s.

Carolian now supplies systems software for HP3000s and operations automation products for asynchronous computer systems (HP, DEC, Unix) and devices.

FACTS & FIGURES

Year Established:	1982
Total Number Employees:	12
Sales:	4
Marketing:	1
R&D:	5
Management:	2
Fiscal Year End:	June 30
Stock Listings: Parent Company, Delrina Corporation is listed on the Toronto Stock Exchange under DC.	

Annual Revenues-1991:	Private
%Revenues Generated By:	
Software Products:	75
Maintenance/Support:	25
%Sales Generated In:	
North America:	60
Western Europe:	30
Asia Pacific:	5

KEY CUSTOMERS

International

- Dupont Delaware, USA
- Procter and Gamble, USA
- 3M, USA
- McDonnell Douglas, USA
- Glaxo Pharmaceutical, United Kingdom
- Glaxo Chemical, United Kingdom
- London Buses Limited, United Kingdom
- GRC, Netherlands
- Hewlett Packard, Japan

TECHNOLOGY FOCUS

System software for asynchronous (HP, DEC, Unix) computer systems, and devices.

CURRENT PRODUCTS

Products include:

Shadow™: Database high availability for HP3000. Offers fault tolerance by shadowing a database to one or more secondary systems.

GALCON™: Automated operations software. A hardware and software solution to the operational difficulties of managing multiple HP3000s. Provides a single centralized point of control for all console functions, allowing logging and examining of messages, issues and console commands.

INTACT™: Turbo/image and image database. A system level utility that ensures that turbo/image and image databases remain logically intact and immune to software failures. Totally transparent to users and requires no changes to be made to the database.

OMNISPOOLER/INFONET™: Print utilities/spoolers, offer major enhancements to standard MPE spooling.

ADVISOR™: a voice notification product running under DOS.

SYSPAK™: running under MPE, this performance monitoring capacity planning product is used by all industries, as is the rest of the Carolian product line.

FUTURE PRODUCT DIRECTIONS

Carolian intends to add enhancements to its entire product line.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, VMS, MPE, DOS

Geographic Markets:

Canada, United States, Western Europe, Asia Pacific

Industry Markets:

- all industries

DISTRIBUTION CHANNELS

Almost all of Carolian's product revenues are generated through direct sales. The company has a direct sales office in the U.K. and third party agreements in Germany, Sweden, the Netherlands, Belgium, Italy, Mexico, Israel, Singapore, Japan, and Korea.

CASTLE-WALL TRAINING INC.

20 Hughson Street, South
Suite 401
Hamilton, Ontario
CANADA L8M 2A1

Telephone: (416) 522-3321
Facsimile: (416) 522-3386

KEY PERSONNEL

Mr. Mark Wallace, President
Mrs. Beth Wallace, Executive VP, Sales &
Marketing

COMPANY BACKGROUND

Castle-Wall Training Inc. is focused on the development of skills evaluation, measurement, and development tools through software and courseware products. With a sound foundation in software design and development as well as software training, Castle-Wall is uniquely positioned to develop the standards for a world market.

The company is organized around four divisions: Sales & Marketing, Software Development, Courseware Development & Training, and Support Services.

MAJOR ACHIEVEMENTS

- has established a dealer network from coast to coast to market its complete line of software and training products.
- has established a new category of software products and has developed a strong niche in the world market.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	12
Sales:	3
Marketing:	1
R&D:	3
Management:	3
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991:	\$2,000,000
%Revenues Generated By:	
Software Products:	70
Maintenance/Support:	5
Professional Services:	25
%Sales Generated In:	
North America:	95
Western Europe:	5

KEY CUSTOMERS

Domestic

- Ontario Hydro, Toronto
- BC Gas, Vancouver
- Ministry of Northern and Indian Affairs, Hull
- Dofasco Inc., Hamilton
- KMart Canada, Toronto
- Ministry of Oceans and Fisheries, Burlington
- Regional Municipality of Ottawa-Carleton, Ottawa
- STELCO Inc, Hamilton
- Wellington Insurance Company, London
- McCarthy Tetrauit, Toronto

International

- Smith, Klein, Beecham, King of Prussia Pennsylvania
- Unilever, Amsterdam, Holland
- St. Luke's Hospital, Houston, Texas
- Nintendo of America, Redmond, Washington, USA
- Proctor & Gamble, Cleveland, Ohio
- Johns Hopkins University, Baltimore, Maryland
- Ernst & Young, London, United Kingdom
- American Meter, Nebraska City, Nebraska, USA
- Coloplast, Peterborough, Cambridge, United Kingdom
- Northrim Bank, Anchorage, Alaska, USA

TECHNOLOGY FOCUS

DBMS for human resources applications.

CURRENT PRODUCTS

Castle-Wall has always developed in-house expertise in all facets of software development from systems design, programming and third product development.

Products include:

Skills Evaluation System 4.0: developed by the company's own training and programming team, the program consists of a series of questionnaires on the most popular microcomputer software applications. In approximately 30 minutes, the decision maker has a detailed assessment of an individual's software skills as they relate to a specific job requirement. The program asks the questions, then times and scores the test. While the candidate is taking the test, the decision maker can re-focus on evaluating people skills and non-technical requirements. This newest version offers increased databases of software evaluations, increased statistical analysis as well as a typing and data entry testing, as well as a FOG index to determine skill level.

Architect 2.0: a companion product for the *Skills Evaluation System*, *Architect* enables the user to design questionnaires on any subject matter. Sales staff can be assessed on their knowledge of new and existing product lines, safety procedures and the operation of equipment can be evaluated, generally accepted accounting principles and many more. Virtually every department can benefit in the identification of areas where training can reinforce critical procedures in each organization. The design of the software is not inhibited by any one type of application. The most popular system applications will be represented.

FUTURE PRODUCT DIRECTIONS

Castle-Wall is developing some new products and new versions of existing products such as:

Skills Evaluation System 1.0: to be used for group and individual analysis.

Market Evaluation System (MES) 1.0: a measurement of market opinion from development to delivery analysis.

Regression Analysis: for determining the correlation between evaluation and job performance.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS DOS

Geographic Markets:

Canada, United States, United Kingdom

Industry Markets:

- all industries

DISTRIBUTION CHANNELS

70 per cent of Castle-Wall's product revenues are a result of direct sales, the remainder being sold through dealers in the United Kingdom and the United States.

CURRENT MARKETING ACTIVITIES

Castle-Wall currently markets its products through participation in trade shows and through dealer network opportunities

PARTNERING INTERESTS

The company is seeking a strategic alliance with an organization that possesses international distribution channels and the necessary capital to further expand its market and product line.

CEL SOFTWARE INC.

FACTS & FIGURES

Advanced Technology Centre
 Suite 112
 9650 - 20 Avenue
 Edmonton, Alberta
 CANADA T6N 1G1

Telephone: (403) 463-9090
 Facsimile: (403) 428-5376

KEY PERSONNEL

Mr. Russel Matichuk, President & CEO
 Mr. Bruce Matichuk, Vice President, Marketing
 Mr. Chris Matichuk, Vice President, Product
 Development

COMPANY BACKGROUND

CEL was created initially to provide limited consulting services while its main product, *BLACKSMITH* was being developed. In the interim, other development tools were created and released. Today, the company generates most of its revenue from these software offerings, professional services accounting for only 5 per cent.

The company maintains departments for Administration, Marketing, and Product Development

MAJOR ACHIEVEMENTS

- Apple Computer is currently developing an interface to *BLACKSMITH*.
- first Macintosh development tools for AS/400s.
- first front ending tools for Novell's 3270 gateway.

Year Established:	1990
Total Number Employees:	7
Sales:	3
Marketing:	1
R&D:	2
Management:	1
Fiscal Year End:	July 31
Privately held company	

Annual Revenues-1991:	Private
%Revenues Generated By:	
Software Products:	83
Hardware Products:	2
Maintenance/Support:	10
Professional Services:	5
%Sales Generated In:	
North America:	85
Western Europe:	10
Asia Pacific:	5

KEY CUSTOMERS

Domestic

- SaskTel, Saskatoon, Saskatchewan
- SaskTel, Regina, Saskatchewan

International

- United Airlines, California, USA
- Hallmark Marketing Corporation, Kansas, USA
- Dominos Pizza, USA
- Apple Computer, USA
- Bank of America, Washington, USA
- Bank of California, California, USA
- Bank of America, Mutual, USA
- Joseph E. Seagram and Sons Inc., New York, USA
- Kodak, New York, USA

TECHNOLOGY FOCUS

Front-ending software for 3270 and 5250 terminal replacement.

CURRENT PRODUCTS

DEL Software offers a number of development tools including:

BLACKSMITH: a software developer's host front-ending toolkit used by Fortune 1,000 companies to reduce the difficulties of using character based terminals and terminal emulators. Currently operating in the Mac environment, support for Windows, OS/2, VAX systems, and TCP/IP connections will soon be available. Released in early 1991, the product boasts an installed base close to 100.

XLink XCMD Manager: used by Macintosh developers, this product enables XCMD access from popular Macintosh development environments. It has an installed user base of 2,000.

XLink Inline: used by 4th Dimension developers, it allows XCMD access from 4th Dimension.

LaserTools for 4D: enables 4th Dimension developers direct communication to laser printers.

FUTURE PRODUCT DIRECTIONS

BLACKSMITH, currently for the Macintosh environment, will soon have support added for Windows, OS/2, VAX systems, as well as TCP/IP connections.

TARGET MARKETS

Operating Systems and Hardware Platforms:
MAC OS, Windows (soon), OS/2 (soon)
Geographic Markets:
Canada, United States, Western Europe, Asia Pacific
Industry Markets:
• Fortune 1,000 companies (large businesses and organizations)

DISTRIBUTION CHANNELS

Most of the company's product revenues are generated through an internal direct sales network, the balance through systems integration, training and consulting services.

CURRENT MARKETING ACTIVITIES

Major marketing efforts consist of joint sales efforts with Apple Computer, Andrew Corporation and a number of large systems consulting firms and dealers.

PARTNERING INTERESTS

In order to further penetrate the U.S. market, CEL is interested in exploring various partnering arrangements.

To increase product availability and support, agreements are being negotiated with major U.S. distributors.

In addition, potential joint research and marketing opportunities through the development of Windows and OS/2 interfaces and connectivity tools for *BLACKSMITH* are being considered.

CHANCERY SOFTWARE LTD.

450-4170 Still Creek Drive
Burnaby, British Columbia
CANADA V5C 6C6

Telephone: (604) 294-1233
Facsimile: (604) 294-2225

KEY PERSONNEL

Mr. David Rebak, President
Ms. Rondi Shouse Rebak, Vice President, Marketing
Mr. Bob Collins, Director
Ms. Barbara Vanjoff, Vice President Of Sales

COMPANY BACKGROUND

Established in 1983, Chancery Software has developed and marketed stock market analysis software for the IBM PC and Macintosh. In 1985 school administration software was added for the Macintosh. Today, Chancery specializes in school administration systems and library management software.

The company develops all of its software products in-house and is also involved in artificial intelligence applications for scheduling, communications technologies, and connectivity products.

The four major departments of Chancery include: Development and Quality Assurance, Sales (North America and International), Marketing, and Technical Support and Training.

MAJOR ACHIEVEMENTS

- Software B.C. Award
- B.C. Business Award
- Royal Bank of Canada Certificate of Achievement

FACTS & FIGURES

Year Established:	1983
Total Number Employees:	46
Sales:	10
Marketing:	3
R&D:	19
Management:	4
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1991:	\$3,200,000
%Revenues Generated By:	
Software Products:	70
Maintenance/Support:	20
Professional Services:	10
%Sales Generated In:	
North America:	95
Western Europe:	1
Asia Pacific:	4

KEY CUSTOMERS

- Apple Canada
- Apple Computer Inc.
- IBM Canada
- IBM

TECHNOLOGY FOCUS

Database management systems (DBMS) for school administration, library catalog and circulation, and fund accounting.

CURRENT PRODUCTS

Chancery Software markets a single or multi-user school and district administration system for public and private schools called *Mac School Student Information System*, and a fully integrated system to meet the accounting needs of both districts and public and private schools called *Mac School Fund Accounting*. Both operate on the Apple Macintosh family of computers. (An IBM version of the student information module is currently under development.)

Products include:

The Mac School Student Information System: with a customer base over 4,000 this system features school-based modules including Student Demographics, Discipline, Scheduling, Attendance, Grade Book, Report Cards and Transcripts, Library Cataloging and Circulation, health Records and Guidance.

Mac School Fund Accounting: modules are available individually or as an integrated solution, in both single and multi-user versions, and include General Ledger, Accounts Receivable, Payroll, Personell, Activity Accounting, and Purchasing.

Mac School District Student Management System: this product compiles individual schools' data into a district database to administer student records and allow the district office to compile and report school and district statistics.

Mac School Library Management: library cataloguing and circulation software for public and private schools. This system has a customer base in excess of 2,500.

FUTURE PRODUCT DIRECTIONS

Chancery is involved in ongoing development of the *Student Information System* for the Macintosh and the development of a fully integrated IBM version. A Windows version of the above software is to be released in April 1992. The company is also developing future fund accounting modules including cash management, asset register, and budget development.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Windows, Mac OS
- IBM PCs, Macintosh, RS 6000

Geographic Markets:

Canada, United States, Australia, United Kingdom

Industry Markets:

- public and private schools.

DISTRIBUTION CHANNELS

Chancery distributes its products through direct sales, retail and wholesale distribution. Direct sales activities are maintained through the company's head office in Burnaby B.C. and branch offices in New York City, St. Louis, Missouri; Denver, Colorado and Cupertino, California. Distribution agreements are in place in Australia, the United Kingdom and Thailand.

CURRENT MARKETING ACTIVITIES

Since 1988 Chancery has had a unilateral distribution and technology transfer agreement in Australia and joint marketing arrangements with Scantron, HEI, and Associated Business Products. Joint marketing has also been in place since 1986 with both Apple Computer and IBM.

PARTNERING INTERESTS

The company is actively pursuing unilateral distribution relationships for distribution and support of Chancery products in France, Germany, Japan, and the Middle East.

CIMTEK AUTOMATION SYSTEMS INC.

2526 Speers Road
Oakville, Ontario
CANADA L6L 5M2

Telephone: (416) 847-8811
Facsimile: (416) 847-8822

KEY PERSONNEL

Mr. James Egan, President
Mr. Paul Mizzi, Sales Manager

COMPANY BACKGROUND

Initially a spin-off company of Hewlett-Packard Canada, specializing in Computer Integrated Manufacturing (CIM) software and hardware solutions for the electronics industry, CIMTEK is now an established systems integrator and software provider for the manufacturing sector. The company has a staff of 11 and has annual revenues over \$1million.

CIMTEK is primarily involved in research and development activities designed to solidify fundamental technologies in its software and hardware. These activities are completely internally funded. To complement its software line, the firm is also designs factory automation assembly systems.

The company has two Divisions: Administration and Engineering which covers systems integration, both hardware and software.

MAJOR ACHIEVEMENTS

- the only Canadian Hewlett-Packard systems integrator for instrumentation applications.

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	11
Sales:	1
Marketing:	1
R&D:	1
Management	2
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1991:	\$1,000,000
%Revenues Generated By:	
Software Products:	25
Professional Services:	5
%Sales Generated In:	
North America:	95
Western Europe:	5

KEY CUSTOMERS

Domestic

- Ford Electronics, Markham, Ontario
- Bendix Heavy Vehicle Systems, London, Ontario
- Omron-Dualtec, Mississauga, Ontario
- Sciex-MDS, Mississauga, Ontario

TECHNOLOGY FOCUS

Computer Integrated Manufacturing (CIM), Data Acquisition, and Automated Test Equipment/Systems technologies for the manufacturing sector.

CURRENT PRODUCTS

Products include:

GPIB Admin: a general purpose instrumentation BUS administrator, used in the field of instrumentation, runs under QNX and has 50 installations.

CIMTEST: test software for use on automated test equipment, this product runs under QNX and RMB and has 100 installations.

CIMSPC: SPC software for use in process control, runs under QNX and RMB and has 100 installations.

GTL/TSM: a general test language and test station manager, this product is used for factory automation and runs under the QNX operating system. To date this product has two installations.

FUTURE PRODUCT DIRECTIONS

CIMTEK will be releasing two new products: *CIMTest* for DOS-MS Windows in February of 1993, and *Chamber VIEW*, a product for Thermal Chamber control is scheduled for release in the Summer of 1992.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, MS-DOS, RMB, QNX
- HP Series 300, PC-AT/386, Sun

Geographic Markets:

Canada, United States, Germany, Norway, Australia, France

Industry Markets:

- automated test equipment users
- electronics and other high volume manufacturers
- low volume, high complexity electronics manufacturers

DISTRIBUTION CHANNELS

Most (90%) of the company's distribution is through direct sales, the balance through manufacturers agents located in Germany, Norway, Australia, France, Canada and the United States.

CURRENT MARKETING ACTIVITIES

CIMTEK Automation is a value added business partner with Hewlett-Packard, and a systems integrator for Alan-Bradley Vision, Bar-code and RF Tag products. Through these relationships, CIMTEK services and products are joint marketed.

PARTNERING INTERESTS

CIMTEK is actively seeking to broaden its base of sales agencies and distribution channels for its *Test* and *Chamber* control software products. Over the next two years, the company would like to establish a greater presence in the United States.

CLINICARE CORPORATION

4306-10th Street, N.E.
Calgary, Alberta
CANADA T2E 6K3

Telephone: (403) 291-3949
Facsimile: (403) 250-8950

KEY PERSONNEL

Mr. Denis Niebergal, President
Mr. D. Gallelli, Vice President
Mrs. Terry Griffin, General Manager
Dr. Brian Averill, Director, Research & Development

COMPANY BACKGROUND

Established in 1980, Clinicare has spent the last decade specializing in health related software focusing on medium to large clinics and hospital outpatient departments. In the last five years, Clinicare's existing client base has grown from 27 installed clients, to over 115 client locations across Canada. To date, the company is the only medical software manufacturer in Canada providing clients with on-going product development based on direct user input and changing technology. One third of sales revenues is channeled into the R&D of the Clinicare product line.

The corporate head office and central support services are based in Calgary and supported by six additional branch offices located in major cities across Canada. Head office is host to Marketing, R&D, Client Services, Support, Documentation, and Technical Services departments. Under the direction of management at head office, each branch location provides sales and marketing services to clients and prospects across Canada.

MAJOR ACHIEVEMENTS

- selected vendor to provide Medical Billing software to the Health Commission of Prince Edward Island and to all physicians in the province.
- IBM Authorized Blue Ribbon Dealer Award, 1991, 1992.
- IBM selected Vendor of Service Excellence, Mid-Western Canada, 1992.
- Physician's Management Manuals (Maclean Hunter), Client Profile, April, 1992 issue.

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	27
Sales:	5
Marketing:	2
R&D:	4
Management:	6

Annual Revenues-1991:	\$2,000,000
%Revenues Generated By: Software Products:	12
%Sales Generated In: North America:	100

KEY CUSTOMERS

Domestic

- Health Plus Medical Clinic, Calgary, Alberta
- Lakeside Medical Clinic, Saskatoon, Saskatchewan
- IBM Canada Ltd., Calgary, Alberta

TECHNOLOGY FOCUS

Database Management Systems (DBMS) for the healthcare industry.

CURRENT PRODUCTS

All of Clinicare's products are targeted toward end users in medical offices and run under the Unix and DOS operating systems.

Products include: *Computerized Patient Records*, *Lab Test Tracking*, *Medical Billing*, *Appointment Scheduling*, and *Patient Research Recall*.

In addition, the company offers three group packages: *TotalCare 30000*, a complete practice management solution; *ChartCare 4000*, encompassing medications, lab and patient histories; and *EliteCare 5000* which is a combined solution of all Clinicare's software.

FUTURE PRODUCT DIRECTIONS

In addition to enhancements to all products based on annual input from physicians, clinic administrators, and clerical staff, Clinicare is also conducting Research and Development activities in the areas of health networks, voice recognition, image processing and pen and tablet technology.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, DOS

Geographic Markets:

Canada

Industry Markets:

- medium to large medical clinic environments
- hospital out-patient departments
- specialists, medical arts centres
- community health centres
- teaching facilities

DISTRIBUTION CHANNELS

Presently, all of Clinicare's product revenues are derived from direct sales efforts.

CURRENT MARKETING ACTIVITIES

The company markets exclusively to the health care industry in Canada. Clinicare enjoys a joint marketing agreement with IBM Canada Ltd., and VAR arrangements with Computerland and Crowntek.

PARTNERING INTERESTS

Clinicare is interested in new market opportunities in the United States. For this reason, the company is seeking a U.S. medical billing software manufacturer and would possibly consider integrating technologies. In addition the firm is interested in establishing secure distribution of its current hardware through a U.S. hardware distributor.

COGEBEC INC.

Port of Montreal Bldg.- Wing #2
Cite du Harve
Montreal, Quebec
CANADA H3C 3R5

Telephone: 514-393-3292
Facsimile: 514-393-3298

KEY PERSONNEL

Mr. Robert Ledoux, President
Ms. Francine Dion, Controller
Mr. Robert Dufour, Vice President, Marketing
Mr. Sylvain Hebert, Technology Director
Fabrice Olivier, Technology Director

COMPANY BACKGROUND

Cogebec is a software development firm specializing in Information Management Systems for local governments and law enforcement agencies. The company employs 35 people with 20 of them directly involved in system design and software programming.

Cogebec was incorporated in 1971. During the first years, the company concentrated in providing consulting and professional services to a wide variety of users. One of the major projects undertaken was a system conversion for the city of Montreal. In 1975, the firm moved into the mini-computer field and, since then, all projects undertaken were in relation to mini-computer software development and installation.

FACTS & FIGURES

Year Established:	1975
Total Number Employees:	35
R&D:	20
Fiscal Year End:	January 31
Privately Held Company	

Annual Revenues-1991:	\$2,000,000
%Revenues Generated By:	
Software Products:	73
Hardware Products:	3
Maintenance/Support:	4
Professional Services:	20
%Sales Generated In:	
North America:	80
Western Europe:	15
Eastern Europe:	5

KEY CUSTOMERS

Domestic

- City of Laval, Laval, Quebec
- Geneva Airport, Switzerland
- District of Vaur, Switzerland

International

- District of Chatham, USA
- District of Chillicote, USA
- District of Massena, USA
- District of North Providence, USA
- District of Revere, USA
- District of Southampton, USA
- District of Tippecanoe County, USA
- District of Waukegan, USA

TECHNOLOGY FOCUS

Public safety information management systems for law enforcement agencies and other emergency services.

CURRENT PRODUCTS

In 1978, Cogebec began to focus the majority of its resources on the local government market place in the United States. Since introducing *Govern*, its municipal management system, Cogebec has sold and installed over 100 systems in cities, towns, and counties. A specialized staff continues to enhance proven programs to keep pace with a growing customer base. In 1984, the company introduced its second software package, *Pro-Tek*, addressing the needs of public safety agencies.

Products include:

Govern: a municipal management system made of modules which can operate independently or be integrated in a global system. Integration is done at the functional level such as general ledger, accounts payable, fixed assets accounting being integrated within the financial management system. It is also done at departmental levels, integrating such services as Assessment and Tax Billing and Collection. All links between the various modules are already embedded into the system prior to installation, thus facilitating the integration of all software provided by Cogebec.

Pro-Tek: an information management system designed to optimize the information processing efficiency of law enforcement agencies and other emergency services. It is designed to adapt easily to meet the specific needs of each emergency service force. *Pro-Tek* is broken down into three separate, but integrated modules as follows.

Computer-Aided Dispatch (CAD): reduces the response time to calls from citizens and enables dispatchers to ensure better support to officers in the field. It includes the sub-modules *Geographical Data Base, Personnel, and Deployment Plans and Service Requests*.

Incident Reporting/Records Management System (RMS): When used with the *Pro-Tek CAD* system, initial recording of incidents is performed automatically. Data entry of field reports is done via a form-driven system, whereby the format of each form utilized by an agency may be displayed on the operator screen. When forms are filled, each field of data is automatically posted to the appropriate *RMS* file.

Computer Assisted Radio-Communications System (CARCS): This module is specially designed for the dispatcher, to increase his efficiency by identifying and displaying automatically on the monitor screen, the person or the mobile unit which is attempting to communicate with the dispatch centre.

While *Govern* and *Pro-Tek* systems are sold as packages, Cogebec offers all of its software products with the necessary level of customization to meet the specific requirements of each local government agency.

FUTURE PRODUCT DIRECTIONS

The company's strength is in its technical staff and its ability to undertake complex software projects to successful completion. For example, Cogebec has integrated to its *Public Safety Management System* new technologies such as voice/data radio communications, computer-aided monitoring of radio communications, mapping, E 9-1-1, and interfaces with external databases such as NCIC and State agencies.

TARGET MARKETS

CURRENT MARKETING ACTIVITIES

Operating Systems and Hardware Platforms:

Unix, MS DOS, VOS, VS

Geographic Markets:

Canada, United States, Western Europe, Eastern Europe

Industry Markets:

- fire departments
- police departments
- municipalities

Since installing its software system in 1975, Cogebec has sold and installed over 120 systems in cities, towns and counties throughout North America and Western and Eastern Europe.

PARTNERING INTERESTS

The company will be expanding its European presence over the next year or so, initiated by a recent agreement with Olivetti.

DISTRIBUTION CHANNELS

The company's main office is located in Montreal, with U.S. sales and support offices located in Boston and St. Louis. The company is also represented in Europe, with sales and support offices located in Lausanne, Switzerland.

FRENCH PROFILE
CIO - CONSEILLERS INFO-
ORIENTE

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Suite 206
Laval, Quebec
CANADA H7S 1P9

Telephone: (514) 629-6273
Facsimile: (514) 967-7841

KEY PERSONNEL

M. Jacques Voyer, Vice President, Sales & Marketing
M. Marcel Brierley, Vice President, Research & Development

COMPANY BACKGROUND

CIO was established in 1984 and employs 20 people. Specializing in software management systems, operations are conducted from the head office in Laval and the branch office in Quebec City. The firm also has several distributors located in major cities in Quebec. CIO maintains departments for Research and Development, Customer Support, and Sales and Marketing.

MAJOR ACHIEVEMENTS

- plusieurs articles dans les revues les plus connues
- partenaire économique
- récipiendaire à deux reprises du prix 'Dunamis' ref. Chambre de Commerce de Laval

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	20
Sales:	2
Marketing:	1
R&D:	15
Management:	2
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991:	Private
%Sales Generated In:	
North America:	99
Africa:	1

KEY CUSTOMERS

Domestic

- Banque Laurentienne, Montreal, Quebec
- Multi-Markes, Montreal, Quebec
- Agropur, Granby, Quebec
- Ministere de la Justice, Quebec
- Ministere du Revenu, Quebec
- Ministere de la Sante, Quebec
- Ville Laval, Quebec
- Ville de Gatineau, Quebec
- Industrielle-Alliance, Quebec
- La Laurentienne Generale, Montreal, Quebec

International

- Societe d'Energie du Mali, Africa

TECHNOLOGY FOCUS

Unix, VMS, et Novell pour la gestion des achats des grandes organisations, des entreprises de construction, et de la distribution.

CURRENT PRODUCTS

Products include:

Approgiciel-Achats: gestion des achats/grande ent. service/Unix, DOS, VMS, Novell, 60 installations.

Approgiciel-Stocks: gestion des stocks/ grande ent. service/ Unix, DOS, VMS, Novell, 40 installations.

Approgiciel-Biens: gestion des actifs/ grande ent. service/ Unix, DOS, VMS, Novell, 20 installations.

CIO-Fabrication: producteur/ moy. ent. manufacturiere/ Unix, DOS, VMS, Novell, 65 installations.

CIO-Construction: cout projet et compt./ ent. en construction/ Unix, DOS, VMS, Novell, 70 installations.

CIO-Distribution: lnvt. compt. etc/ ent. de distribution/ Unix, DOS, VMS, Novell, 45 installations.

FUTURE PRODUCT DIRECTIONS

Approgiciel version IV: Comprendra l'envoi automatique de tous les documents par (achats, biens et magasins) fax; les commandes ouvertes.

TARGET MARKETS

<p>Operating Systems and Hardware Platforms:</p> <p>Unix, VMS, DOS, Novell</p>
<p>Geographic Markets:</p> <p>Canada, Africa</p>
<p>Industry Markets:</p> <p>Acheteurs ou responsables des ressources materielles des grandes entreprises de services:</p> <ul style="list-style-type: none"> • ministeres • municipalites • hopitaux • banques • grandes cie d'assurances • universites et colleges

DISTRIBUTION CHANNELS

CIO distributes most of its products through direct sales via branch offices in major cities throughout Quebec.

CURRENT MARKETING ACTIVITIES

Currently CIO markets primarily in Canada, and boasts one major installation in Africa.

PARTNERING INTERESTS

The company is interested in broadening its geographic markets and would like to pursue VAR opportunities with software houses specializing in hospital, government, and educational products in francophone countries world-wide.

FRENCH PROFILE
COGEP INC.

1220 Boul Lebourgneuf
 Suite 200
 Quebec City, Quebec
 CANADA G2K 2G4

Telephone: (418) 626-2503
 Facsimile: (418) 626-3373

KEY PERSONNEL

Mr. Paul Drouin, President
 M. Andre Santerre, General Manager
 M. Guy Drouin, Vice-President
 M. Pierre Lacasse, Vice-President
 M. Gilles Laporte, Secretary

COMPANY BACKGROUND

Fondé en 1979 sous l'entité social "ADS Gestion de L'entretien", et devenu en 1990 "COGEP Inc.", nous avons développé un application requise pour notre besoin de gestion de l'enteten des projets ou nous récupérons les investissements a même les profits et retour sur investissement. Tres actifs dans le domaine d'ingénierie d'entretien, COGEP Inc. en est a sa cinquieme version de logiciel spécialisé en gestion et organisation de l'entretien. L'expertise est solide et a fait ses preuves.

COGEP est constitué de 4 départements: gestion de l'entretien industriel, immobilier, équipements motorisé et municipal. Chacu de groupes est constituée d'ingénieurs et techniciens d'entretien spécialisés dan leur domaine. Un groupe informatique est affecté au developpement du produit en plus de la recherche des applications permettant d'autoriser le processus de collecte d'information et de planification. Une équipe est affectée au service et support a l'exploitation des implantations.

MAJOR ACHIEVEMENTS

- 1re position et un étude gouvernementale (1989)
- 2 articles revue de l'ordre des ingénieurs du Québec
- séminaire et cours au niveau universitaire

FACTS & FIGURES

Year Established:	1979
Annual Revenues-1991:	\$3,000,000
%Revenues Generated By:	
Software Products:	60
Maintenance/Support:	10
Professional Services:	40
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Bombardier, Valcourt
- Domtar, St-Felicien
- Abitibi-Price, Beaupre et Kenogami
- Daishowa, Quebec
- Communaute urbaine de Montreal
- Ville de Montreal
- Ville de Quebec
- Hercules Canada

TECHNOLOGY FOCUS

Nous avons un produit nommé *GUIDE* qui offre 3 modes de gestion très différentes: gestion de l'entretien préventif, prédictif, plaintes et demandes de services et projet. Ce produit est offert en modules pour les applications industriels, équipements motorisés et véhicules, bâtiments.

CURRENT PRODUCTS

The *Guide* concept, developed by Cogep Inc. is a highly modular technique for managing the preventive, corrective and predictive maintenance of vehicles, buildings, production equipment, etc.

Different modules apply to : management of tires, warranties, driver reports etc; mechanics, electricity, special equipment, keys, telephone, improvements, complaints, etc; production group and line, planned stoppages, emergencies, project requests, etc.; and management of treatment and purification plants, vehicle fleets, seasonal work, complaints, building, arenas, keys, telephone etc.

The *Guide* system ensures accurate follow-up of budgets, expenditures for immovables and maintenance costs. It does budget planning using a number of constantly adjustable parameters. It organizes, plans the maintenance work and ensures the availability of internal and contractual personnel and of physical resources. *Guide* has an inventory and supply management for replacement parts, factory and office supplies, raw materials and finished products.

The system is available in single user or network version, in English, French or other languages, and on a number of operating systems.

FUTURE PRODUCT DIRECTIONS

Interface avec dessin, plan, photo, capteur de pression vibration

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, VMS, OS/2, DOS

Geographic Markets:

Canada

Industry Markets:

- pâtes et papiers,
- mines,
- scieries,
- agro-alimentaire,
- transporteur,
- transformation acier,
- toutes industries primaires et secondaires.

DISTRIBUTION CHANNELS

Direct sales account for 100 per cent of the company's product revenues.

PARTNERING INTERESTS

The company is interested in establishing distribution agreements in Mexico, Belgium, France, and the Middle East.

COGNOS INCORPORATED

FACTS & FIGURES

3755 Riverside Drive
 PO Box 9707
 Ottawa, Ontario
 CANADA K1G 3Z4

Telephone: (613) 783-6800
 Facsimile: (613) 235-0809

KEY PERSONNEL

Mr. Michael Potter, Chairman & CEO
 Mr. Jeff Papows, President
 Mr. Michael Greeley, Manager, Public Relations
 Mr. Ron Zambonini, Senior Vice President, R&D
 Mr. Michael Laginski, Vice President, Product
 Marketing
 Mr. Steve Debler, Vice President, Marketing
 Mr. Donnie Moore, Senior VP, Finance & Admin.

COMPANY BACKGROUND

Cognos, originally named Quasar Systems, was founded in 1969. The company develops, markets and supports software products that significantly increase the productivity of business computing for its customers in over 60 countries.

The company's core product is Powerhouse (4GL), an application development language.

Cognos employs more than 1,000 people in 49 offices in 13 countries throughout North America, the U.K., Europe, Australia and Hong Kong.

Year Established:	1969
Total Number Employees:	1,079
Sales:	171
Marketing:	96
R&D:	194
Fiscal Year End:	February 28
Stock Listings: Listed on the Toronto Stock Exchange under CSN and on the NASDAQ under COGNF.	

Annual Revenues-1991:	\$145,186,000
%Revenues Generated By:	
Software Products:	52
Maintenance/Support:	35
%Sales Generated In:	
North America:	57
Western Europe:	33
Asia Pacific:	10

TECHNOLOGY FOCUS

Advanced application development language used by data processing professionals to develop business systems.

CURRENT PRODUCTS

PowerHouse 4GL, an advanced application development language used by data processing professionals to develop business systems. With over 19,000 installations, it is one of the most widely installed products of its type in the world. PowerHouse is currently available on Hewlett-Packard, Digital Equipment Corporation and Data General mid-range computers, as well as on the IBM PC-AT and compatibles.

Products offered by Cognos include:

PowerHouse PC: an application development language running under DOS OS/2 with over 12,000 installations.

InterBase: an SQL compatible relational database management system (DBMS) running under MPE/XI, HP US, VAX/VMS, ULTRIX, RS/6000, DG-US, and SPARC with nearly 300 installations.

PowerDesigner: an application analysis and design tool running under VAX/VMS with 96 installations.

ARCHITECT: an applications, documentation prototype tool running under MPE/XL, MPE/V, and VAX/VMS with over 1,500 installations.

InQuizitive: an end-user reporting tool that runs under MPE/XL, and VAX/VMS with 750 installations

QuizPLUS: an end-user reporting tool running under MPE/XL and MPE/V with over 100 installations.

GRAPHICS: an online graphics and reporting product running under MPE/XL, MPE/V, and VAX/VMS.

PowerPlay: a desktop business analysis tool running under DOS OS/2 and Macintosh with over 6,000 installations

Impromptu: a desktop SQL query access tool running under DOS OS/2 with 10 installations.

Although the company's products and technology are primarily developed internally, in certain specialized areas, Cognos has acquired and licensed both products and technologies from other software firms to further develop and integrate them into its product line. Third party products include: *StarBase* of Interbase Software Corporation; *ARCHITECT* of Linian Systems Incorporated; and *InQuizitive* of Programmed Intelligence Corporation. The following Cognos products include technology licensed from the indicated third party's: *PowerCASE* (Systematica Ltd., UK) and *StarGate* (Interbase Software Corporation).

FUTURE PRODUCT DIRECTIONS

Because Cognos believes that advanced application development tools have not penetrated the mid-range market to any substantial degree, the company's target market includes both the existing installed base of mid-range computers as well as new computer installations. In addition, the company believes that the evolution of users toward client-server architectures is resulting in the use of mid-range computers as data servers to distributed personal computers and workstations. This evolution will fuel continued growth in the mid-range computer market and Cognos' future product development.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MPE/XL, MPE/X, HP/US, VAX/VMS, AOS/VS, AS/400, PC
- HP, IBM, DEC VAX, DG, Sun

Geographic Markets:

Worldwide

Industry Markets:

Cognos' products are licensed for use by a wide range of small, medium and large organizations encompassing small organizations of a few million dollars in annual revenue to major multinational companies.

CURRENT MARKETING ACTIVITIES

Since late 1989, the marketing and sales organization has focused on increasing the average transaction value by targeting larger customers and increasing the range of products and services sold with a single order. In fiscal 1991, Cognos processed more than 125 orders in excess of \$100,000 compared to approximately 50 in 1990.

Cognos enjoys cooperative marketing agreements with Hewlett-Packard, Digital Equipment, IBM, and Data General. In addition, Hewlett-Packard has a Corporate License which allows it internal use of Cognos products; Digital Equipment has a Product Licensing arrangements which allows it to sell Cognos products with its hardware; IBM is a Business Partner to handle cooperative marketing arrangements in certain geographic markets; and Data General in addition to being a Cognos Independent Software Vendor, also has a Product License enabling it to sell Cognos products in conjunction with its own hardware offerings.

DISTRIBUTION CHANNELS

65 % of the companies distribution is through licensed sales through branch offices located in Canada, United States, Britain, Australia, Latin America, the Netherlands, France, Germany, Sweden, Spain, Belgium, Japan, Singapore, and Hong Kong.

Third Party and VAR distribution exists in Argentina, Austria, Barbados, Brazil, Costa Rica, Denmark, Egypt, El Salvador, Finland, Greece, Guatemala, Hungary, India, Indonesia, Ireland, Israel, Italy, Japan, Korea, Malaysia, Mexico, New Zealand, Norway, Pakistan, Portugal, Saudi Arabia, Sultanate of Oman, Switzerland, Taiwan, Thailand, Turkey, United Arab Emirates, Venezuela, and Yugoslavia.

COMDALE TECHNOLOGIES (CANADA) INC.

833 The Queensway
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Toronto, Ontario
CANADA M8Z 5Z1

Telephone: (416) 252-2424
Facsimile: (416) 252-9794

KEY PERSONNEL

Mr. Tony Harris, President
Mr. Maynard Hall, Application Engineering
Manager
Mr. Eugene Woo, R&D Manager
Mr. Wayne Tompson, Marketing Consultant
Mr. Sam Khachi, General Manager

COMPANY BACKGROUND

Comdale Technologies (Canada) Inc. was formed by Tony Harris in 1986. The company specializes in the development, training and application of process control software and with expert system technology for process industries ranging from mining to chemical to food and beverage.

The company has five divisions including Administration, Research & Development, Application Engineering, Marketing, and Sales.

MAJOR ACHIEVEMENTS

- developed and delivered a unique combination of non-real-time and real-time expert systems.
- successfully implemented expert system solutions using Comdale tools for major corporations including Noranda, Inco, Mount Isa mines, and Cement LaFarge.
- established a joint marketing agreement with Bailey Controls Canada.
- established relationships with various Canadian universities, where courses are now being taught using Comdale expert system tools.

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	18
Sales:	2
Marketing:	1
R&D:	9
Management:	4

Annual Revenues-1991:	\$2,500,000
%Revenues Generated By:	
Software Products:	50
Hardware Products:	10
Professional Services:	40
%Sales Generated In:	
North America:	90
South America:	2
Western Europe:	2
Asia Pacific:	6

KEY CUSTOMERS

- Iron Ore Company of Canada, Labrador City, Labrador
- St. Lawrence Cement, Joliette, Quebec
- Minnova Inc., Ontario
- Kodak, Toronto, Ontario
- Cement Lafarge, Texas, USA
- Mount ISA Mines, Australia
- Aberfoyle Resources, Tasmania

In order to complete process optimization, *ProcessVision* can incorporate Comdale/C real-time expert system by having the knowledge of expert in a particular field embedded into the software for "state of the art" process control.

All three products support DOS, QNX, and VMS operating systems on PC and VAX platforms.

TECHNOLOGY FOCUS

Process Control and Process Operator's diagnostic assistance products.

CURRENT PRODUCTS

Comdale has developed a family of expert system development tools which it sells directly and also uses to develop unique customer applications.

Comdale's products are C-based and include:

Comdale/X: a consultant-type expert system development tool that can be used to develop stand-alone or embedded expert system applications. It consists of a graphical user interface, an open architecture, an extensive utilities for debugging, explanations and security. *Comdale/X* utilizes an object-oriented environment and employs powerful rule-based reasoning.

Comdale/C: a real-time expert system development tool used to build sophisticated supervisory process control applications.

ProcessVision: a real-time process monitoring and control package used to build sophisticated supervisory applications. On-line advisory or on-line control systems built using *ProcessVision* will acquire live data from PLC, DCS and other I/O sources, and will examine such data, make decisions and communicate control actions to an operator and to the final control elements in the plant or process.

TARGET MARKETS

Operating Systems and Hardware Platforms:

DOS, VMS, QNX, OS/2, Windows

Geographic Markets:

Canada, United States, Australia, Western Europe, South America

Industry Markets:

- mining and metals
- pulp and paper
- food and beverage
- chemical
- petrochemical
- utilities

DISTRIBUTION CHANNELS

Comdale's product revenues are generated from direct sales.

CURRENT MARKETING ACTIVITIES

Comdale's products and services are recognized internationally for their quality. The company's offices in Toronto and Boston are focused on direct sales to major North American corporations in the process industries. Comdale also has a joint marketing agreement with Bailey Controls Canada and is pursuing other strategic relationships with major players in the process industries such as Siemens, Westinghouse, and Foxboro.

J.K. Tech in Australia has been established as an agent for the company since 1988.

PARTNERING INTERESTS

Comdale is interested in pursuing unilateral distribution and technology transfer agreements with systems integrators in the United Kingdom as well as Brazil. In addition, the company is also interested in large control systems vendors whose expertise includes process control, diagnosis, and troubleshooting in the process industries. Such vendors may be interested in adding a diagnostic expert system to its product line.

COMPUT-A-SEARCH INC.

FACTS & FIGURES

568 Christina Street, North
Samia, Ontario
CANADA N7T 5W6

Telephone: (519) 383-8383
Facsimile: (519) 383-8730

KEY PERSONNEL

Mrs. Kay Hurak, President
Mr. Ron Hurak, Vice President

COMPANY BACKGROUND

Comput-A-Search was founded in 1978 to provide customized Real Estate solutions for that industry. Expanded product and service lines now include customized data bases, accounting solutions and small business applications, as well as document and full colour picture imaging data base systems.

MAJOR ACHIEVEMENTS

- recent nominee for outstanding business achievement award through the local Canadian Chamber of Commerce
- major contracts with the Province of Ontario through its Ministry of Industry, Trade & Technology.
- profiled by most of the local newspapers as well as most of the real estate publications in Canada and the USA.

Year Established:	1980
Total Number Employees:	10
Sales:	2
Marketing:	2
R&D:	4
Management:	2
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1991:	Private
%Revenues Generated By:	
Software Products:	60
Hardware Products:	10
Maintenance/Support:	10
Professional Services:	20
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Ministry of Industry, Trade & Technology, Queen's Park, Toronto, Ontario, Canada
- Matol Botanical International Inc., Montreal, Quebec, Canada
- City of Ottawa, Ottawa, Ontario, Canada
- Most major municipalities in the province of Ontario
- Re/Max Atlantic Provinces and Ontario, Head Office: Mississauga, Ontario, Canada
- Canada Trust Real Estate, London, Ontario, Canada
- Peter L. Mason Limited, Don Mills, Ontario Canada

International

- Joseph Hilton & Associates, New York, New York, USA
- Prudential Real Estate/Hinderfeld Realty, Scranton, Pennsylvania, USA

TECHNOLOGY FOCUS

Customized real estate software, databases and integrated accounting solutions for small business applications, including document and colour picture imaging data base solutions.

CURRENT PRODUCTS

Founded in 1978 and incorporated in 1980, Comput-A-Search has developed all of its products and technology in-house.

Products include:

Real Estate Listing Data Base System: sophisticated property database systems with over 100 installations.

Real Estate Accounting System: a complete financial tracking and accounting package with a customer base of 100.

Sales and Marketing System: an integrated customer and prospect contract system used by sales and marketing firms with an installed base of 100.

In addition, Comput-a-Search is also involved in the integration of picture interface technology, for touch screen operation suitable for Executive Interfaces or non-computer users, into its database solutions.

FUTURE PRODUCT DIRECTIONS

Comput-a-Search is developing multi-media applications incorporating touch screen picture interfaces, video display, colour printing and sound. The firm intends full integration of these features into its existing data base.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS DOS, Novell Netware, single and multi-user versions.

Geographic Markets:

Canada, United States

Industry Markets:

- real estate multiple listing service boards
- real estate Broker offices
- real estate sales associates
- government services requiring property data bases
- municipalities requiring property data bases
- sales/marketing firms requiring prospect contact management systems
- custom database applications with or without imaging

DISTRIBUTION CHANNELS

All product sales are a result of the company's direct sales efforts.

CURRENT MARKETING ACTIVITIES

Current marketing is achieved through participation at trade shows, advertising, and direct sales.

PARTNERING INTERESTS

The company is interested in further expanding U.S. penetration through additional distributor agreements. In addition, Comput-a-Search would like to enter the Australian market by establishing a VAR distributorship.

COMPUTERTIME NETWORK CORPORATION

10340 Cote de Liesse
Montreal, Quebec
CANADA H8T 1A3

Telephone: (514) 633-9900
Facsimile: (514) 633-9886

KEY PERSONNEL

Mr. Daniel Benn, President
Mr. Lazar Tucker, Vice President
Mr. Barry Scharl, Vice President

COMPANY BACKGROUND

Computertime Network Corporation develops, markets, and supports a line of software products as well as educational and consulting services that can be tailored to meet an organization's unique business application requirements. The company's mission is to provide products and services that deliver total state-of-the-art 4GL and relational database software solutions to its client organizations.

The company was founded in 1979 as a consulting business, specializing in complex systems integration projects. Shortly thereafter, Computertime began selling and distributing third-party 4th and 5th generation products, which provided the capital to fund the development of the company's own products.

Computertime is organized into three divisions: The ARCHIVE*SQL Division is composed of development and marketing groups responsible for the company's new distributed computing management software.

Solutions*Plus Division encompasses the company's training and consulting service groups and includes the marketing of third-party 4GL technology products.

Applications Division develops and markets a proprietary Oracle-based human resource, payroll system, financial, distribution, and manufacturing packages.

FACTS & FIGURES

Year Established:	1978
Total Number Employees:	36
Sales:	3
Marketing:	2
R&D:	10
Management:	2
Fiscal Year End:	July 31
Stock Listings:	Montreal Stock Exchange

Annual Revenues-1991:	\$5,687,606
%Revenues Generated By:	
Software Products:	40
Maintenance/Support:	5
Professional Services:	45
%Sales Generated In:	
North America:	97
Western Europe:	3

KEY CUSTOMERS

Domestic

- Trans Canada Pipelines Inc., Calgary, Alberta
- Boeing Canada, Downsview, Ontario
- Bull Information Systems Ltd., Ontario
- Monenco, Montreal, Quebec
- City of Laval, Quebec
- Tembec, Quebec
- Glaxo Canada Inc.
- Hydro-Quebec
- Helen Curtis Canada

International

- Raytheon, Sudbury, MASS., USA
- Shell Oil, Dallas, Texas, USA

TECHNOLOGY FOCUS

Oracle-based human resource, payroll, financial, and distribution, applications as well as SQL database and 4GL technologies.

CURRENT PRODUCTS

Computertime provides expertise in global information management, including distributed data archiving and retrieval; Oracle and other SQL database and 4GL technologies; and Oracle-based human resource, financial, distribution, manufacturing, and payroll applications.

Products are offered on a range of platforms including IBM, DEC, SUN, HP among others.

Products include:

ARCHIVE*SQL: provides archiving and retrieval capabilities for Oracle databases and normal system files in VAX/VMS and Unix environments. The product is designed to run independently of the operating system, database, file system and network, and is being enhanced to support the management and automation of software and data concurrence and distribution across networks.

HR*SQL: a 4GL-based human resources management system that uses Oracle as its DBMS. A unique and robust package designed for the relational data base world, HR*SQL is in use by large organization, such as Boeing and Raytheon. It is comprised of over 300 tables, with over 150 standard reports and over 200 screens for information.

PAY*SQL: a 4GL-based payroll management system that uses Oracle as its DBMS. Designed as a programmer-less system, PAY*SQL allows development and maintenance of all formulas through database tables. It offers unlimited earnings codes, deduction codes, and benefit codes. PAY*SQL is unique in taking advantage of relational technology and overcoming the inherent performance problems of processing large payrolls.

ALCIE IV: a 4GL-based financial, distribution and manufacturing systems that uses Oracle as its DBMS and runs under the DOS, Unix, and VMS operating systems.

TARGET MARKETS

PARTNERING INTERESTS

Operating Systems and Hardware Platforms:

Unix, VMS, MS DOS, Archive, SQL, Sun, VAX, Sequent

Geographic Markets:

Canada, United States, Western Europe

Industry Markets:

- businesses using Oracle
- organizations operating computer networks

The company is interested in developing unilateral distribution and technology transfer relationships with software houses in Europe, Asia, and Australia.

DISTRIBUTION CHANNELS

Most (97%) of Computertime's revenues are derived from direct sales in North America as well as in France, and the U.K.

CURRENT MARKETING ACTIVITIES

Most marketing activity is conducted in North America, however, Computertime established a unilateral distribution/marketing agreement with EchoSoft of France in 1990 and with SQL Systems of England in 1991.

CONTALITEC INC.

1155, rue Nobel
Suite D
Boucherville, Quebec
CANADA J4B 7L1

Telephone: (514) 449-1940
Facsimile: (514) 449-1946

KEY PERSONNEL

M. Pierre Michaud, President
M. Michel Jaubert, Vice President

COMPANY BACKGROUND

Contalitec Inc. was established in 1980 to provide turnkey solutions to small to medium sized companies. Today, the company develops a range of management software applications in-house and employs 21 in departments covering Development, Service, Sales, and Administration and provides software for both Windows and Unix environments.

MAJOR ACHIEVEMENTS

- has started gaining multi-national accounts

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	21
Sales:	1
Marketing:	1
R&D:	16
Management:	3
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991:	\$2,317,928
%Revenues Generated By:	
Software Products:	43
Hardware Products:	57
%Sales Generated In:	
North America:	100

TECHNOLOGY FOCUS

Management software for Unix and Windows.

CURRENT PRODUCTS

Contalitec develops all of its software products in-house. Offerings include:

Contal Unix: a management software application for Unix with 180 installations

Contal Windows: a management software application for Windows with 2 installations.

TARGET MARKETS

Operating Systems and Hardware Platforms: Unix, Windows
Geographic Markets: Canada
Industry Markets: <ul style="list-style-type: none">• transportation• distribution• garages• construction materials

DISTRIBUTION CHANNELS

Contalitec generates all of its product revenues through an internal direct sales network.

CURRENT MARKETING ACTIVITIES

The company's marketing activities are conducted entirely in the Canadian marketplace.

CORECO INC.

6969 Trans Canada Highway
Suite 113
St. Laurent, Quebec
CANADA H4T 1V8

Telephone: (514) 333-1301
Facsimile: (514) 333-1388

KEY PERSONNEL

Mr. Keith Reuben, President
Mr. Daniel Bertrand, VP, Finance
Mr. Patrick Urbain, Sales Coordinator

COMPANY BACKGROUND

Established in 1979 by Dr. Daniel Crevier, Coreco is a privately owned company.

The company has five main Divisions: Oculus, Amber, R&D, Manufacturing, and Quality Control.

Coreco's Oculus division designs, manufactures, and markets state-of-the-art frame grabbers and video digitizers compatible with the IBM PCBus, with resolutions reaching 2048X4096. The applications include robotics, quality control, industrial inspection, machine vision, scientific, medical, security and desk-top publishing.

The Amber division designs, manufactures and markets quality audio distortion meters. With the development of a DSP based product and the VXI Bus support, Amber's technology will be state-of-the-art for the 90's. Amber's market is government, defence, telephony, stereo manufacturers, broadcast as well as other manufacturing companies. The Amber division has an excellent representative network in the United States, which enhances the company's presence in this market.

Coreco's Research and Development team includes eleven engineers who develop technically advanced products satisfying market needs. A sophisticated computer aided design (CAD) system contributes to the R&D team accomplishing their mission.

The firm's manufacturing facility is concise, organized and efficient. Board stuffing is done in-house or by outside subcontractors for cost cutting and flexibility facing fluctuations in order activity. Product testing and final assembly are done in-house for maximum control. The complexity of Coreco products requires well-trained professionals as well as proper management of the manufacturing process. This process is supported by MIS software including inventory control, purchasing, cost control, production planning and invoicing.

Quality control is performed in-house, in several phases, by specialized personnel in order to ensure the high quality and functionality of Coreco products.

FACTS & FIGURES

Year Established:	1979
Total Number Employees:	34
Sales:	8
Marketing:	1
R&D:	10
Management:	8
Privately Held Company	

Annual Revenues-1991:	\$4,000,000
%Revenues Generated By:	
Software Products:	20
Hardware Products:	60
Professional Services:	20
%Sales Generated In:	
North America:	60
South America:	5
Western Europe:	20
Asia Pacific:	10

KEY CUSTOMERS

Domestic

- Pratt & Whitney
- CTCF, Montreal, Quebec
- National Research Council, Ottawa, Ontario
- Transport Canada
- Northern Telecom, Montreal, Quebec
- University of Montreal, Quebec
- University of Sherbrooke, Quebec
- IBM, Bromont, Quebec

International

- Abbott Laboratory
- General Dynamics
- General Motors
- US Navy
- Hughes Aircraft
- IBM
- Dupont
- Department of Defence

TECHNOLOGY FOCUS

Image processing and audio distortion analysis technology.

CURRENT PRODUCTS

Coreco provides *OKS: the Oculus Kernel System*, an integrated software platform for image processing and machine vision, which allows system integrators to build computerized image processing applications using a standard platform. It is ideal for research and educational work as the *OKS* architecture allows implementing new algorithms very easily. This system is also imaging device independent allowing applications to be ported to all future Coreco boards without modifications.

Components include:

SII - Standard Image Interface: The *SII* library is a device independent interface for the C programming language. *SII* supports "logical" frame grabbers (ie software models of physical boards) in a well designed environment. It provides a clean and efficient set of functions for the management and processing of images. This allows programming portable image processing applications. High level image segmentation and understanding is implemented in libraries built using the *SII* interface to enhance the modularity and reliability of the interface.

OMS - Oculus Management System: a device independent software interface that provides support for multiple Coreco devices in a multi-task operating system. *OMS* provides memory and resource management, as well as configuration support. It allows programming a complex image processing application without having to perform the management of Coreco devices.

ODx - Oculus Driver for OC-x: *ODx* is a device dependent software interface that provides access to and processing of digital images. Each driver function is optimized and uses the hardware capabilities of the device for fastest results. *ODx* allows programming an image processing application without having to know how to use the *OC-x* device.

FUTURE PRODUCT DIRECTIONS

Coreco will continue to develop image processing software for application development using emerging technologies such as expert systems.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Windows, MS DOS
- IBM PC compatible 286, 386, 486

Geographic Markets:

Canada, United States, South America, Western Europe, Asia Pacific

PARTNERING INTERESTS

The company is interested in developing distributor relationships in Asia, Australia, and South America.

DISTRIBUTION CHANNELS

Half of Coreco's distribution is done through manufacturers agents, 20 per cent through systems integrators and distributors in France, Germany, Taiwan, and Italy. Direct sales account for 10 per cent of the company's annual revenues.

CURRENT MARKETING ACTIVITIES

Although most of Coreco's marketing activity is in Canada and the U.S., the firm is also active in South America, Western Europe and the Asia Pacific region.

In 1991, Coreco established Joint R&D agreements with two U.S. firms: Improcom, assisting in the development of a new product for the security market; and Promark, lending its expertise to the development of a new product for the printing industry.

COREL SYSTEMS CORPORATION

1600 Carling Avenue
Ottawa, Ontario
CANADA K1Z 8R7

Telephone: (613)728-8200
Facsimile: (613) 728--9790

KEY PERSONNEL

Mr. Michael Cowpland, Chairman, CEO, President
Mr. Michael Slaunwhite, Chief Financial Officer,
Treasurer
Mr. Trevor McGuire, General Manager, Multimedia
Division
Ms. Susan Wimmer, Director, Graphics Software
Mr. Patrick Beime, Chief Engineer
Mr. Arlen Bartsch, Director, Sales & Marketing

COMPANY BACKGROUND

Corel Systems Corp. is a PC software development company. It was founded in June 1985 by Dr. Michael Cowpland, with the objective of concentrating on the rapidly growing desktop publishing industry. Currently the company is concentrating on the rapidly growing areas of graphics software and SCSI (small computer systems interface) products. *CorelDRAW*, the company's premiere PC graphics package, has won over 50 awards from leading trade publications world-wide. Corel is a publicly traded corporation listed on the Toronto Stock Exchange.

MAJOR ACHIEVEMENTS

- Corel's product, *CorelDraw* has won over 50 international awards.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	250
Fiscal Year End:	November 30
Stock Listings: Toronto Stock Exchange under COS	

Annual Revenues-1991:	\$52,242,000
%Revenues Generated By:	
Software Products:	87
Hardware Products:	13
%Sales Generated In:	
North America:	50
Rest of the World:	50

TECHNOLOGY FOCUS

Desktop Publishing/Graphics Software

CURRENT PRODUCTS

Corel's products include;

CorelDraw: A desktop publishing graphics package running under Unix, DOS, Windows, and OS/2.

CorelDRIVER: Optical disk interface software.

CorelSCSI: a small computer system interface used to connect different peripherals. Runs under DOS, OS/2, Novell Netware, and Windows.

TARGET MARKETS

Operating Systems and Hardware Platforms:
DOS, MAC OS, Windows, OS/2, UNIX, Novell 386
Geographic Markets:
Worldwide
Industry Markets:
All

DISTRIBUTION CHANNELS

CorelDRAW software is sold through leading software distributors in each country. *CorelDRIVER* is sold through OEMs.

CURRENT MARKETING ACTIVITIES

Corel is involved in joint software development with PRIOR Data Sciences of Ottawa and also has a unilateral distribution agreement with Ingram Micro of Canada and the United States.

PARTNERING INTERESTS

Corel is interested in discussing various partnering opportunities.

CREATIVE PERSONNEL SYSTEMS INC.

65 Overly Blvd.
Suite 407
Toronto, Ontario
CANADA M4H 1P1

Telephone: (416) 422-0563
Facsimile: (416) 422-5617

KEY PERSONNEL

Mr. David Rive, President
Mr. Donald McKenzie, Executive Vice President
Ms. Emei Ma, Marketing Representative

COMPANY BACKGROUND

In 1985 Creative Personnel Systems Inc. was formed by a group of successful insurance professionals to provide software solutions to the life insurance and benefits industries. CPAS was introduced to the Canadian market in 1987. Today, there are approximately 250 pension plans using CPAS to administer over 250,000 employees across Canada.

The company has four departments: Client Service; Standards and Development; Sales and Marketing; and Administration. Client Service, the largest of these groups, is further divided into three client service teams and one quality assurance team. Each client service team has one or two client service representatives and three to four programmer/analysts. Each client is assigned to a team and liaises with the respective client service representative.

MAJOR ACHIEVEMENTS

- David Rive, President, has been a guest speaker at many industry conferences including Association of Canadian Pension Management (ACPM), The Canadian Institute, and The Association of Canadian Human Resources Systems Professionals (CHRSP).
- featured in *Benefits Canada's* Special Report on Administration.
- feature article in *The Financial Post*, 'Focus of Benefits & Pensions'.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	26
Sales:	1
Marketing:	1
R&D:	5
Management:	4
Fiscal Year End:	March 31
Privately Held Company	

Annual Revenues-1991:	\$3,000,000
%Revenues Generated By:	
Software Products:	100
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Sears Canada Inc., Toronto, Ontario
- Ontario Hydro, Toronto, Ontario
- Arthur Andersen Consulting, Ottawa, Ontario
- Royal Trust, Toronto, Ontario
- Saskatchewan Health Care Association, Regina, Saskatchewan
- Nestle Enterprises, Toronto, Ontario
- Prudential Insurance Company of America, Toronto, Ontario
- National Sea Products Ltd., Halifax, Nova Scotia
- Consumers Packaging Inc., Toronto, Ontario
- Royal Insurance, Toronto, Ontario

Creative Benefits: a complete non-pension benefits administration system that compliments the pension administration capability of CPAS. *Creative Benefits* can run as a stand alone program or it can be fully integrated into CPAS. It produces full billing statements for insurance carriers and comprehensive annual benefits statements.

Creative PAGE: The Creative Pension Adjustment Generator calculates PAs for employees. It can handle any type of pension formula and provides a full data interface to payroll and human resource systems. it produces PA data for T4 forms.

Creative Actuary: an annuity calculator, this product frees plan administrators from dependence on their actuaries to calculate annuity values, optional forms and commuted values.

TECHNOLOGY FOCUS

Pension and Benefits Administration software and Actuarial software.

FUTURE PRODUCT DIRECTIONS

Planned enhancements for CPAS include developing a version for money purchase plans, and a version for multi-employer plans.

CURRENT PRODUCTS

The first generation of CPAS was purchased from G.N. Watson Limited in 1985. Creative Personnel Systems Inc. has since released six generations of CPAS.

Products include:

CPAS: Creative Pension Administration System is a complete system to administer all types of pension plans. It provides full record-keeping, benefit calculations in accordance with the plan rules, legislation and the applicable actuarial assumptions. It generates all required employee statements and actuarial data.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS DOS

Geographic Markets:

Canada, United States

Industry Markets:

- companies with pension and/or benefit plans
- companies providing service to firms with pension and/or benefit plans.

DISTRIBUTION CHANNELS

Creative Personnel Systems Inc. is a Canadian-owned company, which derives 100 per cent of its revenue from pension and benefits administration systems sales and support.

CURRENT MARKETING ACTIVITIES

All of the company's products are marketed solely in North America. Creative Personnel Systems Inc. enjoys a technology transfer agreement with The Wyatt Company and a joint marketing arrangement with Dun and Bradstreet Software Services, both of which are Canadian firms.

CYBERMATION INCORPORATED

80 Tiverton Court
Markham, Ontario
CANADA L3R 0G4

Telephone: (416) 479-4611
Facsimile: (416) 479-5474

KEY PERSONNEL

Mr. Ramon Nissan, President
Ms. Tina Rogers, Vice President
Mr. Steven Hancock, General Manager

COMPANY BACKGROUND

Cybermation was founded to develop and support mainframe software by current President, Ramon Nissan. The company sold its first licence for its first product in 1992. Thereafter, the firm has added three products and 160 customers. The 100% Canadian company has developed all its software in-house using its own integrated and advanced architecture.

Cybermation is headed by its President, with Managers overseeing departments of Marketing, Sales, Development, Technical Services, and Administration.

MAJOR ACHIEVEMENTS

- has captured numerous Fortune 500 accounts, and notable organizations worldwide.
- only Canadian company with a full range of data centre automation products.
- competes successfully with major U.S. software companies.

FACTS & FIGURES

Year Established:	1982
Number of Employees:	
Sales:	5
Marketing:	5
R&D:	7
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991:	\$3-4 Million
%Revenues Generated By:	
Software Products:	65
Maintenance/Support:	35
%Sales Generated In:	
North America:	95
South America:	1
Western Europe:	3
Asia Pacific:	1

KEY CUSTOMERS

Domestic

- Bank of Canada, Ottawa, Ontario
- Statistics Canada, Ottawa, Ontario
- Crown Life Insurance, Toronto, Ontario
- B.C. Telephone, Vancouver, British Columbia
- Bell Cellular, Toronto, Ontario
- Canadair, Ottawa, Ontario
- Canadian Broadcasting Company, Toronto, Ontario
- STM Systems Corporation
- Loeb Inc., Ottawa, Ontario
- Honda of Canada

International

- AT&T Technologies, USA
- Deere & Company, Illinois, USA
- GTE Data Services, USA
- Exxon Co., USA
- Hughes Aircraft, California, USA
- John Hancock Mutual Life Insurance, Massachusetts, USA
- General Electric Co., Massachusetts, USA
- La Rinascente, Milan, Italy
- Phillips Petroleum, Norway
- Grand Metropolitan Foods Europe, London, England

TECHNOLOGY FOCUS

Data centre automation and productivity software for the IBM/MVS mainframe environments.

CURRENT PRODUCTS

ESP: Data centre scheduling and workload management software running under MVS with an installed worldwide base of 160.

ESP Encore: Automatic job restart and recovery software.

Speedview: Computer output management and distribution software.

MVS CoPilot: Console automation software.

FUTURE PRODUCT DIRECTIONS

Cybermation is developing productivity tools for data centres, including micro to mainframe communication.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MVS
- IBM Mainframes and compatible

Geographic Markets:

Asia Pacific, Australia, New Zealand, Nordic Countries, Spain, Thailand, Canada, United States, Europe

Industry Markets:

All industries using IBM/MVS mainframe computers:

- manufacturing
- government
- retail and wholesale
- services
- finance
- insurance
- education
- healthcare

DISTRIBUTION CHANNELS

Most of Cybermation's product revenues are generated through direct sales, and to a lesser degree through manufacturers agents.

CURRENT MARKETING ACTIVITIES

Cybermation primarily markets its products in Canada and the United States. Some activity is ongoing in South America, Western Europe, and the Asia Pacific region.

PARTNERING INTERESTS

Cybermation is seeking European agents to expand its worldwide market for its software. In addition the company is interested in pursuing worldwide:

- joint R&D agreements with micro/mini software developers to strengthen its product range and further develop advanced technology
- software partners for equity agreements in order to obtain investment and progress its product range faster
- joint marketing with mainframe software developers to offer a more extensive product range and build on combined strengths.

CYME INTERNATIONAL INC.

1485 Roberval
Suite 204
St. Bruno, Quebec
CANADA J3V 3P8

Telephone: (514) 461-3655
Facsimile: (514) 461-0966

KEY PERSONNEL

Dr. Yvan Robichaud, President
Mr. Chinh T. Nguyen, Vice-President

COMPANY BACKGROUND

CYME International was established in 1985 as a spin-off of the Institute of Research of Hydro-Québec. CYME is a world-leader in developing and marketing comprehensive power system analysis programs. CYME's programs are used by electric utilities, industrial organizations, consultants and research or teaching institutions in more than 60 countries around the world. CYME is a licensee and a partner in development with many organizations, including Hydro-Québec, the Canadian Electrical Association, Coordination Inc., and Milsoft Integrated Solutions.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	20
Sales:	3
Marketing:	1
R&D:	14
Management:	2
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991:	\$3-10 million
%Revenues Generated By:	
Software Products:	73
Maintenance/Support:	6
Professional Services:	21
%Sales Generated In:	
North America:	50
Central America:	5
South America:	5
Western Europe:	20
Eastern Europe:	1
Middle East:	8
Asia Pacific:	8
Africa:	3

KEY CUSTOMERS

Domestic

- Hydro Québec, Montreal
- SNC - Lavalin, Montreal
- Ontario Hydro, Toronto
- Suncor Oil Sands, Alberta
- Boise Cascade Canada Ltd.

International

- Electricite de France
- Chevron Corporation, USA
- General Electric, Schenectady, USA
- Comision Federal de Electricidad, Mexico
- Taiwan Power Company
- Caltex Petroleum, Indonesia

TECHNOLOGY FOCUS

Computer aided engineering power system analysis software.

CURRENT PRODUCTS

CYMBASE: Used to create and maintain a database of the system components such as transformers, motors, generators, conductors, etc. Is capable of creating network data files.

CYMEDIT: Data entry program which allows the user to directly create or modify input data files. Will create the required fixed-format files, allowing the user to enter data from the keyboard in fully documented preset fields.

CYMFLOW: Used to determine power flows, voltage profiles, transformer tap settings and reactive compensation requirements.

CYMFAULT: Specifically designed to calculate fault currents, voltages and MVA fault levels, short circuit current contributions and X/R ratios.

CYMLINE: Allows the user to visualize the results of power flow and short circuit studies on a one-line system diagram.

CYMSTAB: Used to simulate the transient behavior of a power system under various disturbances, initial conditions are provided by CYMFLOW.

CYMSTAB/udm: A special transient stability version which includes the capability for the user to define custom models of turbines, exciters, stabilizers, loads, etc.

CYMEIGEN: A package for the calculation and analysis of eigenvalues associated to the differential equations of an electric network.

CYMHARMO: Allows the user to evaluate and predict harmonic distortions in power networks by assessing the frequency response of the network.

CYMCORD: Protective device coordination which can suggest fuse ratings, circuit breaker trip settings, etc., in accordance with industry practice.

CYMDPA: A distribution primary analysis package.

CYMAUDI: Audible noise analysis software.

CYMGRD: A powerful and user-friendly program used for sub-station grounding design and analysis.

CAP: A cable capacity calculation tool allowing the user to determine the carrying capacity of a wide range of power cables.

FETA: Allows the user to undertake thorough transient analysis and steady state thermal analysis of power cables, using finite element analysis.

FUTURE PRODUCT DIRECTIONS

Develop new versions of the product line to take full advantage of the new computer environment.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- DOS 3.3 or higher.
- IBM PC-Compatible, Sun-3, Sun-4, Sun 386i, SPARC

Geographic Markets:

World-wide

Industry Markets:

Electrical Utilities
Industrial Organizations
Consultants
Research and Teaching Institutions

DISTRIBUTION CHANNELS

Sales revenues are generated through direct sales and third-party consultants and agents.

PARTNERING INTERESTS

Successful cooperation with interested local distributors or agents.

D&S PETROLEUM CONSULTING GROUP LTD.

700 Palliser Square One
125 - 9th Avenue, S.E.
Calgary, Alberta
CANADA T2G 0P6

Telephone: (403) 268-6500
Facsimile: (403) 269-7265

KEY PERSONNEL

Mr. P.E. DenHartog, CEO
Mr. Bill Fisher, President
Mr. Terry Lederhouse, Senior Vice-President
Mr. Jim Yip, Senior Vice-President
Mr. Mark Kodousek, Vice-President
Dr. Terry Altenhof, Vice-President

COMPANY BACKGROUND

D&S is one of the oldest integrated petroleum consulting firms in Canada. The company employs 105 people including 25 computer and software specialists. D&S offers a wide range of professional petroleum engineering consulting services, technical and commercial software products, and a computer timeshare service bureau, on a world wide basis.

Since inception, D&S has addressed the needs of the petroleum industry by providing integrated services and software products. To meet this demand the company adopted a long-range business plan which included consulting diversification, software research and development, and high technology growth.

The company maintains three divisions: International Division, Reserve Evaluation Division, and Production and Revenue Accounting Division.

MAJOR ACHIEVEMENTS

- 1985, Export Achievement Award for Distinguished Achievement in International Marketing.
- breakthrough in reservoir simulation, with the development of a reliable interactive solution technique. Very large thermal, compositional or black oil simulations can now be run approximately an order of magnitude faster than could be done using conventional direct solution methods.
- development of an expert log analysis system.

FACTS & FIGURES

Year Established:	1964
Total Number Employees:	105
Sales:	6
Marketing:	1
R&D:	2
Management:	5
Fiscal Year End:	October 31
Privately Held Company	

Annual Revenues-1991:	\$10,000,000
%Revenues Generated By:	
Software Products:	20
Petroleum Engineering Services:	80
%Sales Generated In:	
North America:	50
Central America	5
Middle East	20
Asia Pacific:	25

KEY CUSTOMERS

Domestic

- Norcen Energy Resources, Calgary
- Gulf Canada, Calgary
- Pembina Resources Limited, Calgary
- North Canadian Resources, Calgary
- PO CO Petroleum, Calgary
- Co-Enerco, Calgary
- Husky Oil, Calgary

International

- Oil and Gas Development Corporation, Pakistan
- Dagang Petroleum Administration Bureau, China
- Office Militaire Pour Les Industries Strategique, Madagascar
- Liaohe Oil Administration Bureau, China

TECHNOLOGY FOCUS

Log analysis software, reservoir simulation software, reserve evaluation software, production history/ AOF well database, production accounting, petroleum economics.

CURRENT PRODUCTS

The company develops most technology in-house. Products include:

INTELLOG: a log analysis software used by the petroleum industry with a customer base of 15.

FORTE: an oil and gas reserve database.

COMPAS: production accounting software for the petroleum industry.

GENESIS: reservoir simulation for the petroleum industry.

PRO: a production history well database with a customer base of 7.

REAP: reservoir engineering software.

ERGO: a system for oil and gas economic evaluation.

DECPRO II: a production history decline analysis with a customer base of 30.

FUTURE PRODUCT DIRECTIONS

D&S intends to maintain continued emphasis on UNIX while increasing emphasis on Windows/DOS applications.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, VMS, DOS

Geographic Markets:

Canada, United States, Middle East, Asia Pacific, Central America

Industry Markets:

- petroleum industry

DISTRIBUTION CHANNELS

The company distributes all of its products via direct sales.

CURRENT MARKETING ACTIVITIES

CIDA (Canadian International Development Agency) assists D&S with marketing, financing and implementation of international projects. In addition, the company has a VAR agreement with SHAZAD International of Pakistan.

PARTNERING INTERESTS

D&S is interested in developing a VAR agreement with a U.K. company to market *INTELLOG*.

DATA KINETICS LTD.**FACTS & FIGURES**

97 Norman Street
Ottawa, Ontario
CANADA K1S 3K5

Telephone: (613) 238-6709
Facsimile: (613) 238-2852

KEY PERSONNEL

Mr. William P. Olders, President
Mr. L. Alexander Potter, Director, Sales & Marketing
Mr. John Savage, Manager, Software Development
Mr. Al W. Jedel, Director, Finance & Administration

COMPANY BACKGROUND

Data Kinetics Ltd. is a software development, training, and consulting firm specializing in micro and mainframe computer systems. Since 1977, the company has worked with clients worldwide, providing high performance productivity tools, quality data processing education, and software consulting services. The firm is a recognized world leader in the field of rule-based applications development and memory based access technology.

MAJOR ACHIEVEMENTS

- recognized leader in table-driven applications development.
- main accounts include Citicorp/Citibank, American Express, and Sears.

Year Established:	1977
Total Number Employees:	50
Sales:	12
Marketing:	5
R&D:	5
Management:	5
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991:	Private
%Sales Generated In:	
North America:	90
Western Europe:	10

KEY CUSTOMERS*Domestic*

- Government of Canada
- Government of Ontario
- Government of Alberta
- Hudson's Bay Company
- T. Eaton Company
- Mazda Canada, Pickering, Ontario
- Prudential Assurance, Kitchener, Ontario

International

- May & Speh Inc., Illinois, USA
- Northwestern Mutual Life Insurance, Wisconsin, USA
- Enron Corporation, Texas, USA
- Eastman Kodak, New York, USA
- American Express Bank, New York, USA
- Bank of America
- Sears, Canada, USA, Mexico
- Citibank, New York, USA
- Allied Irish Banks, Dublin, Ireland
- Prudential Assurance, London, England
- East Midlands Electricity Board, Nottingham, England
- General Accident Fire and Life Assurance, Perth, Scotland
- Posten GK-Data IS, Stockholm, Sweden
- United Dominion Trust, Hertfordshire, England

tablesONLINE: a powerful menu-driven system for on-line creation, testing and maintenance of tabledriven applications. It has extended data editing capabilities and features dynamic on-line screen building, table definition, data entry, editing, testing, browsing, and alternate views of data.

tableBASE/PC: a facility to allow the development and testing of mainframe applications on a workstation using Microfocus Programmers Workbench. This allows an increase in productivity for the development of mainframe systems. *tableBASE/PC* requires no special coding, has access to some *tableBASE* features, and can be called from any language using an IBM standard protocol.

TECHNOLOGY FOCUS

Computer-Aided Software Engineering (CASE)/Productivity tools.

CURRENT PRODUCTS

Data Kinetic's technology was jointly developed with Aratek International and the rights were subsequently acquired by DKL.

Products include:

tableBASE: provides users with a comprehensive set of memory-based tools. *tableBASE* features automatic low overhead table loading and dynamic space management. Its memory space management exploits XA and ESA, maintains high performance access features, as well as performing fragmentation control. Other key features of *tableBASE* are on-demand table and automatic index creation, summarizing and sorting activities without I/O, as well as comprehensive table handling facilities.

FUTURE PRODUCT DIRECTIONS

Data Kinetics is developing tools and products for client server architecture as well as for platform independence.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MVS, Windows, OS/2, DOS, VSE/ESA, DOS/VSE
- IBM Mainframe, IBM PC

Geographic Markets:

Canada, United States, Western Europe

Industry Markets:

- insurance companies
- brokerage houses
- software developers
- transaction processing companies
- retailers
- banks
- consulting firms

DISTRIBUTION CHANNELS

Data Kinetics distributes its products through direct sales, manufacturers agents, OEMs, and Consulting Services.

CURRENT MARKETING ACTIVITIES

Currently, Data Kinetics exports products to the United States, and overseas, as well as within Canada. Its target markets consist of medium to large corporations, with applications development facilities on-site. OEM agreements are in place with Netron Inc. of Canada, and Mogan Systems and Dunn and Bradstreet of the U.S.

PARTNERING INTERESTS

Data Kinetics is interested in opportunities to incorporate its technology with other OEMs to produce even more significant technological advancements.

FRENCH PROFILE
DATASULT INC.

85, Ste-Catherine Ouest
 12E Etage
 Montreal, Quebec
 CANADA H2X 3P4

Telephone: 514-287-8550
 Facsimile: 514-287-8643

KEY PERSONNEL

Mr. Yves Pigeon, President
 Paul Cote, D.P. MGR.

COMPANY BACKGROUND

Datasult est une filiale de Tecsuit, une firme de consultants de Montreal qui emploi plus de 500 personnes.

Datasult fournit des services d'informatique, d'imprimerie et de photo composition.

FACTS & FIGURES

Year Established:	1962
Total Number Employees:	40
Privately Held Company	

Annual Revenues-1991:	\$2,500,000
%Revenues Generated By:	
Software Products:	20
Professional Services:	35
%Sales Generated In:	
North America:	90
Africa:	10

KEY CUSTOMERS

Domestic

- Tecsult Inc., Consultants, Montreal
- MP Photo, Imprimeurs, Montreal
- Le Groupe Teknika, Consultants, Montreal
- Bouthillette-Parizeau, Consultants, Montreal
- Kockner Stadler, Hurter Consultants, Montreal

International

- Regideso, Kinshasa, Zaire

TECHNOLOGY FOCUS

- systemes integres de comptabilite et de gestion
- CAO/FAO: systeme de gestion des bordereaux d'armature

CURRENT PRODUCTS

Datasult develops its financial software in-house. The product offerings are standard accounting systems including: billing/cash management, general ledger, integrated accounting, payables/receivables, human resources, order entry, purchase/inventory control, and statistical software.

TARGET MARKETS

Operating Systems and Hardware Platforms:

DOS, VMS

Geographic Markets:

Canada, Africa

Industry Markets:

- les sociétés d'experts-conseils

DISTRIBUTION CHANNELS

Products are sold via direct sales.

DATASYM INC.

453 Elgin street
PO Box 2080
Brantford, Ontario
CANADA N3T 5Y6

Telephone: (519) 758-5800
Facsimile: (519) 758-5600

KEY PERSONNEL

Mr. R.W.E. Steme, President
Mr. Ron Duncombe, General Manager
Mr. Peter Windsor, Controller
Mr. Frank Hader, Vice-President, Sales

COMPANY BACKGROUND

DATASYM INC., established in 1984, has grown from a small entrepreneurial group to become a major player in the point of sale systems marketplace. Having identified the need for low to medium priced point of sale systems, DATASYM developed their systems utilizing a standard electronic cash register manufactured by Sharp Electronics as the base platform. They developed the enhancement circuit boards for the registers which provided increased functionality, memory for data storage and several communication ports, thereby turning the base register into a sophisticated point of sale terminal. DATASYM also developed the register for computer communications software. In addition they have developed, over the years, a variety of specialized back office software packages for report generating, item tracking and inventory control.

DATASYM is committed to research and development and over the past number of years has spent in excess of \$1 million annually on pure research and development for its point of sale systems. All of the circuit boards are designed in-house along with all firmware and code.

DATASYM's new Retail I/O Controller and Static RAM Drive Boards can be used in other PC applications where system security and data input integrity are crucial to the total performance of the system. DATASYM is currently exploring these opportunities through its Original Equipment Manufacturer (OEM) Division.

DATASYM continues to be focused on the point of sale systems marketplace. The uniqueness of the company's product offering is the combination of enhancement circuit boards and operating systems software to provide unique point of sale systems. While DATASYM continues to be focussed on retail point of sale systems utilizing electronic cash registers as the base platform, the company is presently launching a major new product offering into the PC based point of sale systems market niche. DATASYM management see the PC based point of sale market as providing the future growth opportunity for their business.

MAJOR ACHIEVEMENTS

- Canadian Award For Business Excellence in the field of marketing, 1990
- Awarded the Brantford Chamber of Commerce Business Excellence Award, 1991.
- The firm has also been awarded numerous awards from the Independent Cash Register Dealers Association of North America, and has been recognized by Sharp Electronics Corporation as one of their outstanding distributors of Sharp electronic cash registers.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	60
Operations Staff:	10
Sales:	13
Marketing:	12
R&D:	15
Management:	10
Fiscal Year End:	December 31
Privately Held Company	

Revenues-1991:	\$7,000,000
%Revenues Generated By:	
Software Products:	30
Hardware Products:	60
OEM Products:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- The UCS Group, Division of IMASCO Ltd., Toronto, Ontario
- Shoppers Drug Mart, Toronto, Ontario
- The Body Shop, Toronto, Ontario
- Canadian Parking Equipment, Toronto, Ontario
- St.Clair Paint & Wallpaper, London, Ontario
- House of Knives/Things Engraved, Kitchener, Ontario
- Tie Rack, Toronto, Ontario
- Gramma Lee's, Toronto, Ontario
- Robinson's, Hamilton, Ontario
- Young's Jewellers, Hamilton, Ontario

International

- Consolidated Stores, Columbus, Ohio, USA
- Pepperidge Farms, Danbury, Connecticut, USA
- Bag's and Baggage, Dallas, Texas, USA
- Quik Trip Convenience Stores, Corp., Tulsa, Oklahoma, USA
- ARA Food Services, Philadelphia, Pennsylvania, USA
- Procuts Hair Salons, Dallas, Texas, USA
- The Body Shop, Melbourne, Australia

TECHNOLOGY FOCUS

Specialized integrated point of sale (POS) systems for retail, restaurant, and hotel industries.

CURRENT PRODUCTS

DATASYM Inc. develops and markets affordable, specialized retail Point of Sale systems which are fully integrated to DATASYM's industry leading software. The competitive advantage that DATASYM enjoys is in its Systems orientation. DATASYM uses SHARP electronic cash registers as a base for its fully integrated Point of Sale systems. The company designs, programs and builds its own system circuit boards which enhance the functionality of the SHARP electronic cash register. DATASYM has analyzed the Point of Sale needs of various retail applications and has created sophisticated register functions which meet those needs including polling communications software which allows 2-way communications between the DATASYM-enhanced electronic cash register and the backroom/head office microcomputer.

D2000/D2050: a complete cash register point of sale terminal utilizing Sharp 3311, 3310, 3250 and 3110 cash registers. The target industries for this product include general merchandise, convenience store and specialty retail. The operating system was developed by Datasym. This successful product line has been installed at over 600 sites to-date for as many as 450 separate clients.

Symposium: a complete point of sale terminal utilizing MS-DOS and a PC as a base platform. *Symposium* has been installed at 100 general merchandise and specialty retail sites.

Retail I/O Controller: operating in the MS-DOS environment and applicable to all PC point of sale systems, this product ensures data input integrity for scanning and cash drawer control.

Retail Static RAM Drive: is designed to provide system security and speed of transaction processing for retail networks and financial institutions where security is a priority.

Cash Drawer Controller: an MS-DOS application for all retail point of sale PCs which provides complete cash drawer control.

MAITRE'D: already installed at 400 fine dining and family-style restaurants, this product provides complete hospitality point of sale control, including costing and inventory.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS-DOS, and proprietary
- IBM PC and compatible

Geographic Markets:

Canada, United States

Industry Markets:

Point of Sale Industry including:

- General Merchandising
- Specialty Retail
- Convenience Stores
- Hospitality
- Fine Dining, Family-Style and Fast-Food Restaurants

FUTURE PRODUCT DIRECTIONS

Utilizing their seven years of point of sale systems design expertise, DATASYM is now focused on developing enhancement products for the emerging point of sale marketplace utilizing personal computers. DATASYM has identified several technical flaws in the PC based point of sale systems presently being utilized in the marketplace. System security and data input integrity are two of the key features in the new line of DATASYM POS products for PCs.

DISTRIBUTION CHANNELS

DATASYM has an extensive dealer network throughout North America to service almost all retail marketplaces in Canada and the United States. In addition, DATASYM has their own Major Account sales force which focuses on major accounts throughout North America. Finally, DATASYM is just launching a new Original Equipment Manufacturer (O.E.M.) product division for some of their new PC based hardware enhancement boards targeting other manufacturers of point of sale systems.

CURRENT MARKETING ACTIVITIES

Export sales represent 75 per cent of DATASYM's total sales. Its primary distribution network consists of over 500 Sharp dealers throughout North America. The company does, however, have established partnerships with: Thomson Data Corporation, an Australian value added reseller; the U.S. MicroBilt Corporation, which supplied technology towards the development of Maitre d' Hospitality; and with Tender Retail of Canada for joint production and development of DATASYM's point of sale products.

PARTNERING INTERESTS

DATASYM is interested in developing partnerships with parties well placed to market the DATASYM point of sales systems in Mexico and Europe.

DELRINA CORPORATION

895 Don Mills Road
500-2 Park Centre
Toronto, Ontario
CANADA M3C 1W3

Telephone: (416)441-3676
Facsimile: (416)441-0333

KEY PERSONNEL

Mr. Dennis Bennie, Chief Executive Officer, Delrina Corp.
Mr. Michael Cooperman, Chief Financial Officer, Delrina Corp.
Mr. Mark Skapinker, President, Delrina Technology
Mr. Bert Amato, Executive Vice-President, Delrina Technology

COMPANY BACKGROUND

Delrina Corporation is a software development and marketing company that publishes personal computer software products that improve personal and office productivity. The company's core products include *PerForm*, *PerForm PRO*, for design and processing software, and *WinFax PRO* and *DosFax PRO*, fax communications software.

Delrina, established in 1988, has three operating divisions and subsidiaries - Carolian Systems Division, Delrina Technology Inc., and SoftPort Technologies Inc. Delrina Technologies Inc. is recognized by the industry as the leading supplier of forms and fax software and has won numerous awards for its products. Forms software automates the design, modification, storage, filling-in, printing and management of high quality business forms. PC fax software turns a personal computer equipped with a fax modem device into a sophisticated fax machine.

The Carolian Systems Division is a leading supplier of systems utility software for managing and automating the operation of HP3000 mini-computers. Its most important product is Galcon which improves the productivity of remote computer operations. (Carolian is listed separately in this publication.)

SoftPort Technologies Inc. is the exclusive Canadian distributor of Open Systems Accounting Software (OSAS). SoftPort also developed and markets OpenForm and ArcForm, accounting forms management solutions for OSAS and ACCPAC users. These packages give users the power to merge their accounting data with pre-designed electronic forms and laser print both on plain paper.

In January, 1992, Delrina acquired the exclusive rights to a fax software program for the Apple macintosh. In April, 1992 Delrina shipped the industry's first fax with optical character recognition software product for Windows. The company plans to combine recognition technology with its existing products.

MAJOR ACHIEVEMENTS

- Delrina is ranked the technical and market leader in forms and fax software sold worldwide.
- According to the San José based market research firm Dataquest Inc., Delrina has the best selling forms solution with English, French, and German versions, and distribution in 20 countries.
- Delrina's *WinFax* has become one of the most popular Windows products on the market, shipping at the rate of one per minute 24 hours a day.
- The company's forms and fax products have received numerous industry awards: Delrina's *WinFax PRO* software was selected the best, most useful software of 1991 by the editors of PC Magazine; the best fax software of 1991 by Computer Shopper of the U.K.; and best Windows fax software for 1992 by Windows Magazine.

PerForm

- PC Magazine's 'Editor's Choice', 1989
- PC Magazine's 'Technical Excellence Finalist', 1989
- PC World's 'Best Buy', 1991
- Publish! Magazine's 'Readers' Choice', 1989, 1990, 1991

PerForm PRO

- PC Magazine's 'Editor's Choice', 1991
- PC World's 'Best Buy', 1991
- InfoWorld's 'Product of the Year', 1990
- Publish! Magazine's 'Readers Choice', 1990, 1991
- PCM Magazine's 'Readers' Choice', 1992

FACTS & FIGURES

Year Established:	1988
Total Number Employees:	102
Sales:	30
Marketing:	25
R&D:	32
Management:	15
Fiscal Year End:	June 30
Stock Listings: Toronto Stock Exchange (TSE DC)	

Annual Revenues-1991:	\$11,885,081
%Revenues Generated By:	
Software Products:	95
Maintenance/Support:	5
%Sales Generated In:	
North America:	90
Western Europe:	5
Asia Pacific:	5

KEY CUSTOMERS

- Northern Telecom
- IBM
- 3M Corporation
- General Electric
- Amoco
- Rockwell International
- U.S. Department of Defense
- Hughes Aircraft
- Westinghouse
- DuPont
- Honeywell

TECHNOLOGY FOCUS

Forms Design and Processing Software, Facsimile Transmission Software, Systems Utility Software, Optical Character Recognition.

CURRENT PRODUCTS

PerForm Designer & Filler: an electronic forms processing solution that runs under the Digital Research graphic operating environment 'GEM'. The 'Designer' lets the user create and modify existing forms, while the 'Filler' is meant for the many form fillers in an organization.

PerForm Filler: makes it easy to fill in forms and is economical enough to be installed at every form-filler's networked or stand-alone workstation. It operates in the GEM graphic environment.

PerForm PRO Designer & Filler: an electronic form processing solution that works under the Windows 3 graphics environment, making the creation and update of a form as easy as pointing and clicking a mouse. It can read and write to ASCII or dBase files as well as create its own dBase files without access to the dBase application.

PerForm PRO Multi-Platform Fillers: fill forms created in PerForm PRO on multiple computer platforms - GEM, DOS, Windows, and Macintosh.

PerForm TRACER: a forms conversion software designed to automate the reproduction of paper forms into electronic perForm forms using Optical Forms Recognition. *Tracer* quickly and easily converts the scanned image of a paper form into an electronic one by tracing all graphic elements and converting them into PerForm form objects.

WinFax PRO: send and receive fax transmission software which allows computer users to send high resolution faxes from any Windows 3.0 applications on a PC to any fax device. It also lets users receive fax messages at their PC, thereby bypassing the need to use a fax machine.

DosFax PRO: send and receive fax software for DOS users.

Galcon: a systems utility software solution for HP3000 mini-computers. *Galcon* enables operating staff to control many remote and secondary computers from a single workstation.

OpenFORM: a forms management solution for OSAS that allows users to merge their accounting data with pre-designed electronic forms and laser print on plain paper.

ArcFORM: a forms management solution for ACCPAC accounting with pre-designed electronic forms and laser print on plain paper.

FUTURE PRODUCT DIRECTIONS

In addition to the on-going modification and enhancement of its existing product line, Delrina is developing innovative technologies that will help it remain competitive. Some of the projects include: *PerForm Filler* for pen-based systems; *PerForm* database support for Paradox and SQL; multi-platform fillers for PC operating systems such as Macintosh, OS/2, and Unix; and *PerForm PRO Communicator* for use with electronic mail and networks.

The Carolian Division also plans a new version of *Galcon* for use on Unix-based machines.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS-DOS, LANs, PCs, Windows, GEM, Unix, Mac-OS

Geographic Markets:

Canada, the United States, Europe, and Asia

Industry Markets:

All

DISTRIBUTION CHANNELS

Delrina Technologies has sales offices in Canada, the United States, and the United Kingdom as well as distribution agreements in 14 countries outside of North America.

Carolan works through a network of authorized distributors to sell its software around the world.

CURRENT MARKETING ACTIVITIES

Delrina's marketing programs target five main areas: distributors and retail outlets; large corporations; government agencies; hardware manufacturers; software vendors, value-added resellers, and system integrators; and international markets. The company also advertises regularly in selected trade magazines and periodically introduces promotions and incentive offers.

Delrina also has various partnering agreements. In addition to being an IBM Business Partner, Delrina has the following OEM/Distribution agreements for *WinFax/DosFax*:

- Smith Corona Acer
- AST Research
- Best Data Products
- Computer Peripherals
- Beaver Computer Corp
- CALPAK
- CompUSA
- Laser Computer
- Macronix
- Prometheus Products
- Pure Data Ltd.
- Zoom Telephonics
- Singapore Technologies
- Unique Hardware
- Bitware
- Kortex International
- Swedish National Telephone Company
- Dr. Neuhaus Microelektronik
- Dell Computer
- Gateway
- Solectek
- Polaris Software

PerForm/PerForm PRO:

- UARCO
- Hewlett-Packard
- Government Technology Inc.

PARTNERING INTERESTS

The company is very interested in discussing various partnering opportunities.

DIDATECH SOFTWARE LTD.

3812 William Street
Burnaby, British Columbia
CANADA V5C 3H9

Telephone: 604-299-4435
Facsimile: 604-299-2428

KEY PERSONNEL

Mr. Paul Melhus, President
Mr. Brian Sellstedt, Vice President, Marketing
Mr. David Vincent, Vice President, R&D

COMPANY BACKGROUND

Didatech Software was founded in 1983 by Paul Melhus and David Vincent. In the early years, the company focused on product research and development. Didatech has marketed its software to primary and secondary educational institutions in Canada and the U.S. The company's sales for 1991 exceeded \$700,000 with strong growth projected for 1992.

Located in Burnaby, British Columbia, it specializes in educational computer-based learning and educational software for the Kindergarten to Grade 12 education market.

The company is divided into functional units of Administration, Marketing, Operations, and Research and Development.

MAJOR ACHIEVEMENTS

- 1992, *Crosscountry USA* recipient of Parent's Choice award for excellence.
- Seven of Didatech's eight products have been listed in 'Only the Best', a publication that collects product reviews from 32 evaluation bodies in the US and Canada. Those that receive sufficient 'excellent' reviews are included in the publication.

FACTS & FIGURES

Year Established:	1983
Total Number Employees:	11
Sales:	2
Marketing:	2
R&D:	3
Management:	2
Fiscal Year End:	February 28
Privately Held Company	

Annual Revenues-1991:	\$712,000
%Revenues Generated By:	
Software Products:	100
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Province of New Brunswick, Fredericton
- Province of Manitoba, Winnipeg
- City of Vancouver, British Columbia
- Hamilton Board of Education, Ontario
- Regina School Division No. 4, Saskatchewan
- Software Plus, Richmond, British Columbia
- School District 43, Coquitlam, British Columbia
- School District 57, Prince George, British Columbia
- School District 44, North Vancouver, British Columbia

International

- Educational Resources, Illinois, USA
- Albuquerque Public Schools, USA
- Softkat Inc., California, USA
- Meizner Business Machines, New York, USA
- San Diego City Schools, California, USA
- DOE, State of North Dakota, Bismark, USA
- Lee County School Board, Florida, USA
- Washington School District 6, Arizona, USA
- Clear Creek Independent School District, Texas,
- Poudre School District R-1, Colorado, USA

TECHNOLOGY FOCUS

Computer-based learning/educational software.

CURRENT PRODUCTS

Didatech offers a number of products for the educational system, addressing grades Kindergarten to 12. These include:

All The Right Type: a keyboard training application geared toward grades K to 12 running on MAC OS and DOS with an installed base of 3,000. With carefully planned and sequenced lessons, users learn correct posture, finger positioning, reaches and word processing concepts.

Crosscountry California: a geography simulation application for grades 5 to 9 with an installed base of 2,000. The *Crosscountry California* program gives students assignments to pick up two or more commodities from various locations around the state and to deliver them to a destination. Students travel from city to city in a truck, picking up the assigned commodities by typing in the appropriate directions. The routes between the cities correspond to the highway system in the state of California. The map provided with the program contains all the program's possible routes with labels on major cities and highways.

Crosscountry Texas: a geography simulation application as above, with an installed base of 800.

Crosscountry U.S.: a geography simulation application as above, covering the entire United States with an installed base of 18,000.

Crosscountry Canada: a geography simulation application as above, covering Canada with an installed base of 6,000.

Fay: That Math Woman, Fay's Word Rally, and Fay: The Word Hunter: applications for grades 1 to 3 teaching basic arithmetic, basic reading and spelling respectively. The *Word Hunter* application is geared toward grades 2 to 7. These programs have a combined installed base of 18,000.

FUTURE PRODUCT DIRECTIONS

Didatech is focusing on Macintosh and IBM program development. Current products under research and development include a simulation of the life cycle of a salmon and a product to develop writing skills in children.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS DOS, MAC, Apple

Geographic Markets:

Canada, United States, Australia (potential)
Western Europe (potential)

Industry Markets:

- institutional education market (grades K to 12)
- home education market

PARTNERING INTERESTS

Didatech is very interested in locating an Australian distributor in an effort to establish channels in other English speaking countries. In addition, a European distributor that would assist with product translation and localization requirements is also sought.

DISTRIBUTION CHANNELS

Currently over half of the company's product revenues are generated through direct sales. Sofkat Inc. has distributed Didatech products to retailers in the U.S. since 1985.

CURRENT MARKETING ACTIVITIES

The company currently focuses most of its attention on the institutional education market (school boards), however the home market is also handled, though to a much lesser degree. The Department of Education of North Dakota signed a joint R&D agreement with Didatech to develop and market *Crosscountry North Dakota* in 1992.

DIGITAL RESOURCE SYSTEMS LIMITED

402 - 495 Dunsmuir Street
Nanaimo, British Columbia
CANADA V9R 2V2

Telephone: (604) 753-7122
Facsimile: (604) 753-1700

KEY PERSONNEL

Mr. Jim Spencer, President & CEO
Mr. Dan Lemkow, Manager, Client Services
Mr. Edward Hung, Comptroller

COMPANY BACKGROUND

Digital Resource Systems develops and markets award-winning spatial management software solutions. The company's principal product is a geographic information systems software, *Terrasoft™*. This product has gained worldwide recognition as the GIS power and productivity program of choice for the PC platform. Digital Resource Systems has now introduced *Terrasoft 10*, with performance enhancements for PC, UNIX and network environments. Clients include GIS practitioners in resource management (forestry, oil and gas, and mining), engineering, surveying, academic environments and government agencies. The company's mission is to be recognized as a successful company in the development, implementation and direction of GIS technology.

MAJOR ACHIEVEMENTS

- Received the 1989 Award of Excellence from the Canadian Association of Data, Professional Services and Software Organizations (CADAPSO) for the development and marketing of *Terrasoft*, and in 1990 received the British Columbia Trade Development Corporation Export Award for outstanding achievements in world markets.

FACTS & FIGURES

Year Established:	1981
Total Number Employees:	25
Sales:	2
Marketing:	2
R&D:	6
Privately Held Company	

Annual Revenues-1991	\$2 - 4 million
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TECHNOLOGY FOCUS

Geographic Information Systems (GIS)

CURRENT PRODUCTS

Terrasoft® - The Natural Evolution of GIS: A complete GIS tool used to effectively store, retrieve, manipulate, analyze and display spatially referenced data for planning and decision making.

FUTURE PRODUCT DIRECTIONS

Digital Resource Systems is planning to integrate some features of multi-media in order to further enhance the utilization of spatial, textual, and graphic attribute data. The company is also looking at distributed data management across platforms and hardware systems.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS-DOS and UNIX

Geographic Markets:

Worldwide

Industry Markets:

- resource and environmental management (forestry, oil and gas, and mining)
- government (all levels)
- academic

DISTRIBUTION CHANNELS

The company accesses its marketplace through direct sales, an international network of authorized dealers and distributors, and value-added resellers.

CURRENT MARKETING ACTIVITIES

Digital is a member of the Catalyst Program with Sun Microsystems of Canada Inc., an IBM Business Partner, and has continuing education agreements with several universities.

PARTNERING INTERESTS

Recognizing that GIS is one of the fastest growing segments of the software market, Digital Resource Systems is planning a major expansion of its marketing, sales and distribution programs, and is interested in various partnering arrangements.

DIL INTERNATIONAL INC.**FACTS & FIGURES**

2115 Rue Boivin
 Sainte-Foy, Quebec
 CANADA G1V 1N6

Telephone: 418-687-9788
 Facsimile: 418-527-0642

KEY PERSONNEL

Mme. Micheline L'Espérance-Labelle, President
 M. Claude Labelle, Vice President
 Mme. Lyne Hardy, Director General
 Mme. Rachel Belanger, Director, Client Services
 Mme. Michele Langlois, Director De L'édition
 M. Amilcar Mercado, Director, Communications

COMPANY BACKGROUND

Established in 1989, DIL International is internationally renowned in more than fifteen countries including the United States, France, Switzerland, Belgium, Italy, Spain and Canada, for its innovation in the area of computer assisted learning at the early childhood and primary levels and in special education.

MAJOR ACHIEVEMENTS

• established a distributor agreement with IBM Canada in 1991.

Year Established:	1989
Total Number Employees:	11
Sales:	4
Marketing:	2
R&D:	3
Management:	2
Fiscal Year End:	July 31
Privately Held Company	

Annual Revenues-1991	Private
%Sales Generated In:	
North America:	60
Western Europe:	30
Asia Pacific:	10

KEY CUSTOMERS*Domestic*

- IBM Canada
- Nanaimo School Board, British Columbia
- Ministry of Education, New Brunswick
- Greater Seven Islands School Board, Sept Iles, Quebec
- Saint-Jean-sur-Richelieu School Board, Quebec
- Institut des Erables, Granby, Quebec
- Durham board of Education, Whitby, Ontario

International

- Generalitat de Catalunya, Barcelona, Spain
- COMBIT, Mexico
- Olivetti, Italy
- SMACK, Italy
- Focus Media, USA
- Edutech Media, Singapore
- Compedia, Spain

TECHNOLOGY FOCUS

Advanced interactive computer-based learning for kindergarten students and beyond.

CURRENT PRODUCTS

DIL software, the *WonderWare Series* offers an integrated approach that combines stories, songs, discussions and art objects with computer-based learning. It includes specific activities plus software tools such as picture data banks and graphics and text generators, as well as simulated scenarios that simplify learning. The color and picture coded software does not display any words on the screen so that it can be used by students of any language as well as those who cannot read or write. *The WonderWare Series* currently has eight titles and fifty-five activity disks that run on IBM PCs and compatibles.

The *WonderWorker* is a touch sensitive tablet that can be used as an input device alternative to the keyboard. It allows students to "draw" and "paint" on the computer screen. It develops image association, hand-eye coordination, dexterity and fine-motor skills. *WonderWorker* can be used by several students at once.

FUTURE PRODUCT DIRECTIONS

With the collaboration of the Cerebral Palsy Association and the Quebec Ministry of Education, DIL has been developing a new collection, "*Communication*" for non-verbal communication and is particularly suited for learning a foreign language.

In addition, the company is developing 15 new software titles with the support of IBM for the primary level and multi-media applications.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- DOS
- IBM PC

Geographic Markets:

Canada, United States, France, Belgium, Switzerland, Italy, Spain, Mexico, Singapore, Malaysia, Thailand

Industry Markets:

- special education
- primary and secondary schools
- school boards
- hospitals
- day care centres

DISTRIBUTION CHANNELS

During the course of its software development, DIL has become more active in the distribution of its products. In 1990, IBM became a distributor of the *WonderWare Series*, and in 1990 became the distributor for the *EduDIL* collection (assorted primary and secondary school programs) and for several titles of the well-known French developer, NATHAN.

CURRENT MARKETING ACTIVITIES

DIL currently enjoys joint research and development agreements with NATHAN of France and Compedia of Israel. In addition, Combit of Mexico and Edutech Media of Singapore have established VAR agreements with the company.

DIMAX CONTROLS

43 Voyager Court, North
Rexdale, Ontario
CANADA M9W 4Y2

Telephone: (416) 674-8830
Facsimile: (416) 674-9525

KEY PERSONNEL

Mr. Paul Silverthorne, President
Mr. Tony McLeish, Vice President

COMPANY BACKGROUND

Dimax Controls was established in 1985 and employs 45. The company produces an excellent microprocessor-based environmental control system for buildings which is marketed world-wide.

MAJOR ACHIEVEMENTS

• Dimax is the first company of its type to apply the OSI communications model at high speed. This places the company in a strategic position to work with evolving networks including such things as ISDN and fibre optics.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	45
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991:	\$4,000,000
%Revenues Generated By:	
Software Products:	15
Hardware Products:	15
Maintenance/Support:	5
%Sales Generated In:	
North America:	70
Western Europe:	20
Asia Pacific:	10

KEY CUSTOMERS

Domestic

- City of Mississauga, Mississauga, Ontario
- Dufferin Peel Separate School Board, Mississauga, Ontario
- General Electric, Montreal, Quebec
- Oshawa Food Group, Toronto, Ontario
- Tridel, Toronto, Ontario
- Sandoz Canada, Whitney, Ontario
- City of Barrie, Barrie, Ontario
- The Bay, Toronto, Ontario
- Quebec Hydro, Montreal, Quebec

International

- VISA International, Basingstore and London, England
- VISA USA, McLean, Virginia, and Tempe, Arizona, USA
- Hewlett Packard, San Jose, California
- Hewlett Packard, Penang, Malaysia
- The Government of Burma
- Jopong Town, Singapore
- Mitsubishi, Singapore

TECHNOLOGY FOCUS

Data acquisition and control, and workstation supervisory software for realtime data.

CURRENT PRODUCTS

Dimax has developed and patented a universal input/output hardware structure which is software programmable as to type (i.e. input or output, analogue or digital). The technology was developed in-house and with individuals on contract to Dimax. Dimax owns its technology.

Products include:

MLC-900: This building management system can monitor 900 points in a standalone manner. With the addition of the optional *Dimax CP-270 Communication Module*, which is housed in the same chassis, the *MP-900* module can intercommunicate with people via speakers or telephone and with other computer equipment via the modem.

MLC-9286 Host Workstation: a high performance, real time multi tasking workstation for use with the *Dimax MLC-900 Building Management System*. It incorporates extensive software tools in a 286-based (or better) PC environment to provide the user with a true workstation. It provides standard building management functions including real time data acquisition, graphic presentations, graphic trending and menu driven man machine interface.

MLC-9386 PC Host Workstation: similar to the *MLC 9286* product, the 9386 is a multi tasking workstation for use with the *Dimax MLC-900* building management system, however, the 9386 is also a multi-user workstation incorporating extensive software tools in a 386-based environment. It provides standard building management functions including real time data acquisition and buffering, graphic presentations, graphic trending and menu driven man machine interface. As well, it provides an environment for the simultaneous operation of other software tools provided by Dimax including generic spreadsheet, and plant elements as well as maintenance manager facilities.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, DOS, MTOS

Geographic Markets:

Canada, United States, England, Singapore

Industry Markets:

- hospitals
- school boards
- property managers
- manufacturing companies
- utilities
- hotels
- universities

DISTRIBUTION CHANNELS

The company has sales offices in Canada, the United States, the U.K. and Singapore.

CURRENT MARKETING ACTIVITIES

Dimax has a customer base which it services world-wide through Dimax Associate Companies: Dimax Far East in Singapore, Dimax Controls Inc. in the U.S., and Dimax Korea.

PARTNERING INTERESTS

The company is seeking a manufacturer/distributor to enter into an OEM agreement. Dimax wishes to manufacture an OEM product for a major supplier.

DIPIX TECHNOLOGIES INC.

1050 Baxter Road
Ottawa, Ontario
K2C 3P1

Telephone: (613) 596-4942
Facsimile: (613) 596-4914

KEY PERSONNEL

Mr. J.S. Keays, President
Mr. D.w. Evers, CFO, Chairman
Mr. Vijay Dubé, Corporate Manager (International)
Mr. Grant Dixon, Manager, Canadian Sales & Marketing

COMPANY BACKGROUND

Dipix Technologies was founded in 1978. The company has become recognized as a world leader in the design of advanced display and processing technology for the remote sensing market. In 1987 Dipix diversified into other areas of imaging technology with leading edge design thrusts resulting in a family of microscopic imaging products and several high performance board products directed at machine vision, industrial inspection, medical, military and microscopic imaging markets.

The company maintains four distinct divisions: Remote Sensing Division, Microscopic Imaging Division, Board Product Division, and Industrial Systems Division.

MAJOR ACHIEVEMENTS

- dominant supplier of remote sensing technology to China and India in the 1980s.
- installed a complete remote sensing image processing facility at the Jordanian Royal Geographic Centre.

FACTS & FIGURES

Year Established:	1978
Total Number Employees:	30
Sales:	3
Marketing:	3
R&D:	15
Management:	2
Fiscal Year End:	
Privately Held Company	

Annual Revenues-1991	Private
%Revenues Generated By:	
Software Products:	25
Hardware Products:	58
Maintenance/Support:	15
Professional Services:	2
%Sales Generated In:	
North America:	70
Western Europe:	10
Eastern Europe:	10
Middle East:	5
Asia Pacific:	5

KEY CUSTOMERS

Domestic

- Canada Centre for Remote Sensing, Ottawa, Ontario
- Saskatchewan Research Council, Saskatoon, Saskatchewan
- Manitoba Remote Sensing Centre, Winnipeg, Manitoba
- NWT Centre for Remote Sensing, Yellowknife, NWT
- Spectranalysis Inc., Oakville, Ontario
- Ontario Centre for Remote Sensing, North York, Ontario
- Petawawa National Forest Institute, Chalk River, Ontario

International

- Space Application Centre, Ahmedabad, India
- National Remote Sensing Agency, Hyderabad, India
- National Research Council of Thailand, Bangkok, Thailand
- Chevron La Habre & San Ramon, California, USA
- Ibersat SA, Madrid, Spain
- University of Zurich, Switzerland
- University of Stuttgart, Germany
- FAO-UN, Rome, Italy

TECHNOLOGY FOCUS

Image Processing Software for applications in remote sensing/GIS, machine vision/robotics/inspection, and medicine and radiology.

CURRENT PRODUCTS

ARIES: The *Dipix/ARIES* image processing hardware and extensive library of software packages are internationally acclaimed as being among the most advanced in the world. The company has manufactured and installed over 200 *ARIES* systems in 24 countries with users in survey/exploration companies, government mapping/remote sensing agencies, leading research organizations and various universities.

The *Dipix/ARIES 300 Series* high resolution image display offers the flexibility of handling large multispectral images and graphic overlays. To complement the display, the *ARIES Pixel Processor (APP)* was designed to provide near real-time processing capability. Operating at 20 MIPS, the *APP* provides optimal performance for spatial operations such as: geometric correction; resampling; compressive and expansive zoom; convolution filtering; principal component enhancement, interactive rotation and general image arithmetic.

Software is also available to interface to GIS systems and a variety of peripheral imaging devices.

Dipix 1440: the *Dipix 1440* microscopic imaging instrument family combines microscopic imaging with high-speed digital imaging computers. These products, which are directed at the food industry, are used in measuring performance and quality parameters directly. The *1440* family provides a scientifically verifiable and quantitative way to measure selected ingredients or food sample constituents.

The *Dipix 1440* became available in late 1990 and has already been endorsed by major milling companies in Canada and the United States.

Dipix is also involved in the development of hardware board products, inspection systems, custom imaging software, and turnkey remote sensing.

FUTURE PRODUCT DIRECTIONS

Upcoming products include:

A 4000: a line of general purpose imaging processing/display board products.

ARIES 4000: a Unix-X Window remote sensing system.

P360-DISP: a display board for P360.

A-4000-MEM: new memory boards for A4000 which will increase memory from 8MB to 511 MB.0.

TARGET MARKETS

Operating Systems and Hardware Platforms:

VMS, Unix, MS DOS

Geographic Markets:

Canada, United States, Western Europe, South America, Eastern Europe, Middle East, Asia Pacific, Africa

Industry Markets:

- manufacturing (machine vision)
- environmental/resource monitoring
- cereal grain quality assurance
- image processing
- remote sensing/GIS

DISTRIBUTION CHANNELS

Product sales and service is facilitated through a direct sales force and various agents, representatives, and distributors worldwide.

CURRENT MARKETING ACTIVITIES

Dipix has established unilateral distribution agreements with Digital imaging of the United Kingdom and IMASYS of France. The company also established a technology transfer and joint marketing agreement in 1992 with AERODATA of Brazil to gain entry to that geographic market.

In addition the company has various third party agreements in Czechoslovakia, Israel, the United States, Korea, Germany, and Belgium.

PARTNERING INTERESTS

Dipix seeks distributors and VARs in Europe and Japan.

DOMUS SOFTWARE LTD.

309 Cooper St.
Suite 500
Ottawa, Ontario
CANADA K2P 0G5

Telephone: 613-230-6285
Facsimile: 613-230-3274

KEY PERSONNEL

Mr. Richard Moxley, President
Mr. Richard Timmons, Vice President and Manager,
Data Communications
Mr. Bob Henry, Manager, Informatics
Mr. Gilles Mousseau, Manager, Software Products

COMPANY BACKGROUND

Domus Software provides a wide range of EDP consulting and systems software to both government and industry. Formed in 1983, the company has grown to employ over 40 professional staff.

Domus is divided into three areas. The Systems Consulting division designs and develops computer systems on micros, minis, and mainframes. The Training Division supplies services in the areas of micro computer training, customized courses, and computer assisted learning. The Data Communication and Real Time Systems Division designs LANS and WANS and has developed a number of sophisticated real time network management systems. The Products Division has developed the company's software product *CCM*.

KEY CUSTOMERS

Domestic

- Agriculture Canada
- Department of National Defence
- Correctional Services
- Transport Canada

International

- FAA, USA

FACTS & FIGURES

Year Established:	1983
Total Number Employees:	45
Privately Held Company (employee owned)	

Annual Revenues-1991:	\$3,200,000
%Revenues Generated By:	
Software Products:	15
Professional Services:	85
%Sales Generated In:	
North America:	100

TECHNOLOGY FOCUS

Document tracking system and frequency management system for cross-industry and navigational communications applications.

CURRENT PRODUCTS

Domus develops its products in-house including:

The Correspondence Control Manager (CCM): a powerful document tracking system designed to control the flow of correspondence, documents, contracts, submissions and other items. The system can be used in a single or multi-user environment for any size of organization to help improve the handling of documents. It is currently used extensively in all levels of the Federal and Ontario government as well as in municipalities and departments of the U.S. Federal government.

The Frequency Assignment System: helps Frequency Spectrum Personnel in the management of frequencies associated with ATC Communications and Navigational Aids. The system provides interference analysis, graphical displays and maintains a database of assigned frequencies.

FUTURE PRODUCT DIRECTIONS

Domus is planning to introduce imaging technology to its successful line.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, MS DOS

Geographic Markets:

Canada, United States

Industry Markets:

• government

PARTNERING INTERESTS

In order to obtain a larger market in the U.S., Domus would like to develop a distribution agreement with a firm interested in selling, supporting, and providing training for *CCM*. The company is also interested in opportunities in the United Kingdom and France.

DYMAXION RESEARCH LTD.

5515 Cogswell Street
Halifax, Nova Scotia
CANADA B3J 1R2

Telephone: (902) 422-1973
Facsimile: 902-421-1267

KEY PERSONNEL

Mr. Peter Mason, President
Mr. Bob Brown, Vice President

COMPANY BACKGROUND

Dymaxion was founded in Halifax in 1973 as a software applications development company. It has since added an equipment sales division that markets brand name PCs, Digital VAX computers and networked systems.

The company has seven departments reflecting its diverse endeavor: Administration; Development; Customer Support; Software Sales and Marketing; Health Care; Equipment Sales; and Field Service.

MAJOR ACHIEVEMENTS

- Medianet awarded highest score by *The Higher Education Journal* for two years.
- awarded "Library Automation Award" from *Media and Methods*, 1991.

FACTS & FIGURES

Year Established:	1973
Total Number Employees:	40
Privately held company	

Annual Revenues-1991:	\$5,000,000
%Revenues Generated By:	
Software Products:	15
Hardware Products:	60
Maintenance/Support:	5
Professional Services:	10
%Sales Generated In:	
North America:	90
Asia Pacific:	10

KEY CUSTOMERS

Domestic

- Department of Education, Fredericton, New Brunswick
- National Film Board of Canada, Montreal, Quebec
- Calgary School Board, Calgary, Alberta
- Michelin Tire, Bridgewater
- Metro Toronto Libraries, Toronto, Ontario
- Maritime Electric, Charlottetown, PEI

International

- Penn State University, State College, USA
- National Library of Australia, Australia
- State Film Centre of Victoria, Melbourne, Australia
- Indiana University, USA
- Anchorage School Board, Alaska, USA
- University of Akron, Ohio, USA
- University of Colorado, USA

TECHNOLOGY FOCUS

Media Management System used by film, video and equipment libraries as well as Inventory Control, Distribution, and Project Management software, integrated with Accounting.

CURRENT PRODUCTS

Dymaxion's product offerings include:

Practimax: a complete financial tracking and accounting package with an installed base of 150.

Distribution: a distribution control system for serialized inventory. Includes rental, installation, and maintenance invoicing and control.

PACMan (Project Accounting; & Management): tracks professional time, expenses, third party disbursements and equipment charges by project and phase. Compares actual vs budget, generates invoices and interfaces with GL, AR, AP.

Medianet: an inventory/client reservation, control and reporting system for media (film/video) libraries and commercial distributors. This product has an installed base of 255.

FUTURE PRODUCT DIRECTIONS

Typically, Dymaxion accomplished 9,000 to 11,000 hours of Research and Development per year. The company's next step is to develop boolean query for its existing line.

TARGET MARKETS

Operating Systems and Hardware Platforms:

VMS, MS DOS

Geographic Markets:

Canada, United States, Australia

Industry Markets:

- municipal and regional governments
- provincial governments
- universities and colleges
- wholesale trade
- school districts

DISTRIBUTION CHANNELS

Dymaxion's direct sales account for 95 per cent of product revenues, the balance being derived from systems integrators. Pentamation, an U.S. firm, has had a unilateral distribution agreement with Dymaxion since 1989. The companies' products are complimentary.

CURRENT MARKETING ACTIVITIES

The company is currently active in Canada, the United States, and Australia.

DYNABEC INFORMATIQUE MUNICIPALE INC.

1800 Bertier
Laval, Quebec
CANADA H7L 4S4

Telephone: 514-337-4411
Facsimile: 514-337-4256

KEY PERSONNEL

Mr. Andre Guindon, President
Mr. Andre Montpetit, Vice President
Mr. Leonard Lafrane, Vice President
Mr. Gerard Milandre, Vice President
Mr. Andre Humpson, Vice President

COMPANY BACKGROUND

Dynabec Ltée was founded in 1969 with five employees of a firm known as R.D.G. In 1990, the company merged with the Municipal division of IST to become Dynabec Informatique Municipale Inc. Today, the company has become the largest supplier of information management systems to municipalities, boasting a client base of 287.

The company is organized into the following areas: General Management, Quality Control, Sales and Marketing, Research and Development, Programming, Client Services, and Administration.

FACTS & FIGURES

Year Established:	1969
Total Number Employees:	74
Sales:	6
Marketing:	6
R&D:	6
Management:	10
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991:	\$7,074,000
%Revenues Generated By:	
Software Products:	10
Hardware Products:	35
Maintenance/Support:	18
Professional Services:	31
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Ville de Saint Leonard
- Ville de Saint Jean sur Richelieu
- Ville de Rimouski
- Ville de Pointe Claire
- Ville de Terrebonne
- Ville de St. Eustache
- Ville de Boisbriand
- Ville de Outremont
- Servitech

TECHNOLOGY FOCUS

Application software for municipalities.

CURRENT PRODUCTS

Dynabec programs its software in-house using Basic, DBL, and Informix 4GL.

Product offerings include:

Application Financial: a payroll and general accounting software running under Unix for municipalities. This system has a client base of 210.

Loisirs: a system to organize and track municipal recreational facility booking.

Cour Municipal: a system for issuing tickets and fines.

Evaluation: a land ownership software for municipalities.

Taxation: a municipal tax product.

FUTURE PRODUCT DIRECTIONS

The company intends to pursue areas in geomatics and also to concentrate on products for town planning and landscaping. In addition, new versions of existing financial applications are under development.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, Xenix, Amos

Geographic Markets:

Canada

Industry Markets:

- municipalities

DISTRIBUTION CHANNELS

All Dynabec products revenues are generated through direct sales.

CURRENT MARKETING ACTIVITIES

The company caters to the needs of the Canadian municipal market.

EMPRESS SOFTWARE INC.

3100 Steeles Avenue
Markham, Ontario
CANADA L3R 8T3

Telephone: (416)513-8888
Facsimile: (416)513-1668

KEY PERSONNEL

Mr. John Z. Komatowski, President
Mr. Ivor Ladd, General Manager and VP Technology
Ms. Njai Wong, Manager Product Development
Mr. John Mooney, Manager, Research &
Development
Mr. Alexius Wong, Manager Accounting

COMPANY BACKGROUND

Empress Software Inc. develops, markets and supports EMPRESS, the leading fully functional RDBMS and 4GL for scientific and engineering markets under Unix, VMS, and DOS. The company is committed to product excellence and customer satisfaction and has sustained worldwide growth in excess of the industry average since its inception in 1979.

Empress has six operating units: Sales (U.S., Canadian, and International), Marketing, Product Development, Research and Development, Finance and Administration, and Technical Support.

MAJOR ACHIEVEMENTS

- Canada Award for Business Excellence, 1987

FACTS & FIGURES

Year Established:	1979
Total Number Employees:	49
Sales:	8
Marketing:	7
R&D:	20
Fiscal Year End:	July 31
Privately Held Company	

Annual Revenues-1991:	\$9,000,000
%Revenues Generated By:	
Software Products:	70
Maintenance/Support:	20
Professional Services:	5
%Sales Generated In:	
North America:	50
Western Europe:	5
Asia Pacific:	45

KEY CUSTOMERS

Domestic

- Atmospheric Environment Service, Toronto, Ontario
- Ministry of the Solicitor General, Toronto, Ontario
- Computervision, Toronto, Ontario
- CV Software Solutions, Mississauga, Ontario
- Page Systems Inc., Toronto, Ontario
- AOSTRA, Calgary, Alberta

International

- Auto-trol, Denver, USA
- U.S. Government, Huntsville, USA
- General Electric, Reston, USA
- Adra, Lowell, USA
- CAE Link Corp., Binghamton, USA
- SpaceLabs, Redmond, USA
- Mitsubishi Motor Company, Aichi, Japan
- Brother Industries Ltd., Aichi, Japan
- Toyota Motor Corp., Shizuoka, Japan
- Siemens AG, KWU, Karlsruhe, Germany

TECHNOLOGY FOCUS

Relational Database Management (RDBMS), Fourth Generation Language (4GL)

CURRENT PRODUCTS

Empress products are designed for scientific and engineering applications and include:

EMPRESS RDBMS: a relational database management system running under Unix, VMS, and DOS with an installed base of 10,000.

EMPRESS 4GL: a 4th generation language with an installed base of 10,000.

EMPRESS Report Writer: produces customized report forms from one or more databases. This product has an installed base of 10,000.

EMPRESS DB Server: this newly released product is a client-server relational database management system running under Unix and VMS.

FUTURE PRODUCT DIRECTIONS

Object-oriented, multimedia, document and image storage.

TARGET MARKETS

Operating Systems and Hardware Platforms:

UNIX, VAX/VMS, and PC-DOS

Geographic Markets:

England, Finland, France, Belgium, Germany, Japan, Australia, New Zealand, Canada, United States, and Taiwan.

Industry Markets:

- scientific and engineering
- software development

DISTRIBUTION CHANNELS

Product revenues in Canada and the United States are generated from direct sales. The company has a network of distributors in England, Finland, France, Belgium, Germany, Australia, Japan, and Taiwan as well as OEMs, Systems Integrators, and VARs.

CURRENT MARKETING ACTIVITIES

Empress is part of the IBM Cooperative Software Supplier Program, maintains a concurrent reseller agreement, and has an Intel reseller agreement. In addition, the company has joint marketing and joint R&D agreements in place with MKC of Japan, Empress France, and Empress U.K.

PARTNERING INTERESTS

Empress is interested in pursuing distributors in Hong Kong, Korea, Italy, Spain, Greece, and South America.

ENCOM INFORMATION SYSTEMS INC.

168 Konrad Crescent
Markham, Ontario
CANADA L3R 4I9

Telephone: 416-475-6750
Facsimile: 416-475-3877

KEY PERSONNEL

Mr. Raj Khanna, President
Mr. Bob Becker, Director, Marketing
Mr. Mike Marsh, Marketing Representative

COMPANY BACKGROUND

Since its inception in 1976, Encom has assisted hospitals, nursing homes and homes for the aged to deliver quality health care by improving efficiency and providing necessary information quickly and easily. Originally established to support MAI based software at selected hospitals, Encom has expanded to the implementation and support of more than 40 hospitals across Canada on a range of hardware including IBM, DG, and MAI. Reflecting the company's commitment to client satisfaction and the strength of its product, Encom attaches a lifetime guarantee to all its software.

The Encom organization includes Sales and Marketing, Research and Development, and a Technical Support divisions. The research staff maintains a software library of all systems in use, develops new applications, updates existing applications and develops special programs to meet unique client requirements. The Encom Technical Support division provides a 24 hour, year-round telephone hot-line to answer clients' questions, distributes the latest product enhancements to all clients, and periodically publishes a newsletter to keep customers informed on system upgrades and Encom services.

MAJOR ACHIEVEMENTS

- has received wide and enthusiastic coverage in Canadian Health Care periodicals.

FACTS & FIGURES

Year Established:	1976
Total Number Employees:	18
Sales:	2
Marketing:	1
R&D:	4
Management:	1
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991:	Private
%Revenues Generated By:	
Software Products:	30
Hardware Products:	30
Maintenance/Support:	20
Professional Services:	20
%Sales Generated In:	
North America:	95

TECHNOLOGY FOCUS

Encom Systems is devoted exclusively to the design and implementation of computer systems for the health care community.

CURRENT PRODUCTS

All of Encom's products operate in both the Unix and MS-DOS environments and on a range of computer hardware including the most recent generations of PCs. Encom's software systems can operate independently or they can be linked with other Encom systems or with standard word processing, spread sheet and office automation packages to form a completely integrated system. The following list identifies some of the capacity of the seven Encom system groupings.

Patient Care Systems: features order entry/result reporting; pharmacy management; emergency registration; admissions, discharge, transfer and census; out-patient registration; central patient index; medical records, laboratory, radiology, patient classification system, nuclear medicine; operating room; quality assurance; doctor presence and locating; home care; DRG system; and physiotherapy.

Financial Reporting Systems: general ledger, management reporting, budget preparation and control, financial modelling.

Payroll/Personnel Systems: payroll; retroactive pay; labour distribution; purchased services; budget preparation; personnel; employee health requirements; scheduling; executive payroll.

Accounting Systems: in-patient accounting, out-patient accounting, trust accounting, parking lot control, doctors emergency service billing, non-patient accounting.

Materials Management Systems: accounts payable, inventory control, purchasing, supply processing and distribution, capital assets, and service contracts.

Administrative, Office Automation, and Other Systems: fund raising; maintenance management; plant operations; computer usage and security; record managements; microfiche; system management; occupational health and safety; WCB system; seating selection; project costing; and a complete range of office automation systems including word processing, database, report writer, spread sheet and modelling, electronic mail and desk top publishing.

FUTURE PRODUCT DIRECTIONS

As technology advances and regulations change, the needs of the health care community change. To meet these changes, Encom provides its clients with its latest software enhancements. Currently, Encom has updates planned for all of its existing product lines.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, MS DOS

Geographic Markets:

Currently, Canada and the West Indies. Seeking to expand markets internationally.

Industry Markets:

- Health care industry, including: hospitals, nursing homes, and homes for the aged.

DISTRIBUTION CHANNELS

Encom currently generates its business solely through direct sales.

PARTNERING INTERESTS

Encom is very interested in discussing bilateral or unilateral distribution agreements, joint marketing, ownership equity, or value added reseller partnerships with U.S. Health Care firms, European hospitals, and international software developers.

ENGHOUSE SYSTEMS LIMITED

20 Valleywood Drive
Suite 100
Markham, Ontario
CANADA L3R 6G1

Telephone: (416) 477-1212
Facsimile: (416) 477-1466

KEY PERSONNEL

Mr. Robert Kirby, President
Mr. Gene Spence, Executive Vice President
Mr. George Kouroupes, Vice President,
Development
Mr. Rick Lipsett, Vice President, Development

COMPANY BACKGROUND

Enghouse Systems was established in 1984 to develop an AM/FM system specifically to manage utility networks. Engineers from multiple industries combined their knowledge with the skills of technical applications programmers to design CableCad, a software product combining engineering applications with a powerful Automated Mapping/Facilities Management (AM/FM) package to produce engineering functionality, flexibility and affordability. The company is committed to dedicating resources to research and development within the AM/FM industry.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	65
Sales:	12
Marketing:	2
R&D:	35
Management:	16
Fiscal Year End:	October 31
Privately Held Company	

Annual Revenues-1991:	\$5,500,000
%Revenues Generated By:	
Software Products:	67
Hardware Products:	16
Maintenance/Support:	12
Professional Services:	5
%Sales Generated In:	
North America:	65
Central America	2
South America	3
Western Europe:	15
Eastern Europe	1
Middle East	1
Asia Pacific:	12
Africa:	1

KEY CUSTOMERS

Domestic

- Bell Canada
- Maritime Telegraph and Telephone, Halifax, Nova Scotia
- New Brunswick Telephone, St. John, New Brunswick
- Manitoba Telephone, Winnipeg, Manitoba
- Edmonton Telephone, Edmonton, Alberta
- Etobicoke Hydro, Etobicoke, Ontario

International

- Telecom New Zealand, Auckland, New Zealand
- Wisconsin Electric Power Company, Milwaukee, USA
- Iowa Electric Light and Power Co., Cedar Rapids, Iowa, USA
- Pacific Bell (Valley), Nevada, USA
- Copenhagen Telephone, Copenhagen, Denmark
- Pactel Cable UK Ltd., Manchester, England

TECHNOLOGY FOCUS

Automated mapping and facilities management products.

CURRENT PRODUCTS

Enghouse Systems Limited provides to automated mapping and facilities management users a product unique in its approach to solving the problems of full workstation functionality, yet maintaining cost effective performance. In order to achieve this goal, Enghouse Systems believes that AMFM functionality and cost effectiveness should be a result of powerful software without costly hardware dependency.

Products include:

CableCad: simultaneously creates a fully integrated graphics and nongraphics database, as well as verifies and maintains connectivity logic of the network. Software tools are provided with *CableCad* which enable the user to modify, add, and delete graphic and non-graphic definitions. *CableCad* contains a report generator which uses an SQL-like interface as well as plotting capabilities to plot maps and work prints. In addition, users can develop custom applications through a high level, compiled command language.

Records Manager: a companion product to *CableCad*, *Records Manager* provides database integrity for multiple user access to large, seamless geographic data by extracting work order areas and updating through a posting procedure. *Records Manager* uses a unique, non-locking and conflict analysis approach to database updates for high quality data integrity.

FUTURE PRODUCT DIRECTIONS

Upcoming enhancements to the *CableCad/Records Manager* family of products include new and improved spatial indexing, industry standard GUIs and optional relational DBMS.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, OS/2, MS DOS

Geographic Markets:

Worldwide

Industry Markets:

- telephone companies
- electric utilities
- gas companies
- water companies
- building cable management
- government - federal, provincial, municipal

DISTRIBUTION CHANNELS

Most of the company's product revenues are derived from direct sales and VAR agreements. To accomplish worldwide distribution, Enghouse systems has offices in the United States, England, Holland, France, and New Zealand.

CURRENT MARKETING ACTIVITIES

Enghouse markets its CableCad software as an IBM Business Partner - Industry Application Specialist through a direct sales force and agents internationally. Third party agreements are in place in Sweden, Belgium, Holland, Spain, Greece, Israel, United States, Argentina, Brazil, Guatemala, Trinidad, Philippines, Malaysia, India.

PARTNERING INTERESTS

To further develop its world market, Enghouse would be interested in pursuing joint marketing and/or technology transfer agreements with major consulting companies around the world. The company sees benefits in educating consultants regarding the European possibilities of its product line.

EPIC DATA INC.

7280 River Road
Richmond, B.C.
CANADA V6X1X5

Telephone: (604) 273-9146
Facsimile: (604) 273-1830

KEY PERSONNEL

Mr. Alex Klopfer, President And CEO
Mr. Marty McConnell, Executive Vice President
Mr. Brian Lowe, Vice President, Sales
Mr. Vern Trotten, Vice President, Operations
Mr. Duncan Smith, Vice President, Product
Development

COMPANY BACKGROUND

Epic Data was founded in 1975 by Hugo and Helmut Eppich. The brothers saw the need for a computerized means of collecting data from the shop floor of their heavy industry company, Ebco Industries. The result was the first Epic Data collection terminal and the start of a company which designs, manufactures, integrates and supports fully automated data collection systems. Today, Epic's customers include the leading companies in aerospace, defence, government, printing and publishing, ground transportation, manufacturing, electronics, engineering, airlines and telecommunications.

MAJOR ACHIEVEMENTS

- 1984, 1985, BC Export Award for achievement in international marketing and outstanding export performance,
- 1991, ranked as one of BC's top 100 companies by BC Business Magazine.
- 1992, BC Software Award
- secured major accounts including Bell Canada, U.S. Department of Defence, American Airlines, MCI, Lufthansa Airlines, Federal Express, Yellow Freight and the British Post Office.

FACTS & FIGURES

Year Established:	1975
Total Number Employees:	228
Sales:	37
Marketing:	16
R&D:	38
Management:	10
Fiscal Year End:	September 30
Stock Listings: Toronto Stock Exchange:	EKD

Annual Revenues-1991:	\$27,197,000
%Revenues Generated By:	
Software Products:	17
Hardware Products:	51
Maintenance/Support:	23
Professional Services:	1
%Sales Generated In:	
North America:	90
Western Europe:	9
Asia Pacific:	1

KEY CUSTOMERS

Domestic

- Bell Canada, Toronto, Ontario
- Rolls Royce, Montreal, Quebec
- Canadair, Montreal, Quebec
- CAE Electronics, St. Laurent, Quebec
- BC Rail, Vancouver, British Columbia
- Air Canada, Toronto, Ontario
- Spar Aerospace, Montreal, Quebec
- Atlas Steel, Welland, Ontario
- Dowty Canada, Ajax, Ontario
- Budd Canada, Kitchener, Ontario

International

- General Dynamics, Fort Worth, Texas, USA
- American Airlines, Tulsa, Oklahoma, USA
- Federal Express, Memphis, Tennessee, USA
- SAAB-Scania, Linkoping, Sweden
- Qantas Airways, Sydney, Australia
- Yellow Freight, Overland Park, Kansas, USA
- Hughes Aircraft, Irvine, California, USA
- Digital Equipment Corp., Woburn, Massachusetts, USA
- Martin Marietta, Orlando, Florida, USA
- Rockwell Automotive, Detroit, Michigan, USA

TECHNOLOGY FOCUS

DBMS software for data collection, time & attendance, labour tracking, payroll, inventory control, job costing, coin collection, cable cutting, and materials management.

CURRENT PRODUCTS

Epic offers five products that are packaged application systems. Although these products are available "as is", most of the time Epic develops and customizes the systems to meet the specific needs of each company.

Products include:

Time & Attendance: a complete labour tracking and analysis, and job costing software designed for any large company or industry needing accurate labour information to control costs.

Coin Collection: automates the pay phone coin collection processes such as collection, counting, sorting, etc. This product is used by the telecommunications and vending markets, or companies with similar coin collecting needs.

Cable Cutting: automates cable cutting processes such as ordering, shipping, managing inventory, cable tracking, etc. Used by the telecommunications industry.

Security Management: monitors premises and tracks movement of people. This product is used by any organization with high security needs and valuable assets to protect and can be integrated with other security technology.

Materials Management: tracks and controls inventory, work in progress, and finished goods. This product is used by large warehouses and manufacturing companies.

FUTURE PRODUCT DIRECTIONS

Epic Data continually introduces new products and services. The primary focus over 1992 will be the launch of its Radio Frequency (RF) products and Open Systems infrastructure products. The company has undertaken a major initiative to enhance its Application Systems Development Division so that it can be a comprehensive single source systems integrator for its customers.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, VMS, Windows, OS/2, MS DOS, MAC OS, VOS
- DEC, IBM, STRATUS, VAX, MICROVAX

Geographic Markets:

Canada, United States, United Kingdom, Germany, Australia, Korea, Norway

Industry Markets:

- electronics
- ground transportation
- aerospace
- printing and publishing
- government
- telecommunications
- commercial airlines
- medical
- military and defence
- utilities

CURRENT MARKETING ACTIVITIES

Epic has several third party agreements intended to leverage investment, attain joint ownership for specific markets, and achieve synergies by providing total turnkey systems solutions. U.S. partner firms include Digital Equipment, Davisco, IBM, Stratus Corp., Effective Management System, and Norand. A Canadian partner firm is Bell Canada, and a U.K. alliance has been formed with Cosar Computing.

PARTNERING INTERESTS

Epic has developed a strategy to focus its data collection effort in the following markets: airlines, telecommunications, freight, defence and aerospace, hospitals, and warehousing. Accordingly, partnerships with companies that will leverage Epic's position in these industries will be considered.

DISTRIBUTION CHANNELS

Headquartered in Richmond, B.C., Epic Data has offices in Canada, the United States, the United Kingdom, and Germany, and distributors in Australia, and the Far East.

ESCOM DISTRIBUTION

FACTS & FIGURES

4211 Kingsway
Suite 518
Burnaby, British Columbia
CANADA V5H 1Z6

Telephone: (604) 438-7361
Facsimile: (604) 432-9708

KEY PERSONNEL

Mr. Ralph Turfus, President
Mr. Alex Barnetson, General Manager
Mr. Doug Ross, General Manager
Ms. Jane Gregory, Director
Ms. Audrey Webster, Administrator

COMPANY BACKGROUND

Escom Distribution originally distributed PICK computer equipment (McDonnell Douglas) to Western Canada. It has since become a vertical market specialist for PICK, financial institutions and parks and recreation departments in North America.

The company has three operating divisions: Systems Integration West (in Vancouver), Systems Integration East (in Toronto), and CLASS, the Parks and Recreation Division.

MAJOR ACHIEVEMENTS

- IBM Blue Ribbon Business Partner in Canada for the last four years.
- Montgomery County account - large systems integration Parks/Recreation site.
- in-house development of two major application software systems with over 1,000 programs each.

Year Established:	1976
Total Number Employees:	23
Sales:	5
R&D:	5
Management:	1
Fiscal Year End:	March 31
Privately Held Company	

Annual Revenues-1991	\$4,300,000
%Revenues Generated By:	
Software Products:	40
Hardware Products:	25
Maintenance/Support:	10
Professional Services:	25
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Prenor Trust, Toronto, Ontario
- Community Trust, Toronto, Ontario
- North Vancouver Recreation Commission, North Vancouver, British Columbia
- City of Burnaby, British Columbia
- London Public Utilities Commission, London, Ontario
- B.C. Biomedical, Burnaby, British Columbia
- City of Vancouver, British Columbia
- City of Saskatoon, Saskatchewan

International

- Montgomery County, Virginia, USA
- City of Arlington, Texas, USA
- City of Plano, Texas, USA
- City of Portland, Oregon, USA

TECHNOLOGY FOCUS

DBMS/On-line banking software for trust companies and registration and facility booking software for parks and recreation departments.

CURRENT PRODUCTS

Escom offers two software applications, both running under PICK and Unix:

CLASS: an on-line registration and facility booking product used by parks and recreation departments.

TRAC: an on-line banking package for trust companies.

The above systems are purchased 'off-the-shelf', however clients purchasing the banking package generally request some customization.

Escom also transfers proprietary PICK systems to PICK over Unix environments and also performs systems integration work in the LAN/UNIX environments.

FUTURE PRODUCT DIRECTIONS

The Parks and Recreation software has been rewritten into Windows and SQL Server. In addition, Escom plans to acquire software based on existing and older technology and rewrite it in SQL server/Windows environments.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, OS/2, Windows, PICK

Geographic Markets:

Canada, United States

Industry Markets:

- trust companies
- cities and municipalities

DISTRIBUTION CHANNELS

All of Escom's product revenues are generated by direct sales.

CURRENT MARKETING ACTIVITIES

The company is active exclusively in North America and holds a joint marketing agreement with NISSI Technologies (Canada) for the purpose of leveraging its parks and recreation software.

PARTNERING INTERESTS

Escom is interested in acquiring old vertical software and rewriting it for the Windows environment. In addition the firm would like to expand the distribution of its proprietary software through third party channels in North America.

EVERGREEN INTERNATIONAL TECHNOLOGY INC.

315 Mountain Highway
North Vancouver, British Columbia
CANADA V7J 2K7

Telephone: (604) 986-6121
Facsimile: (604) 980-7121

KEY PERSONNEL

Ms Susan Smith, President
Mr. Lawrence S. Kostiuk, Chairman

COMPANY BACKGROUND

Evergreen International Technology a software company specializing in performance support software systems. Evergreen products are used primarily to design training and referencing tools for cross-industry applications. The company's technology, developed entirely in-house, is patented in the United States, and forms the basis of Evergreen's product line. Founded in 1984, Evergreen is publicly traded on the Vancouver Stock Exchange.

MAJOR ACHIEVEMENTS

- A Canadian company obtaining the United States Internal Revenue Service as a client is a point of pride of Evergreen International personnel.
- The wide acceptance of the company's technology in Europe is considered by the company to be a significant achievement.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	6
Sales:	3
Marketing:	1
R&D:	1
Management:	1
Fiscal Year End:	April 30
Stock Listings: Vancouver Stock Exchange (symbol EGN)	

Annual Revenues-1991:	\$1,000,000
%Revenues Generated By:	
Software Products:	100
%Sales Generated In:	
North America:	60
Western Europe:	40

KEY CUSTOMERS

Domestic

- British Columbia Systems Corp., Victoria, British Columbia
- Hi-Tech Systems, Victoria, British Columbia
- Federal Business Development Bank, Montreal, Quebec
- Alexandra Group, Vancouver, British Columbia
- Employment and Immigration Canada, Ottawa, Ontario

International

- Internal Revenue Service, Washington D.C., USA
- MassMutual, USA
- Pacific Bell, California, USA
- ICL, United Kingdom
- Abbey National Bank, United Kingdom
- Visa International, United Kingdom
- DanaData, Norway
- Instruccion por Computadora, Mexico

FUTURE PRODUCT DIRECTIONS

Evergreen is planning an expansion of all its products to incorporate full multi-media functions, and to port all existing products to other platforms, including Unix.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS-DOS

Geographic Markets:

North America, United Kingdom and Western Europe

Industry Markets:

All industries, but focusing on US and Canadian government agencies and Fortune 100 companies.

TECHNOLOGY FOCUS

DOS-based tools for the creation of on-line referencing and computer-based tutorials.

CURRENT PRODUCTS

Since Evergreen's technology is horizontal in nature, it can be used to create training and referencing tools for any application and industry. All software developed to-date has been designed to run in the MS-DOS environment and to reside in a PC which can be used to access mini, micro or mainframe applications. Evergreen's product lines are:

Concurrent Authoring System: provides the tools to enable the creation of computer based tutorials. Currently Evergreen's most successful product, the *Concurrent Authoring System* is servicing 160 clients at 100,000 sites.

Referencer: provides tools required to create on-line referencing. With 15,000 installations, another of Evergreen's successful products.

SST: remote communications software which enables two-way communication between support personnel and end-users; allows each to simultaneously see, discuss and operate the same applications remotely. Currently, there are 8,000 installations of SST.

DISTRIBUTION CHANNELS

The company's corporate headquarters are located in Vancouver, Canada. Distributors and Commercial Developers are located in Boston, Chicago, Mexico, Denmark, Sweden, Norway, Singapore, and the United Kingdom.

CURRENT MARKETING ACTIVITIES

The company is engaged in independent product development and cooperative ventures with public companies and government agencies such as the British Columbia Systems Corporation. Evergreen is presently negotiating a joint development contract with a European consortium in order to enhance its positioning within the European market. Evergreen will continue to expand its client base in North America with a stronger emphasis placed on expanding the company's distribution network.

PARTNERING INTERESTS

Evergreen is currently seeking a joint R&D partner capable of adapting its existing products to the U.K. and European markets. Specifically, Evergreen is interested in adapting its products to the Microsoft WINDOWS environment for the European markets. The company is also seeking a German partner to provide unilateral distribution.

For the North American market, Evergreen is interested in establishing an ownership/equity partnership with a U.S. software developer who has an existing distribution network. Evergreen is also interested in establishing a joint R&D partnership with a Canadian-based organization capable of porting the company's products to the Unix platform.

EXOTERICA CORPORATION

383 Parkdale Avenue, Suite 406
Ottawa, Ontario
CANADA K1Y 4R4

Telephone: (613)722-1700
Facsimile: (613)722-5706

KEY PERSONNEL

Mr. John McFadden, President
Mr. Wayne Lucky, Vice-President, Sales & Marketing
Ms. Cindy Sprague, Director of Business Development
Mr. Sam Wilmott, Senior Software Engineer

COMPANY BACKGROUND

Since its incorporation in March 1986, Software Exoterica Corporation has become the leading player in the dynamic world of Standard Generalized Markup Language (SGML) application development. It has the largest selection of fully integrated, error-free SGML products in the world. Exoterica's customer base includes companies like Boeing, Microsoft, EDS, Xerox, Microsystems Engineering Corporation, Volt Information Sciences, Information Handling Services, and ArborText. The company has also worked extensively with the Canadian Department of National Defence and U.S. Department of Defense (DOD), and is a consultant to the Computer-Aided Acquisition and Logistics Support (CAL) Test Network.

Exoterica is committed to maintaining its leadership in the SGML market through technology innovation and by providing superior service to its current and future customer base. Having the largest full-time SGML Research and Development team in the world combined with its service orientation to addressing the challenges in the rapidly evolving SGML market, Exoterica will

continue to provide its customers with productivity tools they need to operate efficiently and competitively.

MAJOR ACHIEVEMENTS

Exoterica assisted Microsoft in bringing an innovative multi-media product to market: Microsoft® Bookshelf® for Windows™, a CD-ROM application that contains complex reference titles including 1991 World Almanac, Bartlett's Quotation, and The Columbia Concise Encyclopedia.

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	17
Sales:	3
Marketing:	3
R&D:	4
Management:	3
Fiscal Year End:	July 31
Privately Held Company	

Annual Revenues-1991:	\$1,500,000
%Revenues Generated By:	
Software Products:	50
Maintenance/Support:	15
Professional Services:	35
%Sales Generated In:	
North America:	70
Western Europe:	20
Asia Pacific:	10

KEY CUSTOMERS

Domestic

- Canadian Pharmaceutical Association, Ottawa, Ontario
- Department of National Defence, Ottawa, Ontario
- University of Waterloo, Ontario

International

- SITE, Paris, France
- Boeing, Seattle, Washington, USA
- Belcore, Morristown, New Jersey, USA
- Microsoft, Seattle, Washington, USA
- CCH, Chicago, Illinois, USA

TECHNOLOGY FOCUS

Text conversion and manipulation with specific focus on Standard Generalized Markup Languages (SGML).

CURRENT PRODUCTS

XGML OmniMark™: A powerful easy-to-learn programming language combined with a premium validating SGML parser. *OmniMark* can be used to convert SGML documents to the input languages of other products, to convert the output languages of other products to SGML-defined languages including AAP and CALS (commonly referred to as AUTOTAGGING), and to convert between arbitrary languages and data formats. *OmniMark* can provide the scripting language for products which do not have one or whose script language is weak such as Microsoft Word and WordPerfect, or it can be used to enhance the strong scripting languages of products such as Interleaf or HyperCard.

XGML Translator™: A powerful advanced Fourth Generation Language that allows users to translate documents, featuring SGML markup, into a form suitable for text formatting or database applications. *XGML Translator* works in conjunction with any SGML DTD to provide a powerful context-sensitive translation to or from SGML. It translates formatted, unformatted and OCR-scanned documents to SGML, and it also translates OCR-scanned documents to any other markup language. *XGML Translator* has been used to create XICS, TROFF, SCRIBE, TEX, Interleaf, Frame, Rich Text Format, Hypertalk and Multimedia Windows documents, and is available on many platforms.

FUTURE PRODUCT DIRECTIONS

In the second quarter of 1992, Exoterica Corporation released *XGML Kernel*, an advanced function validating SGML Parser which conforms to ISO 8879. The *XGML Kernel* is intended to be embedded in larger applications such as SGML editors and translators and has a well-defined Application Programmer's Interface (API). It is specifically designed for real-time and response sensitive interactive applications. *XGML Kernel* is ten times faster than the fastest commercial parser currently on the market.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS-DOS, VMS, Unix, OS/2, Hewlett Packard, Windows

Geographic Markets:

Worldwide

Industry Markets:

All

DISTRIBUTION CHANNELS

Exoterica currently markets its software products through direct sales and a variety of third parties (e.g. VARs, OEMs, Distributors, System Integrators).

CURRENT MARKETING ACTIVITIES

Exoterica has OEM agreements with Intergraph, Xerox, MCP, CCH and Frame. Exoterica has also established unilateral distribution partnerships with IDI and SITE covering the United States and France, respectively. Arbortex of the United States a value-added reseller.

PARTNERING INTERESTS

Exoterica is interested in establishing distributorships in Europe, the United States and Japan. It is also interested in expanding current and identifying new partnering opportunities with System Integrators.

FALTEC INC.

66, rue Albert
Suite 21
Sherbrooke, Quebec
CANADA J1H 1M9

Telephone: 819-822-3777
Facsimile: 819-822-4728

KEY PERSONNEL

Mr. Guy Falardeau, President
Mr. Denis Girard, Senior Analyst
Mr. Ralph Rourke, Marketing

COMPANY BACKGROUND

Faltec was founded in 1978 as a custom software developer for local businesses. Since then Faltec has evolved to become an IBM Commercial Partner and a full service provider. The company now offers software development, hardware integration, and consulting services. Faltec's software product line includes applications covering Job Costing, Time Billing, General Accounting, Order-Entry, and Inventory Management. All Faltec's products were developed in-house by the firm's award winning programmers. Faltec employs 12 persons and is organized into two basic departments: Large Accounts & Out-Sourcing; and Small Business.

MAJOR ACHIEVEMENTS

- Faltec programmers were awarded Le Prix du Ministre for two educational programs Faltec developed for Sherbrooke College in 1989.

FACTS & FIGURES

Year Established:	1978
Total Number Employees:	12
Sales:	2
Marketing:	1
R&D:	8
Management:	2
Privately Held Company	

Annual Revenues-1991	\$750,000
%Revenues Generated By:	
Software Products:	50
Hardware Products:	25
Maintenance/Support:	25
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Quebecor
- Steinberg, Montreal, Quebec
- Intropak, Bramptonville, Quebec
- Aerokure International, Sherbrooke, Quebec

TECHNOLOGY FOCUS

Job Costing, Time Billing, General Accounting, Order-Entry, and Inventory Software Development.

CURRENT PRODUCTS

Job Cost: a construction industry costing application designed for the Xenix and DOS operating environments.

Time Billing: designed specifically for legal offices and consultancies, where tracking personnel billing time is crucial.

General Accounting: a general accounting application with over 110 installations.

Order-Entry: an order-entry, inventory application for manufacturers.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, MS-DOS
- IBM RISC 6000, IBM and compatibles on MS DOS, Xenix, Unix, Novell

Geographic Markets:

North America

Industry Markets:

- Construction
- Legal
- Accounting
- Manufacturing
- Distribution

DISTRIBUTION CHANNELS

Direct distribution

CURRENT MARKETING ACTIVITIES

Faltec is an established IBM Commercial Business Partner.

PARTNERING INTERESTS

Faltec is interested in establishing partnerships with OEMs in the Canada and the United States. Additionally, Faltec is interested in exploring bilateral distribution arrangements with a software developer in the United States.

FEKETE ASSOCIATES INC.

540 -5th Avenue S.W.
Suite 2000
Calgary, Alberta
CANADA T2P 0M2

Telephone: (403) 265-1550
Facsimile: (403) 266-5938

KEY PERSONNEL

Mr. Gurmeet Brar, President
Mr. Glen Ambrose, Vice-President
Mr. Louis Mattar, Vice-President, Engineering
Robert Hawkes, Technical Sales Manager

COMPANY BACKGROUND

Fekete Associates Inc. is a petroleum consulting firm that specializes in reservoir engineering, geology projects, economic evaluations of oil and gas properties, well test interpretation, and computer software development.

With over 18 years of engineering experience, the company provides detailed and comprehensive research, as well as programming and field supervision of various production engineering projects throughout the world. Services are provided in Calgary or in field offices complete with field supervision.

The company has six areas of activity:

- Software Development:** This group was initially formed to provide the company's technical staff with advanced computer programs. Today the Computer Software Development Group combines sophisticated technical and graphics programming skills with strong engineering design and support, to offer the oil industry a wide variety of software packages. Fekete's F.A.S.T. Well Test Package is used world wide for pressure transient analysis.

- Reservoir Engineering and Geology:** Fekete offers consulting services for reservoir engineering and geology, which emphasizes a multi-disciplined team approach.

- Economic Evaluations:** The company's philosophy for evaluating hydrocarbon reserves and their economics, incorporates a technical approach which combines detailed geological analysis with sound reservoir engineering. After the technical phase has been conducted in this manner, economic considerations are applied to generate forecasts of cash flow and net present value.

- Well Test Interpretation:** The Well Test Analysis Group applies a wide variety of pressure transient analysis techniques to define, improve, and forecast well performance.

- Production Engineering:** The company provides detailed and comprehensive review, design and field supervision of various production engineering projects throughout Western Canada.

- Property Management:** The Management of Oil and Gas Properties Group is a combined effort of a team of engineers, geologists, accountants and land people who utilize their many skills to identify opportunities and to enhance the value of properties they manage, to the fullest extent possible.

MAJOR ACHIEVEMENTS

- Two of Fekete's principals, Gurmeet Brar and Louis Mattar, were responsible for preparing the Government of Alberta's world renowned Energy Resources Conservation Board publication "Theory and Practice of the Testing of Gas Wells", 1975.

- Fekete as a consulting firm has analyzed over 25,000 well tests; unparalleled experience in well test analysis.

- Fekete's principals have been recognized for technical proficiency by both the Society of Petroleum Engineers in the United States and the Petroleum Society in Canada.

FACTS & FIGURES

Year Established:	1973
Total Number Employees:	30
Sales:	2
Marketing:	1
R&D:	6
Management:	2
Fiscal Year End:	November 30
Privately Held Company	

Annual Revenues-1991	\$2,500,000
%Revenues Generated By:	
Software Products:	20
Maintenance/Support:	5
Professional Services:	75
%Sales Generated In:	
North America:	80

KEY CUSTOMERS

Domestic

- Canadian Hunter, Calgary, Alberta
- Petro Canada, Calgary, Alberta
- Norgen Energy, Calgary, Alberta
- Mobil Oil, Calgary, Alberta
- Esso Resources, Calgary, Alberta
- Amerada Minerals Corp., Calgary, Alberta
- Gulf Canada Resources, Calgary, Alberta
- Canadian Occidental, Calgary, Alberta
- Telesis Oil and Gas, London, Ontario
- Union Gas, Chatham, Ontario

International

- Pennzoil, Houston, Texas, USA
- Offshore Consulting, Houston, Texas, USA
- H.J. Gray and Company, Houston, Texas, USA
- OGDC, Pakistan
- Shengli Petroleum Administration Bureau, China

TECHNOLOGY FOCUS

Petroleum engineering software applied to pressure transient analysis for the petroleum industry with a unique graphical user interface.

CURRENT PRODUCTS

F.A.S.T. Welltest: a comprehensive well test analysis package has been used world wide by the petroleum industry for pressure transient analysis and is the flagship of Fekete's software development group. Operating under MS DOS, this package services 50 clients and has been installed at 60 sites.

GDEL: a gas deliverability forecasting program operating under the MS-DOS system.

GOLE: currently used exclusively in-house, this MS-DOS software program is designed to evaluate gas and oil lease economics.

FUTURE PRODUCT DIRECTIONS

Fekete is looking towards the adaptation of their software to accommodate the Unix and WINDOWS operating systems. Their upgrade path also includes the design, development and integration of a Horizontal Welltest module for the *F.A.S.T. Welltest* program.

TARGET MARKETS

PARTNERING INTERESTS

Operating Systems and Hardware Platforms:

- MS-DOS, Novell and PC LAN
- IBM PS/2 Series and compatibles

Geographic Markets:

North America, Middle East, Pacific Rim

Industry Markets:

- petroleum industry

Fekete is interested in distribution agreements with other petroleum engineering service companies in the countries of the Pacific Rim.

DISTRIBUTION CHANNELS

Fekete currently generates most of its revenues through direct sales. It has unilateral distribution agreements in the U.S. and China.

CURRENT MARKETING ACTIVITIES

Fekete has established distribution agreements recently with H.J. Gray and Company of Houston, Texas and Novel Energy, China.

FERGUSON, SIMEK, CLARK

PO Box 1777
Yellowknife, North West Territories
CANADA X1A 2P4

Telephone: (403) 920-2882
Facsimile: (403) 920-4319

KEY PERSONNEL

Mr. Stefan Simek, President
Mr. Joseph Auge, Vice President

COMPANY BACKGROUND

Ferguson, Simek, and Clark (FSC) is an architectural engineering firm involved in design and construction management with special interest in cold weather engineering. The company's subsidiary, Rangifer Systems, also located in Yellowknife, is responsible for all computer applications which are developed in-house and through research grants from the National Research Council. The company develops remote monitoring systems and fuel delivery applications.

FACTS & FIGURES

Year Established:	1976
Total Number Employees:	35
Privately Held Company	

Annual Revenues-1991	\$3,500,000
%Revenues Generated By: Software Products:	100
%Sales Generated In: North America: Eastern Europe	80 20

KEY CUSTOMERS

Domestic

- Department of Public Works, Yellowknife, North West Territories
- Department of National Defence, Ottawa, Ontario

International

- City of Yakutsk, Russia

TECHNOLOGY FOCUS

Remote monitoring systems for institutions and the construction industry.

CURRENT PRODUCTS

As a result of FSC's unique geographic environment and focus on construction, the firm has developed a number of interesting, unique software applications through its subsidiary Ragifer Systems. All applications run under DOS.

Products include:

Remote Monitoring: This application is used by the construction industry in order to assess durability of building materials in reference to industry standards or requirements of agencies such as CMHC. Buildings can be monitored off-site to determine strain on steel, resistance to wind velocity at various heights etc.

Maintenance Program: presently used by hospitals in the North West Territories, this program could be applied to any institution requiring building monitoring.

Fuel Delivery: this product was designed specifically for the citizens of Yellowknife, but could be applied to the fuel needs of any community located in a harsh weather environment. The system tracks fuel needs based on individual tank sizes, temperature fluctuations etc., reporting needs to the petroleum supplier. The program also features inventory control and billing.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS DOS

Geographic Markets:

Canada, Eastern Europe

Industry Markets:

- construction
- hospitals/institutions requiring monitoring system
- petroleum industry

DISTRIBUTION CHANNELS

The company's products are sold primarily through direct sales, and to a lesser degree through consulting services.

CURRENT MARKETING ACTIVITIES

Most of the FSC's business is oriented in Canada, specifically the North West Territories, however some inroads have been made in Eastern Europe. For example, a recent construction project in the City of Yakutsk in Russia, led to the identification and meeting of computer needs.

FIRST BYTE SOFTWARE INC.

372 Richmond Street, West
Suite 119
Toronto, Ontario
CANADA M5V 1X6

Telephone: (416) 586-0516
Facsimile: (416) 586-0568

KEY PERSONNEL

Mr. Lorne Gould, President
Mr. Ben Hoffman, Vice President
Mr. Richard Couture, Director Of Application
Development

COMPANY BACKGROUND

Founded in 1981, First Byte Software was a pioneer in the field of interactive custom design for business applications on microcomputers. First Byte's president, Lorne Gould, has guided the company's development since its inception, using the extensive knowledge of programming and marketing which he brought with him from the book publishing industry. First Byte's long history of success in addressing the complex problems and sophisticated requirements of both corporate and non-profit accounting has helped it to gain recognition as a leader in customized application design.

First Byte is active in four major areas: sales and marketing of financial application software; consulting services, which extend to system analysis, implementation, and training for systems developed with First Byte software; research and development in artificial intelligence and expert system products for the Microsoft Windows platform; and colour reproduction of computer graphics. The company has developed a proprietary photographic process that is marketed under the name "CAPS" (Computer Assisted Packaging Service).

MAJOR ACHIEVEMENTS

- 1986, Canadian Directory of Software Award and feature review by Brent Shirley of Price-Waterhouse in the Toronto Star.
- successful implementation of complete accounting applications in several sites across Canada for EssoTech (a division of Imperial Oil Ltd.). These sites support fully bilingual operations, as well as upload and download data interchange with mainframe systems.

FACTS & FIGURES

Year Established:	1982
Total Number Employees:	4
Sales:	1
Marketing:	1
R&D:	2
Management:	1
Fiscal Year End:	June 30
Privately Held Company	

Annual Revenues-1991:	\$1,000,000
%Revenues Generated By:	
Software Products:	40
Hardware Products:	30
Maintenance/Support:	30
%Sales Generated In:	
North America:	80
Central America:	5
Western Europe:	10
Middle East:	5

KEY CUSTOMERS

Domestic

- Imperial Oil
- York University Housing Service,
- Metro Toronto Police
- Workers Compensation Board (Rehabilitation Centre)
- Association of Canadian Community Colleges
- Warden Woods Community Centre
- Energy Probe
- School Voyageurs Ltd.
- Sooter Photographic
- Leighton & Kidd (Div. of Canada Publishing)
- Janmore International
- Trade Data Reports

International

- Find/SVP, New York, USA
- Wedding Rings & Company, Los Angeles, California, USA
- Marketing Consultants Inc., Detroit, Michigan, USA
- Gruber & Strauss, Los Angeles, California, USA
- Integrity Center, Dallas, Texas, USA
- Microtest, Irvine, USA
- Vitro Tec, Monterrey, Mexico
- Delaware Computers, Nieuwegein, Holland

TECHNOLOGY FOCUS

Accounting and Database software for the development of customized business applications.

CURRENT PRODUCTS

All of First Byte's software products are based on in-house technology. The company has developed its own ISAM database system, a sophisticated symbolic language of functions used by proprietary input and output templates, and unique browse and display windows. All software supports a multi-language and multi-currency operation, utilizing message and exchange-rate database techniques which were also developed in-house.

The company's software is particularly suitable for comparative reporting, such as the budget

reporting required by non-profit organizations. Many other business applications such as property management, construction job costing, manufacturing, import/export and wholesaling are also highly suitable.

Products include:

\$MAN-The Dollar Manager. a comprehensive accounting and database software with over 1,500 installations, this product is used by non-profit organizations as well as for job costing and import/export applications.

\$CALC: a programmable financial calculator used by tax accountants, the real estate industry, and point of sale systems.

In addition to the products above, First Byte has also developed a unique photographic process for converting computer-based RGB graphic images into inexpensive, high quality colour reproduction for packaging or display purposes.

FUTURE PRODUCT DIRECTIONS

First Byte is planning to release *Worldview*, a windows-based artificial intelligence business system, in the third quarter of 1992. This product, which will be aimed at computer consultants and financial officers of corporations and institutions, will provide a new, revolutionary way of interacting with the user to achieve the full automation of custom design.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Windows, MS DOS

Geographic Markets:

Canada, United States, Mexico and Central America, Western Europe, Middle East.

Industry Markets:

- non-profit organizations
- corporate departments with independent accounting and reporting requirements
- construction and project management companies with job-cost requirements
- import and export companies
- manufacturers
- real estate agents
- retailers
- audio-visual post production services
- travel agencies
- photographic labs
- accountants
- property management

sales and support in California. Marketing in the Benelux countries is handle through a unilateral distribution agreement with Delaware Computing of Holland.

PARTNERING INTERESTS

The company is interested in establishing specific partnering relationships in France, Spain, Germany, Eastern Europe and Mexico.

In France, First Byte would like to enter into a unilateral distribution and VAR agreement to handle the marketing of the multi-lingual and multi-currency capabilities of its software in French.

In Spain, the company is looking for a similar agreement to market the Spanish version of *\$MAN*.

To translate and market its products in Germany as well as Eastern Europe, First Byte is seeking a technology transfer agreement with software developers.

In order to develop the market for the Spanish version of *\$MAN* in Mexico, a joint marketing arrangement with a consultancy or VAR is being sought.

DISTRIBUTION CHANNELS

First Byte products are distributed through retail and wholesale, manufacturers agents, and VARs, as well as by direct sales in Canada, the United States and Holland.

CURRENT MARKETING ACTIVITIES

First Byte enjoys a unilateral distribution agreement with Janmore International of Dallas to provide sales and support of its products in the American South West. A VAR agreement with Impact Ltd. of Las Angeles, established in 1987, provides

FACTS & FIGURES**FIRSTMARK
TECHNOLOGIES LTD.**

14 Concourse Gate, Suite 600
Ottawa, Ontario
CANADA K2E 7S8

Telephone: (613)723-8020
Facsimile: 6137238048

KEY PERSONNEL

Mr. Tim Eastland, President
Mr. Mike Falkner, Vice President, Services
Ms. Lucy Dumoulin, Sales Manager

COMPANY BACKGROUND

FirstMark Technologies is a Canadian provider of high-tech management services and decision making software to both local and international markets. The company was established as a privately held firm in 1981 as Hierogam Associates Ltd. As a result of a merger with KnowledgeWorks Research Systems, developers of expert systems software, Hierogam adopted the name Firstmark Technologies.

The company has offices in Ottawa, Montreal, and Moscow. The Ottawa office employs 35 and maintains a corporate executive/support body, a management services division, and a product division.

Year Established:	1981
Total Number Employees:	35
Sales:	2
Marketing:	5
R&D:	2
Management:	3
Fiscal Year End:	March 31
Privately Held Company	

Annual Revenues-1991	\$2,200,000
%Revenues Generated By:	
Software Products:	15
Professional Services:	85
%Sales Generated In:	
North America:	90
Western Europe:	5
Eastern Europe:	3
Asia Pacific:	2

KEY CUSTOMERS

Domestic

- Space Station Program, Ottawa, Ontario
- Radarsat Program, Ottawa, Ontario
- Telesat Mobile International, Ottawa, Ontario
- Statistics Canada, Ottawa, Ontario
- DMR, Toronto, Ontario
- Readers' Digest, Montreal, Quebec

International

- FHS International, DC, USA
- Procter & Gamble, Ohio, USA
- Internal Revenue Services, California, USA
- U.K. Department of Defence, London, England
- JC Penny, Texas, USA
- Borland International, California, USA
- MIT, Massachusetts, USA
- AC Neilsen, Illinois, USA
- Nissan, California, USA

TECHNOLOGY FOCUS

Statistical analysis, artificial intelligence, database analysis, decision support, and executive information systems.

CURRENT PRODUCTS

KnowledgeSEEKER: a software package which quickly and automatically analyzes all data elements within a database and provides decision-makers with options not obvious to them with traditional tools such as spreadsheets, graphics, and data packages. Packaged for the PC, Firstmark's *KnowledgeSEEKER* blends AI, statistics and advanced human interface technology. *KnowledgeSEEKER* currently enjoys an installed base of over 500 users around the world, and is used in a wide variety of decision-making applications including survey research, mineral and petrochemical exploration, market research and sales analysis, stock and commodity trading, QA analysis and medical research.

In addition, FirstMark's Services Division specializes in *Interface Management*, the process of coordinating and controlling management communications and decision processes among the various institutions and organizations involved in large scale international projects.

FUTURE PRODUCT DIRECTIONS

FirstMark intends to adapt *KnowledgeSEEKER* to other platforms and LANs as well as to special applications such as medical research, quality control, direct marketing etc. in addition the product will be altered to suit a broad area of project management decision-making such as risk analysis, and cost estimates.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS DOS
- IBM PCs and compatibles

Geographic Markets:

Canada, United States, Western Europe, Russia, Asia Pacific

Industry Markets:

- survey research analysts in all industry and government areas

DISTRIBUTION CHANNELS

Most of the company's product revenues are generated through direct sales. A dealer network is also in place in Switzerland, France, the United Kingdom, Austria, and Czechoslovakia.

CURRENT MARKETING ACTIVITIES

FirstMark established two strategic partnerships in 1991: Tetrad Computer Applications of Vancouver, British Columbia bundles *KnowledgeSEEKER* with its census data package for specific applications; FirstMark and Hierogam of Russia are involved in a joint venture with the special research bureau of the Russian space agency.

PARTNERING INTERESTS

FirstMark is interested in establishing unilateral distribution and VAR agreements with marketers in Western Europe.

FLEET TECHNOLOGY LTD.**FACTS & FIGURES**

311 Legget Drive
Kanata, Ontario
CANADA K2K 1Z8

Telephone: 613-592-2830
Facsimile: 613-592-4950

KEY PERSONNEL

Mr. Ian Glen, President
Mr. Raz Abdelnour, Vice President
Mr. John Edkins, Software Manager

COMPANY BACKGROUND

Fleet Technology Ltd. was founded in 1973 as Artec Canada Ltd. It specialized primarily in arctic engineering and R&D. In 1985, the company was sold to Fleet Aerospace and in 1990, it was bought by the two principals and is currently privately owned. The name Fleet Technology Limited was adopted in 1985 and stands today.

Fleet Technology now concentrates its business in four divisions: Cold Regions Technology Centre; Materials Technology Centre; Ship Research; and Software.

Year Established:	1973
Total Number Employees:	35
Sales:	2
Marketing:	4
R&D:	15
Management:	6
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1991:	\$3,500,000
%Revenues Generated By:	
Software Products:	10
Professional Services:	90
%Sales Generated In:	
North America:	70
Western Europe:	20
Asia Pacific:	10

KEY CUSTOMERS*Domestic*

- Department of Transport
- Department of National Defence
- Department of Fisheries and Oceans
- National Research Council

International

- U.S. Navy
- U.S. Coast Guard

TECHNOLOGY FOCUS

Marine and materials-related specialty engineering tools and related software.

CURRENT PRODUCTS

The company develops software in-house under contract but also obtains technology under license to modify. In addition, some products are licensed to sell without modification.

Fleet products include:

SHIPMO-PC: a ship seakeeping analysis software for the marine industry, running under MS DOS. This product has a customer base of 20.

SHAFTKIT: a shaft alignment software for the marine industry, running under MS DOS with a customer base of 15.

MILLCHECK: a DOS pipeline tracking software for the oil industry.

PROFILE: a DOS welding software for the materials/welding industry.

FUTURE PRODUCT DIRECTIONS

The company intends to continue upgrading *SHIPMO-PC* and *SHAFTKIT* and will also be introducing *CONCEPT DESIGN MODEL*, a ship design tool.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS DOS
- IBM PCs and compatibles

Geographic Markets:

Canada, United States, Western Europe, Australia, South East Asia

Industry Markets:

- marine engineers
- naval architects
- ship owners
- ship builders
- welding companies
- oil and gas industry
- pipe-laying companies

DISTRIBUTION CHANNELS

90 per cent of Fleet's products are sold via direct sales in Canada, the U.S., and Europe and through sales agents in Australia and Southeast Asia.

CURRENT MARKETING ACTIVITIES

Although most of Fleet's sales are in North America, the company is active in Australia, having established a unilateral marketing/sales agreement in 1991 with Maritrade. A similar agreement was established at the same time with Oilfab of the U.K.

PARTNERING INTERESTS

Fleet would like to expand its activities in Western Europe by establishing unilateral marketing/sales relationships with sales representatives in the U.K., France, Italy and Germany.

FLEMING SYSTEMS CORP.

FACTS & FIGURES

1118 Roland St.
Thunder Bay, Ontario
CANADA P7B 5M4

Telephone: 807-623-2310
Facsimile: 807-622-4251

KEY PERSONNEL

Mr. George Fleming, President
Mr. Edwin Pawlik, Vice President, Development
Mr. George DenHaan, Vice President, Sales & Marketing

COMPANY BACKGROUND

Established in 1976 as a computer software consulting firm, Fleming Systems developed an integrated on-line transaction processing system for manufacturing plant maintenance, spare parts inventory control, purchasing and accounting called the *Plant Management Information System (PMIS)*. The company continues to develop, support and sell *PMIS* to clients throughout the world.

Fleming Systems has five functional groups: Development, Sales and Marketing, Support, Installation and Training, Administration.

Year Established:	1976
Total Number Employees:	18
Sales:	3
R&D:	8
Management:	3
Fiscal Year End:	January 31
Privately Held Company	

Annual Revenues-1991	\$1,500,000
%Revenues Generated By:	
Software Products:	45
Maintenance/Support:	35
Professional Services:	20
%Sales Generated In:	
North America:	90
Western Europe:	10

KEY CUSTOMERS

Domestic

- Labatt Brewing Company
- Weyerhaeuser Canada Ltd
- Kelloggs Canada Inc
- Budd Canada Inc
- Fletcher Challenge
- Eurocan Pulp & Paper Co
- Lever Brothers Ltd
- Thunder Bay Terminals Inc
- CBR Cement Canada Ltd
- Scarborough Board of Education

International

- The Budd Company, Detroit
- Alabama River Pulp Co., Ltd.
- The Budd Company, Philadelphia
- The Budd Company, Shelbyville, Kentucky
- The Carborundum Company
- Daishowa America Co., Ltd.
- Kelloggs of Great Britain
- Iggesund Paperboard
- Scottish & Newcastle

TECHNOLOGY FOCUS

Transaction processing system for manufacturing plant maintenance.

CURRENT PRODUCTS

Fleming's main product offering is:
Plant Management Information System (PMIS): an integrated, on-line business operations management system for the discrete and process manufacturing industries. The system runs under VAX/VMS and has an installed base of 71.

FUTURE PRODUCT DIRECTIONS

The company is currently developing a new product for the same market using CASE technology, Graphical User Interfaces (GUI's), a Code Generator for multiple relational databases (Oracle, Ingres, Rdb, Sybase, DB2) and a variety of operating systems (VAX/VMS, UNIX, HP/UX, IBM/AIX).

TARGET MARKETS

Operating Systems and Hardware Platforms:

- VMS
- DEC VAX

Geographic Markets:

Canada, United States, United Kingdom

Industry Markets:

- discrete and process manufacturing industries

DISTRIBUTION CHANNELS

Fleming Systems has a distribution agreement with a company in the United Kingdom, that includes sales, installation and support responsibilities.

CURRENT MARKETING ACTIVITIES

Fleming Systems has enjoyed a joint marketing partnership with Digital Equipment Canada since 1988.

PARTNERING INTERESTS

Fleming is pursuing partnerships in the United States and South East Asia with system integrators specializing in manufacturing and interested in marketing and integrating Fleming's *PMIS* with their own lines.

The company is also looking for a sales and marketing partner in the United States.

FOOTPRINT SOFTWARE INC.

53 Yonge Street, 4th Floor
Toronto, Ontario
CANADA M5E 1J3

Telephone: (416)860-0477
Facsimile: (416)860-1780

KEY PERSONNEL

Mr. Greg Wolfond, President
Mr. Chris Fuchs, Vice President, Marketing
Mr. Allan Grossman, Vice President, Development
Mr. Dave Poppleton, Vice President, Finance
Mr. Guy Burry, Vice President, Customer Relations

COMPANY BACKGROUND

Footprint Software Inc. began developing software for the Canadian financial industry in 1983. Originally, Footprint focussed on back-end systems such as term deposits, mortgages, RSPs, and RIFs for the small trust company market. In 1985, Footprint launched its first product geared toward the independent financial retail market, *CLIENTRAC™*. *CLIENTRAC™* is a marketing, administrative and customer service system for financial service representatives of all types.

Through the years, Footprint has enjoyed significant success in both markets. In back-end banking systems Footprint now has major systems operating in 20 financial institutions including RIF processing in four of Canada's "Big 5" banks. *CLIENTRAC™*, the financial retail system, now enjoys prominence in financial planning, deposit brokerage and independent mutual fund sales offices across the country. Collectively, Footprint's *CLIENTRAC™* clients boast assets of over \$7 billion.

Footprint employs over 54 persons in five areas: Marketing, Administration, Development, Customer Relations, and Research. All of Footprint's products have been developed in-house with research and development expending \$1.2 million in the past fiscal year alone.

FACTS & FIGURES

Year Established:	1983
Total Number Employees:	54
Sales:	5
R&D:	46
Management:	3
Fiscal Year End:	February 28
Privately Held Company	

Annual Revenues-1991	\$5-6 million
%Revenues Generated By:	
Software Products:	40
Maintenance/Support:	30
Professional Services:	15
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Canadian Imperial Bank of Commerce, Toronto, Ontario
- Toronto Dominion Bank, Toronto, Ontario
- National Bank, Montreal, Quebec
- Laurentian Bank, Montreal, Quebec
- Montreal Trust, Montreal, Quebec
- Sunlife Trust, Toronto, Ontario
- Allstate Life, Toronto, Ontario
- Standard Life, Toronto, Ontario
- AETNA Trust, Vancouver, British Columbia

TECHNOLOGY FOCUS

Micro-based processing systems for financial institutions.

CURRENT PRODUCTS

BankPac™: For smaller trust companies (with assets of less than \$1 billion). The modules administer deposits, mortgages and investments.

RPM™ Registered Product Manager. A series of packages covering the registered products sold by financial institutions, such as retirement savings plans and retirement income funds. It offers full administration of these plans, along with record-keeping, customer information and government reporting.

RPM-RRIF™: A registered retirement investment fund processing system appropriate for any agency offering RRIFs. As with all Footprint products, *RPM-RRIF* is operates in MS-DOS for the PC.

ToolKit™: A "What if...?" illustrator for financial investment and targeted at financial planners or anyone selling financial products. An extremely popular product, *ToolKit™* has had over 1000 customers.

CLIENTRACT™: Targeted at independent financial advisors, designed to administer and market a full range of financial service products. *ClientTrac™* has been quite successful with over 300 installations across Canada.

FUTURE PRODUCT DIRECTIONS

Footprint is contemplating the development of a Branch Platform, Side Counter Sales Tools, a Financial Services Network

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS-DOS , OS/2

Geographic Markets:

Canada

Industry Markets:

- Banks & Trusts
- Life Insurance
- Credit Unions
- Investment Brokers
- Independent Financial Agents

DISTRIBUTION CHANNELS

Most of Footprint Software's revenues are generated through direct marketing.

CURRENT MARKETING ACTIVITIES

Footprint has established a joint research and development partnership with IBM of Canada to aid in system development and applications.

PARTNERING INTERESTS

Footprint Software is interested in pursuing distribution and joint marketing agreements in Australia and the United States.

FOREFRONT GRAPHICS CORPORATION

37 Kodiak Crescent
Unit 6
Downsview, Ontario
CANADA M3J 3E5

Telephone: (416) 636-4444
Facsimile: (416) 636-4454

KEY PERSONNEL

Mr. Frank Squizzato, President

COMPANY BACKGROUND

Forefront Graphics is a leading distributor of high performance computer graphics products. With over 12 years experience in the PC marketplace, Forefront has established its expertise and reputation as a source of quality computer graphics products for a wide spectrum of businesses, educational institutions, and governments.

MAJOR ACHIEVEMENTS

- Forefront Graphic's *F2FR* product won *Catalyst Magazine's* "Highly Recommended Award".

FACTS & FIGURES

Year Established:	1978
Total Number Employees:	8
Sales:	4
R&D:	2
Management:	2
Stock Listings: Privately held company.	

Annual Revenues-1991	\$1,500,000
%Revenues Generated By:	
Software Products:	20
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- IBM Canada, Toronto, Ontario
- Government of Canada
- Biomedical Instrumentation, Markham, Ontario
- Atlantis Aerospace, Brampton, Ontario

International

- WOHI Graphics, Florida, USA

TECHNOLOGY FOCUS

Performance computer graphics products.

CURRENT PRODUCTS

Over a decade ago Forefront's founding partners saw the potential of the personal computer as a high resolution graphics platform. Since that time, the company has specialized in high resolution graphics adapters and monitors for PCs. Forefront offers high performance graphics cards for a wide variety of applications from scientific imaging, CAD/CAM, Windows, X-Windows and other workstation level PC graphics.

The firm is involved in terminal emulation, video and multimedia and has developed its own product:

F2FR: developed to address one of Forefront's most common requests - cost effective colour output of computer graphics - *F2FR* provides output of industry standard graphics file format such as TGA, PCX, Colour Postscript, DXF, CGM to 35mm film. Offering up to two thousand line resolution in an easy to use package, the *F2FR* provides an in-house imaging solution for boardroom quality slides.

FUTURE PRODUCT DIRECTIONS

The company's future products will include a motion control language and a PC-DOS based video editing controller.

TARGET MARKETS

Operating Systems and Hardware Platforms:

DOS

Geographic Markets:

Canada, United States

Industry Markets:

- multimedia/video production
- computer slides and graphics

DISTRIBUTION CHANNELS

The company markets and distributes half of its product offerings directly, the rest reaching the market through retail distribution in Canada and the United States.

FULCRUM TECHNOLOGIES INC.

785 Carling Avenue
Ottawa, Ontario
CANADA K1S 5H4

Telephone: (613) 238-1761
Facsimile: (613) 238-7695

KEY PERSONNEL

Mr. Eric Goodwin, President
Mr. Peter Eddison, Vice-President, Market
Development
Mr. Don Pare, Vice-President, Operations
Mr. Dave Haskins, Vice-President, Product
Development
Mr. Peter Reid, Chief Financial Officer

COMPANY BACKGROUND

Established in 1983, Fulcrum Technologies Inc. is a leading supplier of full text information retrieval software technology to computer manufacturers, electronic publishers, value-added resellers (VARs), major corporations, and government. Fulcrum offers a family of text-retrieval products and has over 150 licensees and development partners. Products based on Fulcrum's *FulText* are installed in over 6,500 multi-user sites worldwide. Fulcrum *FulText* is also the industry standard retrieval engine for CD-ROM with over 250,000 shipped. Helping to maintain its industry leading edge, Fulcrum has reinvested significantly in both the enhancement, and the marketing of its product. Over the past fiscal year alone, the company has expended \$3 million each for marketing, and research & development.

Reporting to the President, Eric Goodwin, are divisions responsible for Finance and Corporate Secretariat, Marketing & Sales Operations, and Product Development.

The company's head office is located in Ottawa, Ontario, with additional offices in Boston, Massachusetts, Redwood City, California and New York City, USA; and Rome, Italy.

MAJOR ACHIEVEMENTS

Fulcrum's industry-leading technology has been featured in *Computing Canada* (November, 1991) and *Datamation* (July, 1991 and March 1992).

FACTS & FIGURES

Year Established:	1983
Total Number Employees:	97
Sales:	35
Marketing:	8
R&D:	37
Management:	6
Fiscal Year End:	December 31
Fulcrum is a member of the Datamat Group of Companies, a \$200 million organization based in Europe.	

Annual Revenues-1991	\$7,100,000
%Revenues Generated By:	
Software Products:	85
Maintenance/Support:	10
Professional Services:	15
%Sales Generated In:	
North America:	70
Western Europe:	30

KEY CUSTOMERS

International

- Hewlett Packard, California, USA
- Interleaf, Montana, USA
- Microsoft, USA
- Sun, Mountain View, California, USA
- NCR, South Carolina, USA
- Cincinnati Bell Information Systems, Virginia, USA
- ViewStar Corporation, California, USA
- Cincinnati Bell Information Systems, USA
- Hewlett-Packard, USA
- Interleaf, USA
- Sun Microsystems, USA
- Siemens Nixdorf, Germany
- Datamat, Italy
- Info-One International, Australia
- Phillips BV, Netherlands
- ICL, United Kingdom

TECHNOLOGY FOCUS

Text-Retrieval Software Tools

CURRENT PRODUCTS

Ful/Text Software Developer's Kit: the most powerful and flexible full-text retrieval technology available. Fulcrum's chief product provides application developers with libraries and subroutines that allow access to *Ful/Text* indexing and retrieval technology and includes a highly functional API. In addition to complete platform portability, *Ful/Text* includes document filters so data can be accessed in its native form wherever it exists. Fulcrum's products exploit client/server architectures used in network and distributed processing environments, providing one unified technology for PCs, minis, networks and CD-ROMs. *Ful/Text* is available on over 20 different platforms, including MS-DOS, Windows, OS/2, DEC VAX/VMS, Mac/OS, as well as a wide variety of Unix-based systems.

FUTURE PRODUCT DIRECTIONS

Fulcrum will continue to strengthen its leadership in the text-retrieval market by introducing high-level products geared towards increased integration of *Ful/Text* with end-user software solutions. The company will also expand into other information retrieval markets like image and document management, developer productivity tools and end-user products.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Cross platforms from PCs to large computers running MS-DOS, Unix, Windows, OS/2, Mac/OS, along with many other operating systems.

Geographic Markets:

Europe, the United States, Canada, and the Far East

Industry Markets:

Many vertical segments including

- publishers
- aerospace
- government
- office automation
- document image management

DISTRIBUTION CHANNELS

Fulcrum uses a variety of channels in order to access its marketplace, including OEMs, VARs, System Integrators, Distributors, direct to end-users sales.

CURRENT MARKETING ACTIVITIES

Fulcrum has over 75 licensees and development partners, including: NCR, Sun Microsystems, Siemens Nixdorf, Hewlett Packard, Interleaf, Intergraph, Bell Atlantic, Phillips, and Athur Andersen (litigation information consulting).

PARTNERING INTERESTS

Fulcrum is interested in pursuing various development and distribution partnering opportunities with specific interest in integrating its base full text-retrieval technology in existing and new applications.

G.R. TECHNOLOGIES LTD.**FACTS & FIGURES**

9011 Leslie St.
Suite 211
Richmond Hill, Ontario
CANADA L4B 3B6

Telephone: 416-886-1307
Facsimile: 416-886-6327

Year Established:	1977
Total Number Employees:	8
Fiscal Year End:	May 31
Privately Held Company	

KEY PERSONNEL

Mr. George Rosenzweig, President
Mr. George Pister, V.P. Technology

Annual Revenues-1991:	\$5,000,000
%Revenues Generated By:	
Software Products:	60
Professional Services:	20
%Sales Generated In:	
North America:	80
Western Europe:	15
Eastern Europe:	5

COMPANY BACKGROUND

G.R. Technologies was founded in 1977 with a mandate to assist companies to achieve their quality and productivity goals and to enhance their competitive position.

The company provides an integrated program for quality and productivity improvement in both production and services, guided by consulting, supported by effective training and backed by computer services.

MAJOR ACHIEVEMENTS

• software profiled in Quality Progress Magazine, Chemical Engineering Magazine, Quality in Manufacturing Magazine.

KEY CUSTOMERS*Domestic*

- Alcan Aluminium, Kingston, Ontario
- AMP of Canada, Markham, Ontario
- Bendix, div. of Allied Signal, London, Ontario
- Black & Decker, Brockville, Ontario
- Canada Wire, Winnipeg, Manitoba
- DIL/ICI Chemicals, Etobicoke, Ontario
- Fiberglass Canada, Guelph, Ontario
- GE Plastics, Cobourg, Ontario
- General Motors, Oshawa, Ontario
- Johnson & Johnson, Guelph, Ontario

International

- Allied Signal, Southbend, Indiana, USA
- AT&T Bell Labs, Whippany, New Jersey, USA
- Austin Rover, Lighthom Heath, Warwick, England
- Baxter Health Care, Santa Ana, California, USA
- Chrysler Motors, Detroit, Michigan, USA
- Compaq Computer, Houston, Texas, USA
- Eastman Kodak, Rochester, New York, USA
- Ford Motor Company, Batavia, Ohio, USA
- General Motors, Milford, Michigan, USA
- Gillette, Company, Santa Monica, California, USA

TECHNOLOGY FOCUS

Quality control and reliability system support and software operating in the MS and PC DOS environment.

CURRENT PRODUCTS

G.R. Technologies' computer systems division provides all the services necessary to support a modern quality control and reliability system, including software, complete turnkey installations and integrated system. All software is developed in-house.

The company's main product offering, *QC-PRO* is a quality control software system for industrial applications with 1,400 installations world-wide. The system includes: statistical process control software; Weibull reliability software; design of experiments software; gage calibration schedule software; and gage system error software.

FUTURE PRODUCT DIRECTIONS

The company intends to develop a Microsoft Windows version of its product offering and will pursue the development relational data base management (RDBM) applications on a contract basis.

TARGET MARKETS**Operating Systems and Hardware Platforms:**

DOS

Geographic Markets:

Canada, United States, Western Europe, Australia, Eastern Europe

Industry Markets:

- Communications and other utilities
- Forestry, pulp and paper
- Gas and oil
- Food and beverage
- Mining and primary metals
- Manufacturing
- Universities and colleges

DISTRIBUTION CHANNELS

Most of G.R.'s sales are generated directly, through its branch offices in Budapest, Hungary, and Detroit, Michigan. The firm does have distribution agreements in Italy and Australia.

CURRENT MARKETING ACTIVITIES

Most of the company's revenues are drawn from the North American market. The balance of marketing endeavors are located in Western and Eastern Europe.

GDS ASSOCIATES SYSTEMS LTD.

2629 29th. Avenue
Suite 103
Regina, Saskatchewan
CANADA S4S 2N9

Telephone: 306-586-7832
Facsimile: (306) 586-1514

KEY PERSONNEL

Mr. Willis Groshong, President
Mr. Demy Smith, Vice President
Mr. Jim Dek, Vice President

COMPANY BACKGROUND

GDS & Associates Systems Ltd. is a completely independent, information management consulting company. The firm provides information management consulting services ranging from strategic planning, information needs studies and requirements definitions, through to design, development, and implementation of systems. GDS has experience and expertise for full data processing consulting services ranging from microcomputer based systems to large on-line, real-time mainframe applications.

The company was founded in 1984 in Regina, Saskatchewan by three principals. In 1989, a branch office was opened in Edmonton, Alberta. Operations have expanded such that the firm now employs 35 full-time staff.

MAJOR ACHIEVEMENTS

- 1986, Saskatchewan Abex Award Finalist - Best New Business Venture
- 1990, Saskatchewan Business Magazine - Hot 25 Companies List, 16th fastest growing company
- 1991, Saskatchewan high Tech Entrepreneur Award - Outstanding Achievement in Business
- 1991, listed in Profit Magazine as one of Canada's 50 fastest growing companies.
- 1991, Saskatchewan Abex Award Finalist - Service Industry

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	35
Marketing:	2
R&D:	15
Management:	2
Fiscal Year End:	June 30
Privately Held Company	

Annual Revenues-1991:	\$1,400,000
%Revenues Generated By:	
Software Products:	30
Professional Services:	50
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Saskatchewan Executive Council
- Saskatchewan Public Service Commission
- Saskatchewan Advanced Education and Manpower
- Saskatchewan Agriculture
- Saskatchewan Energy and Mines
- Saskatchewan Finance
- Saskatchewan Highways
- Saskatchewan Health
- Saskatchewan Justice
- Saskatchewan Parks and Renewable Resources

TECHNOLOGY FOCUS

DBMS, 4GL, and SGL custom development for government and private enterprises.

CURRENT PRODUCTS

All technologies are developed in-house based on expertise acquired by the partners through previous work experience.

Products Include:

GDS Leave and Attendance: an employee leave tracking system with 25 installations.

GDS Data Dictionary: a CASE tool for use by system developers.

GDS POINTS: a PC network based project organization and information tracking system used by government.

EZ-INFORM: an ad-hoc query facility for PRIME databases, for general use.

GDS FOOD BROKERS: a management, franchising, and accounting software for food brokerage operations.

GDS MVLS: a vehicle licensing tracking software developed specifically for license issuers in the province of Saskatchewan.

TARGET MARKETS

Operating Systems and Hardware Platforms:

UNIX, VMS, MVS, OS/2, MS DOS, MAC OS, PRIME

Geographic Markets:

Canada

Industry Markets:

- government
- oil and gas
- food brokers
- vehicle license issuers
- crown corporations

DISTRIBUTION CHANNELS

All of GDS products are sold directly in Canada.

CURRENT MARKETING ACTIVITIES

The company has established VAR relationships with Diers Focus and YDR of the United States and Oracle in Canada to provide joint marketing and support of proprietary tools and software.

GEAC COMPUTER CORPORATION LTD.

Markham Corporate Campus
11 Allstate Parkway
Markham, Ontario
CANADA L3R 9T8

Telephone: (416)475-0525
Facsimile: (416) 475-7799

KEY PERSONNEL

Mr. D.C. Webster, Chairman
Mr. Stephen J. Sadler, President and CEO
Mr. John Blackham, Vice President, Development
Mr. David G.B Scott, Vice President, Finance
Mr. Shelley Isenberg, Senior Vice President,
General Counsel
Mr. Greg Cross, Director, Corporate Marketing

COMPANY BACKGROUND

Geac Computer Corporation Limited is a world leader in the design and integration of sophisticated and functionally-rich Unix-based software solutions for various vertical markets including hotels and clubs, commercial and residential property management, construction, libraries, financial institutions, and manufacturing and distribution.

In each of the countries in which Geac operates, there are individual sales and support operations with regional R&D, human resources, warehousing, and limited manufacturing.

MAJOR ACHIEVEMENTS

- VAR100+ Award, VarBusiness Magazine for top Value Added Resellers, 1991
- VAR100+ Award, VarBusiness Magazine for top Value Added Resellers, 1990
- Canada Export Award, 1988

FACTS & FIGURES

Year Established:	1971
Total Number Employees:	700
Sales:	50
R&D:	102
Fiscal Year End:	April 30
Stock Listings: Listed on the Toronto Stock Exchange under the symbol GAC.	

Annual Revenues-1991	\$82,200,000
%Revenues Generated By:	
Software Products:	30
Maintenance/Support:	41
Professional Services:	9
%Sales Generated In:	
North America:	52
Western Europe:	42
Asia Pacific:	6

KEY CUSTOMERS

Domestic

- University of Western Ontario, London, Ontario
- Brock University, St. Catherines, Ontario
- University of Waterloo, Ontario
- Allstate Insurance, Markham, Ontario
- Household Finance, Toronto, Ontario
- Van City Credit Union, Vancouver, British Columbia
- Ecole Polytechnic de Montreal, Quebec
- Simon Fraser University, Burnaby, British Columbia
- Universite de Moncton, New Brunswick

International

- Parliamentary Library, Canberra, Australia
- Bibliotèque Nationale de France, Paris, France
- United States Air Force in Europe, Frankfurt, Germany
- The Vatican, Vatican City, Italy
- Stockholm University, Stockholm, Sweden
- Princeton University, New Jersey, USA
- The Smithsonian Institute, Washington, USA
- Baring Brothers and Company Limited, London, United Kingdom
- House of Lords, London, United Kingdom
- Omni Hotel, USA
- Telecom NZ, Australia

TECHNOLOGY FOCUS

Unix-based systems, RDBMS, ODDBMS, client server.

CURRENT PRODUCTS

CFX General Contractors System: a fully integrated system that includes a wide range of accounting and payroll functions along with job cost reporting, job cost estimation, construction scheduling, and progress billing.

PFX Property Management System: multifunction system providing control for commercial and residential property management firms. Functions include: lease management, recoveries and escalations, accounts payable, unit management, report generation, general ledger, and space management.

HFX Hotel Management System: a comprehensive hotel software system that provides front and back office, food and beverage control management. This system handles: reservations, front office/cashiering, investment history/marketing, central reservations, accounting, automatic night audit, report generation, food and beverage control, room forecasting and guest search features.

HFX Club Management System: a full-function system that handles information requirements of small or large, simple or complex club environments. Functions include: club receivables, general ledger and financial reporting, accounts payable, payroll, membership log, locker room scheduling, court and banquet room scheduling.

ADVANCE Integrated Library System: a flexible and fully integrated library system which provides all library functions including: on-line public access catalogue, circulation, cataloguing, serials control, and acquisitions.

I2 integrity Business Management System: a powerful business management system designed to automate five major areas: purchasing, inventory, sales, manufacturing, and financial.

IFS2000 Leasing System: incorporating Ingres RDBMS technology, IFS2000 is aimed at the leasing and asset finance industry, with future development planned to address the consumer finance and mortgage administration markets.

FUTURE PRODUCT DIRECTIONS

Geac is always seeking to enrich the functionality of its existing products, and to develop new products which add value to its business. UNIX-specific applications in multi-session, multi-user features, networking, and data-communications capabilities are all part of enhanced functionality directives.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Geac supports all versions of UNIX. Supported hardware platforms include AT&T, Bull HN, Data General, DEC, Encore, Geac, HP, IBM, IN2, Motorola, Pyramid, Prime, Sanyo/ICON, Sequent, Sequoia, Unisys.

Geographic Markets:

Canada, the United States, the United Kingdom, Europe, Australia, New Zealand, and Southeast Asia

Industry Markets:

- construction
- libraries
- hotels
- manufacturing
- financial institutions
- property management firms

PARTNERING INTERESTS

Geac is interested in strategic relationships and representation in Europe, Japan, Southeast Asia and South America.

DISTRIBUTION CHANNELS

Geac's distribution channels rely on strategic relationships with VARs and OEMs, as well as direct sales in the geographic markets listed above.

CURRENT MARKETING ACTIVITIES

Geac currently has VAR agreements with independent organizations in Canada, the United States, United Kingdom, Holland, Belgium, Hong Kong, and China.

GEMCOM SERVICES INC.

580 Hornby Street
Suite 901
Vancouver, British Columbia
CANADA V6C 3B6

Telephone: 604-684-6550
Facsimile: 604-684-3541

KEY PERSONNEL

Mr. Peter J. Franklin, President
Mr. Jim Marlon-Lambert, V.P. of Systems
Dr. Tony Diering, V.P. Services

COMPANY BACKGROUND

GEMCOM was formed in 1985 as a subsidiary member of the Steffen, Robertson, and Kirsten (SRK) group of companies. In the years since GEMCOM was formed, the company has grown into one of North America's foremost developers of computer software for the mining industry. GEMCOM software is an accepted standard for all aspects of exploration, geological and mining computing - from the management of drillhole data to ore body modelling, mine planing and production control.

The company's current staff of 15 is made up of a core group of professionals, each expert in computing and/or mining engineering, involved in software system design, development, implementation, application and support. These GEMCOM staff members draw not only on the expertise of the consultants within the SRK Group, but also on the practical experience of customers for input towards the design of new systems and the continual improvement of existing products.

MAJOR ACHIEVEMENTS

• GEMCOM software is used by more than 650 licensees, in 32 countries around the world.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	15
Sales:	3
R&D:	7
Management:	3
Fiscal Year End:	March 31
Privately Held Company	

Annual Revenues-1991:	\$1,500,000
%Revenues Generated By:	
Software Products:	75
Professional Services:	10
%Sales Generated In:	
North America:	65
South America:	10
Western Europe:	5
Asia Pacific:	10
Africa:	10

KEY CUSTOMERS

Domestic

- BHP - Utah Mines Ltd., Port Hardy, British Columbia
- Cameco - Mining Division, Saskatoon, Saskatchewan
- Curragh Resources, Toronto, Ontario, Whitehorse, YT
- Falconbridge, Toronto, Ontario, Vancouver, British Columbia
- Placer Dome, Vancouver, British Columbia
- Lac Minerals, Toronto, Ontario
- Kennecott, Vancouver, British Columbia
- Teck Corporation, Vancouver, British Columbia
- Princeton Mining Corp., Vancouver, Cassiar, and Princeton, British Columbia
- Noranda Inc., Toronto, Ontario

International

- Southern Peru Copper Corp., Peru
- Urangesellschaft, Frankfurt, Germany
- Goldfields Mining Corp., Denver, Colorado, USA
- Asamera Minerals (US) Inc., Wenatchee, Washington, USA
- Wharf Resources Ltd., Idaho and South Dakota, USA
- Compania Minera Disputada, Santiago, Chile
- Geological Survey of Finland, Espoo, Finland
- Partek Corporation, Lappeenranta, Finland
- GOL-e-GOHAR Iron Ore Mining Complex, Sirjan, Iran
- Nordkalk Storguvs AB, Larbro, Sweden
- Codelco, Chile

TECHNOLOGY FOCUS

Exploration software for the geological and mining industries, operating in the DOS environment.

CURRENT PRODUCTS

GEMCOM offers a vast array of products and systems for the mining industry, all running under MS-DOS. These products are installed in over 700 locations world-wide. They include:

PC-XPLOR: a data analysis and management system for exploration.

GEO-MODEL: an interactive graphics system for ore body and topography modelling.

GEM-SOLID: a three dimensional solids modelling of ore bodies and mine designs.

PC-MINE: an ore body evaluation and mine planning software.

MINE-SURVEY: a mine surveying and mapping application system.

ORE-CONTROL: an open pit blasthole analysis and management system.

In addition GEMCOM offers *PC-WHMS*, a workplace hazardous materials management system for use in factories, hospitals, schools, and businesses.

FUTURE PRODUCT DIRECTIONS

PC-XPLOR and *PC-MINE* are currently being ported to operate on the SUN workstation. Development is ongoing for new versions and/or enhancements to *PC-XPLOR*, *GEM-SOLID* and *PC-WHMS*.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS-DOS

Geographic Markets:

Canada, United States, Brazil, Chile, Australia, New Zealand, United Kingdom, Finland, Mexico, Philippines, and Malaysia.

Industry Markets:

- education
- forestry
- health services
- provincial governments
- mining and primary metals
- environmental consultants
- exploration

DISTRIBUTION CHANNELS

GEMCOM generates all of its product revenues through a network of agents active in Canada, United States, Brazil, Chile, Australia, New Zealand, United Kingdom, Finland, Mexico, and Philippines.

CURRENT MARKETING ACTIVITIES

GEMCOM Australia markets and supports all GEMCOM software in Australia. In addition, GEMCOM is an agent in North America for Whittle Programming, and MINICOM, both of Australia.

PARTNERING INTERESTS

The company is seeking an agent/translator to market and support its products in Iran.

GEOSOFT INC.

FACTS & FIGURES

204 Richmond Street, West
Suite 500
Toronto, Ontario
CANADA M5V 1V6

Telephone: (416) 971-7700
Facsimile: (416) 971-7520

KEY PERSONNEL

Mr. Ian MacLeod, President
Mr. Tim Dobush, Director Of Sales And Marketing

COMPANY BACKGROUND

In 1986, Geosoft was formed from the software development, sales and marketing department of Paterson, Grant and Watson Ltd., a renowned geophysical consulting company. Its purpose was to develop and market software for the Earth Sciences, and this focus continues today.

Departments reporting to the management team include Sales, Marketing, Support, Accounting, Research and Development, Administration, and Consulting.

Year Established:	1986
Total Number Employees:	10
Sales:	2
Marketing:	1
R&D:	3
Management:	4
Fiscal Year End:	January 31
Privately Held Company	

Annual Revenues-1991	\$1,200,000
%Revenues Generated By:	
Software Products:	75
Maintenance/Support:	20
Professional Services:	5
%Sales Generated In:	
North America:	45
South America:	7
Western Europe:	20
Asia Pacific:	5
Africa:	11

KEY CUSTOMERS

Domestic

- Noranda Exploration Ltd., Toronto, Ontario (nation-wide)
- Quantec Consulting, Toronto, Ontario
- Western Mining, Toronto, Ontario
- Lac Minerals, Toronto
- BP Mining, Toronto, Ontario
- Scintrex Ltd., Concord, Ontario
- Geonics Ltd., Toronto, Ontario
- Dighem Ltd., Toronto, Ontario
- Falconbridge Ltd., Falconbridge, Ontario
- Bedford Institute, Bedford, Nova Scotia

International

- RTZ Exploration, Newbury, United Kingdom
- Western Mining, Australia
- Anglo American, South Africa
- Stockdale Exploration, Australia
- Lac Minerals, USA
- Phelps Dodge, USA
- Petrobras, Brazil
- Bundesanstalt für Geowissenschaften und Rohstoffe, Germany
- Ashton Mining, Australia

TECHNOLOGY FOCUS

Mapping and modelling software for geological markets.

CURRENT PRODUCTS

Geosoft Inc. designs and markets software for the presentation, reduction and interpretation of geologically based data. Software is available for micro, mini-mainframe and Unix environments.

The software is thoroughly tested, documented and supported by experienced professionals who understand both exploration problems and computer applications.

Products Include:

Mapping System: a micro-based suite of programs for creating professional quality maps from original data. Gridding, line or profile plotting, contouring and customizing of map details are all integral parts. Grids of up to 100 by 1000 plotting and shadow mapping are additional options. This system is used for exploration, environmental and archeological applications.

Geophysical Modelling: a tool for forward and inverse modelling of geophysical data.

FUTURE PRODUCT DIRECTIONS

Geosoft has several product improvements underway including: improvement in ease of use and application course notes; greater integration among mapping, processing and modelling functions; and development of application specific products.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, VMS, DOS

Geographic Markets:

Worldwide

Industry Markets:

- gas and oil
- mining and primary metals
- universities and colleges
- environmental
- archaeology
- government
- hydrogeology
- water exploration

DISTRIBUTION CHANNELS

Geosoft's product revenues are generated from direct sales, and third party agreements in Italy, France, Zimbabwe, Sweden, India, Benelux, Finland, Germany, Australia, Spain, Brazil, Greece, Thailand, Turkey, Ireland, USA, Botswana, Norway, United Kingdom.

CURRENT MARKETING ACTIVITIES

Since 1986, Geosoft has been represented worldwide through a network of distributors. In 1988, instrumentation companies in Canada, the United States, Sweden, and France began adding Geosoft products as part of their total solutions. Software companies in the United States have been selling the company's products to clients as part of complete solutions since 1989.

PARTNERING INTERESTS

Geosoft is seeking environmental instrumentation companies worldwide that would be interested in using Geosoft software to process and present their measured results in graphical form. In addition, the company is offering the ability to integrate its processing and presentation software with any interested software developers' products worldwide. Distribution in countries not presently represented is also sought.

GEOVISION CORPORATION

1600 Carling Avenue, Suite 200
Ottawa, Ontario
CANADA K1Z 8R7

Telephone: (613)722-9518
Facsimile: (613)722-5385

KEY PERSONNEL

Mr. Doug Seaborn, CEO
Mr. E.L. (Skip) Hawk, COO
Mr. Ron Spencer, Vice President, Products
Mr. Walt Beisheim, Vice President, International
Mr. Richard Smith, Vice President, Services
Mr. Perry Evans, Vice President, Marketing

COMPANY BACKGROUND

For its first 10 years as a division of a large systems integration firm, the company delivered geographic database projects to clients around the world. In 1985, GeoVision was established as a separate company, with a mandate to become a leader in geographic information systems (GIS). Today, GeoVision is an industry leader, committed to the development, sale, and support of enterprise-wide GIS solutions throughout the world. GeoVision's clients use the company's products to design and manage utility transportation networks; to facilitate the management of outside telephone plant and other utility operations; to solve the planning and information management challenges of all levels of government; and to map and manage resources for entire countries.

The success of GeoVision is underlined by a fivefold growth in revenues since 1985. GeoVision recently closed its fifteenth year in the GIS marketplace with impressive results: revenues in excess of \$24 million and a 60% annual growth rate. GeoVision channels 18 percent of its revenues back into research and development, maintaining the company's position at the forefront of the industry.

MAJOR ACHIEVEMENTS

- over 2,000 VISION* Software licenses in three months sold (1991-1992)

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	260
Sales:	45
Marketing:	45
R&D:	65
Fiscal Year End:	October 31
Stock Listings:	Privately Held Company

Annual Revenues-1991	\$24,000,000
%Revenues Generated By:	
Software Products:	50
Maintenance/Support:	20
Professional Services:	15
%Sales Generated In:	
North America:	50
Central America:	5
South America:	10
Western Europe:	15
Eastern Europe:	2
Middle East:	2
Asia Pacific:	14
Africa:	2

KEY CUSTOMERS

Domestic

- Regional Municipality of Ottawa-Carleton, Ontario
- City of Calgary, Alberta
- Calgary Electric, Alberta
- City of Montreal Fire Department, Quebec
- Environment Canada, Ottawa, Ontario
- Carter mapping, Calgary, Alberta
- Northern Territory, Darum
- The Ortho Shop, Calgary, Alberta
- MacDonald Dettwiler & Assoc., Vancouver, British Columbia
- Energy, Mines and Resources, National GIS Tech. Centre, Ottawa, Ontario

International

- Northwest Water, Ltd., London, United Kingdom
- Telebras, Brazil
- U.S. West, Colorado, USA
- Orange County, Florida, USA
- Texas Water Commission, Texas, USA
- Southwestern Bell, Missouri, USA
- DOSLI, New Zealand
- Royal Australian Navy, Australia
- Royal Australian Air Force, Australia

CURRENT PRODUCTS

VISION®: GeoVision's *VISION*® product line is a comprehensive set of tools for entry, analysis, presentation, and management of all types of location-sensitive information. *VISION*® also includes industry-specific starter packages such as *VISION*®*Telecom* and *VISION*®*Utility*. The company's solution provides companies with quick start-up applications and fast return on investments.

Features include:

- open systems/client/server architecture
- all-relational RDBMS, utilizing leading SQL-based commercial RDBMSs for all aspects of geographic information management and manipulation
- gateways and inter-operability with corporate and proprietary DBMSs (including traditional AM/FM/GIS systems)
- 4GL development tools
- graphical-user interface tools
- development paths for third-party applications
- full suite of GIS tools

TECHNOLOGY FOCUS

DBMS/GIS software for utilities, telecom, government, and transportation.

FUTURE PRODUCT DIRECTIONS

Upcoming products include: *VISION*Utility*, *VISION*Gas*, and *VISION*Electric*.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, VMS

Geographic Markets:

Worldwide

Industry Markets:

- public/private electric, gas, and water utilities
- major operating telephone companies, local exchanges, long distance carriers
- large government agencies
- transportation

DISTRIBUTION CHANNELS

GeoVision is involved in distribution agreements and development programs with top-notch computer software vendors as well as with leading open systems hardware vendors.

CURRENT MARKETING ACTIVITIES

GeoVision has branch offices in Denver, Colorado; Sydney, Australia; and London, England. The company has established several key partnerships with leading software, relational database, and computer companies.

PARTNERING INTERESTS

GeoVision is continually adding partnerships on a case-by-case basis.

GIRO ENTERPRISES INC.

75 Port Royal Street, East
Montreal, Quebec
CANADA H3L 3T1

Telephone: (514) 383-0404
Facsimile: (514) 383-4971

KEY PERSONNEL

Mr. Jean-Yves Blais, President
Mr. Jean-Marc Rousseau, Vice President
Mr. Nigel B. Hamer, Marketing Director

COMPANY BACKGROUND

GIRO Enterprises' corporate mission is to provide quality software and consulting services to industry and government in the areas of scheduling, routing, dispatching and maintenance management. To this end, the company develops computer tools that combine sophisticated optimization techniques with effective, user-friendly man-machine interfaces.

Today, GIRO is one of Canada's largest independent software developers and is solidly established in its specialized markets. GIRO was founded in 1979 to further develop and commercialize the *HASTUS* transit vehicle and manpower scheduling system, originally conceived at the University of Montreal. Following several installations at the Montreal Urban Community Transit Corporation (STUCM) and the Quebec Urban Community Transit Commission (CTCUQ) in Quebec, GIRO quickly became known as an international leader in the specialized field of public transit software. The *HASTUS* system is now used in 60 cities in 15 countries. GIRO has diversified its product line by offering *Logimaint* software for maintenance management and *GeoRoute* software for automated route construction and mapping applications.

MAJOR ACHIEVEMENTS

Product awards:

HASTUS

- Franz Edelman Award for Management Science Achievement, 1989

GEOROUTE

- Featured in Communications of the A.C.M., vol35, no1, January 1992

LOGIMAIN

- Selected by Bell Canada to monitor the maintenance of over 15,000 vehicles

FACTS & FIGURES

Year Established:	1979
Total Number Employees:	100
Marketing:	5
R&D:	85
Management:	10
Fiscal Year End:	June 30
Privately Held Company	

Annual Revenues-1991	\$6,200,000
%Revenues Generated By:	
Software Products:	50
Hardware Products:	15
Maintenance/Support:	15
Professional Services:	20
%Sales Generated In:	
North America:	65
Western Europe:	29
Asia Pacific:	6

KEY CUSTOMERS

Domestic

- Toronto Transit Commission
- Société de transport de la communauté urbaine de Montréal
- Bell Canada, Montreal
- Canada Post Corporation, Ottawa
- O.C. Transpo, Ottawa
- Commission de transport de la communauté urbaine de Québec
- City of Calgary
- Société de transport de la Rive-Sud de Montréal, Longueuil
- Hydro Québec, Montreal

International

- Stockholm Lokaltrafik, Sweden
- Singapore Bus Service
- Southern California Rapid Transit District, Los Angeles, USA
- State Transit Authority of New South Wales, Sydney, Australia
- Massachusetts Bay Transportation Authority, Boston, USA
- Azienda Tranvie Municipali, Torina, Italy
- Public Transport Corporation of Victoria, Melbourne, Australia
- South-Yorkshire Transport, U.K.

TECHNOLOGY FOCUS

Vehicle and manpower scheduling systems, maintenance management systems, and automatic routing systems for mass transit and commercial fleets.

CURRENT PRODUCTS

HASTUS: Provides the tools required for the production of efficient transit vehicle timetables and operator assignments. Due to its ease of use, powerful optimization routines and wide applicability, *HASTUS* performs well in a wide variety of situations with different work rules and operating constraints. *HASTUS* has handled bus, tram, subway, trolley-bus and commuter rail systems in both large and small public transit properties.

GIRO/ACCES: The *GIRO/ACCES* elderly and disabled transportation scheduling and management system was developed for the Montreal STUCM and the Toronto Transit Commission beginning in 1983. It is now installed in Boston, Hartford, Detroit and Dallas.

GEOROUTE: A multi-purpose software tool used to consult and update geographical databases involving urban and rural street networks. The product can be used to position and locate buildings or installations on the network, produce maps, build vehicle routes and calculate distance of travelling times.

GEOBUS: A complete school transportation management system based on the latest in geographical information systems technology and graphical user interfaces. Student information, stops and schools are located and displayed on street maps.

LOGIMAIN: Maintenance management tools to facilitate the planning, scheduling and control of maintenance activities. Designed to help maintenance departments increase productivity and effectiveness.

FUTURE PRODUCT DIRECTIONS

HASTUS: Fully graphical interface, daily operations management systems.

GEOROUTE: Specialized vehicle routing applications

LOGIMAINT: Link to automated fuel distributors

TARGET MARKETS

Operating Systems and Hardware Platforms:

- OS/2, MS-DOS, VMS, UNIX; MVS
- PC networks, VAX minis, IBM mainframes

Geographic Markets:

Industrialized countries

Industry Markets:

- Mass transit
- public utilities
- government agencies
- companies with large vehicle fleets

CURRENT MARKETING ACTIVITIES

GIRO's revenues are generated mostly through direct sales from the firm's Montreal office. Remaining revenues are derived through unilateral distribution arrangements with Télé-Mobile of Sweden, Mizor/Smart of Italy, and DJA & Associates of Australia.

PARTNERING INTERESTS

Interested in discussing various partnering opportunities.

FACTS & FIGURES**GRSI GRAPHIC
RESPONSE SYSTEMS INC.**

315- 4940 Canada Way
Bumaby, British Columbia
CANADA V5G 4K6

Telephone: (604) 294-0290
Facsimile: (604) 294-1816

KEY PERSONNEL

Mr. Rob Murrell, President
Mr. Don Traynor, Vice President
Mr. Dick Tomkinson, Vice President

COMPANY BACKGROUND

GRSI was formed in 1982 to develop and market complete end user driven solutions for municipalities. Over ten years, the continuous service to municipalities has given GRSI a unique understanding of these specific government needs. The result is a 30 product suite of fully integrated solutions of very high functional sophistication. GRSI services include lifetime product support, full service implementations, and custom development and support.

The company is structured with self managed work teams. Each team develops, supports, and documents, a related suite of applications for customer groups. This structure contributes to the high quality of both support services and program products.

Year Established:	1982
Total Number Employees:	29
Sales:	2
Marketing:	1
R&D:	22
Management:	4
Fiscal Year End:	March 31
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	40
Hardware Products:	10
Maintenance/Support:	40
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- City of Vaughan, Ontario
- City of Kanata, Ontario
- City of Victoria, British Columbia
- District of North Vancouver, British Columbia
- City of Fort McMurray, Alberta
- City of Grande Prairie, Alberta
- City of Brandon, Manitoba
- City of Bridgewater, Nova Scotia
- Town of Kentville, Nova Scotia
- Tech Corporation, Vancouver, British Columbia

International

- Battle Creek, Michigan, USA

TECHNOLOGY FOCUS

Extensive AS/400 software for municipal applications.

CURRENT PRODUCTS

GRSI offers a 33 product suite of integrated solutions for municipalities called *ResponseWare*. The line is developed entirely in-house by GRSI staff. Contributions coming from strategic partnerships with IBM and certain customers over the past three years have advanced the product functionality.

Used by municipal and provincial governments operating in the AS/400 environment, *ResponseWare* covers functions including financials, taxes, utilities, property, permits, licences, operations management, development control, payroll, human resources, and parking tickets.

TARGET MARKETS

Operating Systems and Hardware Platforms:

AS/400

Geographic Markets:

Canada, United States

Industry Markets:

- municipalities
- public sector

DISTRIBUTION CHANNELS

Almost all of GRSI's product revenues are derived from direct sales.

CURRENT MARKETING ACTIVITIES

The company primary market is Canada and, to a lesser degree, the United States. GRSI maintains VAR agreements with three Canadian firms, R.J. Thompson, of Southern Ontario, Progisys of Quebec, and PAL, a Maritime firm.

GWN SYSTEMS INC.

11133 - 124 Street, Suite 200
Edmonton, Alberta
CANADA T5M 0J2

Telephone: (403) 452-0090
Facsimile: (403)453-5207

KEY PERSONNEL

Mr. A.R.V. (Gus) Ribeiro, President
Mr. W.T. McLachlan, Director
Mr. G. Glover, Manager, Research & Development

COMPANY BACKGROUND

GWN Systems Inc. was established in 1986 to provide advanced software development for A/E/C/ applications. GWN's key personnel possess both extensive software systems experience from micros to mainframes and practical engineering experience, which are basic to software development. GWN's objective is to provide its clients with high quality, integrated design applications which can be used on micros and workstations. This means a commitment to portability and expandability which will grow with each client. Primarily, GWN's activity has been directed towards providing value added application software products for AutoCAD and Intergraph's MicroStation PC CAD systems.

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	11
Sales:	2
Marketing:	1
R&D:	1
Management:	1
Fiscal Year End:	August 30
Privately Held Company	

Annual Revenues-1991	\$1,100,000
%Revenues Generated By:	
Software Products:	70
Maintenance/Support:	20
Professional Services:	10
%Sales Generated In:	
North America:	67
South America:	1
Western Europe:	30
Asia:	2

KEY CUSTOMERS

Domestic

- Alberta Power, Edmonton
- ALCAN International Ltd., Montreal, Quebec
- UMA Engineering Ltd., Calgary
- Alberta Forestry, Lands & Wildlife, Edmonton, Alberta
- Syncrude Canada Ltd., Fort McMurray, Alberta
- Aplin & Martin Consultants, Surrey, British Columbia
- Videotron Communications Ltd., Edmonton, Alberta
- The SNC Group, Edmonton, Alberta

International

- COWIconsult a.s., Aalborg, Denmark
- Landesinspektortirmaet LE 34, Balerup, Denmark
- Nortech Surveys, Ruwi, Sultanate of Oman
- Deleuw, Cather - Kutlutas J.V., Izmir, Turkey
- KAWES and Associates, Rosemead, California, USA
- United Engineers & Contractors, Pennsylvania, USA
- Burns & Roe, California, USA
- Intecsa, Madrid, Spain
- Construtora Do Lena, Portugal

TECHNOLOGY FOCUS

Geographic Information Systems; Computer Aided Design; Computer Aided Engineering system for road and house construction, engineering, surveying and mapping.

CURRENT PRODUCTS

GWN-DTM: The Digital Terrain Model is a series of integrated micro-based software modules that provide powerful mapping and design capabilities to users in engineering, surveying, and mapping disciplines.

GWN-COGO: The Coordinate Geometry Model offers mapping and design capabilities that allow users to enter, edit and adjust survey data according to standard geometric routines.

GWN-MMS: The Municipal Mapping System is an automated mapping and facilities mapping product that enables municipalities to relate water, sewer, and other parameters in a CAD system to database attributes using dBase III files.

GWN-GIS: The Geographical Information System is a series of integrated software modules designed to perform spatially related planning functions and support networking functions such as proximity analysis, nearest neighbour searches, buffer creation, as well as cartographic functions.

GWN-ROAD: a powerful and flexible highway design package which is fully compatible with **GWN-DTM** and **GWN-COGO**. Running on Intergraph Microstation v.4.0, **GWN-ROAD** allows an engineer to easily design roadway systems based on the design criteria recommended by AASHTO with the capability to override any of the recommended design values.

GWN-STORM: an interactive storm sewer design system which includes **GWN-MMS** Automatic Mapping and Facilities Management functionality with graphic element linkage to dBaseIII structure data files. **GWN-STORM** provides a flexible environment that enables efficient usage and can be customized to meet user requirements.

FUTURE PRODUCT DIRECTIONS

Future products on the planning board are **GWN-SAN**, sanitary sewer design system, and **GWN-GEO**, geological geographic information system.

GWN is also moving towards the installation of its software on new CAD and hardware platforms. The first objective is to port the remaining software products on to the SUN SPARC workstation and the popular AutoCAD platforms. Another important goal is to port all products to Ditek International's DynaCAD to provide GWN with a low cost, reliable CAD engine intended for the low-end market.

TARGET MARKETS

PARTNERING INTERESTS

Operating Systems and Hardware Platforms:

- MS-DOS, Mac-OS, UNIX
- Apple Macintosh, PCs, SUN SPARC, HP Apollo workstations

Geographic Markets:

Canada, the United States, Europe, Asia, South America, and Australia

Industry Markets:

Resource Industries:

- Agriculture
- Mining
- Forestry

Professional Services:

- Consulting Engineering
- Construction & Housing
- Surveying & Mapping

Federal, Provincial and Municipal Governments
Universities and Technical Colleges

GWN is interested in establishing additional distribution agreements to address international markets. It is currently negotiating a distribution agreement with a Japanese company.

DISTRIBUTION CHANNELS

GWN has a network of dealers and distributors worldwide, which account for the majority of the company's sales. Customers in areas not yet covered by GWN's dealers, conduct business directly with the firm.

GWN Systems has also established partnerships with several value added resellers, including: COWIConsult of Denmark, ISGRAF of Iceland, and PMS of Switzerland. Sales of GWN products through VARs account for a growing portion of the company's revenues.

HARRISON MUIRHEAD SYSTEMS INC.

15023 - 123rd Avenue
Suite 101
Edmonton, Alberta
CANADA T5V 1J7

Telephone: (403) 451-4596
Facsimile: (403) 452-7694

KEY PERSONNEL

Mr. Blaine C. Harrison, President
Mr. T. Allan Muirhead, Vice President, Marketing

COMPANY BACKGROUND

Established in 1984, HM Systems is a privately held company, offering software solutions for financial management and inventory control.

The company is dedicated to the open systems concept with Unix-based products developed in 4GL and a relational database environment which adhere to HM's chosen vertical marketing areas: municipal government, manufacturing, wholesale distribution, and costing.

HM Systems is also an IBM Business Partner.

MAJOR ACHIEVEMENTS

- winner of the IBM 'Blue Ribbon Award' for Excellence in Sales, Service and Support.
- one of the first IBM Agents in Canada to design and implement a complete 'Quality Process' ('Q-Smart').

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	20
Sales:	2
Marketing:	1
R&D:	15
Management:	2
Fiscal Year End:	June 30
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	40
Hardware Products:	25
Maintenance/Support:	25
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Comco Pipe & Supply Company Ltd., Edmonton, Alberta
- Majestic Contractors Ltd., Edmonton, Alberta
- Can-Cell Industries Ltd., Edmonton, Alberta
- Meridian Specialties Ltd., Edmonton, Alberta
- Bowes Publishers Ltd., London, Ontario
- McKillican Distribution Ltd., Edmonton, Alberta
- Thomson Technologies Ltd., Langley, British Columbia
- Kootenay Wood Preservers Ltd., Cranbrook, British Columbia
- AA Voice Construction Ltd., Edmonton, Alberta
- Gramarc Construction Ltd., Fort Saskatchewan, Alberta
- Factor Forms Ltd., Edmonton, Alberta

TECHNOLOGY FOCUS

Open systems software for financial applications.

CURRENT PRODUCTS

HM Systems offers an extensive line of software products based on Open Systems standards. The product base includes Unix system operation, 4GL development in a relational database environment, Unix to DOS affinity with ease of connectivity and data interchange, standard GUIs including Windows and Open Look. In addition, HM software products are EDI (Electronic Data Interchange) and AFT (Automatic Funds Transfer) ready and also include standard bar coding software.

Products include:

FACTS: a complete financial system for municipal governments, this product is used by cities, towns and counties and has an installed base of 10.

The *Q'Smart'* line includes:

A complete financial system for general, trade and heavy equipment contractors. This product has an installed base of 5.

A complete order entry and inventory system for wholesale distributors with an installed base of 50.

A complete financial system for manufacturers, job shops, plastic and chemical industries including warehouse, order entry, inventory, and costing features.

A general accounting and financial tracking package for cross-industry applications.

FUTURE PRODUCT DIRECTIONS

HM Systems plans to integrate the *Q'Smart'* product line with Netview (Novell) to operate in a mixed Unix/DOS environment.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix
- IBM RISC System 600 (AIX), all Unix equipment

Geographic Markets:

Canada

Industry Markets:

- wholesale distribution
- manufacturing industry:
 - job shops
 - plastics & chemicals
 - electronics
- construction
 - heavy equipment
 - general and trade
- municipal government
 - taxation
 - utilities

CURRENT MARKETING ACTIVITIES

HM Systems has experienced great success marketing its product line directly to its client base, customized to client specifications; and adapting custom applications to a more generic solution for vertical markets.

PARTNERING INTERESTS

The company is interested in establishing an agreement with a company that can assist it in achieving wider market penetration for its offerings in the United States and Europe.

DISTRIBUTION CHANNELS

HM distributes its products directly from its Edmonton office and also through ISIS Technology Inc. in British Columbia.

HARRIS COMPUTER SYSTEMS

16 Fitzgerald Road
Nepean, Ontario
CANADA K2H 8R6

Telephone: (613) 829-8888
Facsimile: (613) 596-4138

KEY PERSONNEL

Mr. Nigel Harris, President
Mr. Nathan Roik, Vice President
Mr. Graham Wheatley, Vice President

COMPANY BACKGROUND

Harris Computer Systems was founded in 1976 by Nigel Harris and five fellow Litton Industries employees. The company's reputation was first established in the specialized field of custom software development, offering users soundly conceived systems that Harris could fully support. The business has evolved over the years to market complete vertical solutions to Ontario utilities and municipalities.

The company maintains departments for Software Development and Support, Software Design, and Purchasing. In addition, Sales and Support offices are located in Waterford, London, and Mississauga, Ontario.

FACTS & FIGURES

Year Established:	1975
Total Number Employees:	85
Sales:	10
R&D:	12
Management:	7
Fiscal Year End:	July 31

Annual Revenues-1991	\$7,000,000
%Revenues Generated By:	
Software Products:	20
Hardware Products:	10
Maintenance/Support:	30
%Sales Generated In:	
North America:	90
Central America:	10

KEY CUSTOMERS

Domestic

- City of Sudbury, Ontario
- Nepean Hydro, Nepean, Ontario
- Gloucester Hydro, Gloucester, Ontario
- York Hydro, Toronto, Ontario
- City of Nepean, Ontario
- Cumberland Township, Orleans, Ontario
- Goulbourn Township, Ottawa, Ontario

International

- Antigua Public Utilities Authority, St. John's, West Indies
- St. Vincent Electricity Services, Kingstown, West Indies

TECHNOLOGY FOCUS

Public Utilities Billing System and Municipalities Management System for government and commercial applications.

CURRENT PRODUCTS

Harris products are fully modular, which simplifies the introduction of future capabilities, and allows individual modules to be enhanced and re-released to take advantage of technological gains. All software is developed using the Informix 4GL language, and runs under the popular Unix operating system. All modules are fully integrated with one another.

Products Include:

PUBS (Public Utilities Billing System): a suite of tools that support all aspects of utility (hydro and water) billing process. *PUBS* has met with tremendous acceptance with large and small utilities across Ontario, and has a large base of installations.

MUMS (Municipality Management System): a powerful tool that manages and reports information on all aspects of the municipal tax billing process. *MUMS* was created for municipalities of all sizes, and incorporates capabilities for the complete control of a municipality's business dealings. Included are General Ledger, Accounts Payable/Receivable, Building Permit Control, Payroll, Property Data Base, Tax Billing and report writers.

FUTURE PRODUCT DIRECTIONS

Harris intends to focus its future product directions toward Computer Aided Design (CAD), Geographical Information Systems (GIS), and Imaging.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, DOS

Geographic Markets:

Canada, West Indies

Industry Markets:

- hydro/water utility companies
- municipal tax offices
- federal government
- general industry

DISTRIBUTION CHANNELS

All of Harris's software products and systems are sold through direct sales from head office in Nepean, Ontario and branch offices located in Waterford, London, and Mississauga, Ontario and Antigua.

CURRENT MARKETING ACTIVITIES

Harris has had a VAR agreement with the U.S. firm, Uniplex since 1988 to complete the office automation aspect of its products offerings. The company also has a VAR agreement with Informix, the 4GL used to write all Harris software.

PARTNERING INTERESTS

Because of Harris's planned development in CAD and GIS, the firm is interested in partnering with firms already well established in these fields to facilitate product line diversification.

HCS HEALTH CARE SYSTEMS INC.

100 - 13511 Commerce Parkway
Richmond, British Columbia
CANADA V6V 2J8

Telephone: (604)273-4900
Facsimile: (604)273-2764

KEY PERSONNEL

Mr. Bob Hawkins, President
Mr. Bob Brand, Vice President, Finance
Mr. David Wilson, Vice President, Sales & Marketing
Mr. Rob Macmillan, Vice President, Development
Mr. Eric Baker, Chairman Of The Board

COMPANY BACKGROUND

HCS Health Care Systems Inc. (HCS) has been developing and marketing hospital information systems products and support services to healthcare facilities since 1982. HCS began operations in Canada and has since expanded to Australia, New Zealand and the United States.

The company houses the following functional divisions: Sales and Marketing, Product Development, Client Services, and Finance and Administration; and the following geographic divisions: Headquarters in Vancouver, British Columbia, Sales and Support in Toronto, Ontario and Sydney, Australia, and Sales in Nova Scotia, and the United States.

FACTS & FIGURES

Year Established:	1982
Total Number Employees:	160
Sales:	14
Marketing:	4
R&D:	61
Management:	24
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	\$20,000,000
%Revenues Generated By:	
Software Products:	57
Hardware Products:	12
Maintenance/Support:	20
Professional Services:	3
Client Services:	57
%Sales Generated In:	
North America:	76
Asia Pacific:	24

KEY CUSTOMERS

Domestic

- Children's Hospital of Eastern Ontario, Ottawa, Ontario
- The Freeport Hospital, Kitchener, Ontario
- Department of National Defence, Ottawa, Ontario
- Health Sciences Centre, Winnipeg, Manitoba
- St. Paul's Hospital, Vancouver, British Columbia
- Etobicoke General Hospital, Toronto, Ontario
- Royal Alexandra Hospitals, Edmonton, Alberta
- Greater Victoria Hospital Society, Victoria, British Columbia

International

- Anaheim Memorial Hospital, California, USA
- Royal Adelaide Hospital, Australia
- Gosford Hospital, Australia
- Westmead Hospital, Australia
- Medlab Medical Laboratories Ltd., New Zealand

TECHNOLOGY FOCUS

Relational database Care VISION system for care providers, and EIS systems across most hospital applications. Deployment of Client/Server architecture, LANs, PCs, x-terminals, workstations, open system applications, and GUI user presentations.

CURRENT PRODUCTS

The HCS Hospital Information System is composed of financial, clinical and patient care modules. Each module is independent of the other, or can be integrated to share information. A hospital may purchase one module and add another at any time. Currently, the following products are offered:

ADT/CPI: an admitting, discharge and transfer, and central patient index system for a hospital admitting department.

Doctors Registry: a physician location system used by hospital physicians.

EPI: an emergency patient information system for hospital reporting.

OR Booking: an operating room slate preparation and statistical application for hospital OR management.

ADT Statistics: an admitting, discharge and transfer statistical reporting application used by hospital admitting departments.

Outpatient Scheduling: a resource management system for hospital clinics and inpatient services.

Staff VISION: a hospital staff scheduling and rotation planning application, interfaced with Payroll.

NutriVISION: a food and nutritional services system used by hospital dietary departments.

RadVISION: a scheduling, reporting and statistics product for radiology and other diagnostic imaging areas.

RxVISION: a pharmacy professional and inventory manager.

LabVISION: a complete lab information system including instrument interfaces, and management reporting.

CareVISION, plus: an order entry/results reporting system for care planning, charting and cost capture used by hospital staff.

In addition to the above products, HCS offers a full line of hospital accounting software, including H/R payroll, accounts receivable, general ledger/budgeting, materiel management, and accounts payable.

FUTURE PRODUCT DIRECTIONS

HCS is developing a facility for the connection of bedside terminal devices to the *CareVISION System* and also retrofitting GUI (graphical user interfaces) to existing products. In addition, the company will be incorporating relational database architecture throughout its product set.

TARGET MARKETS

PARTNERING INTERESTS

Operating Systems and Hardware Platforms:

- VMS, UNIX, DOS
- VMS and Ultrix/VAX, DG/UX/Data Genral, DOS and Unix/PC

Geographic Markets:

Canada, Australia/South Pacific, the United States, the United Kingdom

Industry Markets:

Healthcare facilities:

- hospitals
- acute care
- extended care
- psychiatric facilities
- commercial laboratories
- nursing homes

The company is interested in pursuing marketing partners in Europe and South East Asia as well as the United States to address healthcare facilities through unilateral distribution and joint marketing agreements.

DISTRIBUTION CHANNELS

HCS generates product revenues primarily through direct sales, and to a lesser degree through systems integrators. The company has branch offices in Canada, the United States, and Australia.

CURRENT MARKETING ACTIVITIES

HCS currently has a joint marketing agreements with several Canadian companies and with Sitco of Saudi Arabia to address broader geographic healthcare facility markets.

HERON TECHNOLOGY CORPORATION

550 Alden Road
Suite 203
Markham, Ontario
CANADA L3R 6A8

Telephone: 416-475-8050
Facsimile: 416-475-5842

KEY PERSONNEL

Mr. R.J. Hebert, President

COMPANY BACKGROUND

Heron Technology Corporation (HTC) was established in 1986 when its founder, Ron Hebert, brought the then emerging technology of Unix Networking, which he had been involved in developing at MAI Canada, to the hospital information system (HIS) marketplace.

The company saw an opportunity to replace the traditional mini-computers and mainframe-based systems used by hospitals with distributed departmentally-based systems. Today, the company offers a full range of patient-care application modules as well as financial application modules for the hospital environment.

MAJOR ACHIEVEMENTS

- featured in a 3 page article in "Dimensions in Health Care Magazine", April, 1991.

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	10
Sales:	2
R&D:	5
Management:	2
Fiscal Year End:	November 30
Privately Held Company	

Annual Revenues-1991:	\$1,000,000
%Revenues Generated By:	
Software Products:	60
Maintenance/Support:	20
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Orillia Soldiers' Memorial Hospital, Orillia, Ontario, Canada
- Cobourg District General Hospital, Cobourg, Ontario, Canada
- Saugeen Memorial Hospital, Southampton, Ontario, Canada
- The Willett Hospital, Paris, Ontario, Canada

TECHNOLOGY FOCUS

Software for the health care and construction industries.

CURRENT PRODUCTS

Departmentally-based systems interconnected by a LAN to a Central Patient Index.

The HTC technology focus is particularly suited to large multi-discipline environments such as a hospital which historically had to rely on mainframes to provide the interconnection between the applications running in the various departments.

The general approach is to provide a seamless integration of all hospital departments on a building-block basis, with additional departments being brought into the network as their requirement and budget permit.

Products Include:

Hospital Patient Care Modules: Unix and DOS based systems designed to track admitting, transfer and patient information.

Hospital Financials: handle general ledger, budgeting and reporting for hospitals in a Unix or DOS environment.

HTC also offers some products for the construction industry with a combined installed base of 25.

Take It Off/Fast! estimates take off for the construction industry using Unix or DOS operating systems.

Costing/Accounting: a complete accounting and management of construction costs.

FUTURE PRODUCT DIRECTIONS

The company is developing the industry standard Health Level 7 (HL7) protocol permitting the hospital to utilize applications software modules from multiple vendors.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, DOS

Geographic Markets:

Canada

Industry Markets:

- hospitals
- contractors

DISTRIBUTION CHANNELS

Heron Technology Corp conducts direct sales activities from its office in Markham, Ontario. Direct sales represents 100 per cent of the company's distribution.

CURRENT MARKETING ACTIVITIES

All of the company's marketing activities are centered in Canada with no plans to expand in the near future.

HIGH LINE 1991 INC.

8920 Woodbine Avenue
Suite 402
Markham, Ontario
CANADA L3R 9W9

Telephone: 416-940-8777
Facsimile: 416-940-8770

KEY PERSONNEL

Mr. Karl Niemuller, President
Ms. Linda Woolley, Vice President

COMPANY BACKGROUND

High Line (1991) Inc. is the successor to High Line Data systems Inc., which was originally formed in 1974.

The company is broken down into four major Divisions: Finance and Administration, Product Development, Customer Service, and Sales and Marketing.

MAJOR ACHIEVEMENTS

- Designated as a "Premier solution Provider" for Hewlett-Packard.
- Identified as a leading provider for Government.

FACTS & FIGURES

Year Established:	1991
Total Number Employees:	15
Fiscal Year End:	July 31
Privately Held Company	

Annual Revenues-1991:	\$2,500,000
%Revenues Generated By:	
Software Products:	33
Hardware Products:	6
Maintenance/Support:	30
Professional Services:	31
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Donohue Inc., Quebec City, Quebec
- Brunswick Mining, Bathurst, New Brunswick
- CFCF Inc., Montreal, Quebec
- Domtar Fine Papers, Cornwall, Ontario
- DGS (A. Saley & Assoc.), Toronto, Ontario
- Hemlo Gold Mines, Marathon, Ontario
- Mineraux Noranda, Noranda, Quebec
- Manitoba Liquor Control Commission, Winnipeg, Manitoba
- Procter & Gamble, Grand Prairie, Alberta
- Scott Paper, Vancouver, British Columbia

International

- Benton County, Prosser, Washington, USA
- Bose Corporation, Framingham, Massachusetts, USA
- CDI Corporation, Philadelphia, Pennsylvania, USA
- Community Development, Los Angeles, California, USA
- Embry Riddle University, Daytona Beach, Florida, USA
- Huntsman Chemical, Salt Lake City, Utah, USA
- Holnam Inc., Dundee, Michigan, USA
- Massachusetts Water Authority, Boston, Massachusetts, USA
- OI-NEG TV Products, Columbus, Ohio, USA
- Rinker materials, West Palm Beach, Florida, USA

TECHNOLOGY FOCUS

Human Resource, Payroll and Financial applications developed for the Hewlett-Packard HP3000 and HP9000 computers using MPE/HP-UX, Cobol, Image/All Base SQL.

CURRENT PRODUCTS

High Line's current technology is developed entirely in-house, although additional third party software is sold along with proprietary products.

All of the company's products are used by medium to large sized companies and currently run under MPE and Unix operating systems.

Products include:

POSTALL: a general ledger software package.

PAYOUT: a payables/receivables software package.

PERSONALITY: a human resources package.

PAYALL: payroll software package.

FUTURE PRODUCT DIRECTIONS

Efforts are underway to move applications toward a more open system product on several hardware platforms using 4GL technology. High Line intends to release an "open system" Unix offering in the first quarter of 1993.

TARGET MARKETS**Operating Systems and Hardware Platforms:**

- Unix, MPE
- HP3000 using MPE, HP9000 using HP-UX

Geographic Markets:

United States, Canada

Industry Markets:

- all industries with concentration in:
- government
- natural resources
- service
- manufacturing
- distribution

DISTRIBUTION CHANNELS

All High Line's products are sold by direct sales through offices in Canada and the United States.

PARTNERING INTERESTS

The company is interested in developing VAR relationships with software companies to sell its products.

HYPROTECH LTD.

400, 119 - 14 Street N.W.
Calgary, Alberta
CANADA T2N 1Z6

Telephone: (403)283-7710
Facsimile: (403)283-4764

KEY PERSONNEL

Dr. Tony Vysniauskas, Principal/Director
Mr. Wayne Sim, Principal/Director

COMPANY BACKGROUND

Hyprotech Limited was established in 1976 to provide computer-aided engineering (CAE) and simulation applications to the oil, gas and chemical processing industries. The company has developed an international reputation in this field and has established branch offices in Texas, Delaware, Egypt, and Singapore and a European Headquarters in Barcelona Spain. In addition, Hyprotech has authorized distributors in 14 countries around the world. The company's client list reads like the Who's Who of the engineering, chemical and petrochemical industries and includes over 700 different international companies in the oil, gas, chemical and petrochemical industries.

Hyprotech Ltd. specializes in process simulation software services. It has developed a comprehensive and complete flowsheet simulation program designed for modelling and designing gas plants, oil refineries and chemical plants. The program, known as *HYSIM™*, generates detailed heat and material balance calculations, equipment specification sheets and presentation quality process flow diagrams. The program is completely interactive and combines built-in intelligence to communicate with the engineer and perform calculations as the engineer enters information.

MAJOR ACHIEVEMENTS

Hyprotech has recently been honored by the Gas Processing Association of Canada, and the Alberta Association of Professional Engineers, Geologists And Geophysicists (Pinnacle Award).

FACTS & FIGURES

Year Established:	1976
Total Number Employees:	40
Sales:	10
R&D:	10
Fiscal Year End:	February 28
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	85
Maintenance/Support:	15
%Sales Generated In:	
North America:	55
South America:	9
Western Europe:	25
Eastern Europe:	1
Middle East:	6
Asia Pacific:	5

KEY CUSTOMERS

- Fluor Daniel
- Bechtel
- Exxon
- Conoco
- UOP
- M.W. Kellogg
- Saudi Aramco
- Petro Canada
- Amoco
- Du Pont
- Dow Chemical

TECHNOLOGY FOCUS

A completely interactive process flowsheet simulator for the oil, gas, chemicals and petrochemicals industry.

CURRENT PRODUCTS

HYSIM™ & HYSIM 386™: Process Simulation Software - an interactive program that generates detailed heat and material balance calculations, equipment specifications sheets, and presentation quality process flow diagrams. **HYSIM™** is available for any of the DOS, VMS or System 7 operating system platforms. **HYSIM™** is the mainstay of Hyprotech's product line with more than 700 licenses and at over 4000 sites world-wide.

HYPROP™: Hyprotech's newest product is a data regression and estimation package for the energy, hydrocarbon and chemical processing industries. **HYPROP™** operates in the DOS environment.

TARGET MARKETS

Operating Systems and Hardware Platforms:

All IBM-compatible PCs equipped with 640 kbytes and a math coprocessor, running on PC/MS-DOS. Versions also available for VAX stations and MACs

Geographic Markets:

Marketed and supported in North America, South America, Europe, SE Asia, Middle East, and Pacific Rim countries

Industry Markets:

Energy sector: Oil, Gas, and Chemical Processing

DISTRIBUTION CHANNELS

Direct sales offices are located in Calgary, Alberta (Headquarters); Houston, Texas; Wilmington, Delaware; Cairo, Egypt; Singapore. European headquarters situated in Barcelona, Spain.

Distributors are located in: the United Kingdom, Netherlands, France, Norway, Australia, Argentina, Brazil, Venezuela, Mexico, Colombia, Japan, Russia (CIS), Saudi Arabia, India, and Taiwan.

PARTNERING INTERESTS

Interested in discussing various partnering opportunities.

ICAM TECHNOLOGIES CORPORATION

1900 Sources Boulevard
Pointe Claire, Quebec
CANADA H9R 4Z3

Telephone: (514)697-8033
Facsimile: (514)697-8621

KEY PERSONNEL

Mr. John J. Nassr Sr., President
Mr. John J. Nassr, Jr., Vice-President, Sales & Marketing
Mr. Sam Chehab, International Contracts Manager

COMPANY BACKGROUND

ICAM is an internationally recognized pioneer in the development of computer-aided design/computer-aided manufacturing (CAD/CAM) software. ICAM's advanced software products support a wide variety of industrial applications and are installed in every size of operation from small jobbers to the manufacturing plants of multinational corporations. ICAM customers worldwide include parts manufacturers in the automotive, aerospace, electronic, mechanical, and heavy equipment industries. ICAM products enable manufacturers to improve productivity, achieve tighter quality control and increase cost-effectiveness.

The 27 modular software solutions in the current ICAM product line include a variety of Numerically Controlled (NC) programming and generic post-processing tools, manufacturing process modelling and scheduling tools, as well as plastic injection moulding simulation and analysis tools. They offer a full range of state-of-the-art, completely integrated CAD/CAM technology. ICAM products have a superior interface, are easy to use, and comply with recognized industry standards. They are available on major hardware platforms and

operating systems, ranging from PCs to workstations to mainframes. ICAM has a division in Troy, Michigan.

MAJOR ACHIEVEMENTS

- has made significant investments in human resources and capital to remain at the forefront of CAD/CAM/CIM research and development.
- senior researchers and software programmers are internationally renowned and respected for contributions to the industry.
- has co-hosted and co-sponsored several business seminars and CAD/CAM workshops with the National Research Council of Canada and the Quebec and Canada Ministries of Industry and Commerce, and International Trade and Technology.
- guest exhibitor and conference speaker at many prestigious CAD/CAM exhibitions and conferences throughout the Western world.
- presented scholarly papers for publication before the National Aeronautics and Space Administration (NASA).

FACTS & FIGURES

Year Established:	1971
Total Number Employees:	25
Sales:	13
R&D:	12
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	85
Maintenance/Support:	3
Professional Services:	12
Revenues Generated In:	
North America:	90
South America:	5
Western Europe:	2
Asia Pacific:	3

KEY CUSTOMERS

Domestic

- National Research Council, Canada
- Valmet-Dominion, Canada
- Dowty Aerospace, Canada

International

- General Motors, USA
- Eaton Corporation, USA
- O'Sullivan Industries, USA
- Joy Technologies, USA
- Allied Bendix Aerospace, USA
- Los Alamos National Lab, USA
- McDonnell Douglas Electronics, USA
- City Polytechnic of Hong Kong
- Singapore Polytechnic
- Zimmer Klagenfurt, Austria
- Wilson Tool, United Kingdom
- TFMP, France
- Industrias Villares, Brazil

- Samsung, Korea
- SAIT, Korea
- Synergic Systems, India
- IMSPA, Argentina

TECHNOLOGY FOCUS

Computer-Aided Design/Computer-Aided Manufacturing (CAD/CAM)

CURRENT PRODUCTS

ICAM offers:

AutoCAM: an interactive graphic CAD/CAM part programming system, and NC tool path generator for milling machines, lathes, EDMs, torches and punch presses. This product is used by the automotive, aerospace, job shops, and electronic industries and runs under DOS, Unix, HP-UX, VMS, and Sun operating systems. Over 500 installations.

CAM-POST: an interactive post-processor generator for all NC/CNC machines up to 14 axis of control. Used by the automotive and aerospace industries this systems runs under DOS, Unix, Sun OS, NOS/VE, AEGIS, HP-UX, VMS, MVS, VM, AOS-VS, AIX, ULTRIX and has 1,000 installations.

CAM-MOLD: A CAE injection molding and design system used by molders, mod makers, and mold designers. It runs under DOS, Unix, VMS, and HP-UX, and Sun OS and has 35 installations.

CAM-APT-SURF: a full 5 axis APT IV processor with extensive sculptured surfaces capabilities. Used by the automotive, aerospace, job shops, and electronics industries, it uses DOS, Unix, HP-UX, NOS/VE, VMS, and AOS/VMS operating systems and has 150 installations.

CAM-CAL 1, CAM-CAL 2: Interactive introductory and advanced APT graphics tutorials.

FUTURE PRODUCT DIRECTIONS

Future products include:

IXGL: software for the automatic generation of the technical documentation related to post-processors created with *CAM-POST*.

IXTR (Intelligent eXpanded Tape Recovery): generic reverse post-processor tape recovery and verification system.

IXCL (Intelligent eXpanded Cutter Location): CLDATA file optimizer which reduces repetitive NC programming, facilitates interchanging CLDATA between similar systems, and allows feature based manufacturing.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, VMS, MVS, DOS, HP-UX, NOS/VE, AEGIS, AOS-VS, ULTRIX
- IBM PCs and compatibles, IBM workstations and mainframes, HP, Silicon Graphics, Control Data, DEC, Sun Microsystems

Geographic Markets:

Canada, United States, South America, Western and Eastern Europe, Asia Pacific

Industry Markets:

- automotive industry
- aerospace industry
- job shops
- electronics industry
- molding industry

DISTRIBUTION CHANNELS

Direct sales, Dealers, VARs, Distributors.

CURRENT MARKETING ACTIVITIES

ICAM has unilateral distribution agreements with firms such as CDC and MCS, Inc. and has a cooperative software marketing agreement with PTC.

PARTNERING INTERESTS

ICAM is developing cooperative software marketing agreements with strategic firms in the CAD/CAM industry.

IIS TECHNOLOGIES

275 Matheson Blvd. E.
Mississauga, Ontario
CANADA L4Z 1X8

Telephone: (416) 890-2773
Facsimile: (416) 890-6789

KEY PERSONNEL

Mr. J.W. Benton, President
E.R. Allen, Vice President, Sales & Marketing
P.W. Smith, Vice President, Technology
Development
R. Watts, Comptroller

COMPANY BACKGROUND

Formed in 1987, IIS Technologies is a wholly owned subsidiary of Bell Canada. the company's headquarters are in Mississauga, Ontario and branch offices are located in Montreal, Ottawa, Mississauga, and Chantilly, Virginia (USA).

IIS markets, develops and integrates hardware and software products in the IBM, MS/DOS, DEC, Unix, PICK, and Mac environments. The company originated within the Corporate Systems Organization of Bell Canada where the extensive expertise in these areas was acquired.

MAJOR ACHIEVEMENTS

- 1989 - won "The Most Significant Advance in Audiographics or Computer Conferencing" at Telecon XI conference for Group Telecommunications Software (GTCS) for the PC market.
- 1991 - won the same award for MacMica (Apple/Macintosh) conferencing product.

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	97
Sales:	14
Marketing:	5
R&D:	13
Management:	9
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	\$20,000,000
%Revenues Generated By:	
Software Products:	41
Hardware Products:	20
Maintenance/Support:	5
Professional Services:	25
%Sales Generated In:	
North America:	98
Western Europe:	2

KEY CUSTOMERS

Domestic

- Bell Canada
- American Express
- Agriculture Canada, Solicitor General, Privy Council, Revenue Canada
- Customs and Excise Canada
- Revenue Canada
- External Affairs and International Trade Canada
- Boeing Canada
- Departments of Communications, Fisheries, Health and Welfare, Supply and Services, Veterans Affairs
- EDS Canada
- ESSO Resources
- J.D. Irving
- Ontario Hydro

International

- Rockwell International, USA
- EDS USA
- Medtronics, USA
- Northern Telecom, USA
- Universities of Alaska, Illinois, New Mexico, Wisconsin
- New York Institute of Technology USA
- Texas Technical Institute, USA
- Kaiser Permanent, USA
- NEC America, USA
- Panduit Corp., USA
- J.P. Morgan, USA

TECHNOLOGY FOCUS

Multimedia Groupware, Workforce Management, and Connectivity software for all industries.

CURRENT PRODUCTS

The firm's diverse business focus offers clients a wide range of products and services. Integrated cooperative processing provides clients with a full range of software and hardware products tailored to meet individual requirements. Connectivity and control software products include control software for Digital and IBM environments, and OSI communication products for X.400, X.500, EDI and LU 6.2. IIS develops and actively markets multipoint conferencing software for both the PC and Mac environments with its GTCS (Group Telecommunications Software) and MacMICA products.

The firm also offers generic software for IBM VM, Digital/VMS, Unix PC Office Systems, and for PICK processing environments. The product range is rounded out by facilities management services which include service bureau operation, facilities management, and facilities consulting.

Multimedia Groupware products include (among others):

Group Telecommunications Software: PC based point-to-point or multipoint conferencing software

used by manufacturers, airlines and aerospace, petroleum and utilities industries.

GTCS Multimedia Conferencing System: a PC based multimedia, multipoint visual conferencing product that adds a new dimension to audio and video conferencing and offers simultaneous sharing of visual materials and real time interaction between remote locations. A stylus and tablet allow the user to share, annotate, and amend visual material interactively. For visual displays, there is the choice of a VGA or high resolution monitor, or large screen projector. Input options with GTCS include a document scanner, video camera and a laser printer for complete diversity and flexibility of input media.

GTCS Data Bridge: allows multipoint conferencing by GTCS systems across a variety of communication networks. GTCS users can conference through the *GTCS Data Bridge* by Asynchronous, Synchronous, LAN and ISDN data networks. Network speeds range from 2.4 kbps to 64 kbps of non-LAN networks, while LAN speeds are dependent on the speed of the individual LAN network. The bridge accepts a combination of communications cards so up to 32 conferees can meet at the bridge in up to 8 simultaneous sessions. These maximums are easily expanded through the use of sub-bridging.

MacMICA: a Macintosh based multipoint, interactive conferencing application providing real time, interactive conferencing between multiple workstations over AppleTalk networks.

Workforce Management products include (among others):

PSS Dispatch: specifically designed for the service industry, this product includes nine optional modules for a complete business system. Modules include on-line dispatch, inventory control, contract administration, configuration tracking, repair order processing, quality service reporting, billing/invoicing, financials, and office services.

IFMS (Installation Force Management System): a cost effective solution designed to streamline the administration of the control Centre. The system provides a mechanized approach to the processing and tracking of installation work by establishing a work force to workload balance forecast on a daily basis. IFMS provides timely access to order information via a number of management reports, thereby tracking every aspect of the installation process.

Connectivity products include (among others):
Synchrony: a PC software distribution management system for all markets.

Network Software Associates: SNA connectivity software for PC to IBM host.

Interlink SNS/SNA: IBM/DEC connectivity software for any company with multiple operating systems.

X-Com: high speed bulk data transfer between dissimilar (ie 22) computer platforms utilizing LU6.2 protocol peer-to-peer.

FUTURE PRODUCT DIRECTIONS

IIS plans to announce full motion video at the desktop as an extension to its current GTCS product.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, VMS, MVS/VM, Windows, OS/2, MS DOS, MAC OS, PICK

Geographic Markets:

Canada, United States, Western Europe

Industry Markets:

• all markets

DISTRIBUTION CHANNELS

IIS product revenues are generated through direct sales and VARs.

CURRENT MARKETING ACTIVITIES

Through strategic alliances, selective acquisition of appropriate third party products, and increased internal marketing and technical expertise, IIS Technologies believes it has positioned itself as a highly effective business partner. The company currently has 10 VARs throughout the United States, Finland and Japan.

PARTNERING INTERESTS

IIS is seeking further market penetration in the U.S. and would like to sign up an additional 15 VARs to resell GTCS and MacMica in this territory. As well, the company's goal is to find 5 VARs to cover Europe and the rest of the world market.

IMAGE CLUB GRAPHICS INC.

1902 Eleventh Street SE
Suite#5
Calgary, Alberta
CANADA T2G 3G2

Telephone: (403) 262-8008
Facsimile: (403)261-7013

KEY PERSONNEL

Ms. Danielle Dawson, Public Relations & Marketing
Mr. Brad Zumwalt, President
Mr. Grant Hutchinson, Creative Director
Ms. Patti Acheson, Special Projects Coordinator

COMPANY BACKGROUND

Image Club is an independent software company offering superior value to desktop publishers as one of the largest Macintosh and IBM PC Clip Art and font developers in the industry. Greg Kolodziejzyk, the current CEO, started the Calgary-based company in 1983 as a freelance graphics design house. Image Club was incorporated in 1985 and now has 12 employees and 15,000 loyal customers worldwide. Sales have doubled every year and are now reaching the \$2 million range.

Image Club was the first company to offer high quality PostScript Clip Art. Today, they have 24 volumes or over 4,000 high resolution Encapsulated PostScript (EPS) images available both on diskette and CD ROM. Image Club was also the first company to put EPS Clip Art on CD ROM in 1988. The *ArtRoom*™ CD ROM contains the firms entire, award-winning, *DigitArt*™ clip art collection. Again leading the software industry, Image Club was the first company to market vendor technology on CD ROM which is now licensed to AGFA/Compugraphic, Monotype and Adobe Systems.

MAJOR ACHIEVEMENTS

In addition to its industry firsts, such as: the first company to offer high quality PostScript Clip Art, the first company to put EPS Clip Art on CD ROM, and the first company to market vendor technology, Image Club was honored with First Prize at the 1990 Publish Clip Art Awards.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	10
Sales:	2
Marketing:	1
R&D:	2
Management:	2
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	\$1,600,000
%Revenues Generated By:	
Software Products:	100
%Sales Generated In:	
North America:	95
Eastern Europe	5

TECHNOLOGY FOCUS

Development of desktop publishing software for designers, educators, non-profit organizations, and small businesses.

CURRENT PRODUCTS

ArtRoom™ CD ROM: contains Image Club's entire award winning *DigitArt™* clip art collection.

LetterPress™ CD ROM: contains over 600 fonts.

Art & Type Vendor™: a pay-as-you-go product line featuring Image Club's entire collection of over 600 fonts and 20 volumes of Clip Art.

DarkRoom™ CD ROM: a collection of 375 black & white stock photographs.

Evolution™2.0: a font conversion utility, converts between TrueType, Type 1 PostScript, and Type 3 PostScript.

FUTURE PRODUCT DIRECTIONS

Image Club currently has plans to upgrade all CD ROM products by September 1992, produce Volume 25 of "Sports & Leisure", and introduce 10 new font/new faces for the spring of 1992.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Macintosh or MS-Windows

Geographic Markets:

Worldwide

Industry Markets:

Small Businesses including designers, educators, and non-profit organizations.

DISTRIBUTION CHANNELS

Image Club relies on direct sales for the majority of its product revenues. The company also uses other channels such as retail distribution and wholesale distribution.

CURRENT MARKETING ACTIVITIES

Image Club currently has joint marketing partnerships established with Corel Systems and Gold Disk in the United States. The company also has a bilateral distribution arrangement with Kagema of Switzerland.

PARTNERING INTERESTS

Image Club Graphics is interested in pursuing partnering opportunities with companies involved in illustration/layout software, CD-ROM, and add-on fonts or clip art markets.

IMAGING RESEARCH INC.

Brock University
600 Glenridge Avenue
St. Catharines, Ontario
CANADA L2S 3A1

Telephone: (416) 688-2040
Facsimile: (416) 685-5861

KEY PERSONNEL

Dr. Peter Ramm, President
Ms. Helen Staal, General Manager

COMPANY BACKGROUND

Imaging Research Inc. was established in 1984 and incorporated in 1986. The company produces personal computer based data analysis tools for biological and biomedical scientists. These tools include image analysis systems, graphics display systems and quantitative electrophysiological analyzers. The company has an extensive and active research and development program.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	18
Sales:	1
R&D:	7
Management:	3
Fiscal Year End:	January 23
Privately Held Company	

Annual Revenues-1991	\$3,500,000
%Revenues Generated By:	
Software Products:	25
%Sales Generated In:	
North America:	58
South America:	1
Western Europe:	31
Asia Pacific:	10

KEY CUSTOMERS

Domestic

- University of Toronto, Ontario
- Montreal Neurological Institute, Quebec
- University of Montreal, Quebec

International

- Sandoz, Switzerland
- National Institutes of Health, USA
- University of California, USA
- State University of New York, USA
- University of Pittsburgh, USA
- Merck, Sharp & Donme, United Kingdom
- Neuroscience Inc., Japan
- VA Medical Centres, New York, USA
- Glaxo Pharmaceuticals, North Carolina, USA and Italy
- Hoffmann La Roche, New Jersey, USA and Switzerland

TECHNOLOGY FOCUS

Image analysis software for biomedical research

CURRENT PRODUCTS

Imaging Research offers the *MCID (MicroComputer Imaging Device)* family of image analyzers including the *M1*, *M2*, and *M4*. They are used primarily in research labs.

Image analyzers use a sensing element (as opposed to a cursor) to form an image containing shades of gray or colors. Image analyzers must include accurate sensing elements, and computers capable of handling the large amounts of data provided by the sensing elements. When supplied with software designed specifically for bioscience tasks, image analyzers greatly enhance data gathering efficiency in applications such as densitometry, morphometry and grain counting.

Imaging Research is also involved in software for digital storage and analysis of electrophysiological data.

FUTURE PRODUCT DIRECTIONS

Imaging Research is currently developing *M3D*, a software for 3D image reconstruction and volumetric analysis.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- OS/2
- 80X86, EISA-Bus PCs

Geographic Markets:

Canada, United States, South America, Western Europe, Asia Pacific

Industry Markets:

Research laboratories in:

- universities
- pharmaceutical companies
- hospitals
- industrial laboratories
- medical research institutions

DISTRIBUTION CHANNELS

Most of the company's product revenues are generated from direct sales.

CURRENT MARKETING ACTIVITIES

Currently, Imaging Research has unilateral distribution agreements in place in Japan and Taiwan

PARTNERING INTERESTS

The company is seeking potential distributors worldwide.

INCONTEXT CORPORATION (FORMERLY ESP, EDUCATIONAL SOFTWARE PRODUCTS)

2 St. Clair Ave. West
Suite 1701
Toronto, Ontario
CANADA M4V 1L5

Telephone: 416-922-0087
Facsimile: 416-922-4282

KEY PERSONNEL

Mr. Robert Am, President
Mr. Sal Sancu, Vice President, Development
Mr. Ian Hembury, Vice President, Marketing & Sales

COMPANY BACKGROUND

Incontext Corporation was formed in 1991 as a spin-off company of a subsidiary of Meridian Technologies Inc., a Canadian public company. Today, the firm employs 15 throughout its departments of Marketing, Sales, Customer Support, Development, Maintenance, and Internal Systems.

MAJOR ACHIEVEMENTS

Incontext Corporation (formerly ESP) is widely recognized as one of a very few centres of industrial applied linguistics expertise in Canada. It was chosen as the only industry linguistics partner to organize a Centre of Excellence in Natural Language Computing, a consortium of the University of Toronto, University of Waterloo, University of Western Ontario, McMaster University and Queen's University. It is the only Canadian company

applying natural language to commercial writing productivity and learning software.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	15
Sales:	1
Marketing:	1
R&D:	11
Fiscal Year End:	March 31
Privately Held Company	

Annual Revenues-1991	\$1,000,000
% Revenues Generated By:	
Software Products:	95
Professional Services:	5
% Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Department of National Defence
- Ministry of Education of Ontario
- Industry, Science & Technology Canada
- Unisys Canada Corporation

International

- Unisys Corporation, USA
- Science Applications International Corporation, USA
- Cincinnati Bell Information Systems, USA

TECHNOLOGY FOCUS

Natural language artificial intelligence technology for document processing software.

CURRENT PRODUCTS

Incontext Corporation specializes in the application of natural language artificial intelligence technology to document processing software, in particular to products which support productivity enhancement through teaching of effective writing skills.

Current products include:

English 1: a natural language tutor used for educational and training purposes. This product has 1,500 installations and runs under the Unisys ICON operating system.

Canadian Encyclopedia on CD-ROM: an electronic reference tool used by educational institutions, and public and corporate libraries that runs under MS DOS.

FUTURE PRODUCT DIRECTIONS

The company is currently testing its newest product, Incontext, a Windows 3.1 based application aimed at the U.S. computer-assisted acquisition logistics and support market of the Department of Defence which encompasses the 60,000 largest industrial corporations of the United States.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS DOS, Unisys

Geographic Markets:

Canada, United States

Industry Markets:

- horizontal business market
- vertical government market
- Canadian educational market

DISTRIBUTION CHANNELS

Incontext distributes most of its products through OEMs and systems integrators.

CURRENT MARKETING ACTIVITIES

All of the company's marketing activities are conducted in North America. In 1988, Incontext developed a joint marketing agreement with Unisys in Canada and the United States in order to gain access to a large sales force. In 1991, the company entered into two U.S. VAR agreements; one with Science Applications International, the other with Cincinnati Bell, to gain access to large government and industrial accounts.

PARTNERING INTERESTS

Incontext would like to pursue joint marketing or joint R&D relationships with U.S. groupware or system software developers in order to leverage its technology with synergic products.

FRENCH PROFILE

INFO INNOV INC.

36 boul St. Cyrille Est
Quebec, Quebec
CANADA G1R 2B1

Telephone: (418) 523-6220
Facsimile: (418) 523-2195

KEY PERSONNEL

Ms. Sylvie Rioux, President
Mr. Georges Drapeau, Vice President

COMPANY BACKGROUND

Fondée en 1987, Info Innov s'est donné pour mission de développer du logiciels pour aider les gestionnaires à accéder facilement aux informations stratégiques, et fournir rapidement une vision d'ensemble puis détailler sur les situations anormales. Info Innov est un des leaders des Executive Information Systems (EIS) sous Windows en 1991.

Info Innov développe et distribue son logiciel Média, le système d'information pour les gestionnaires. La compagnie est structurée en deux entités principales: un groupe de R&D ainsi qu'un group de vente.

MAJOR ACHIEVEMENTS

- plus haut pointage lors d'une évaluation réalisé par *PC Week* (1991)
- Cité comme "The find of the Conference" (EIS Conference Report, 1990)
- Partenaire du consortium Le Macroscopie, projet de recherche et de développement de 40 millions \$

FACTS & FIGURES

Year Established:	1987
Total Number Employees:	10
Sales:	3
R&D:	5
Management:	2
Fiscal Year End:	June 30
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By: Software Products:	100
%Sales Generated In: North America:	100

KEY CUSTOMERS*Domestic*

- Donohue
- Compagnie d'assurances, St. Maurice, Quebec
- GRICS (Groupe du Reseau Informatique des Commissions Solaires), Quebec
- Association des hopitaux du Quebec
- Aire Liquide, Quebec
- Ministere du Revenu du Quebec, Quebec
- Ministere des Communications, Quebec, Quebec
- Commission des Normes du Travail, Quebec
- Societe d'habitation du Quebec, Quebec
- Hewlett-Packard

TECHNOLOGY FOCUS

EIS

Le logiciel Média est un système d'information destiné aux gestionnaires pour leur permettre d'accéder facilement et rapidement à la multitude d'informations disponibles et de détecter aisément les situations exceptionnelles. Il est construit autour d'

un dictionnaire de données et d'une base de données matricielles qui lui confèrent puissance et copviralité. Son utilisation est si simple qu'elle ne requiert aucun apprentissage laborieux ne mémorisation de commandes informatiques.

CURRENT PRODUCTS

Média a été conçu et complètement développé par Info Innov. Des 1987, des choix technologiques stratégiques d'avant-garde ont été faits. Windows 1.03 ainsi que la programmation par objets. Basé sur cet environnement de développement de pointe, Info Innov a non seulement concrétisé les concepts de tableau de bord et d'indicateurs de gestion, mais a également mis au point une technologie de manipulation et d'opération d'information de gestion.

Media is a tool designed to assist managers to easily access the full range of management information produced by their organization and to guide decision-making. This field is commonly known as IMSS (Interactive management support System), IDSS (Interactive Decision support System), and EIS (Executive Information System).

Media software has three main interfaces: a trend chart, giving managers an overview of their organization; computer-assisted retrieval (CAR) enabling users to access any kind of information in any format - table, histogram, pie, curve etc.; and rules of analysis system which automates the diagnoses made regarding the company.

The software operates under DOS with Microsoft's Windows software. It may also be operated with a microcentral communication system or in a local network. It is fed from existing data banks and makes it possible to take full advantage of the mass

of information transmitted directly from the organization's computer systems or from those that are manually captured.

Media requires an IBM or compatible computer with a 640K memory (including 365K of available memory), a hard disk, a graphics board (Hercules, EGA or VGA), a mouse or a touch-sensitive screen.

FUTURE PRODUCT DIRECTIONS

Média sera rendu disponible sur la plupart des plates-formes Unix ainsi que sur celle des Macintosh. Une version clients-serveur est en cours de développement. Finalement, Média sera en mesure de communiquer avec Lotus Notes.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Windows

Geographic Markets:

Canada, France, Algeria

Industry Markets:

Média s'applique à toutes les entreprises de moyenne et grande envergure, peu importe le secteur d'activité. Le principal critère d'utilisation est le besoin d'accéder à une grande quantité d'informations principalement numériques.

DISTRIBUTION CHANNELS

Product revenues are generated through direct sales and consulting services.

CURRENT MARKETING ACTIVITIES

Plusieurs compagnies reconnues en informatique et/ou management ont signé des ententes de distribution.

INFORMATECH INC.

1600 Henri Bourassa Blvd. West
Suite 304
Montreal, Quebec
CANADA H3M 3E2

Telephone: 514-333-5577
1-800-463-6644
Facsimile: 514-745-2966

KEY PERSONNEL

Mr. Alain Boudreault, President
Mr. Richard Laperierre, Chairman
Mr. Jean-Claude Desaulniers, Vice President,
Marketing

COMPANY BACKGROUND

With over a decade of research and development behind it, Informatech Inc. provides a wide range of versatile software. These products are designed to provide an immediate and secure operating foundation for managing all types of businesses. The company was established in 1977 using IBM S/3X architecture to develop a variety of software, always characterized by its high level of functionality and user friendliness.

The company supports three Divisions: Marketing and Sales, Research and Development, and Customer Service (project management, education, custom programming, consulting etc.). Branches in Chicoutimi and Quebec City offer consulting services as well as support to Informatech's customer base.

FACTS & FIGURES

Year Established:	1977
Total Number Employees:	93
Sales:	7
Marketing:	2
R&D:	25
Customer Service:	52
Management:	7
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991:	\$5,000,000
%Revenues Generated By:	
Software Products:	
Maintenance/Support:	
Professional Services:	35
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Groupe Jean Coutu, Longueuil, Quebec
- Airports of Montreal, Montreal, Quebec
- Canadian Helicopters Corp., St. John, Newfoundland
- United Auto Parts, Monreal, Quebec
- Gendis Business Distribution, Winnipeg, Manitoba
- Yellow Shoes, Montreal, Quebec
- Cambior, Montreal, Quebec
- Lac Minerals, Toronto, Ontario
- AUR Resources, Toronto, Ontario
- Alcan, Montreal, Quebec

International

- Grinnell Corporation, Exeter, New Hampshire, USA

TECHNOLOGY FOCUS

Business management software developed with IBM AS/400; CASE tools; and 4GL technology.

CURRENT PRODUCTS

All of Informattech's products are developed in-house by its R&D department.

Informattech's Maestro software offers a wide range of modules to address all aspects of business management. All of the company's software is designed around the IBM architecture, primarily in the AS/400 environment due to its ability to accommodate advanced applications.

Products include:

MAESTRO 400: a fully integrated, highly flexible, comprehensive Management Information System with 14 modules: payroll; human resources; fixed assets; general ledger; budgets and financials; accounts payable; accounts receivable; purchasing/receiving; inventory management; order entry/billing; sales analysis; forecasting; job costing; and supervision/security. Handles technical specifications such as menu driven, parameter driven, on-line editing, user managed security, interactive user documentation, and a full recovery system. With a customer base of 60, this product has cross-industry applications but is particularly suited to the mining, the public sector and distribution industries.

FUTURE PRODUCT DIRECTIONS

Informattech intends to integrate *Maestro 400* with outside media such as fax, imaging, PBX, bar coding, and other intelligent devices in order to automate more repetitive and error-prone functions.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- OS/400

Geographic Markets:

Canada, United States

Industry Markets:

- distribution
- mining
- public sector

DISTRIBUTION CHANNELS

All of Informattech's software sales are made directly in Canada and the United States.

CURRENT MARKETING ACTIVITIES

Since 1992, the company has had an affiliate agreement with Nortak Software located in Ottawa and Toronto, Ontario. In addition, an agreement was established with Syntax Systems from Montreal to distribute *MAESTRO 400* financials and payroll systems throughout North America.

PARTNERING INTERESTS

Informatech is interested in pursuing a VAR relationship with a North American distributor in the mining industry in order to expand its geographic coverage.

INFORMATIC SYSTEMS

1000 Finch Avenue, West
Suite 600
Downsview, Ontario
CANADA M3J 2V5

Telephone: (416) 665-8456
Facsimile: (416) 665-8458

KEY PERSONNEL

Dr. Zvi Barak, President
Ms. Sarah Barak, Vice-President
Mr. Denis Owchar, Vice-President Marketing & Planning

COMPANY BACKGROUND

Informatic Systems is the trade name adopted in 1985 by Barak Computer Systems. Dr. Zvi Barak started this company in 1981 focusing on the development of custom software solutions to business problems. In 1981, Sarah and Zvi Barak began their consulting business with the purchase of a Tandy Model II computer. They immediately identified Tandy's need for a computerized Canadian Payroll program to sell with the Tandy computers. Zvi and Sarah researched the laws regarding payroll in Canada and presented Tandy's Head office with a finished product just three months later. Tandy immediately purchased the rights for the program and marketed it for their Model II under their own name.

The Barak's insight to market demand prompted Informatic Systems' development of a multi-user accounting system, the first of its kind in Canada, to service small to medium sized companies. The multi-user system was then augmented with a series of specialized modules, such as General Ledger and Inventory Control, which when combined with utilities such as Report Writer form Informatic Systems' *Business Control Software (BCS)*.

MAJOR ACHIEVEMENTS

- recipient of 9 major awards for software excellence.
- 6000 *Business Control System* modules sold since 1981.
- 70% of 1989 revenues were generated from repeat business, illustrating Informatic Systems client satisfaction.
- more than 80% of *Business Control Systems (BCS)* installed remain in use (versus a figure of 25% for the industry leader).

FACTS & FIGURES

Year Established:	1981
Total Number Employees:	12
Sales:	3
Marketing:	2
R&D:	3
Management:	2
Fiscal Year End:	April 31
Privately Held Company	

Annual Revenues-1991	\$1,600,000
%Revenues Generated By:	
Software Products:	35
Hardware Products:	25
Maintenance/Support:	20
Professional Services:	20
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Transport Canada, Toronto, Ontario
- Workers Compensation Board, Toronto, Ontario
- Catepillar Canada, Edmonton, Alberta
- Wilkinson Sword Canada, Toronto, Ontario
- Cangene Corporation, Mississauga, Ontario
- Baghaj Developments Ltd., Toronto, Ontario
- Ault Foods, Ottawa, Ontario
- Distillers, Vintners and Brewers Agencies, Toronto, Ontario
- John Howard Society, Toronto, Ontario
- Ridley Industries Ltd., Weston, Ontario

International

- Vatican Mission, Cairo, Egypt
- University of Colorado, Boulder, Colorado, USA
- Matson Leasing, San Francisco, USA
- Ramika Industries, Sylmar, California, USA

TECHNOLOGY FOCUS

Complete control systems for small to medium sized manufacturing, distribution, construction and general accounting businesses.

CURRENT PRODUCTS

Informatic Systems' *Business Control Software (BCS)* is a diverse yet interconnected series of powerful software modules. One of the most advanced products of its kind, *BCS* is available in single and multi-user versions under DOS/Novell and Unix operating environments. *BCS* can track inventory by lot or serial number, handles multiple foreign currencies and is multi-lingual: English, French and Spanish versions can be run simultaneously by users accessing a common database.

This full-featured system includes: General Ledger, Accounts Receivable and Payable, Sales Order/Invoicing, Inventory Control, Bill of Materials, Purchasing, Serial/Lot Processing, Job Cost and Warehouse Management.

FUTURE PRODUCT DIRECTIONS

The *BCS v.5.0*, scheduled for release in March 1992, will feature Novell's Btrieve file structure for superior data integrity and will embody almost 60 additional product features and enhancements. *BCS v.6.0* will provide a Graphical User Interface (GUI) and is scheduled for second quarter, 1992 release.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, MS-DOS, Novell Networks

Geographic Markets:

North America

Industry Markets:

- Manufacturing
- Distribution
- Construction
- General Accounting
- Multi-National Organizations

DISTRIBUTION CHANNELS

Informatic Systems' *BCS* is primarily sold through its Toronto office with a Montreal-based value added reseller accounting for the remainder of product sales.

DISTRIBUTION CHANNELS

Informatic Systems is primarily marketed through its outbound sales force. A new dealer program is currently under development and will be implemented concurrently with the release of *BCS* Version 6.0 which, with its graphical user interface (GUI) will be a more attractive product for dealers to market.

PARTNERING INTERESTS

Informatic Systems is interested in finding partners in the US, Mexico, Europe, and Canada. US partners will be interested in establishing bilateral distribution agreements, joint marketing, or joint research and development. Mexican and European partners are sought who are interested in establishing unilateral distribution of *BCS*. For all geographic regions of interest, Informatic Systems is seeking partners for manufacturing, value added resale, and to share ownership/equity of the *BCS* product.

FRENCH PROFILE INFORMATRIX 2000

1120 Cherbourg
CP 2300
Sherbrooke, Quebec
CANADA J1J 3Y3

Telephone: (819) 566-2000
Facsimile: (819) 566-4044

KEY PERSONNEL

M. Bernard Casiez, Executive V.P., Operations & Marketing (Key Contact, extension 202)
M. Leo Provencher, Executive V.P., Administration & Personnel
M. Robert Gagnon, President

COMPANY BACKGROUND

Créée en 1970 par 3 professeurs de la Faculté d'Administration de l'Université de Sherbrooke et par 2 comptables agréés du cabinet de comptables Raymond Chabot, Martin Paré & Ass. de Montreal, Informatrix2000 a commencé à offrir le service de traitement des déclarations de revenus en service bureaux sur mainframe aux cabinets d'experts comptables au Québec. La clientèle s'est étendue à travers le Canada grâce à l'expansion naturelle de Informatrix et à un programme d'acquisitions soutenu. au début des années 1980, Informatrix a élargi ses services du développement et à la vente de logiciels de traitement des déclarations de revenus.

Organisation par chefs de produits responsables de la coordination complète du développement de chaque produit jusqu'à l'expédition chez le client. Ce chef de produit peut être soit un informaticien, soit un fiscaliste et il a pour principal collaborateur un spécialiste que le complète. Ex i si le chef de produit est un fiscaliste, ce a pour adjoint un informaticien et vice-versa.

MAJOR ACHIEVEMENTS

- finaliste mercuriades "Produit de l'Année", 1984
- mercuriades "Entreprise de Service", 1985
- Fédération de l'informatique du Québec "Finaliste Secteur Technologies", 1992
- logiciel "Hometax Plus" et "Limpot Personnel" - best seller in 1992

FACTS & FIGURES

Year Established:	1970
Total Number Employees:	150
Sales:	13
Marketing:	3
R&D:	55
Management:	15
Fiscal Year End:	January 31
Stock Listings: Listed on the Toronto Stock Exchange under SSK and on NASDAQ under SKEYF	

Annual Revenues-1991	\$22,000,000
%Revenues Generated By:	
Software Products:	65
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

•75% de tous les cabinets d'experts comptables (Comptables Agrées, CGA) au Canada utilisent nos services (logiciels our service bureau). Tous les cabinets de comptables nationaux (Arthur Andersen, Peat Marwick, Deloitte Touche Ross, Samson Belair, Clarkson Gordon etc.) utilisent les services soit de informatix ou de l'une de ses filiales.

FUTURE PRODUCT DIRECTIONS

- étendre les logiciels a la plateforme Windows
- développement de logiciels grand public
- telecommunication

TARGET MARKETS

Operating Systems and Hardware Platforms:
 • IBM PC/XT/AT, PS/1, PS/2, and compatibles

Geographic Markets:

Canada

Industry Markets:

- cabinets d'experts comptables au Canada
- intervenants saisonniers preparateurs de declarations de revenus
- grandes entreprises
- fiducies
- planificateurs financiers
- grand public

TECHNOLOGY FOCUS

Le traitement des déclarations de revenus des particuliers, des corporations et des fiducies.

CURRENT PRODUCTS

En général, la technologie fait partie du domaine publique. Pour une division (TAXPREP de Toronto), la technologie 4GL a été développée sur place.

Products include:

T1 Interactif, T1 Lot, TaxPrep T1, Cantax T1: traitement des déclarations de revenus individus, pour cabinets d'experts comptables.

T2: traitement des déclarations de revenus corporations utilisé par cabinets d'experts comptables et corporations.

T3/TP646: traitement des déclarations de revenus de fiducies utilisé par cabinets d'experts comptables et fiducies.

Hometax Plus/l'Impot Personnel: traitement déclarations individus utilisé par grand public.

Forms Master: impression formulaires fiscaux utilisé par cabinets d'experts comptables.

DISTRIBUTION CHANNELS

Most of the company's product revenues are generated through direct sales, the balance through retail distribution

CURRENT MARKETING ACTIVITIES

All of Informatix2000's products are marketed in Canada.

PARTNERING INTERESTS

The company is interested in pursuing unilateral distribution agreements in Europe.

INFOTECH INC.

485 Madison Street
Winnipeg, Manitoba
CANADA R3J 1J2

Telephone: (204) 885-2558
Facsimile: (204) 831-0416

KEY PERSONNEL

Ms. Zorianna Hyworon, President

COMPANY BACKGROUND

InfoTech Inc. specializes in the development of consumer-oriented software on health-related topics for the corporate, health care and health promotion markets. Its first product, the *WELLNESS CHECKPOINT™*, was released in 1990 and is being used for employee assistance, wellness promotion, patient education, public health promotion and health risk appraisal in corporations, small businesses, hospitals, schools, fitness centres, clinics and public access locations in Canada.

The *WELLNESS CHECKPOINT™* is also used as a marketing resource by insurance companies, computer hardware manufacturers and organizations marketing health-related products and services.

InfoTech is organized into two divisions: market development and product development and support. The company also has independent resellers (VARs) and sales representatives.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	12
Marketing:	6
R&D:	4
Management:	2
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	\$500,000
%Revenues Generated By:	
Software Products:	100
%Sales Generated In:	
North America:	97
Western Europe:	3

KEY CUSTOMERS

Domestic

- Manitoba Health Winnipeg, Manitoba
- Ontario Hydro, NGS, Toronto, Ontario
- Canadian Centre for management Development
- Wellness At Work, Toronto, Ontario
- Great West Life Assurance Company, Winnipeg, Manitoba

International

- HealthNet, Woodland Hills, California, USA
- General Wellness Corporation, New York, USA

TECHNOLOGY FOCUS

Artificial Intelligence (AI), Decision Support System (DSS), Computer Based Training (CBT)

CURRENT PRODUCTS

InfoTech Inc. uses a fifth-generation computer-based training authoring environment to create consumer-oriented products with graphics, animation and a user-friendly interface. InfoTech's products can be run on any IBM-compatible computer with CGA, EGA or VGA graphics, adapting its configuration to run from diskette or hard disk.

Products include:

WELLNESS CHECKPOINT™: A unique, interactive, user-friendly software product used to assess and show the user the health-related effects of the various aspects of their lifestyle. As the sun rises over the mountains to the familiar folk tune "Early One Morning", the user is drawn into a personalized, confidential opportunity to take stock of lifestyle habits that present a risk to health. Graphics, animation, humour, simple analogies and interaction are used to enhance the use of the software. The system includes a health risk assessment questionnaire with interactive feedback and goal setting, a Personal Wellness Profile report and over 2.5 hours of a card game.

WELLNESS CHECKPOINT™ Bilingual Module: a bilingual French module for Wellness Checkpoint.

WELLNESS CHECKPOINT™ Data Analysis: analyzes the data from Checkpoint to determine information such as risk factor scores and lifestyle habits.

WELLNESS CHECKPOINT™ DIRECTORY an interactive directory that is client managed and allows users to design their own presentation systems to interact with **WELLNESS CHECKPOINT™**. The product is used as an on-line 'kiosk' for information on wellness products and services.

FUTURE PRODUCT DIRECTIONS

The **WELLNESS CHECKPOINT™** is the first of a library of consumer-oriented software. It provides an introduction to the various topics that will follow. Customization of standard products will be considered for major clients or strategic implementations. Future R&D is to include the integration of CD-ROM storage, digitized audio, voice control and other technologies that would enhance the presentation of information and user interfaces.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Windows, DOS

Geographic Markets:

Canada, United States, Western Europe

Industry Markets:

- corporate human resources
- entrepreneurs
- small businesses
- health care institutions
- fitness and health promotion organizations
- computer hardware and software suppliers
- Value-Added Resellers
- software publishers
- marketing organizations

DISTRIBUTION CHANNELS

InfoTech's distribution channels include Value-Added Resellers, independent sales representatives and distributors.

CURRENT MARKETING ACTIVITIES

InfoTech's products are being marketed in the United States under VAR agreements with HealthNet, Tingley Systems, and General Wellness Corporation.

PARTNERING INTERESTS

The company is interested in pursuing VAR agreements in the United Kingdom and France, and would also like to establish joint research and development arrangements with a CD-ROM supplier and a consumer electronics firm.

INTEGRATED ENGINEERING SOFTWARE

#46 - 1313 Border Place
Winnipeg, Manitoba
CANADA R3H 0X4

Telephone: (204) 632-5636
Facsimile: (204) 633-7780

KEY PERSONNEL

Dr. Y. Bulent Yildir, President
Ms. Bennetta Benson, Sales & Marketing Manager

COMPANY BACKGROUND

Integrated Engineering Software, Inc. (IES) specializes in 2-dimensional (2D) and 3-dimensional (3D) software programs developed for CAE applications in electromagnetic design. The 2D and 3D software programs developed by the company are used to model and solve high technology engineering problems. The company's 2D/3D electrostatic field solvers, *ELECTRO™* and *COULOMB™*, are used for the design and analysis of electrical and electronic equipment. The 2D/3D magnetostatic field solvers, *MAGNETO™* and *AMPERES™*, are used for the design and analysis of magnetic devices and components. *OERSTED* is a 2D/RS time-harmonic field analysis package. IES' 3D time-harmonic field solver *FARADAY* is under development.

Integrated Engineering Software maintains customer support and product development divisions under its Research and Development Department as well as divisions for administrative support, sales and marketing/research which fall under the Sales and Marketing Department.

IES is expanding rapidly as international corporate and academic R&D centres now recognize the importance of CAE tools for EM analysis. IES is unique in this field, as it has developed the only software based on a technological innovation of the Boundary Element Method (BEM). Increasingly this technology is being recognized as the most powerful field solution algorithm available.

A number of international distributor and cooperative marketing arrangements with both corporations and hardware manufacturers are under development.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	18
Sales:	5
Marketing:	4
R&D:	7
Management:	2
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	80
Maintenance/Support:	15
Professional Services:	5
%Sales Generated In:	
North America:	85
Western Europe:	10
Asia Pacific:	5

KEY CUSTOMERS

Domestic

- Hydro Quebec, Montreal, Quebec
- F.P. Electronics, Mississauga, Ontario
- National Research Council, Ottawa, Ontario
- Trench Electric, Scarborough, Ontario
- Lumonics Incorporated, Kanata, Ontario
- Polycast, Winnipeg, Manitoba

International

- Mitsubishi Electric Corporation, Nagata-Ku Kobe, Japan
- N.V. Kema, Arnhem, The Netherlands
- IBM Corporation, USA
- Maxtor Colorado Corporation, USA
- NCEL, Naval Civil Engineering Laboratory, California, USA
- Xerox Corporation, USA
- Cooper Power Systems, USA
- Globe Motors, Ohio, USA
- Pacific Scientific, USA, Europe
- Honeywell, USA
- Lawrence Berkeley Lab, USA
- Swiss Federal Institute of Technology, Switzerland
- Timex, Germany

TECHNOLOGY FOCUS

Computer-Aided Engineering (CAD/CAE) software for electromagnetic design and analysis for PC-DOS and Workstation (Unix/Aix) platforms.

CURRENT PRODUCTS

Integrated Engineering's product offerings include:
ELECTRO: a 2D electrostatic field analysis program.

COULOMB: a 3D electrostatic field analysis program.

MAGNETO: a 2D magnetostatic field analysis program.

AMPERES: a 3D magnetostatic field analysis program.

OERSTED: a 2D/RS time-harmonic field analysis package.

FUTURE PRODUCT DIRECTIONS

The company is undertaking the development of products for 3D eddy current analysis and 2D/3D antenna and scattered design and analysis. BEM software for circuit board analysis is also under development.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- DOS, Unix/AIX

Geographic Markets:

Canada, United States, Western Europe, Japan

Industry Markets:

- electromagnetic equipment and component design and manufacturing industries.

DISTRIBUTION CHANNELS

Currently, the company employs a distributor to address the Japanese market. All others markets are handled through direct sales.

CURRENT MARKETING ACTIVITIES

Currently the company is involved in strategic endeavors with the Sun Catalyst Advantage Program, and the Silicon Graphics Developers Program. Integrated Engineering is also an IBM business partner and enjoys an IBM cooperative marketing agreement.

PARTNERING INTERESTS

The company seeks cooperative marketing arrangements worldwide.

INTERA INFORMATION TECHNOLOGIES CORPORATION

101 - 6th Avenue S.W.
Suite 2500
Calgary, Alberta
CANADA T2P 3P4

Telephone: (403) 266-0900
Facsimile: (403) 265-0499

KEY PERSONNEL

Mr. Brian Bullock, President & CEO
Merv Swan, Vice-President
Kit Jackman, Vice-President
Mike Kirby, Vice-President
Mr. David Hodgkinson, Vice-President
Ms. Joy Claypool, Manager, Customer Service

COMPANY BACKGROUND

Intera Information Technologies began operating in 1974 providing environmental consulting services to governments and industry. The company has grown through organic expansion and through a series of strategic acquisitions. Acquisitions include Exploration Consultants Limited (1986), Kenting Earth Science (1988), Aero Service (1989), and Jerry R Bergeson and Associates (1991). Intera Information Technologies Corporation was incorporated in 1990 for the purpose of the company's initial public offering.

The company has five divisions with head offices in various cities: Remote Sensing Division (Calgary, Alberta); Exploration and Environmental Divisions (Henley-on-Thames, United Kingdom); Petroleum Production Division (Denver, USA); and Geographic Information Solutions Division (Ottawa, Ontario). The corporate head office, which is responsible for the orchestration of investments

and initiations for all five divisions, is located in Calgary, Alberta.

Almost all of Intera's software was developed in-house. The one major exception to this is the *ECLIPSE* petroleum production software developed by and acquired from ECL in 1986. All software enhancements and revisions are performed in-house by Intera personnel. *SPANS* software is being maintained and enhanced by Intera Tydac Technologies Ltd., the company's Ottawa-based subsidiary which is also featured in this publication.

Intera also provides consulting services to resource industries and governments, and radar mapping services using the company's proprietary *STAR* systems.

MAJOR ACHIEVEMENTS

- Government of Alberta Export Achievement Award (1986, 1987, and 1989)
- Government of Canada Export Award (1988)
- The University of Calgary International Centre Award in recognition for international business (1988, 1989)
- Alberta Science & Technology Leadership Award for Outstanding Commercial Achievement in Science and Technology.

FACTS & FIGURES

Year Established:	1974
Total Number Employees:	500
Marketing:	50
R&D:	50
Management:	20
Fiscal Year End:	September 30
Stock Listings:	NASDAQ, TSE

Annual Revenues-1991	\$75,000,000
%Revenues Generated By:	
Software Products:	30
Professional Services:	30
%Sales Generated In:	
North America:	45
South America:	5
Western Europe:	20
Middle East:	5
Asia Pacific:	25

TECHNOLOGY FOCUS

The software development core of Intera focuses on the development of data base management and spatial information solutions.

CURRENT PRODUCTS

ECLIPSE: petroleum exploration simulation software package operating on either the MS-DOS or Unix platforms.

STARMAP: a Unix based ground surface mapping technologies especially useful to resource based industries and governments.

SPANS: geographic information system data base management and interpretation software. This multi-use package operates in the Unix environment.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, VMS, MVS, WINDOWS, MS-DOS

Geographic Markets:

North America , South America , Western Europe , Middle East , Asia Pacific

Industry Markets:

Resource Industries
Government

DISTRIBUTION CHANNELS

Intera Information Technologies generates 100% of its sales directly through its offices located in Canada, the United Kingdom, the United States, Australia, Indonesia, and Norway.

INTERACTIVE IMAGE TECHNOLOGIES

700 King Street West
Suite 815
Toronto, Ontario
CANADA M5V 2Y6

Telephone: (416)361-0333
Facsimile: (416)368-5799

KEY PERSONNEL

Mr. Joseph Koenig, President
Mr. Roy Bryant, Vice-President
Mr. Rian Cassells, Marketing Manager
Ms. Rosemary Waterston, General Manager

COMPANY BACKGROUND

Interactive Image Technologies Ltd. specializes in the development of software and videodiscs for education and training and information management. The firm produces custom projects for clients, and also sells off-the-shelf software to educators.

Since it began operations in 1982, the company has worked closely with training experts to produce films, videotapes, filmstrips, and print material resulting in a broad base of expertise in education, training and information technology. Interactive Image Technologies is now applying its skills to micro-processing technologies. It has gained a reputation as an innovator in designing educational software for micro-computers, and interactive videodisc programs.

All of Interactive Image Technologies' software programs have been developed in-house. In 1990 the company invested \$500,000 in research and development.

MAJOR ACHIEVEMENTS

Electronics Workbench
•Philadelphia based Media and Methods Magazine Award for excellence in educational software, 1989.
•Featured in major industry publications in the U.S., U.K., France, Germany, and Australia.

FACTS & FIGURES

Year Established:	1982
Total Number Employees:	15
Sales:	1
Marketing:	2
R&D:	7
Management:	5
Fiscal Year End:	January 31
Privately Held Company	

Annual Revenues-1991	\$1-2 million
%Revenues Generated By:	
Software Products:	85
Professional Services:	15
%Sales Generated In:	
North America:	60
Western Europe:	30
Asia Pacific:	10

TECHNOLOGY FOCUS

MS-DOS, Macintosh, and similar environments for interactive learning-related software and CAD/CBT authoring tools.

CURRENT PRODUCTS

HyperCASE: A development system for non-programmers that creates and runs interactive simulations software and/or videodisc for use in training, education and public information, and as a front-end for other products.

Electronics Workbench: Electronics Workbench is a computer-aided design simulator to create, build and test electronic circuits. The program is a unique training tool which simulates the operation of costly test equipment. The system operates in both the MS-DOS and Macintosh/VOS environments. This is the company's most successful product with over 2,000 clients world-wide.

JobSearch Club: An interactive role-playing simulation which allows Canadian students who want to develop their job-seeking skills to play the role and practise their skills in a story setting.

PC Lab: a comprehensive workbook on introductory level electronics, complete with a software diskette of exercises.

FUTURE PRODUCT DIRECTIONS

Continued refinement and extensions of these products into specific market areas.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS-DOS, Macintosh, QNX
- IBM AT/PS2 or true compatibles with 286 or greater, Macintosh Plus or greater

Geographic Markets:

Canada, the United States, Europe, Australia, South-East Asia

Industry Markets:

Education

- Schools
- Technical Schools
- Colleges
- University (first year)

Corporate

- Any firm that may require electronics training

Hobbyists

DISTRIBUTION CHANNELS

The North American market is addressed through direct sales, the European market through agreements outlined below.

CURRENT MARKETING ACTIVITIES

Interactive Image Technologies also has unilateral distribution agreements with LJ Technical Systems in the United Kingdom, Emona Enterprises of Australia, Compro Hard and Software of Germany, Stud-I of France, Per-Wiik of Norway and Terco of Sweden.

PARTNERING INTERESTS

Looking for strong distribution partners in Germany, Japan, Korea, Brazil, Mexico, Middle East, and Tiawan. These may not be in the software industry, but may be in education, publishing, or linked to colleges or other public institutions, with a strong relationship to their national educational or training systems.

INTERNATIONAL SOFTWARE SYSTEMS

202 - 6th Avenue, Suite 650
Calgary, Alberta
CANADA T2P 2R9

Telephone: (403)233-2520
Facsimile: (403)234-8583

KEY PERSONNEL

Mr. Donald G. Chapman, President
Ms. Turina Stang, Manager, International Sales & Marketing
Mr. Barry Morris, Vice President, Engineering

COMPANY BACKGROUND

International Software Systems Inc. (ISS) develops and markets a series of computer aided design (CAD) products for industrial plant design known as *CADPIPE*. The *CADPIPE* products were developed by engineers to automate and reduce labour-intensive plant design activities. The first four products, *CADPIPE Ortho*, *CADPIPE Iso*, *CADPIPE P&ID*, and *CADPIPE Forms* were announced and released in June, 1987. The Electrical package was released in June, 1989 and the Structural package in the fall of 1990 along with a new release of the *CADPIPE* series operating on the Sun workstation.

FACTS & FIGURES

Year Established:	1989
Total Number Employees:	23
Sales:	8
R&D:	15
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	96
Maintenance/Support:	4
%Sales Generated In:	
North America:	53
Western Europe:	25
Asia Pacific:	20

KEY CUSTOMERS

- Amoco
- ICI
- Jacobs Engineering
- JGC Japan
- Esso Chemical
- Kilborn Engineering
- Fortune 500 Companies Around The World

TECHNOLOGY FOCUS

Computer-Aided Design (CAD) for Industrial Plant Design

CURRENT PRODUCTS

CADPIPE: A complete industrial Plant design solution composed of a series of integrated software modules – *ORTHO, ISO, P&ID, FORMS* and *ELECTRICAL*. **CADPIPE** also incorporates *STRUCTURAL, 3-D* and the ANSI, British Standards, DIN and AFNOR databases, and interfaces to commonly used stress analysis packages.

Products presently run on IBM-PC 386 or compatibles, using AutoCAD as the base graphics driver. ISS's software optimizes the drawing and customizing capabilities of AutoCAD to produce drawings complete with materials information. The software is menu-driven and makes extensive use of database tables that contain the dimensions of piping components. The *ISS CADPIPE* series has served over 1,100 customers at more than 8,000 sites internationally.

FUTURE PRODUCT DIRECTIONS

ISS is committed to further enhancement of its existing products and the development of new products to complement design in industrial applications.

ISS is currently developing a fully integrated CAD/CAE software which will offer complete plant design solutions in the following disciplines: piping, mechanical, structural, electrical, civil, instrumentation and project engineering. The *CADPIPE* software will cover all aspects of plant design, construction, start-up, operation and retrofitting once the plant is in production.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS-DOS on the PC; and UNIX on Sun hardware

Geographic Markets:

Europe, Australia, South America, Middle East, India, Canada, and the United States

Industry Markets:

- Oil & gas extraction industry
- All piping applications
- Manufacturing & Processing Industries
- Chemical
- Food Products
- Petrochemical industry
- Pharmaceutical industry
- Pulp &

DISTRIBUTION CHANNELS

Approximately 105 dealers and distributors in 48 countries

CURRENT MARKETING ACTIVITIES

ISS manages an extensive national and international distribution system consisting of more than 105 dealers in 48 countries from its offices in Calgary, Alberta.

PARTNERING INTERESTS

Interested in discussing various partnering opportunities.

INTERA TYDAC TECHNOLOGIES INC.

2 Gurdwara Road
Suite 510
Nepean, Ontario
CANADA K2E 1A2

Telephone: (613) 226-5525
Facsimile: (613) 226-3819

KEY PERSONNEL

Mr. Richard Higgins, President
Mr. Giulio Maffini, Executive Vice President
Ms. Pamela Welgan, Communications

COMPANY BACKGROUND

Intera Tydac Technologies specializes in the development of geographic information system (GIS) software and related applications. Intera Tydac develops, markets, and supports the *SPANS* family of GIS products worldwide.

The company is a subsidiary of Intera Information Technologies Corporation, a publicly traded company that provides data collection, processing, and interpretation products and services to resource and petroleum companies and governments worldwide. Intera Tydac also has a strategic alliance with the IBM Corporation.

MAJOR ACHIEVEMENTS

- Canada Award for Business Excellence, 1989

FACTS & FIGURES

Year Established:	1991
Total Number Employees:	50
Sales:	10
Marketing:	2
R&D:	32
Management:	6
Fiscal Year End:	September 30
Privately Held Subsidiary	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	85
Maintenance/Support:	9
Professional Services:	6
%Sales Generated In:	
North America:	55
Western Europe:	25
Asia Pacific:	15

TECHNOLOGY FOCUS

Geographic Information Systems (GIS)

CURRENT PRODUCTS

SPANS: The *SPANS* product line provides total GIS solutions that perform either as stand-alone systems or in enterprise-wide environments. Offering organizations flexibility in their choice of GIS for different levels of decision-support, *SPANS* provides users with a broad suite of GIS products and services ranging from easy-to-use desktop mapping to sophisticated data analysis and modelling to customized applications solutions.

SPANS is available on three operating systems: OS/2 (using Presentation manager), AIX (using Motif and Windows), and DOS. All have a common look and feel via their respective graphical user interfaces.

SPANS is used for a wide range of applications including environmental analysis, mineral exploration, forestry, land use planning, resource mapping, regional planning, defence and intelligence applications, water resources planning, crop entomology, soils research, marine sciences, transportation planning, demographics, marketing research, local government applications, and real estate economics.

FUTURE PRODUCT DIRECTIONS

Intera Tydac is committed to providing *SPANS* users with analytical problem-solving tools to meet the operational needs of business in both the natural resources and commercial sectors. The company will continue to develop and provide innovative GIS products that offer *SPANS* users new applications solutions that respond to specific enterprise needs.

TARGET MARKETS

Operating Systems and Hardware Platforms:

OS/2, MS-DOS, AIX running on IBM PS/2 and RS/6000

Geographic Markets:

Worldwide

Industry Markets:

- environmental analysis
- mineral exploration
- forestry
- land use planning
- resource mapping
- regional planning
- defence and intelligence applications
- water resources planning
- crop entomology
- soils research
- marine sciences
- transportation planning
- demographics
- marketing research
- local government applications
- real estate economics

DISTRIBUTION CHANNELS

Intera Tydac generates its product revenues through direct sales channels, distributors, and VARs.

CURRENT MARKETING ACTIVITIES

The company is an IBM Business Partner in Canada, the United States, the United Kingdom and in most European countries and South America.

PARTNERING INTERESTS

Intera-Tydac is seeking distributorships outside of North America and VADs/VARs worldwide.

FRENCH PROFILE
**IRISCO TECHNOLOGIE
 INC.**

4820 Boul. Henri-Bourassa
 Charlesbourg, Quebec
 CANADA G1H 3A7

Telephone: (418) 623-3834
 Facsimile: (418) 623-8265

KEY PERSONNEL

M. Ricardo Talbot, President
 Ms. Caroline Grenier,

COMPANY BACKGROUND

Fondé en 1976, Irisco oeuvre et ans le développement de produits logiciels relatifs aux communications multi-plate forme. Intégrait le support multi-lingue. A ce jour plus de 10,000 liens installes. Deux bureaux actifs: Montreal et Quebec.

Deux divisions, soit une en recherche et développement qui développe des produits enfonction de besoins spécifiques. Et une autre qui ingegre et installe de facon pratique directeuent chez le client. Une troisieme division, technique assure l'installation et le support aux usagers.

MAJOR ACHIEVEMENTS

• de 75% du marché des émulateurs 3270 au gouvernement du Quebec.

FACTS & FIGURES

Year Established:	1976
Total Number Employees:	26
Sales:	5
Marketing:	1
R&D:	10
Management	7
Stock Listings:	Privately Held Company

Annual Revenues-1991	\$5,000,000
%Revenues Generated By:	
Software Products:	50
Hardware Products:	30
Maintenance/Support:	5
Professional Services:	15
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Société Canadienne des Postes, Ottawa, Ontario
- Laurentienne Générale, Montreal, Quebec
- Hydro-Quebec, Montreal, Quebec
- Banque Royale, Montreal, Quebec
- Banque Laurentienne, Montreal, Quebec
- Gouvernement Quebec
- Comission Santé et Sécurité du Travail
- Readers Digest, Montreal, Quebec
- Defence Nationale, Val-Cartier, Quebec
- Canadian Marconi, Montreal, Quebec

TECHNOLOGY FOCUS

Logiciels d'émulation 3270 pour mainframe IBM AS/400, VAX, Unix; Gateway cartes de communication pour plates formes identiques type coax 3270.

CURRENT PRODUCTS

(ISTC - see brochure)

FUTURE PRODUCT DIRECTIONS

Produits d'intégration en connectivité

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, VMS, MVS, Windows, OS/2, MS DOS, MAC OS

Geographic Markets:

Canada

Industry Markets:

- Financial Post 500
- banks
- governments
- fabrication
- ingénierie

DISTRIBUTION CHANNELS

All of Irisco's product revenues are generated through direct sales.

CURRENT MARKETING ACTIVITIES

Currently all marketing activities are focused in Canada.

JADE SIMULATIONS INTERNATIONAL CORPORATION

1422 Kensington Road, N.W.
Third Floor
Calgary, Alberta
CANADA T2N 3P9

Telephone: (403) 974-0444
Facsimile: (403) 283-3041

KEY PERSONNEL

Dr. Brian W. Unger, President and CEO
Mr. Thomas I. Csathy, Chairman of the Board
Mr. James A. Inkster, Vice President
Mr. Greg A. Kletke, Vice President

COMPANY BACKGROUND

Jade develops and markets high-performance simulation software products based on the company's proprietary, breakthrough technology. Through the effective utilization of distributed and parallel processing, this technology leads to not only the greatly accelerated execution of large and complex simulations, but also major savings in hardware costs and software development. Typical applications are in new product design (e.g. ECAD, CASE), system operations (e.g. tele-communications, C4I), and operator training (e.g. network managers, air traffic controllers). Jade's overall business objective is to become the world's leading supplier of high-performance simulation software.

FACTS & FIGURES

Year Established:	1988
Total Number Employees:	24
Sales:	2
Marketing:	2
R&D:	16
Management:	
Stock Listings:	Privately Held Company

Annual Revenues-1991	\$1,000,000
%Revenues Generated By:	
Software Products:	20
Professional Services:	80

TECHNOLOGY FOCUS

Simulation Software.

CURRENT PRODUCTS

TimeWarp: A simulation accelerator for distributed and parallel computers.

Jade's *TimeWarp* is the world's first and only implementation of an optimistic synchronization mechanism for parallel simulation executions. Keywords in Jade's product line are *TimeWarp*, UNIX, object-oriented, C++, distributed and parallel computing, EDA, and network simulation.

Sim++: An object-oriented discrete event simulation programming language. It allows developers to write simulations on sequential hardware while providing a seamless path to parallel via TimeWarp.

Telecom Framework an integrated set of tools and models that support the development, creation, and analysis of telecommunication simulations.

FUTURE PRODUCT DIRECTIONS

Jade, typically with industry partners, is also developing its application specific products to bring the performance benefits of technology to several specific simulation markets. The first of these products are:

- *Parallel VHDL simulator*, an electronic circuit design tool capable of efficiently simulating designs of 5 to 10 million gates

- *RTSim++*, a lower CASE tool that provides a simulated test bed for debugging and testing large real-time embedded software systems.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Sun workstations, Meiko computing surface, BBN Butterfly, Hewlett Packard 9000 Series, UNIX

Geographic Markets:

Canada and the United States

Industry Markets:

- telecommunications
- ECAD
- CASE
- Air Transportation
- EDA
- Military

DISTRIBUTION CHANNELS

Jade is currently expanding its Canadian and U.S. direct sales groups, which will be focussed on semi-custom sales to major corporations and government laboratories. A strategy has been developed for the establishment of alternate channels through distributors, OEMs, VARs and systems integrators.

CURRENT MARKETING ACTIVITIES

Jade holds a marketing agreement with Sun Microsystems, a joint product development and marketing agreement with a leading ECAD-VHDL vendor, and a development and marketing agreements with the operating subsidiary Telus Corp.

PARTNERING INTERESTS

Jade is interested in collaborating with:

- Large systems integrators active in air traffic control, computer and communications network design, and complex modelling and simulations projects to work with Jade in their development efforts;
- CASE tool developers in the embedded systems and real-time markets to act as OEMs and VARs;
- Developers of telecom network planning tools and telecom consulting firms to act as OEMs and VARs;
- Major computer companies and parallel computer developers interested in having Jade's products available on their systems;
- Software product companies with established simulation products, which could benefit from significant acceleration, and
- Companies interested in distributing Jade's products outside North America.

JDA SOFTWARE SERVICES LTD.

7220 Fisher Street S.E.
Suite 210
Calgary, Alberta
CANADA T2H 2H8

Telephone: (403) 255-9317
Facsimile: (403) 252-9605

KEY PERSONNEL

Mr. Doug Marlin, President
Mr. Don Thompson, Vice-President, Marketing
Mr. John Leduc, Vice-President, Industry Solutions
Mr. Brian Pow, Vice-President, Business Management

COMPANY BACKGROUND

Jim Armstrong and Doug Marlin began their careers and launched JDA Software Services in Calgary in 1979. Initially IBM contract programmers the team diversified with the design, development and installation of a comprehensive retail system for a single Canadian Tire Store retailer. This system included integrated financial management, merchandising, point of sale and warehouse control. The retailer's success with this product resulted in Canadian Tire Corporation purchasing the system outright from JDA and installing it in 250 outlets across Canada. JDA has continued to develop and enhance their product lines, marketing to other large retail chains.

Describing itself as a flat, entrepreneurial company, JDA employs 34 personnel and maintains a management layer responsible for Marketing, Point of Sale Systems, Technical Support, Project Management, and Business Management. All remaining associates have direct customer and technical responsibilities. JDA have developed its product lines, the Merchandising Management and the Distribution Store Systems in-house.

MAJOR ACHIEVEMENTS

- honoured with numerous IBM Remarketer Awards including the 1990 International Quality Award.
- key domestic accounts include Bargain Harolds, Blacks Photography, Henry Birks and Sons Jewellers, Aikenheads Home Improvement, and Lewiscraft Canada .

FACTS & FIGURES

Year Established:	1979
Total Number Employees:	34
Marketing:	1
R&D:	3
Management:	6
Fiscal Year End:	November 30
Privately Held Company	

Annual Revenues-1991	\$5,000,000
%Revenues Generated By:	
Software Products:	45
Hardware Products:	5
Professional Services:	50
%Sales Generated In:	
North America:	92
Western Europe:	7
Asia Pacific:	1

KEY CUSTOMERS

Domestic

- Black Photo Corporation, Toronto, Ontario
- Canadian Tire Corporation, Toronto, Ontario
- Henry Birks & Sons, Montreal, Quebec
- United Farmers Co-Op, Calgary, Alberta
- Aikenheads Home Improvement, Toronto, Ontario
- Lewiscraft Canada, Toronto, Ontario

International

- Laura Ashley, Newark, New Jersey, USA
- Mothercare U.K. Ltd., London, U.K.
- Norther Auto, Phoenix, Arizona, USA
- Tandy Name Brand, Fort Worth, Texas, USA
- Brashs Consumer Electronics, Australia

TECHNOLOGY FOCUS

JDA provides comprehensive management systems for medium to large retail chains.

CURRENT PRODUCTS

Merchandise Management System (MMS): a complete head-office solution for medium to large retail chains, operating in the OS/400 environment. JDA has serviced 67 clients to-date with MMS.

Distribution Store System (DSS): a comprehensive retail store point of sale system design specifically for medium to large retail chains and operating on the MS-DOS platform.

FUTURE PRODUCT DIRECTIONS

An upcoming product enhancement for both product lines includes a retailing function designed specifically for the fashion industry.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- OS/400, MS-DOS
- AS/400, PSI, 4684

Geographic Markets:

Canada, United States, Australia, United Kingdom

Industry Markets:

Medium to large retail chains

DISTRIBUTION CHANNELS

All sales are generated directly through JDA's head office and its affiliates located in Phoenix Arizona, Chicago Illinois, New York N.Y., and London U.K.

CURRENT MARKETING ACTIVITIES

JDA Software has partnerships established with affiliates in the United States and the United Kingdom that provide for joint marketing and research and development. These affiliates leverage research and development investment and provide extensive large retail market coverage.

JETFORM CORPORATION

560 Rochester Street
Suite 400
Ottawa, Ontario
CANADA K1S 5K2

Telephone: (613)594-3026
Facsimile: (613)594-8886

KEY PERSONNEL

Mr. Abe Ostrovsky, President
Mr. John Glead, Executive Vice President, Product
Development
Mr. Barry Gillespie, Marketing Manager

COMPANY BACKGROUND

The company was established in 1982 as Indigo Software Ltd., a developer of forms management software, and a consultant in automated forms systems. The company's primary product is *JetForm*, a forms creation and filling software which lends the firm its new name. *JetForm* is a multi-platform, multiple operating system forms automation solution.

MAJOR ACHIEVEMENTS

- PC Magazine's "Editor's Choice", November, 1991
- Byte magazine's "Best PC Forms Product", November, 1991
- PC Week, "Forms Shoot-Out" winner, February, 1992

FACTS & FIGURES

Year Established:	1982
Total Number Employees:	45
Sales:	6
Marketing:	2
R&D:	9
Management:	3
Stock Listings:	Privately Held Company

Annual Revenues-1991	\$5,000,000
%Revenues Generated By:	
Software Products:	80
Professional Services:	20
%Sales Generated In:	
North America:	85
Western Europe:	10
Asia Pacific:	5

KEY CUSTOMERS

- Bank of Montreal
- Chase Manhattan Bank
- American Express
- Deloitte & Touche
- National Aeronautics & Space Administration
- New England Telephone
- Ontario Hydro
- AT&T
- Exxon Corp.
- Hewlett Packard Corp.
- Children's Hospital of San Francisco
- Allstate
- Liberty Mutual Life Insurance Co.
- American Red Cross
- Canadian National Railway

TECHNOLOGY FOCUS

Forms Management Software/Forms Processing Software

CURRENT PRODUCTS

JetForm offers three specialized software solutions designed to work alone or together. They include:

JetForm Design. the full-featured electronic forms design software that also includes form filling.

Based on the Microsoft Windows interface, *JetForm-Design* is an easy to use, powerful way to create all the forms needed to run a business.

JetForm Filler. the fill-only companion for *JetForm Design*. *Filler* works in both Windows graphical and character based modes and supports the complete range of fill and database link functions of *JetForm Design*.

JetForm Server. the only client/server architected forms server available, and the only way to automate the entire process of data collection and forms generation.

FUTURE PRODUCT DIRECTIONS

JetForm is expanding in scope to become a corporate-wide vehicle for the manipulation of formatted data. The use of networks to move data around an organization eliminates the need for many printed forms. *JetForm* recognizes this and is therefore moving away from a "fill and print" application towards a "fill, transmit, update, store and print-if-necessary" application.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS-DOS, Windows, UNIX, HP-3000

Geographic Markets:

Worldwide

Industry Markets:

Banking and finance, large corporations

DISTRIBUTION CHANNELS

JetForm distributes its product through retail chains as well as major hardware and software suppliers and system integrators.

CURRENT MARKETING ACTIVITIES

The company holds cooperative marketing agreements with IBM and Hewlett Packard.

PARTNERING INTERESTS

Indigo is looking for strategic partners in forms, networks and corporate-wide solutions as well as VARs and OEMs interested in developing applications involving forms creation, printing or manipulation.

KAKARI SYSTEMS LTD.**FACTS & FIGURES**

10548-106 Street
Edmonton, Alta.
CANADA T5H 2X6

Telephone: 403-426-5716
Facsimile: 403-426-5718

KEY PERSONNEL

Dr. Chuck Elliott, President
Ms. Brenda Hawkins, Partner

COMPANY BACKGROUND

Kakari Systems Ltd. was incorporated in 1981 by its President, C.J. Elliott. The company has experienced continued growth for 10 years and is now recognized as a major software vendor in maintenance management, cleaning management and, more recently, construction estimating applications.

The company has departments for Development, Programming, Administration, Sales, and Maintenance Training.

MAJOR ACHIEVEMENTS

- provision of support and upgrade for several major software systems over a wide client base.
- development of 4GL standards which dramatically reduce software development time and revision time.

Year Established:	1981
Total Number Employees:	8
Sales:	2
Marketing:	1
R&D:	4
Management:	1
Fiscal Year End:	December 31

Annual Revenues-1991	\$850,000
%Revenues Generated By:	
Software Products:	0
Hardware Products:	10
Maintenance/Support:	10
Professional Services:	15
%Sales Generated In:	
North America:	100

KEY CUSTOMERS*Domestic*

- Vancouver General Hospital, Vancouver, British Columbia
- Slave Lake Pulp Corporation, Slave Lake, Alberta
- Millar Western Pulp, Meadow Lake, Saskatchewan
- Ledcor Industries, Vancouver, British Columbia

TECHNOLOGY FOCUS

DBMS for maintenance, inventory, estimating, and cleaning management.

CURRENT PRODUCTS

Products include:

IGOR: a maintenance management application for the manufacturing and building industries.

Task Tracker: a cleaning management product used by hospitals and building owners.

Estimates: used for construction estimating.

Pipe Estimating: used for pipe estimating in the construction industry.

K-Engine: a commercial Fourth Generation Language (4GL) based on Clipper.

FUTURE PRODUCT DIRECTIONS

Kakari has just released K-Engine, a powerful multi-user commercial 4GL for developers and end users.

TARGET MARKETS

Operating Systems and Hardware Platforms:

DOS

Geographic Markets:

Canada

Industry Markets:

- manufacturing
- construction
- building owners
- businesses requiring 4GL

DISTRIBUTION CHANNELS

Kakari generates all of its product revenues through direct sales.

CURRENT MARKETING ACTIVITIES

The firm established an equity agreement with the Canadian firm, Purnell Industrial Inspection Ltd. in order to gain overseas and U.S. market access.

PARTNERING INTERESTS

Kakari is interested in pursuing joint marketing partnerships with firms in the United States, Europe, and possible South America, to explore market opportunities that would facilitate competition with Oracle and Paradox, etc. in the DOS environment.

KALON SOFTWARE LITD.

1735 Bayly Street
Pickering, Ontario
CANADA L1W 3G7

Telephone: (416) 831-0515
Facsimile: (416) 831-0510

KEY PERSONNEL

Ms. Karen McMenemy, President & CEO
Mr. Lonnie W. Ellis, V.P., Technical
Ms. Jean K. McMenemy, Secretary/Treasurer
Mr. Robert J. McMenemy, Sales Manager
Ms. Jane F. Rowland, Director, Customer Services
Mr. Brian Rooney, Manager, Development

COMPANY BACKGROUND

Established in 1980 by Karen McMenemy and incorporated in 1982, Kalon Software Ltd. specializes in the manufacture of software such as fixed asset packages, and manufacturing systems. Originally, Kalon's software was acquired from the bankruptcy of a U.K. firm in the early eighties. The firm also distributes other software.

Kalon has three Departments: Technical and Research, Administration, and Consulting. There is also a Vancouver office.

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	22
Sales:	2
Marketing:	2
R&D:	6
Management:	7
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991:	\$2,500,000
%Revenues Generated By:	
Software Products:	50
Hardware Products:	5
Maintenance/Support:	20
Professional Services:	25
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Molson Breweries, Toronto, Ontario
- Sileorps Ltd., Scarborough, Ontario
- Consumers Packaging, Toronto, Ontario
- Globe & Mail, Toronto, Ontario
- Luc Minerals, Toronto, Ontario
- Manitoba Data Services, Winnipeg, Manitoba
- Rothman, Berton and Hedges, Toronto, Ontario
- Cyanamic Canada Inc., Markham, Ontario
- Thrifty Canada Ltd, Mississauga, Ontario
- Keeprite Inc., Brantford, Ontario

International

- Computer Associates, Garden City, New York, USA
- Lea-Siegler, Detroit, Michigan, USA
- UNUM Ltd., Portland, Maine, USA
- Helmsman Group, Princeton Junction, New Jersey, USA
- Financial Software Solutions, East Windsor, New Jersey, USA
- Central Maine Power, Augusta, Maine, USA

TECHNOLOGY FOCUS

Fixed asset and manufacturing software.

CURRENT PRODUCTS

The company's software is developed in-house by the Technical and Research department.

Products Include:

OPT-4: a manufacturing software running under the MS DOS operating system.

ACE: a fixed asset product for mini computers, suitable for any industry.

TARGET MARKETS

Operating Systems and Hardware Platforms:
MS DOS
Geographic Markets:
Canada, United States
Industry Markets:
<ul style="list-style-type: none"> • all businesses including: • government • wholesale • financial (insurance and banking) • manufacturing • non-profit organization • educational institutions

CURRENT MARKETING ACTIVITIES

Kalon's software is distributed in Canada and the United States. The company is the sole Canadian distributor for the Helmsman Group and Financial Software Solutions, both of the United States.

KEA SYSTEMS LTD.

3738 North Fraser Way
Unit 101
Burnaby, British Columbia
CANADA V5J 5G1

Telephone: 604-431-0727
Facsimile: 604-431-0818

KEY PERSONNEL

Mr. Jim Elliott, President
Mr. Wayne King, Vice President, Development
Mr. Eric Alexandre, Vice President, Marketing & Sales

COMPANY BACKGROUND

KEA Systems Ltd. is a west coast software company, founded in 1975. Initially, KEA concentrated on process control and data communications consulting in the DEC world. In response to customers' requirements, the company moved into packaged software in the early 1980s. Today KEA offers a family of terminal emulation software and network products.

FACTS & FIGURES

Year Established:	1975
Total Number Employees:	28
Sales:	6
Marketing:	3
R&D:	8
Management:	11
Fiscal Year End:	December 31

Annual Revenues-1991	\$5,000,000
%Revenues Generated By:	
Software Products:	90
Hardware Products:	10
%Sales Generated In:	
North America:	67
Western Europe:	37
Asia Pacific:	3

KEY CUSTOMERS

Domestic

- Atomic Energy of Canada, Ontario, Manitoba
- Rogers Cantel, North York, Ontario
- Shell Canada Ltd., Montreal, Quebec

International

- US Government (Andrews AFB, MD; 7CG/AIR, Pentagon; APEO (CU), Washington), USA
- British Gas, United Kingdom
- Electricity Commission, New South Wales, Australia
- Norsk Hydro, Bergen, Norway
- Rhône-Poulenc, France
- Sandoz, Switzerland

TECHNOLOGY FOCUS

Terminal emulation and workstation products.

CURRENT PRODUCTS

ZSTEM - Terminal Emulation Software:

In 1982, KEA Systems developed an emulator of Digital equipment's VT52 terminal on the Zenith Z89 personal computer. This was followed in 1983 by a VT52 emulator for the Zenith Z100; this product was called *ZSTEM*, an acronym for Zenith Smart Terminal EMulator. The next year, KEA Systems developed a more general VT100 emulator which ran on the IBM PC. This was followed in 1985 by a Tektronix 4014 emulator, in 1986 by a VT220 emulator, and in 1987 by a VT241 emulator. These products went through many enhancements in the years that followed. In 1990, KEA announced *ZSTEM 320* and *ZSTEM 340*, running under both MS DOS and the SCO Unix operating systems.

There are over 140,000 users of *ZSTEM*, tens of thousands of whom are in the US government. KEA's emulators are used throughout the US, Europe, Australia and Canada, and appeal to technically demanding users. *ZSTEM* has bid successfully on five US government contracts by AT&T, Unisys and Zenith Data Systems.

KEAterm - Terminal Emulation Software for MS Windows: In 1991, KEA Systems introduced *KEAterm 420*, the first DEC VT emulation software for PCs running MS-Windows. *KEAterm* gives PCs the flexibility to access VAX and Unix host applications concurrently with PC applications while maintaining the full power of Windows. Enhancements provided by Version 2, a significant release in 1992, include an improved script language, additional file transfer facilities, expanded network interfaces, and user definable on-screen buttons.

The PowerStation Keyboard:

In 1988, a total emulation solution was developed by KEA Systems and has been a significant strategic and financial success. The PowerStation keyboard has the exact layout of a DEC VT200/VT300 keyboard, and plugs directly into the PC. Used with *ZSTEM* or *KEAterm* emulation software, it makes a PC, AT or PS/2 appear and function exactly as a VT terminal.

Network Connection Software:

KEA Systems has developed numerous products to complement its *ZSTEM* and *KEAterm* software. To meet the growing need for network connection software *KEAlink LAT* was introduced in 1990. This product allows KEA's emulation products to connect to a VAX using DEC's LAT protocol. *KEAlink TCP*, *KEAlink NFS* and *KEAlink IPX* network connection software soon followed. Other products complementing the KEA line have included *EGArate* and *DECKhand*.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, Windows, MS DOS

Geographic Markets:

Canada, United States, Western Europe, Australia, New Zealand

Industry Markets:

- Fortune 500 companies
- governments
- military
- universities

DISTRIBUTION CHANNELS

Half of KEA's product revenues are generated from direct sales. The balance is channeled through a combination of manufacturers agents, dealers, OEMs, and systems integrators throughout Canada the United States, Western Europe, Australia and New Zealand.

CURRENT MARKETING ACTIVITIES

KEA currently enjoys three major partnering arrangements. Established in 1989, an OEM agreement with a U.S. Mainframe manufacturer facilitates the sale of DOS and Unix emulators to the U.S. government. Since 1990, KEA has enjoyed a VAR relationship with a U.S. Computer and Communications Manufacturer for the sale of DOS emulators to the U.S. government. And more recently, in 1991, an OEM agreement was forged with a French Mainframe Manufacturer for the world wide sale of KEA's Unix based emulation products. Under the terms of KEA's agreements with these companies, their names may not be released publicly.

PARTNERING INTERESTS

KEA would be interested in establishing a bilateral distribution agreement with a non-competitive emulation company to broaden its marketplace worldwide. Network companies worldwide are also of interest for bilateral distribution and OEM agreements in order to expand the existing product line and distribution.

KEYWORD OFFICE TECHNOLOGIES LTD.

2816 - 11th Street, N.E.
Calgary, Alberta
CANADA T2E 7S7

Telephone: 403-250-1770
Facsimile: 403-250-1964

KEY PERSONNEL

Mr. Dal Bryant, President
Mr. Robert Blackshaw, Vice President
Mr. Ralph Ashman, Vice President

COMPANY BACKGROUND

Keyword Office Technologies Ltd., founded in 1979, is the world leader in document interchange technology. Keyword's *KEYpak* "An Enterprise Wide, Intelligent Document Interchange Solution", is designed to allow the exchange of documents with other users without concern of document processing systems or hardware platforms.

FACTS & FIGURES

Year Established:	1978
Total Number Employees:	65
Sales:	6
Marketing:	5
R&D:	30
Management:	15
Fiscal Year End:	September 30
Stock Listings:	Privately held company.

Annual Revenues-1991	Confidential
Revenues Generated By:	
Software Products:	\$6,000,000
Maintenance/Support:	\$500,000
Professional Services:	\$500,000
%Sales Generated In:	
North America:	88
Western Europe:	12

KEY CUSTOMERS

Domestic

- ICI, Toronto, Ontario
- Ministry of Health, Kingston, Ontario
- Department of Communications, Ottawa, Ontario

TECHNOLOGY FOCUS

Revisable Document Interchange technology.

CURRENT PRODUCTS

KEYpak enables document interchange on a variety of host systems including VAX/VMS, IBM VM, IBM MVS, HP MPE, LAN, Unix, Wang and several others. *KEYpak* is seamlessly integrated with DEC ALL-IN-1 IOS, HP Desk Manager, ALL-IN-1 DESKtop, HP open Mail, ALL-IN-1 Mail, Uniplex, DEC ALL-IN-1 Manager for LANS, IDI BASIS and IBM PROFS/OfficeVision to allow transparent document interchange within a corporate wide network.

In addition, Keyword's Professional Services group can provide a range of services including customized e-mail integration, network design, application integration, enterprise wide computing and gateway technologies. Keyword can also provide migration conversion services through its Conversion Bureau.

DISTRIBUTION CHANNELS

Keyword markets its products world-wide through direct sales, dealers, distributors, and OEM channels.

FUTURE PRODUCT DIRECTIONS

True compound document conversion capabilities are currently under development. The first product shipment is scheduled for the fourth quarter of 1992.

CURRENT MARKETING ACTIVITIES

Keyword has a worldwide customer base and enjoys enviable OEM product supplier relationships with major computer companies. Third party agreements exist in Canada, the United States, United Kingdom, France, Germany, Holland, and Australia.

TARGET MARKETS

Operating Systems and Hardware Platforms:

VAX/VMS, IBM VM, IBM MVS, HP MPE, Windows, DOS, MAC OS

Geographic Markets:

Canada, United States, Western Europe

Industry Markets:

- cross-industry/horizontal

KINTEAK SOLUTIONS INC.

310 Bronson
Ottawa, Ontario
CANADA

Telephone: (613) 234-9807
Facsimile: (613) 234-7237

KEY PERSONNEL

Mr. Dan Dang, President
Ms. Ivy Dang, Manager

COMPANY BACKGROUND

Kinteak Solutions Inc. was formed in 1986 as Kintec Micro Systems by the firm's President, Mr. Dan Dang, a 20 year software developer. The firm provides business solutions and has three departments: Sales and Marketing, Support and Service, and Research and Development.

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	10
Sales:	2
Marketing:	2
R&D:	5
Management:	1
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	\$1,000,000
%Revenues Generated By:	
Software Products:	40
Hardware Products:	40
Maintenance/Support:	10
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- National Museum of Nature, Ottawa, Ontario
- Museum of Natural Science, Ottawa, Ontario
- Rideauwood Institute, Ottawa, Ontario
- Revenue Canada, Ottawa, Ontario

TECHNOLOGY FOCUS

DBMS Business Management, POS, and Survey software.

CURRENT PRODUCTS

Kinteak offers software solutions for small to medium sized businesses running under DOS and Novell. Products include:

KBM-Kinteak Business Manager: an inventory, sales, marketing and purchasing product.

KPS-Kinteak Point of Sale: an integrated point of sale software and hardware package.

KSS-Kinteak Survey Systems: used by Quality Assurance Departments or any organization that conducts surveys, KSS provides quick data entry and reports.

FUTURE PRODUCT DIRECTIONS

Upcoming developments include new features and extension into Unix platforms for the *KBM* and *KPS* products. As well, *KSS* will be capable of reading data from survey questionnaires using a scanner which will increase data entry speed.

TARGET MARKETS

Operating Systems and Hardware Platforms:

DOS, Novell

Geographic Markets:

Canada

Industry Markets:

- small and medium sized businesses
- federal government

CURRENT MARKETING ACTIVITIES

Marketing activities to date have been focused on the Canadian marketplace.

PARTNERING INTERESTS

Kinteak would like to expand its market world wide and is seeking software vendors in Europe and Asia to distribute its product offerings.

DISTRIBUTION CHANNELS

Kinteak develops all of its software in-house. Revenues from these products are derived from direct sales activities performed out of the company's head office in Ottawa, and its branch office in Montreal.

KNOWLEDGE HOUSE PUBLISHING LIMITED

3845 Dutch Village Road, Suite 201
Halifax, Nova Scotia
CANADA B3L 4H9

Telephone: (902)455-1962
Facsimile: (902)455-5279

KEY PERSONNEL

Dr. Bernard Schelew, President & CEO
Ms. Theresa Smart, Managing Director
Mr. Ronal Suter, Director, International Marketing
& Sales

COMPANY BACKGROUND

Knowledge House Publishing was established in 1984 by Dr. Bernard Schelew, who was then a practicing family physician. The company develops medical simulation software and went public in 1988. An international marketing strategy was implemented in 1991 which has generated product revenues in three foreign countries to date.

The company maintains departments for Administration, Marketing, Research and Development, and Production.

MAJOR ACHIEVEMENTS

- reviewed in the Journal of Family Practice (USA) in 1992.
- signed an international marketing agreement with Merck and Company to distribute *Patient Simulator (PSII)* simulations to its subsidiaries around the world.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	10
Sales:	3
R&D:	2
Management:	2
Fiscal Year End:	February 28
Stock Listings:	Listed on the Montreal Stock Exchange

Annual Revenues-1991	\$755,086
%Revenues Generated By:	
Software Products:	100
%Sales Generated In:	
North America:	90
Western Europe:	10

KEY CUSTOMERS

Domestic

- Merck-Frosst Canada Inc., Montreal, Quebec
- Glaxo Canada Inc., Mississauga, Ontario
- Boehringer Ingelheim Pharmaceuticals, Burlington, Ontario
- Sandoz Canada, Dorval, Quebec

International

- Merck Sharpe & Dohme, USA
- Merck Sharpe & Dohme, Belgium
- Merck Sharpe & Dohme, Australia
- Glaxo, Belgium

TECHNOLOGY FOCUS

PC-based simulation and multi-media program software for medical applications.

CURRENT PRODUCTS

Knowledge House Publishing Limited specializes in the research and development of medical simulation software. Knowledge House has developed an interactive system, *Patient Simulator II* that places the user in the role of a doctor. Tests can be ordered, drugs prescribed, etc. Unlike other simulators, this program is a dynamic model. The condition of the patient actually improves or deteriorates on a minute-to-minute basis, and the patients' conditions may be monitored through their vital signs. These products are designed for the medical education fields at the undergraduate, post graduate and continuing medical education levels are accredited by the College of Family Physicians of Canada.

FUTURE PRODUCT DIRECTIONS

Knowledge House has planned the release of *Patient Simulator II, version 2* for August of 1992. It will include many enhancements and added features. In addition, the company is developing multi-media educational programs for the medical profession.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Windows, DOS, Macintosh

Geographic Markets:

Canada, United States, Belgium, Australia

Industry Markets:

- pharmaceutical companies

DISTRIBUTION CHANNELS

All product revenues are generated from direct sales through the company's head office. *Patient Simulator I/II* distributed through pharmaceutical companies.

CURRENT MARKETING ACTIVITIES

Knowledge House currently enjoys agreements with IBM, and Bull HN Information Systems, and has dedicated representatives in Canada, Europe, and the United States.

PARTNERING INTERESTS

The company is interested in discussing various partnering opportunities

KTS SYSTEMS GROUP

124 Merton Street
3rd floor
Toronto, Ontario
CANADA M4S 2Z2

Telephone: (416) 483-2809
Facsimile: (416) 483-2863

KEY PERSONNEL

Mr. Gary M. Tile, President
Mr. Alwyn Snipelisky, Executive Vice President & CFO
Mr. J. Ronald Fehler, President, Advertising Systems Division
Mr. Edward J. Shafran, President, Systems & Technology Division
Mr. Joel A. Nirenberg, Vice President
Mr. Marc A. Ansell, Vice President

COMPANY BACKGROUND

KTS was incorporated in 1977 when the company's founders identified a common need of businesses for specialized computer services provided by people with exceptional computer and business skills. Since its inception, the business has experienced consistent growth and has become a major supplier of software solutions to the advertising and fundraising industries in North America. Today, the group has over 65 employees in its offices in Toronto, Montreal, New York and Los Angeles.

The company has five Divisions:

The Advertising Services Division provides comprehensive solutions for advertising agencies, media buyers and production houses in North America. Revenues in this division are generated by licence fees, monthly support fees, program modification charges, consulting services and hardware sales to advertising agencies.

The Fundraising Division markets its Appeal and Navasoft Packages to non-profit organizations in

minicomputer and microcomputer environments respectively. This group's revenues are derived from software sales, software development, hardware sales, education and training, ongoing monthly support services and consulting services.

The Business Solutions division addresses the needs of large and medium sized businesses in a broad range of industries with respect to its financial and distribution requirements. Revenues are derived from software development, hardware sales, annual software license fees, education and training, ongoing monthly support services and consulting services.

The Systems and Technology Division focuses on the technological aspects of the industry and through its research and development efforts ensures that all products maintain their leading edge. The primary focus is on systems integration that provides comprehensive hardware platforms, PCs, networks and communications to customers in the advertising and fundraising industries.

The KTS Consulting Services Division is the most recent area of expansion. Services are presently concentrated in the advertising sector.

MAJOR ACHIEVEMENTS

- exclusive Canadian distributor of Applied Digital Data Systems Inc.'s hardware products.
- awarded numerous marketing awards including marketer of the year in 1988.
- *Adtraq* product has achieved a position of dominance in the advertising industry in Canada and has many high profile clients.

FACTS & FIGURES

Year Established:	1977
Total Number Employees:	68
Sales:	4
Marketing:	3
R&D:	2
Management	5
Fiscal Year End:	October 31
Privately Held Company	

Annual Revenues-1991	\$7,200,000
%Revenues Generated By:	
Software Products:	36
Hardware Products:	41
Maintenance/Support	16
Professional Services:	7
%Sales Generated In:	
North America:	100

TECHNOLOGY FOCUS

DBMS integrated software for the advertising, fundraising and non-profit industries, and payroll software for large organizations.

CURRENT PRODUCTS

In achieving dominance amongst advertising agencies in Canada and being the system of choice for most major media buying groups, KTS has developed extensive experience in the advertising industry and has successfully positioned itself for dynamic growth in the future. With over one hundred clients in the fundraising and non-profit sector, KTS is the leading supplier in Canada of software and related services to this market.

Products include:

Adtraq Advertising Software: an integrated software for the planning, buying, production, accounting and administration functions of advertising agencies, this system operates under Unix and has an installed base of 92. Originally marketed under license to a U.S. corporation, KTS acquired the business in 1990 and now controls the development of *Adtraq* which is marketed under that name in Canada and as *Adserve* in the United States.

Appeal Fundraising Software: developed completely in-house, Appeal Fundraising is an integrated software to control fundraising, pledges, special events, accounting and administrative functions for fundraising and non-profit organizations. Operating under Unix and PICK, the system has 14 installations.

Navasoft FRC Fundraising Software: developed in-house by Navacell Ent Ltd. of Toronto and acquired in 1989, this product addresses the same functions as the Appeal Fundraising product, but runs under DOS. Many enhancements have been made since its acquisition in 1989 and today it boasts a customer base of 123.

Paywell Payroll & Personnel System: under license to a European company, Paywell is a sophisticated parameter driven payroll system designed to meet advanced payroll requirements of organizations with more than 100 employees. It operates under DOS and Unix and has an installed base of 21.

FUTURE PRODUCT DIRECTIONS

KTS continually enhances its products based on input received from users, industry trends and technological advancements. The organization is focused on existing products, as the company does not intend to increase its product range at the present time.

Immediate short term enhancements include Windows compatibility, barcode capabilities and wide area network support capability.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, DOS
- IBM, NCR, HP, and compatibles

Geographic Markets:

Canada, United States

Industry Markets:

- advertising industry
- fundraising & non-profit industry
- manufacturing industry (payroll only)
- wholesale distribution industry

DISTRIBUTION CHANNELS

Most of KTS's products are sold directly through branch offices in Toronto, Montreal, New York, and Los Angeles.

CURRENT MARKETING ACTIVITIES

The company has built its current customer base by focusing on its niche markets. Due to relatively high hardware costs, only companies with a large number of users could cost justify an integrated solution. As technology changes have caused hardware costs to drop, KTS perceives an increasing demand for its products and services from mid-size and smaller prospects. In addition to the activities of its branch offices, KTS established VAR agreements with NCR Canada and Applied Digital Data Systems Inc. in 1990 and 1984 respectively.

PARTNERING INTERESTS

Due to the concentration of advertising agencies in a few large cities, the company's objectives in North America can be achieved by having additional sales and support offices in Chicago, Atlanta, Dallas, and Vancouver. These cities, combined with existing branch office locations, would enable KTS to service well in excess of 80% of the mid-size to larger agencies. To this end, the company is seeking strategic alliances to enable it to achieve its long term goals.

LANWORKS TECHNOLOGIES INC.

2425 Skymark Avenue
Mississauga, Ontario
CANADA L4W 4Y6

Telephone: (416) 238-5528
Facsimile: (416) 238-9407

KEY PERSONNEL

Mr. George Kostiuk, President
Ms. Eva Kostiuk, Vice President
Mr. Ihor Petelycky, Director, Marketing

COMPANY BACKGROUND

Lanworks Technologies Inc. is a privately owned company which has been involved with various aspects of local area network (LAN) and data communications technology since 1985.

In the beginning, the company's focus was the Novell NetWare platform, and as a Novell Development Partner, Lanworks Technologies Inc. provided system software and driver development to many major LAN related hardware manufacturers.

Today, Lanworks Technologies Inc. specializes in the development and manufacture of Remote Program Load firmware and software, operating in a number of Local Area Network Operating System environments. Core products include BootWare, BootWare/MSD, BootWare/LM, BootWare PLUS, and BootWare/RPL.

MAJOR ACHIEVEMENTS

- 1989 - Lanworks expands *BootWare* line to support most of the major LAN adapters.
- 1990 - *BootWare/MSD* provides the first major enhancement to Novell Remote Boot capabilities.
- 1991 - Lanworks Technologies Inc. enters into *BootWare* licensing agreements with two of the largest LAN adapter manufacturers in the world (3Com and SMC).
- 1991 - *BootWare/LM* Lanwork's first step towards providing RPL solutions for other major LAN operating systems.
- 1991 - Lanworks Technologies Inc. ships the 100,000th *BootWare PROM*.
- 1991 - Lanworks patents its new *SmartROM* technology, which allows for updating ROMs directly in LAN adapters.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	10
Sales:	2
Marketing:	2
R&D:	4
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991	\$2,500,000
%Revenues Generated By:	
Software Products:	100
%Sales Generated In:	
North America:	55
Western Europe:	40
Asia Pacific:	1

KEY CUSTOMERS

- Deloitte & Touche
- Microsoft Corporation
- Compaq Computer Corp.
- Dofasco Inc.
- Alaska Airlines
- Boeing
- CBS, Holland
- General Electric and Plastics, Holland
- KPMG Peat Marwick, Scotland
- NCNB
- United States Internal Revenue Service
- Approximately 30 North American Universities and Colleges

TECHNOLOGY FOCUS

Remote Reset PROMs and utility software for diskless booting capabilities.

CURRENT PRODUCTS

In the past few years *BootWare* has gained the reputation of being the most comprehensive solution for remote booting workstations in the Novell NetWare environment. In 1991, Lanworks released the first versions of *BootWare* for Microsoft's LAN Manager operating system. This milestone marked the beginning of Lanwork's strategy to provide remote boot solutions for all major Network Operating Systems.

Products include:

BootWare: provides LAN administrators with the most comprehensive set of tools available to install, configure, and maintain remote reset capabilities on their Novell networks. *BootWare* is currently offered in 30 versions, which support 40 of the most popular ARCNET, Ethernet, and Token-Ring LAN adapters. All current versions support NetWare 3.x, MS DOS 5.x, DR DOS 6.x, and are Windows 3.x compatible.

BootWare/MSD: provides enhanced control of the Novell remote boot services in multi-server environments, and significantly simplifies their management. *BootWare/MSD* consists of two components; an NLM which is loaded on one or more NetWare 3.1 file servers, and MSDEDIT, a workstation-based editor and report generator.

BootWare/LM: *BootWare* for LAN Manager Networks is currently offered in 15 versions which support approximately 25 of the most popular Ethernet and Token-Ring adapters. *BootWare/LM* supports LAN Manager 2.0, 2.1 and all versions of DOS and OS/2 currently supported by the LAN Manager Remote Boot Service.

BootWare/RPL: currently under development, this family of *BootWare* PROMs will conform to the IBM RPL specification, providing Remote Program Load capabilities for all major Network Operating Systems. *BootWare/RPL* will provide support for Novell NetWare, Microsoft LAN Manager, Banyan vines, IBM LAN Server.

BootWarePLUS: eliminates the need to replace *Remote Boot* or *RIPL* PROMs due to Network Operating system, Disk Operating system, version or configuration changes. It consists of a *SmartROM* (non-volatile read/write memory device) whose contents can be updated in a ROM socket which only has provisions for read operations. The device is a pin-for-pin replacement for normal ROMs. Write access to the device is controlled by an optional password. An accompanying diskette provides all versions of the *BootWare* code, a password key and software for updating the *SmartROM*.

FUTURE PRODUCT DIRECTIONS

In addition to ongoing enhancements to the current product line, Lanworks Technologies Inc. is developing other *bootWare* related products to remain competitive. As LAN workstations become more popular, support for technologies such as Flash and E2 PROMs, FDDI, new LAN operating systems will be required. Lanworks Technologies Inc. expects to continue to be at the forefront of RPL technologies in the future.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS DOS, DR DOS, OS/2, OS/2 2.0, Unix, Novell NetWare, Microsoft LAN Manager, Banyan Vines, IBM LAN Server

Geographic Markets:

Canada, United States, Western Europe, Australia, Asia, South America

Industry Markets:

- all industries

DISTRIBUTION CHANNELS

Lanworks Technologies Inc. has its sales office in Canada, which is responsible for North American sales. International sales are handled by Network Marketing International, a manufacturers representative located in California. BootWare is sold through approximately 50 distributors worldwide.

CURRENT MARKETING ACTIVITIES

The company currently targets two main areas: distributors and their channels, and Local Area Network hardware and software manufacturers. The company advertises regularly in the trade press and attends North American and International Trade shows.

Lanworks Technologies Inc. has various strategic partnering agreements as well as OEM's and Licensees. Some of these include:

- Novell Inc.
- Microsoft Corporation
- Banyan
- Standard Micro Systems
- 3Com Corporation
- Alloy Computers
- Alpha Micro Systems
- Digital Equipment corporation
- Proteon Inc.
- Digital Communications Associates
- Ungermann Bass
- NCR Corporation

PARTNERING INTERESTS

The company is interested in various partnering opportunities including licensing, OEM, and third party development.

LAWTEK COMPUTER SYSTEMS 1986 LTD.

333 25th. Street East
Suite 601
Saskatoon, Saskatchewan
CANADA S7K 0L4

Telephone: 306-934-1160
Facsimile: 306-931-7671

KEY PERSONNEL

Mr. Glen Beck, President
Ms. Pat Beck, V.P. Administrative

COMPANY BACKGROUND

Lawtek Computer Systems, established in 1980, is a privately-held company specializing in the development of software applications for the legal profession. Lawtek's entire staff have been with the company for many years and have developed considerable expertise in the area of law office systems. Lawtek has maintained a vigorous research and development program, integrating the most advanced technology available into the legal environment. These efforts have culminated in the firm's 'information systems' approach to the modern law office.

Lawtek has its own wholly owned research and development subsidiary, L-TEK Solutions Inc.

MAJOR ACHIEVEMENTS

- introduced the first fully integrated law office management system in Canada in 1979.
- developed the first client server relational database MIS systems for the legal market.

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	8
Fiscal Year End:	January 15
Privately Held Company	

Annual Revenues-1991	\$1,000,000
%Revenues Generated By:	
Software Products:	10
Hardware Products:	40
Maintenance/Support:	10
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Sims Clement Eastman, Kitchener, Ontario
- McCraig DesRochers, Edmonton, Alberta
- Pusnor Mitchell Davis and Co., Kelowna, British Columbia

TECHNOLOGY FOCUS

Software, systems integration, host independence, and open systems architecture for the legal profession.

CURRENT PRODUCTS

Lawtek computer Systems Inc. provides *AUTOMation Law*, a complete management information system designed for the law office environment. The company's unique solution brings together relational database technology with a 4GL language front-end to provide the missing link in network systems. Essentially this allows the law office to integrate its current network systems with its information systems needs by installing a client-server relational database with Lawtek's *AUTOMation Law Applications* package.

AUTOMation Law combines powerful leading edge technologies to provide a solution for the information demands of the large modern law office. An important design feature of the system is that it offers the law office the opportunity of integrating a wide variety of existing equipment. An additional feature is that the package is capable of running on multiple platforms to provide the client with host independence.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, MS DOS, Mac OS
- IBM, DEC, HP, Macintosh

Geographic Markets:

Canada, United States

Industry Markets:

- legal vertical market

DISTRIBUTION CHANNELS

Lawtek's revenues are derived strictly from direct sales.

CURRENT MARKETING ACTIVITIES

Lawtek enjoys joint research and development and VAR agreements with two U.S. firms, Dimension and Sybase. These relationships have resulted in the ongoing development of 4GL host independent RDBMS.

PARTNERING INTERESTS

The company is interested in pursuing U.S. distributors to develop channels for the host independent product.

LE GROUPE BERCLAIN

FACTS & FIGURES

3175 Chemain Quatre-Bourgeois
Suite 100
Sainte-Foy, Quebec
CANADA G1W 2K7

Telephone: (418)654-1454
Facsimile: (418) 654-0645

KEY PERSONNEL

Mr. Bernard Tetu, President
Mr. Louis Tetu, Vice President, Marketing
Mr. Jean Lavigueur, Vice President, Finance

COMPANY BACKGROUND

Le Groupe Berclain's main product offering, *MOOPI*, is a factory control and scheduling system. It was developed out of the President's private research in industrial production which resulted in a working prototype of a simulator with an innovative method for quickly converging to an optimum schedule. Berclain was established in 1985 in order to turn *MOOPI* into a marketable product and today employs 26 and reaps revenues in excess of \$1 million.

The company maintains departments for Research and Development, Corporate Sales and Marketing, Canadian Field Operations, and Latin American Field Operations.

MAJOR ACHIEVEMENTS

- 1991, Mercuriad Optima Award from the Quebec Chamber of Commerce.
- earned the status of Premier Solution Provider with Hewlett-Packard due to the strategic nature of its technology.

Year Established:	1985
Total Number Employees:	26
Sales:	4
Marketing:	3
R&D:	9
Management:	3
Fiscal Year End:	May 31

Annual Revenues-1991	\$1,980,000
%Revenues Generated By:	
Software Products:	62
Hardware Products:	9
Maintenance/Support:	10
Professional Services:	19
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Alcan, Montreal, Quebec
- Sidbec-Dosco, Lasalle, Quebec
- Joly Engineering, St. Laurent, Quebec
- Camoplast, Richmond, British Columbia
- Airborne, St. Leonard, Quebec
- Westra, Pointe Claire, Quebec

International

- Condumex, A Division of Pirelli, Mexico City, Mexico
- Tamsa, Veracruz, Mexico

TECHNOLOGY FOCUS

Finite scheduling software for the discrete manufacturing market.

CURRENT PRODUCTS

Current product is *MOOPI*: a factory control and scheduling system for the discrete manufacturing industry. This product runs under Unix and has an installed base of 60.

FUTURE PRODUCT DIRECTIONS

Berclain's upcoming product line is a networked *MOOPI* system. This product will allow the synchronization of manufacturing operations across different plants. It can be used to schedule a client-supplier relation (ie Ford with a subcontractor) or multiple plants within the same company.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix

Geographic Markets:

Canada, Mexico

Industry Markets:

discrete manufacturers including:

- aerospace
- automotive
- cable and wire drawing
- plastic
- machining
- parts assembly

DISTRIBUTION CHANNELS

Most of Berclain's product revenues are generated from direct sales out of offices in Quebec City, Montreal, and Mexico. The balance is handled through VARs.

CURRENT MARKETING ACTIVITIES

In 1992, Berclain developed three partnerships to broaden its existing market. Iris Computer of Canada, Advances Systems of the United States, and Enori of Algeria signed unilateral distribution agreements for the purpose of reselling and installing *MOOPI*.

PARTNERING INTERESTS

The company is interested in expanding into Europe. Manufacturing systems resellers in this region are required to embed Berclain technology with their product offerings. Berclain is interested in similar opportunities in the United States.

FRENCH PROFILE
LE GROUPE LGS INC.

1253 McGill College Avenue
 Suite 1070
 Montreal, Quebec
 CANADA H3B 2Y5

Telephone: (514) 392-9193
 Facsimile: (514) 861-4114

KEY PERSONNEL

Mr. Raymond Lafontaine, President
 Mr. Andre Gauthier, Executive Vice President
 Mr. Jacques Malo, Vice President, Montreal
 Mr. Marc Andre Belanger, Vice President, Quebec
 Ms. Monique Oads, Vice President, Ottawa
 Mr. Stephen Thompson, Vice President, Toronto

COMPANY BACKGROUND

Groupe LGS inc. a été fondée en 1979 par trois anciens cadres supérieurs d'IBM Canada Ltée. Constituée en raison des lois du Canada, LGS a son siège social à Montreal, Quebec.

La mission de l'entreprise a toujours été de fournir une gamme très large de services de consultation des secteurs public et privé. Tout en cherchant à arriver à un niveau élevé d'excellence technique dans toutes nos interventions, nous abordons les questions d'entreprise et de gestion de la technologie avec une perspective pragmatique et présentant un bon ratio cout/résultat. Nous nous considérons comme des conseillers auprès de l'équipe de direction des organisations clientes. Notre spécialisation couvre l'informatique, la bureautique et les systèmes d'information en général. Notre objectif global est toujours de découvrir et d'implanter des solutions de gestion réalistes.

MAJOR ACHIEVEMENTS

- en 1986, la Chambre de commerce du Quebec a décerné à l'entreprise le MERCURE des "résultats exceptionnels". De plus, en mars 1990 LGS a reçu le Mercure "entreprise de service de l'année - grande entreprise" reconnaissant ainsi la position enviable que LGS s'est taillée dans le monde des affaires.

- le 18 décembre 1986, LGS a lancé un premier appel public à l'épargne et ses actions ont été inscrites à la cote de la Bourse. Ce développement assure à la compagnie la fondation financière qui supportera sa croissance des prochaines années.

- en 1987, LGS a fait l'acquisition de deux importantes firmes de consultation: Ultracom Consulting Services Ltd. d'Ottawa et QRD Systems Consultants Ltd. d'Edmonton. LGS assure ainsi une présence canadienne en tant que leader dans son domaine et ce d'un océan à l'autre.

- en 1989, LGS se placait en excellente position pour entreprendre sa croissance internationale par l'acquisition de la société européenne Anabel S.A.

- toujours en 1989, LGS s'est établi dans la région industrielle du Saguenay-Lac-St-Jean par l'acquisition de L&L Informatique inc.

FACTS & FIGURES

Year Established:	1979
Total Number Employees:	700
Sales:	100
R&D:	10
Management	110
Fiscal Year End:	March 31
Stock Listings: Listed on the Montreal Stock Exchange under GR LGSA	

Annual Revenues-1991	\$51,960,000
%Revenues Generated By:	
Software Products:	37
Hardware Products:	8
Professional Services:	55
%Sales Generated In:	
North America:	87
Western Europe:	13

KEY CUSTOMERS*Domestic*

- Banque la Laurentienne, Montreal, Quebec
- Confederation des Caisses Populaires du Quebec
- Trust General, Montreal, Quebec
- Ville de Montreal, Quebec
- Hopital St-Francois D'Assise, Quebec
- Ontario Development Corporation, Toronto, Ontario
- Alberta Health, Edmonton, Alberta
- Ministry des Transport, Montreal, Quebec
- Imperial Oil, Toronto, Ontario

International

- Hypermarkets Leclerc, France
- Groupe Carrefour, Paris, France
- Groupe Lerdy-Merdin, Paris, Madrid, Seville

TECHNOLOGY FOCUS

LGS-Radar gestion de projet; LGS-Transform convertisseur de protocole

CURRENT PRODUCTS

Products include:

LGS Trans/Form. échange électronique.

ISI DOC MGR. gestion des imprimés.

Solution Santé LGS: a medical administration systems.

LGS-Radar. gestion de projet.

FUTURE PRODUCT DIRECTIONS

Nous preudrons améliorer constamment les produits existants.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, VMS, MVS, Windows, OS/2, DOS

Geographic Markets:

Canada, France

Industry Markets:

Nous nous adressons à toutes les industries:

- finance et assurance
- manufacturier
- distribution
- services
- oil & gas
- gouvernements
- santé - education

CURRENT MARKETING ACTIVITIES

Nous faisons activement la mise en marché de nos services d'intégration de systèmes et nous mettons beaucoup d'emphase sur notre expertise dans les domaines de la distribution, des industries pétrolières, de la finance et de l'assurance.

PARTNERING INTERESTS

Nous sommes toujours intéressés à nous associer à des firmes qui offrent des services complémentaires aux nôtres et avec lesquelles il pourrait se produire un synergie.

DISTRIBUTION CHANNELS

All product revenues are generated by direct sales through LGS offices in Montreal, Sainte-Foy, Chicoutimi, Ottawa, North York, Winnipeg, Regina, Calgary, Edmonton, Vancouver, Victoria, and France.

LES LOGICIELS FORTUNE 1000 LTEE

7710 Hamel West
Sainte-Foy, Quebec
CANADA G2G 2J5

Telephone: (418) 877-0088
Facsimile: (418) 877-9994

KEY PERSONNEL

Mr. Denis Ratte, President

COMPANY BACKGROUND

Founded in 1984, Les Logiciels Fortune 1000 is Quebec's leading provider of accounting software. The company's main objective is to demystify management tools while integrating information technologies by developing simple and efficient products.

The company maintains Departments for marketing, production, sales, support, and research and development.

MAJOR ACHIEVEMENTS

- 1990, Fidèles des Hommes d'Affaires du Québec Métropolitain
- 1990, Octas Trophy, Training and Marketing category, from the Fédération de l'Informatique du Québec.
- 1990, Fideides Trophy, Entreprise de Service Quebec Chamber of Commerce.
- Nominated twice among the finalists for the prestigious Mercuriades as Entreprise de Service de l'Anné, and as Entreprise de Marketing in the small and medium business category

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	41
Sales:	12
Marketing:	8
R&D:	6
Management:	5
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1991:	\$3,400,000
%Revenues Generated By:	
Software Products:	88
Hardware Products:	12
%Sales Generated In:	
North America:	100

TECHNOLOGY FOCUS

Accounting software for all industries.

CURRENT PRODUCTS

The Research and Development of Fortune 1000 products is carried out by its own team of programmers. There is also an outside research program in full bloom which, through add-on products increases scope of its market.

The accounting and financial products offered by Fortune 1000 have multilingual capacity and include: General Ledger, Accounts Receivable and Invoicing, Accounts Payable, Order Entry, Financial Statements and Reports Generator, and Inventory. In addition there are also multi-user options available for LANs such as Novell or Network-OS. These include: Point of Sales, Batch Processing, Ratios (produces custom or standard financial ratios), Cash drawer, and Micro-Printer.

CURRENT MARKETING ACTIVITIES

Fortune 1000's priority is to reach owners of small and medium businesses by offering them products suited to their needs and particularities. Fortune 1000 users are found everywhere throughout Eastern Canada and in every industrial and business sector.

TARGET MARKETS

Operating Systems and Hardware Platforms: MS DOS
Geographic Markets: Canada
Industry Markets: • all industries

DISTRIBUTION CHANNELS

There are over 350 Fortune 1000 dealers, located throughout the Maritimes, the province of Quebec, and Ontario. Most of them are professional accountants or retail outlets. Fortune 1000 software is very popular because of the easy installation procedures and the short training period required. Furthermore, these products are known for having very few after-sale problems. As well, approximately 82% of the company's resellers use the software for their own business accounting.

LINIAN SYSTEMS INC.

FACTS & FIGURES

716 Gordon Baker Road
Suite 217
North York, Ontario
CANADA M2H 3B4

Telephone: 416-493-3133
Facsimile: 416-493-7928

Year Established:	1985
Total Number Employees:	26
Sales:	2
Marketing:	1
R&D:	5
Privately Held Company	

KEY PERSONNEL

Mr. Bill Rourke, President
Mr. Ian Tulip, Vice President, Services
Mr. Ian Robbins, Vice President PF And Secretary
Mr. John Oly, Vice President, Joint Development
Mr. Terry Steeves, Vice President, Sales & Marketing

Annual Revenues-1991	\$2,200,000
%Revenues Generated By:	
Software Products:	60
Professional Services:	40
%Sales Generated In:	
North America:	100

COMPANY BACKGROUND

Linian Systems was formed in 1985 to develop custom and packaged applications using the fourth generation language (4GL) *PowerHouse*. Today, the company still develops software using *PowerHouse* technology and is also involved in the development of custom applications on a fixed price project bases, development and marketing of the portfolio management and accounting system, and participation in a joint development agreement with Cognos Incorporated, the developer of *PowerHouse*.

MAJOR ACHIEVEMENTS

• named "one of the 50 fastest growing companies" by Profit Magazine.

TECHNOLOGY FOCUS

4GL custom and package software solutions for financial organizations.

CURRENT PRODUCTS

The company develops all of its software products in-house. Applications can be designed for MPE, VMS and Unix operating systems as per client specifications.

Linian's main product offering is *PF+*: a portfolio management accounting software package designed for the financial services industry.

FUTURE PRODUCT DIRECTIONS

Linian intends to release a version of PF+ that meets U.S. regulatory reporting requirements.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- VMS, MPE, Unix
- AS/400

Geographic Markets:

Canada, United States

Industry Markets:

- financial organizations managing portfolios
- all industries requiring custom business applications developed in PowerHouse

CURRENT MARKETING ACTIVITIES

The company enjoys a joint development agreement with Cognos Incorporated, the developer of PowerHouse the 4GL. Unilateral marketing agreements stand with Hewlett-Packard and Digital Equipment Company. In addition, Linian is has developed a unilateral marketing arrangement with IBM in Canada to sell PF+ on IBM's Unix systems.

DISTRIBUTION CHANNELS

All product revenues are achieved through direct sales efforts originating from the company's head office in North York, Ontario.

LINKAGE INC.

Heritage Place
155 Queen Street
Suite 900
Ottawa, Ontario
CANADA K1P 6L1

Telephone: (613) 786-3196
Facsimile: (613) 563-9596

KEY PERSONNEL

Mr. Paul Saunders, Managing Partner
Mr. Robert D. Jull, President
Mr. Patrick F. Gleeson, Secretary
Mr. Ward Beattie, V.P. Technical Services

COMPANY BACKGROUND

Established in 1985, Linkage is a privately-held Canadian company. Primarily a consulting firm, Linkage focuses on office technology involving PCs and Local Area Networks. The company is loosely divided into three business areas: Marketing, Software Products, and Fee and Service Business.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	43
Sales:	5
Marketing:	1
R&D:	10
Consulting:	13
Fiscal Year End:	May 31
Privately Held Company	

Annual Revenues-1991	\$4,000,000
%Revenues Generated By:	
Software Products:	25
Professional Services:	75
%Sales Generated In:	
North America:	83
Western Europe:	15
Asia Pacific:	2

KEY CUSTOMERS

Domestic

- Royal Bank, Toronto, Ontario
- Canadian Imperial Bank of Commerce, Toronto, Ontario
- Confederation Life, Toronto, Ontario
- Bell Cellular, Toronto, Ontario
- Tory, Tory, DesLauriers & Binnington, Toronto, Ontario
- London Life, London, Ontario
- Memill Lynch Canada, Toronto, Ontario
- Royal Trust, Toronto, Ontario
- Sun Life Trust, Toronto, Ontario
- Toronto Dominion Bank, Toronto, Ontario

International

- Soft-Switch, Wayne, USA
- Verimation inc., Gothenburg, Sweden
- Banyan, Boston, Massachusetts, USA
- IMI Computing Inc., United Kingdom
- Data Signal, Beame, Switzerland
- CC:Mail, Mountainview, USA
- Microsoft, Redmond, USA
- Action Technologies Inc., San Francisco, USA
- Norwest Bank, Minneapolis, USA
- DaVinci Systems, Raleigh, USA

TECHNOLOGY FOCUS

Electronic Mail Interconnect and Gateways.

CURRENT PRODUCTS

Linkage software is developed in conjunction with major clients. The company is also involved in directory synchronization, calendar interchange, X-400, and EDI technology.

Linkage's software offering includes:

LinkAge Gateways: an E-Mail Interconnect technology for general applications. This product which runs under MS DOS or OS/2, boasts over 2,000 successful installations.

FUTURE PRODUCT DIRECTIONS

Linkage intends to further develop high quality E-Mail interconnect between IBM, cc:Mail, and Lotus products. The firm will also be extending its directory synchronization services and add X-400 gateways.

TARGET MARKETS**Operating Systems and Hardware Platforms:**

- Windows, OS/2, MS DOS
- MVS, VM, AS/400

Geographic Markets:

Canada, United States, Western Europe, Asia Pacific

Industry Markets:

- finance
- insurance
- government
- transportation
- manufacturing
- distribution
- retail

DISTRIBUTION CHANNELS

The company maintains offices in both Ottawa and Toronto, Ontario. Linkage's product revenues are generated from direct sales and OEM and other third party agreements in the United States, Sweden, Switzerland, the United Kingdom, and Australia.

CURRENT MARKETING ACTIVITIES

In 1992, IMI of the Birmingham, U.K. was appointed as a marketing and distribution agent. Linkage, since 1991, has enjoyed a unilateral distribution agreement with Verimation of Sweden, which provides the company with world-wide distribution through Verimation's 'Memo' product. This has augmented a similar agreement, established in 1986 and also providing global distribution, with the U.S. firm, Soft-Switch. The company also has marketing and research and development agreements with Microsoft and Lotus.

LINKTEK CORPORATION

220 Laurier Avenue West
Suite 1500
Ottawa, Ontario
CANADA K1P 5Z9

Telephone: (613)236-5150
Facsimile: (613)236-7785

KEY PERSONNEL

Mr. Ravi Gupta, President
Mr. Kevin Higgins, Executive Vice President

COMPANY BACKGROUND

Linktek Corporation was founded in 1984 as a supplier of professional computer consulting services to the Canadian Federal Government. In late 1985 the company commenced development of a PC-based application software product directed at satisfying the local budgetary control needs of government line managers. The *FREE BALANCE Budgetary Control System*, first sold in 1986, went on to become a best-seller in both the Canadian and Ontario governments.

Today, Linktek has evolved out of the professional services business and develops and markets a complete line of financial and materiel management system products specifically designed for government organizations.

The company operates in three locations: Ottawa, the headquarters and centre of all research and development; and Toronto and Washington, DC which are sales and client support offices. The major components of the headquarters organization are Corporate Management, Research and Development, Administration, and Client Support.

MAJOR ACHIEVEMENTS

- holds a \$2 million National Master Standing Offer with the Government of Canada which reflects the high level of confidence that the Canadian Federal Government has in both *FREE BALANCE* products and services and Linktek Corporation.
- Aviation Group of Transport Canada installation meets the financial management needs of the nation's air traffic control and air regulation organization.
- Emergency Health Services Branch of the Ontario Ministry of Health installation supports Ontario's land and air ambulance network.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	21
Sales:	7
Marketing:	1
R&D:	7
Management:	2
Fiscal Year End:	July 31
Privately Held Company	

Annual Revenues-1991	\$2,500,000
%Revenues Generated By:	
Software Products:	54
Maintenance/Support:	36
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Transport Canada, Ottawa, Ontario
- Public Service Commission, Ottawa, Ontario
- The Senate of Canada, Ottawa, Ontario
- Immigration and Refugee Board of Canada, Ottawa, Ontario
- CRTC, Ottawa, Ontario
- Supreme Court of Canada, Ottawa, Ontario
- Natural Sciences and Engineering Research Council of Canada, Ottawa, Ontario
- Revenue Canada, Ottawa, Ontario
- Ontario Ministry of Health, Toronto, Ontario
- Ontario Cabinet Office, Toronto, Ontario

International

- United States Information Agency, Washington, DC, USA
- United States Department of Defence, Washington, DC, USA
- United States Department of the Navy, Washington, DC, USA
- United States Department of Transportation, Washington, DC, USA
- United States Department of Commerce, Washington, DC, USA
- United States Department of Education, Washington, DC
- United States Department of Health and Human Services, Washington, DC, USA
- United States Department of Housing and Urban Development, Washington, DC, USA
- United States General Services Administration, Washington, DC, USA
- United States Small Business Administration, Washington, DC, USA

TECHNOLOGY FOCUS

DBMS/Financial and materiel management systems for Government.

CURRENT PRODUCTS

Linktek's *FREE BALANCE* systems are used at both the local workgroup level as well as across an entire organization, and operate on PC/LANs, DEC VAX and Unix computers. The company's systems are installed in both Canada and the United States and include:

FREE BALANCE Budgetary Control System: provides budgetary control, commitment/obligation control, and expenditure accounting at the line manager of workgroup level.

FREE BALANCE Financial Management System: provides resource planning and budgeting, expenditure and revenue management and general ledger for an entire department or agency.

FREE BALANCE Project Cost Tracking System: tracks budgetary control, commitment/obligation control, and expenditure accounting associated with the management of large, multi-year capital projects.

FUTURE PRODUCT DIRECTIONS

The company plans to build or acquire materiel and human resource management system product to complete its line of resource management systems for government.

TARGET MARKETS

Operating Systems and Hardware Platforms: DOS, Unix, VAX/VMS
Geographic Markets: Canada, United States
Industry Markets: • large government and private sector organizations

DISTRIBUTION CHANNELS

Direct sales account for all of Linktek's product revenue, and are conducted from its head office and branches in Toronto and Washington DC.

CURRENT MARKETING ACTIVITIES

The company currently sells its products and services in Canada and the United States.

PARTNERING INTERESTS

The company intends to open a sales office in Sacramento, California in 1992 and an additional 9 U.S. offices thereafter at the rate of 2-3 per year. In addition, Linktek is interested in meeting VARs that sell government-specific applications in major U.S. state capitals.

LOGIDEC INC.

355, rue D'Youville
Montreal, Quebec
CANADA H2Y 2C4

Telephone: 514-288-0073
Facsimile: 514-288-5296

KEY PERSONNEL

Mr. Raymond Blain, President
M. Andre Boulay, General Manager

COMPANY BACKGROUND

Founded in 1977, Logidec has experienced phenomenal growth due to the full exploitation of its unique computer assisted photocomposition system. Proper use of computer resources, while respecting traditional typographic rules has established Logidec as the most innovative electronic typesetting firm in North America.

FACTS & FIGURES

Year Established:	1977
Total Number Employees:	150
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991	11,600,000
%Revenues Generated By:	
Software Products:	5
Maintenance/Support:	5
Professional Services:	90
%Sales Generated In:	
North America:	90
Western Europe:	10

KEY CUSTOMERS

Domestic

- Sear's, Toronto, Ontario
- Montreal Real Estate Board, Montreal, Quebec
- La Baie, Montreal, Quebec
- Gaz Metropolitain, Montreal, Quebec
- War Amputees, Toronto, Ontario
- IATA, Montreal, Quebec
- Media, Montreal, Quebec
- Publication du Quebec, Quebec
- Government du Quebec, Quebec
- Statistics Canada, Ottawa, Ontario

International

- Buck Consultants, New York, USA
- Data Page, France
- United Nations, New York, USA
- Facts-on-File, New York, USA
- IATAN, New York, USA

TECHNOLOGY FOCUS

Computer assisted photocomposition systems focused on all applications regarding publications as well as bar code applications.

CURRENT PRODUCTS

Logidec offers products that can be typographically generated through its system such as CRT page photocomposition, laser composition and typotronic printing. All products include personalized benefits statements, bar coded documents, insurance policies, personalized documents for invoices and financial statements, and a multiple listing system.

Products include:

Logidec: a photocomposition package for publications.

Logitex: a text composition product for production of benefit statements.

Logilaser: a laser printing device for bar codes.

Logitri: a laser and photocomposition product for indexing.

FUTURE PRODUCT DIRECTIONS

Logidec is concentrating on the PC Environment and will soon be offering its software in an IBM PC compatible environment. This will allow the products to be more user friendly in the publication composition environment.

TARGET MARKETS

Operating Systems and Hardware Platforms:

VMS, Windows, MAC OS

Geographic Markets:

Canada, United States, France

Industry Markets:

- governments
- real estate boards
- department stores
- actuaries
- insurance companies
- food industry

DISTRIBUTION CHANNELS

All of Logidec's product revenues are derived from direct sales efforts.

CURRENT MARKETING ACTIVITIES

The company currently markets its products in Canada, the United States, and France. A technology transfer agreement has been in place with Data Page of France since 1987 for the licensed use of Logidec products in a joint venture.

FRENCH PROFILE **LOGIDISQUE INC.**

1225 Rue de Conde
Montreal, Quebec
CANADA H3K 2E4

Telephone: 514-933-2225
Facsimile: 514-933-2182

KEY PERSONNEL

Mr. Louis-Philippe Hebert, President
M. Claude Raymond, Sales Manager
Mr. Roger DesRoches, Director General
Ms. Lynn Tougas, Executive Assistant

COMPANY BACKGROUND

Logidisque fete cette année son 10ième anniversaire. Fondée en février 1982, la première maison d'édition de logiciels en français est devenue en dix ans une véritable plaque tournante des technologies de l'information. La société Logidisque a fait la recherche et le développement ainsi que l'édition et la diffusion de plus d'une centaine de logiciels originaux; la société a mobilisé plus de 500 collaborateurs venus de toutes les disciplines pour ainsi réaliser des applications nouvelles permettant d'utiliser au maximum les capacités du micro-ordinateur. Le logiciel Hugo Plus en est l'illustration la plus retentissante.

MAJOR ACHIEVEMENTS

HUGO PLUS a été salué dans le monde entier comme une véritable prouesse technologique, brisant d'un seul coup plusieurs barrières jugées insurmontables: efficacité, rapidité et élégance du 1er correcteur grammatical en langue française.

FACTS & FIGURES

Year Established:	1982
Total Number Employees:	16
Sales:	4
Marketing:	4
R&D:	4
Management:	4

Annual Revenues-1991	\$1,800,000
%Revenues Generated By:	
Software Products:	75
Professional Services:	20
%Sales Generated In:	
North America:	75
Western Europe:	23
Eastern Europe:	1
Asia Pacific:	1

KEY CUSTOMERS

Domestic

- Government of Canada
- ClubPrice
- Radio Shack
- Compucentre

International

- Softissimo, France
- Academia, Belgium
- Spinnaker Software, USA

TECHNOLOGY FOCUS

Logiciels d'aide à la rédaction, traitement de texte, logiciels pédagogiques.

CURRENT PRODUCTS

Logidisque's main product offerings include:

Action Writer: a DOS, IBM PC and Apple word processing software with over 350,000 installations.

MIMI: an educational software package with more than 12,000 installations

Hugo: an award winning spelling and grammar checker running under DOS, Windows, and MAC OS with a customer base of more than 510,000.

FUTURE PRODUCT DIRECTIONS

Plusieurs 'aides à la rédaction, à la traduction et à l'eunture' sont en projet à l'heure actuelle.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Windows, DOS, MAC OS
- IBM PC, Macintosh

Geographic Markets:

Canada, United States, France, Belgium

Industry Markets:

Tous les utilisateurs de produits 'package' ou logiciels 'de tablette' pour micro-ordinateur.

DISTRIBUTION CHANNELS

Most of Logidisques revenues are generated through retail and wholesale distribution channels.

CURRENT MARKETING ACTIVITIES

Logidisque has two major partnering agreements: Spinnaker Software of the U.S. distributes the English version of Logidisque's word-processor for Apple and Commodore in the U.S. and other English-speaking countries. Softissimo of France is involved in technology transfer and joint R&D activities as well as bilateral distribution activities.

PARTNERING INTERESTS

La société Logidisque recherche des partenaires pour la recherche et le développement de nouveaux produits ainsi que leur diffusion, promotion et distribution.

LOGO COMPUTER SYSTEMS INC.

3300 Chemin Cote Vertu
Suite 201
Saint-Laurent, Quebec
CANADA H4R 2B7

Telephone: 514-331-7090
Facsimile: 514-331-1380

KEY PERSONNEL

Mr. Michael Quinn, President
Ms. Susan Fischer, Director of Marketing
Mr. Mario Bergeron, Director Of Software Development
Mr. Brian Silverman, Director Of Research
Ms. Jessie Fenn, Chief Accountant
Ms. Shamee Chait, Director Of Product Development

COMPANY BACKGROUND

Logo Computer Systems Inc. (LCSI) is the primary producer of Logo computer language products worldwide. The company has brought together some of the world's most accomplished educational specialists, computer programmers and systems engineers to develop the Logo language and to provide high quality learning tools. LCSI designed the first commercial implementation of the Logo programming language for microcomputers.

LCSI released its first product, Apple Logo, in 1982. This product was developed by LCSI and sold to Apple Computer, Inc. which marketed it under the Apple label, a unique contract for the industry at that time. Since then, LCSI has entered into contracts with most major OEMs and has developed more than 23 versions of the Logo language. The public response has been enthusiastic and Logo has become part of the vocabulary of educators.

The company's five major Departments which fall under the direction of the Board of Directors and the President are: Marketing, Research and Development, Accounting, Software Development and Product Development.

MAJOR ACHIEVEMENTS

- 1982, Apple Logo: Best Computer Software of the Year Award from 'The Learning Periodicals Group'
- 1983, Atari Logo: Best Computer Software of the Year Award from 'The Learning Periodicals Group'
- 1984, Award for Export Excellence from the Quebec Chamber of Commerce.
- 1986, 1987, Software of the Year Award from 'Classroom Computer Learning Magazine'
- 1990, Software Program of the Decade Award from 'Classroom Computer Learning Magazine'
- 1991, Award of Excellence from 'Technology and Learning Magazine'
- 1991, Enhancement Wards from 'Technology and Learning Magazine'

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	27
Sales:	2
Marketing:	5
R&D:	16
Management:	4
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991	\$2,009,461
%Revenues Generated By:	
Software Products:	100
%Sales Generated In:	
North America:	78
Western Europe:	18

KEY CUSTOMERS

- IBM Canada, Toronto, Ontario
- Ministry of Education, Quebec
- Youth In Motion, Tucson, Arizona, USA
- IBM Americas, New York, New York, USA
- New York Board of Education
- Computelec, Australia
- Lego Dacta, Enfield, Connecticut, USA
- Soft-Kat, Chatsworth, California, USA

TECHNOLOGY FOCUS

Develops language for educational software in nine different languages.

CURRENT PRODUCTS

Logo's simplicity, flexibility and efficacy are some of the many characteristics which have commanded such tremendous respect from educators worldwide. Because of its popularity in the field of education, *Logo* has been developed for all major microcomputers and is now available in nine spoken languages. It is on the required software lists for many schools around the world.

LogoWriter is the next generation of the *Logo* computer language; it provides programming, graphics and word processing capabilities. It is unique in that its word processing function can be used to form texts and *Logo* programming can be used to make the text dynamic. *LogoWriter's* ability to integrate writing and graphics enriches the environment of *Logo* programming.

Logo is best known for its turtle graphics. The turtle, a graphics cursor displayed on the screen, obeys simple commands and leaves a trail to show where it has been. Through turtle graphics, children explore many of the concepts of geometry and algebra, as well as fundamentals of calculus and trigonometry. Turtle graphics help students learn mathematical concepts, important programming ideas, thinking skills and problem solving techniques. Word processing adds another

dimension to *Logo*, a dimension in which words and language become more meaningful and accessible.

In addition to *LogoWriter* which has over 12,000 installations, products include:

LogoExpress: a *Logo*-based telecommunications software package which allows computers to "talk" to one another across phone lines allowing learning environments to expand from a singular classroom or school building. Users can exchange pen-pal letters, work on programs together, send information, stories and graphics.

LogoEnsemble: a database manager with word processing, graphics and communications capabilities. Users can create their own databases for use in any subject area, from science to language arts, from math to social studies. The package includes projects and activities using the four databases included with the product - Nutrition, Planets, Countries, and the Olympics.

LogoWriter Robotics: an intermediate product geared toward grade four level and up, this product allows users to create models using a combination of *LogoWriter* and *LEGO building blocks*. Ideally suited for science projects, students can, for example, design machines and control the actions of different components such as gears, conveyor belts, lights etc.

The LogoWriter Primary and LogoWriter Intermediate packages come complete with a wide variety of support materials including teachers' manuals, reference guides, student project booklets and activity cards. In addition to the site license, LCSI offers *LogoWriter* in single user and lab pack sets.

FUTURE PRODUCT DIRECTIONS

In addition to continuing educational software language development, *LOGO* is also involved in object oriented, multi-tasking programming languages.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS DOS, Apple/Mac

Geographic Markets:

Canada, United States, Western Europe, Australia

Industry Markets:

- educational institutions, grades Kindergarten to 12
- general educational users

DISTRIBUTION CHANNELS

Most (75%) of Logo's product revenues are gained from direct sales activities, the balance being achieved through a distribution network.

CURRENT MARKETING ACTIVITIES

The company's largest export market is the United States, however Logo actively markets in Canada, Western Europe and Australia as well. A VAR agreement is in place with LEGO Systems of Denmark, a firm which provides the Lego building block component of the LogoWriter Robotics product.

LYNX GEOSYSTEMS INC.

1199 West Pender Street
Suite 400
Vancouver, British Columbia
CANADA V6E 2R1

Telephone: 604-682-5484
Facsimile: 604-669-3659

KEY PERSONNEL

Mr. Ed Rychkun, President
Mr. Simon Houlding, Director, Technical Services

COMPANY BACKGROUND

Lynx Geosystems was formed in 1979 as Geomin Computer Services and its current name in 1987. The company is a world leader in geoscience software systems, featuring interactive graphics applications based on 3 dimensional (3D) modelling. Lynx has a client list of over 200 companies which includes 15% of the world's leading mining companies.

Lynx is directed and managed by a strong professional team with a broad range of marketing, technical and business skills. All technology marketed by Lynx has been developed within the company.

MAJOR ACHIEVEMENTS

- development of a unique 3 dimensional modelling technology called 3D component modelling.

Profiles of Lynx Geosystems Inc have been published in:

- National Environmental Technology Applications Corporation, January, 1992.
- Environment Today, October 1991.

The Company's Major Accounts include:

- Mitre Corporation consultants to the U.S. Air Force Installation Restoration Program at McClellan Air Force Base.
- Syncrude Canada Ltd., development of a short range mine planning system for tar sands operations.

FACTS & FIGURES

Year Established:	1987
Total Number Employees:	11
Sales:	1
Marketing:	1
R&D:	4
Management:	2
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	\$1,368,000
%Revenues Generated By:	
Software Products:	44
Hardware Products:	1
Maintenance/Support:	28
Professional Services:	27
%Sales Generated In:	
North America:	50
South America:	20
Western Europe:	20
Africa:	10

KEY CUSTOMERS

Domestic

- Cominco Metals, Kimberly, British Columbia
- Klohn Leonoff, Richmond, British Columbia
- Royal Oak Mines, Vancouver, British Columbia
- Manalta Coal, Calgary, Alberta
- University of British Columbia, Vancouver, British Columbia
- Williams Operating Corp., Marathon, Ontario
- Smoky River Coal, Grande Cache, Alberta
- British Columbia Institute of Technology, Burnaby, British Columbia
- Quintette Coal Ltd., Tumbler Ridge, British Columbia
- Queen's University, Kingston, Ontario

International

- Sandia National Laboratories, Albuquerque, USA
- RTZ Mining & Exploration Newbury, United Kingdom
- Technische University, Berlin, Germany
- Freie University, Berlin, Germany
- Compania Vale Do Rio Doce (CVRD), Rio De Janeiro, Brazil
- Colorado School of Mines, Golden, USA
- Central Computer Services, Tokyo, Japan
- Doe Run Company, Viburnum, USA
- United States Steel Corporation, Mt Iron, USA

TECHNOLOGY FOCUS

Lynx Geosystems develops and markets an interactive graphics application based on 3D modelling for such geoscience applications as in site assessment and remediation, mining, and geotechnics

CURRENT PRODUCTS

Lynx Geoscience Modelling System (GMS): a Unix-based software package targeted to governments and environmental consultants providing management, interpretation, modelling, evaluation and 3D visualization of geological data and subsurface contamination.

Lynx Mining Modelling System (MMS): an interactive 3D graphics application, provides an integrated computer technology that addresses the exploration, evaluation and production needs of existing or proposed mining projects. The system is based on 3D component modelling technology developed by Lynx Geosystems Inc. The system covers the key areas of information management, geological modelling, mine design, mine planning and production control. Lynx works as a tool to assist mining engineers and geologists with a previously unattainable degree of precision and accuracy in geological interpretation and mine design.

microLynx: a MS-DOS based mining modelling system based on an open architecture design to allow for optimal efficiency in the PC environment. microLYNX brings together the widest functional range of traditional mining technology for the lowest possible cost - exploration, geology, mine planning and surveying. microLynx is currently servicing 100 clients at 120 sites.

FUTURE PRODUCT DIRECTIONS

Lynx Geosystems has upgrades planned for the *Lynx Geoscience Modelling System*.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, DOS
- IBM, Sun, HP workstations

Geographic Markets:

Canada, United States, South America, Western Europe, Africa

Industry Markets:

- mining
- geosciences
- environmental consulting

PARTNERING INTERESTS

The company is interested in marketing alliances with international firms that can sell, support or use the products offered by Lynx.

DISTRIBUTION CHANNELS

Lynx derives most of its revenues through direct sales from its Vancouver office. Lynx also has third party agreements in the U.S., Australia, Chile, Brazil, Turkey, Germany, Zimbabwe, the U.K., Japan, Peru, Spain, Canada, Yugoslavia, and Hong Kong.

CURRENT MARKETING ACTIVITIES

Lynx has developed partnerships agreements with Hewlett-Packard (Canada) to provide turnkey systems to clients integrating Lynx software technology; Wave Front Technologies (USA) to incorporate Lynx software into hardware systems for resale; and with Technische University (Berlin, Germany) for the exchange and commercialization of technology.

M3I INC.

1111, rue St. Charles ouest
Suite 115, Tour ouest
Longueuil, Quebec
CANADA J4K 5G4

Telephone: (514) 928-4600
Facsimile: (514) 442-5076

KEY PERSONNEL

M. Richard Bourgouin, Director, Corporate
Development

COMPANY BACKGROUND

M3i Systems inc. was created in December 1990. The firm employs 55 and is a subsidiary of Nouveler Inc., which is a holding company owned by Hydro-Quebec. M3i is based in Longueuil, Quebec and has offices in Toronto and Surrey, England.

M3i (which stands for Management through instant-interactive-imaging) is a world leader in the production of powerful, user-friendly Command and Control systems based on accessible, industry-standard hardware and software. Initially within the operations of Hydro-Quebec, and subsequently as its independent subsidiary, the principals of M3i have been developing such systems since 1987.

Operations are directed by the President and Chief Executive Officer and the vice President of Research and Development.

MAJOR ACHIEVEMENTS

- featured in a Los Angeles Times article, 1992.
- featured in a Montreal Gazette article, 1992.
- commissioned to install its software system in the London Water Control Centre, to monitor the drinking water supply to the metropolis of more than 7 million inhabitants.

FACTS & FIGURES

Year Established:	1990
Total Number Employees:	70
Sales:	6
Marketing:	9
R&D:	50
Management:	5
Fiscal Year End:	December 31
Stock Listings:	Privately Held Company

Annual Revenues-1991	\$5,000,000
%Revenues Generated By:	
Software Products:	95
Hardware Products:	5
%Sales Generated In:	
North America:	50
Western Europe:	30
Middle East:	10
Asia Pacific:	10

KEY CUSTOMERS

Domestic

- Hydro-Quebec, Montreal, Quebec
- Alcan Aluminum Ltd., Jonquiere, Quebec

International

- Los Angeles Department of Water and Power, California, USA
- Thames Water Utility Ltd. United Kingdom
- IBERDROLA II, S.A., Spain
- City of Ghent, LIJN Transit, Belgium
- TENAGA Nasional Berhad/Rimman International Sdn. Bhd., Malaysia

TECHNOLOGY FOCUS

Applications for the management of operations in the utilities sector.

CURRENT PRODUCTS

M3i's products focus on solutions for dispatch and command and control centre support, customer service, and management information. They include:

M3i MOSAiC System. working with large screen projectors and IBM PS/2 microcomputers equipped with proprietary high resolution graphics cards, the *M3i MOSAiC System* displays the graphic and alphanumeric information necessary for control room operators and high level management personnel. The System provides displays that are linked directly and instantly to the databases or SCADA systems providing pertinent information. As well, it can be linked to other sources such as video cameras and recorders, broadcast signals, etc.

One of the company's installations is with the London Water Control Centre in the U.K. The *M3i Mosaic Systems* offers real-time, interactive display capability for the operators of the 80-kilometer long London Water Ring Main, the water tunnel Thames Water is building deep under

London, thus allowing the operators to react rapidly and efficiently to problems as they occur. The system supports viewing of alphanumeric data and graphic images on high resolution monitors and on giant wall-screens. Operators can call up any part of a complex system in schematic or geographic form.

This system is in use in Los Angeles, the United Kingdom, Spain, Belgium, and Quebec.

M3i Distribution Management System. For operations personnel, the System puts raw processing power and sophisticated information management capability into the hands of the users which enables them a considerable impact on the speed and quality of customer service, as well as operational efficiency. It provides clear, meaningful, graphical images of information on multiple levels. It was designed for utility users on the basis of M3i's real-world experience in electric distribution.

Features include Trouble Call System, Network Management, Instant-InterActive-Imaging Libraries, Automatic Switching Plan Preparation, Crew Management, an Automated Mapping System Interface, and Map Scanning/Tiger File Concordance.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS DOS, OS/2
- PCs and RISC 6000

Geographic Markets:

Worldwide

Industry Markets:

- electric utilities
- water utilities
- gas utilities
- telecommunications networks
- fire and emergency systems

DISTRIBUTION CHANNELS

M3i product revenues are generated through direct sales and distributors.

CURRENT MARKETING ACTIVITIES

M3i is an IBM business partner and markets its products directly as well as through IBM, and through distributors in Los Angeles, Barcelona, Hong Kong, Seoul, Taipei, and Kuala Lumpur.

PARTNERING INTERESTS

The company is interested in various partnering opportunities.

MANAGEMENT GRAPHICS INC.

20 Martin Ross Avenue
Downsview, Ontario
CANADA M3J 2K8

Telephone: (416) 667-8877
Facsimile: (416) 667-7145

KEY PERSONNEL

Mr. George Klein, President
Mr. Ary Datan, Vice President

COMPANY BACKGROUND

Management Graphics Inc. was incorporated in 1979 for the purpose of developing computer graphics software for generating overhead transparencies.

FACTS & FIGURES

Year Established:	1979
Total Number Employees:	18
Sales:	3
Marketing:	2
R&D:	2
Management:	4
Fiscal Year End:	January 31
Stock Listings: Listed on NASDAQ under MGGRF	

Annual Revenues-1991	\$2,500,000
%Revenues Generated By:	
Software Products:	30
Maintenance/Support:	5
Professional Services:	50
%Sales Generated In:	
North America:	95
Western Europe:	4
Asia Pacific:	1

KEY CUSTOMERS

Domestic

- Norther Telecom
- Bank of Montreal
- Toronto General Hospital
- University of Calgary
- University of Alberta
- University of Toronto
- University of British Columbia
- McDonalds Canada
- Thomson Newspapers
- Energy Mines and Resources

International

- United States Army
- Great West Life, USA
- Kaiser Permanente, USA
- Vision Control, Australia
- Datacat OY, Norway
- HS Photo, Germany

TECHNOLOGY FOCUS

Software generation of business and presentation graphics for conversion to 35mm slides, pie charts, bar/line graphs or text charts.

CURRENT PRODUCTS

Products include:

PC-Slide Maestro: a graphics file management software used by imaging bureaus. It features unattended imaging of SCODL files, job scheduling by resolution, priority and device, automatic restart on power failure and automatic logging of imaged files.

PC-Slide FreezeFrame: a memory resident utility that turns PC screen images into professional 35mm slides and prints. For users of IBM Storyboard, Lotus 1-2-3 and other software running on an IBM PC with a MONO, CGA, EGA or VGA monitor. Slide files are generated by pressing PrintScreen when the desired image is on the computer monitor. The software also includes a FreezeFrame image playback utility for reviewing the captured images on the PC screen. The compacted files contain both image information and company specific billing and shipping information which is used in processing the images.

PC-Slide EZ-Corr: incorporating a proprietary modem communication protocol, this product was specifically designed for 35mm slide and DTP service bureaus for unattended receiving of PC generated files.

MacSlide EZ-Corr: the *EZ-Corr* for Macintosh computers.

FUTURE PRODUCT DIRECTIONS

Management Graphics is currently developing PC-Slide EZ-COMM for Windows.

TARGET MARKETS

Operating Systems and Hardware Platforms: Windows, DOS, MAC OS
Geographic Markets: Canada, United States, Western Europe, Asia Pacific
Industry Markets: • imaging bureaus • graphics

DISTRIBUTION CHANNELS

Management Graphic's product revenues are generated through direct sales.

CURRENT MARKETING ACTIVITIES

The company is active primarily in Canada and the United States, and to a lesser degree in Western Europe and the Asia Pacific region.

MICROSTAR SOFTWARE LTD.

34 Colonnade Road
Suite 100
Nepean, Ontario
CANADA K2E 7J6

Telephone: 613-727-5696
Facsimile: 613-727-9491

KEY PERSONNEL

Mr. Peter Jordan, President
Mr. Ernest J.M. Greco, Executive Vice President
Mr. G. Ken Holman, Vice President, Technology

COMPANY BACKGROUND

Microstar Software Ltd. is a Canadian owned private corporation incorporated in 1983. The company's mission is to develop and market software products for the generation, compression, transmission and reconstruction of graphical objects and high resolution colour images. It has been a fundamental objective of the company to participate in the definition of those International Standards which are particularly relevant to this area of endeavor.

The company maintains three main divisions:

The Product Division specializes in products for graphics creation, editing and communications, presentation management, video advertising, videotex service administration, and data security.

The Videotex Division is staffed with professionals among the most experienced in North America. With detailed knowledge of the internationally recognized videotex protocols, they provide full system integration services.

The Consulting Division consists of a highly skilled professional team including project managers, software engineers and technical specialists. This division provides systems integration, information engineering, systems development, technical consulting and software engineering services.

MAJOR ACHIEVEMENTS

- 1992 winner of ISTC Achievement Award for LAN integration services
- 1987-1992, over 1.5 million copies of Prodigy product line sold. (Microstar Software provides the software technology for the Prodigy product line for use in electronic transaction and information services to home consumers in the United States.)

FACTS & FIGURES

Year Established:	1983
Total Number Employees:	30
Sales:	2
Marketing:	1
R&D:	10
Management	3
Fiscal Year End:	January 31

Annual Revenues-1991	Confidential
%Sales Generated In:	
North America:	90
Western Europe:	5
Asia Pacific:	5

KEY CUSTOMERS

Domestic

- Public Works Canada, Ottawa, Ontario
- Industry, Science and Technology, Ottawa, Ontario
- Customs and Excise, Ottawa, Ontario
- Canadian Imperial Bank of Commerce, Toronto, Ontario
- Bell Canada, Ottawa, Ontario
- Mediatel, Toronto, Ontario
- IBM Canada, Toronto, Ontario
- Westinghouse Canada Inc., Toronto, Ontario
- Gandalf Data Ltd., Ottawa, Ontario

International

- Prodigy Services Company, New York, USA
- Texas Instruments, Texas, USA
- Secom, Tokyo, Japan

TECHNOLOGY FOCUS

General purpose device drivers and applications implementing the ISO graphics standard. Includes support for international languages.

CURRENT PRODUCTS

Microstar specializes in software products for: graphics creation, editing and communications; presentation management; video advertising; videotex service administration; Asian languages; and data security.

Products include:

MGE: a menu-driven graphics creation package used to create and edit text and graphics content for the videotex information industry. This product has an installed base of 1,000 and features object-based drawing, object attributes, and color.

MVDI: a NAPLPS decoder that makes graphics and text accessible on a wide range of personal computer equipment. MVDI is compatible with MS DOS, C, compiled Microsoft BASIC, MacroAssembler, and custom operating systems. It also supports IBM, IBM-compatible, and macintosh personal computers, as well as most popular graphics adaptors.

Personality+III: a videotex reception software featuring windows and zoom and capture for PCs. This product has an installed base of 3,000.

FUTURE PRODUCT DIRECTIONS

Microstar intends to add multimedia element support to its existing products and is currently focusing R&D in the area of multimedia document architectures. New products under development include document processing and rendering to support multimedia/hypermedia content.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, Windows, OS/2, DOS, MAC OS
- IBM PCs, Macintosh, SUN, Japanese PCs

Geographic Markets:

Canada, United States, Western Europe, Japan

Industry Markets:

- information industry
- videotex industry
- presentation systems
- advertising systems
- systems integrators
- telecommunications (RBOC)

DISTRIBUTION CHANNELS

Half of Microstar's products are sold directly, the balance is handled through OEMs.

CURRENT MARKETING ACTIVITIES

Currently the company markets its products in North America, Western Europe and Japan. Since 1985, Microstar has maintained OEM and unilateral distribution agreements with Prodigy of the U.S. Unilateral distribution, joint R&D, and VAR agreements have been in place since 1989 with Secom of Japan.

PARTNERING INTERESTS

Microstar sees a potential for cross licensing of technologies with both EMail Developers and Document Management Systems Vendors in the United States, Europe, and Asia. OEM and VAR agreements with qualified firms are of interest to the company.

MARCAM CANADA (FORMALLY SHAWWARE INC.)

3365 Harvester Road
Burlington, Ontario
CANADA L7N 3N2

Telephone: (416) 632-6015
Facsimile: (416) 333-3664

KEY PERSONNEL

Mr. Bill Shaw, Vice President, Product Development
Mr. Randy Reeve, General Manager, Operations
Mr. Bill Gilmour, Comptroller Mr. Tim Shaw, Sales Manager
Mr. Brian Maguire, Marketing Manager

COMPANY BACKGROUND

Marcam Canada (formerly Shawware Inc.) was established in 1980, and develops and markets maintenance and materials management, production management, logistics, and financials software applications for mid-range computers.

The company is the Canadian subsidiary of Marcam Corporation of Newton, Massachusetts. The Canadian company opted to become part of Marcam kCorp. in order to take advantage of the large company's broad client-base and 38 branch offices worldwide. Marcam Canada is treated as a separate business unit and still conducts its own product development.

Marcam Canada has seven major departments: Product Development, Marketing & Sales, Consulting/Implementation Services, Customer Education, Publications, Technical/Hotline Support, and Administration.

FACTS & FIGURES (Canadian Location)

Year Established:	1980
Total Number Employees:	125
Sales:	10
Marketing:	3
R&D:	45
Management:	16
Fiscal Year End:	September 30
Stock Listings:	Listed on NASDAQ as MCAM

Annual Revenues-1991 (consolidated at the Corporation)	\$65,000,000
%Revenues Generated By:	
Software Products:	61
Hardware Products:	3
Maintenance/Support:	36
%Sales Generated In:	
North America:	45
Central America:	5
Western Europe:	45
Asia Pacific:	5

KEY CUSTOMERS

Domestic

- Kraft, Montreal, Quebec
- Consolidated Bathurst, Montreal, Quebec
- Falconbridge Mines Ltd., Sudbury, Ontario
- Tioxide, Montreal, Quebec
- University of Western Ontario, London, Ontario
- Christie Brown, Toronto, Ontario

International

- Navistar International, Springfield, USA
- Baxter Health Care, Marion, USA
- ITT Rayonier, Port Angeles, USA
- SCM Chemicals, Ashtabula, USA

TECHNOLOGY FOCUS

Maintenance/Materials Management, Production management, Logistics, and Financials software for mid-range computers for use by the process and discrete manufacturing industries as well as utilities, facilities and government, and education.

CURRENT PRODUCTS

The company's product line consists of the following integrated modules:

Maintenance/Materials Management: increase equipment availability, improve maintenance staff efficiency, and improve control of maintenance inventories and costs. this product line consists of maintenance management, inventory control, purchasing, project accounting, executive information system, and imaging modules.

Production: provides better information to decrease inventory, plan and control production processes, increase asset utilization, control costs and improve quality. This product line consists of foundation, resource management, resource processor, planning, production analysis, quality

management, formula management, regulatory compliance, and production/CP modules.

Logistics provide tools to improve customer service by improving customer order processing, increasing warehouse space utilization and efficiency, and controlling purchased materials. This product line consists of customer order management, purchasing, warehouse management, and logistics/CP modules.

Financials: Offers improved accounting control to companies whether they are conducting business in one region or operating in a multinational environment with all of its related challenges. This product line consists of activity costing, general ledger, accounts payable, accounts receivable, address book, currency, modelling, and financial support modules.

Marcam has an installed base of over 725 installations worldwide.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Windows, AS/400

Geographic Markets:

Worldwide

Industry Markets:

- mining and metals
- food and beverage
- pulp and paper
- chemical
- discrete manufacturing
- utilities
- health services
- educational services
- public administration

DISTRIBUTION CHANNELS

Marcam Canada's product revenues are generated through direct sales and through sales support representatives. The company has branch offices in the United Kingdom, United States, Italy, Germany, Singapore, Belgium, and Holland.

CURRENT MARKETING ACTIVITIES

Marcam has strategic arrangements in place in Denmark, Finland, France, Norway, Spain, Sweden, Austria, Australia, Indonesia, Japan, Korea, Malaysia, New Zealand, Singapore, Taiwan, Thailand, Argentina, Brazil, Colombia, Mexico, and Venezuela.

MDR TELEMAGEMENT LTD.

2381 Bristol Circle
Oakville, Ontario
CANADA L6H 5S9

Telephone: (416)829-3317
Facsimile: (416) 829-5606

KEY PERSONNEL

Mr. Stan Tyo, President
Mr. Richard C. Malone, Vice President,
International Marketing
Carl Santoni, Vice President, Technology

COMPANY BACKGROUND

MDR Telemagement Ltd. develops software products for distribution by Bell Canada, in addition to other STENTOR members and manufacturers. These products relate to network and cost management of telephone systems such as long distance and facilities management. MDR software is highly cost-effective in controlling telecommunications costs and the company is the largest manufacturer of this product line in Canada.

MAJOR ACHIEVEMENTS

- won a major contract from the Department of National Defence Canada to develop call accounting and facilities management systems with STENTOR which is installed in all DND bases.
- installed the first Windows implementation of a call accounting system.

FACTS & FIGURES

Year Established:	1981
Total Number Employees:	25
Sales:	4
Marketing:	7
R&D:	12
Management:	2
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991	\$4,000,000
%Revenues Generated By:	
Software Products:	55
Hardware Products:	10
Maintenance/Support:	30
Professional Services:	5
%Sales Generated In:	
North America:	90
Central America:	8
Western Europe:	2

KEY CUSTOMERS

- Bell Canada, Montreal, Quebec
- Northern Telecom, Belleville, Ontario
- Alberta Government Telephones, Edmonton Alberta
- Prism Systems, Richmond, British Columbia
- AT&T Canada, Willowdale, Ontario
- Manitoba Tel, Winnipeg, Manitoba
- MT&T, Halifax, Nova Scotia
- Accell Communications, Montreal, Quebec
- J&D Systems, Kitchener, Ontario
- CAG Systems, Calgary, Alberta
- Northern Telecom (CALA) Ltd., Florida, USA

TECHNOLOGY FOCUS

Telecommunications Management and Analysis Software

CURRENT PRODUCTS

Products include:

Call Accounting: a long distance/network tracking and cost allocation systems for clients with telephone long distance charges in excess of \$2,000. Runs under Windows or DOS.

Facility Manager: an inventory, work order repair log and cable management systems used by large customers or telephone system suppliers. Runs under Windows or DOS.

Task Master: an automated scheduler for all Windows based customers.

Directory Manager: an attendant lookup and directory package used by large single/multi site end users with 500 or more locals. Runs under DOS.

MARS: a monitoring alarm reporting system for PBXs used by large multi site customers or telephone service providers. Runs under DOS.

Line Analysis: provides trunk/traffic analysis and is used by private network users or network providers. Runs under DOS.

Hotel/Motel: tracks long distance calls and interfaces to the Hotel Property Management System. Ideal for hotel chains or any hotel that wishes to combine long distance with their guest bills. Runs under DOS.

FUTURE PRODUCT DIRECTIONS

Planned enhancements to its existing line include network optimization and full conversion to the Windows platform.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Windows, MS DOS
- IBM 386/486 and compatibles

Geographic Markets:

Canada, United States, Puerto Rico, Mexico, Caribbean, Western Europe

Industry Markets:

- medium to large companies with single site or multiple site networks
- organizations involved with cost allocations, network analysis and cost recovery
- hotels

DISTRIBUTION CHANNELS

MDR distributes its products through wholesale distribution, OEMs, consulting services, telephone companies and system manufacturers.

CURRENT MARKETING ACTIVITIES

The company has gained further access to the U.S. market and manufacturers through a unilateral distribution agreement with Systems Reliability. Since 1991, the Caribbean, Mexican, and South American markets are served by Northern Telecom (CALA) Ltd., based in Miami, Florida. The Puerto Rican market is addressed through a unilateral distribution agreement established in 1992 with AT&T Puerto Rico. MDR is also involved in a joint R&D project with Prism Systems, a multi-national firm, to develop new products to be shipped with Northern Telecom systems.

PARTNERING INTERESTS

Interested in discussing various partnering opportunities.

MEGALITH TECHNOLOGIES INC.

One Antares Drive
Suite 510
Nepean, Ontario
CANADA K2E 8C4

Telephone: (613) 225-2300
Facsimile: (613) 225-2304

KEY PERSONNEL

Mr. Charlie Rabie, President & CEO
Ms. Sandy Hovey, Vice President, Sales
Mr. Peter Fillmore, Vice President, Marketing
Mr. Richard Boadway, Vice President, Finance

COMPANY BACKGROUND

Megalith was established in 1986 to exploit the attractive potential of optical storage media (principally CD-ROM) combined with sophisticated text retrieval software. Megalith was one of the first Canadian companies to take advantage of the adoption of international standards for optical storage, and to marry this hardware with text and image retrieval software. With the addition of customizable user interfaces on various platforms, Megalith has gained international recognition for its leadership in the delivery of integrated text/image solutions.

MAJOR ACHIEVEMENTS

Featured in articles in:

- R&D Bulletin
- Canadian Business, October, 1990
- Ottawa Citizen, March, 1992

Major accounts and long term relationships with:

- government sector
- manufacturing sector
- petrochemical sector
- pharmaceutical sector
- construction sector

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	26
Sales:	7
Marketing:	2
R&D:	3
Management:	4
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	25
Hardware Products:	10
Maintenance/Support:	5
Professional Services:	60
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Northern Telecom Canada Ltd., Brampton, Ontario
- Industry, Science, and Technology Canada, Ottawa, Ontario
- Employment and Immigration Canada, Hull, Quebec
- Ontario Ministry of Housing, Toronto, Ontario
- Canadian Pharmaceutical Association, Ottawa, Ontario
- Revenue Canada Taxation, Ottawa, Ontario
- Justice Canada, Hull, Quebec
- Atomic Energy Control Board, Ottawa, Ontario

International

- Mobil Oil Corporation, New Jersey, USA

TECHNOLOGY FOCUS

Text and image retrieval software for building databases, configuring end-user interfaces, and retrieval for large and complex source information collections.

CURRENT PRODUCTS

Products include:

MegaText Retrieve: a full text retrieval software for client/server environments. It also provides image retrieval and hypertext links. This product is targeted primarily toward government departments and Fortune 1000 companies.

MegaText Toolkits: The following Toolkits allow technical clients to set up their own applications for use with *MegaText Retrieve*.

Build: builds databases.

Image: formats and compresses images.

Configure: configures end user interfaces.

In addition, Megalith offers expertise in providing turn-key solutions for data preparation and indexing, application design, and CD-ROM simulation and mastering, where required.

FUTURE PRODUCT DIRECTIONS

Megalith is currently planning enhancements for its Windows client version, the Unix environment, and a growing range of filters for the variety of authoring packages used by customers.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Windows, MS DOS, MAC OS, Unix, VMS

Geographic Markets:

Canada, United States, Europe

Industry Markets:

Fortune 1000 companies in:

- manufacturing
- petrochemical
- finance
- publishing
- petrochemical
- pharmaceutical
- legal

Governments:

- federal
- provincial/state
- municipal

DISTRIBUTION CHANNELS

Megalith distributes its software products and services through offices in Ottawa, Toronto, and Montreal as well as through joint marketing and VAR agreements with various firms in Canada, the United States and Europe. CD-ROM products are distributed through a distributor/dealer network.

CURRENT MARKETING ACTIVITIES

Currently the company is marketing its products in Canada and the United States through a direct sales organization. In addition, Megalith products are being marketed in Europe through a VAR agreement with OSX of Germany. Demand creation is supported by a variety of programs such as seminars, trade shows, and publicity.

PARTNERING INTERESTS

Megalith is seeking further OEM and VAR agreements in the United States, Europe, Australia, and the Far East. The company is also seeking CD-ROM publishing partnerships in these territories. With the MegaText family, partners can have immediate availability of an internationally acknowledged leading end-user retrieval solution.

MICRO TEMPUS, INC.

440 Rene Levesque Boulevard, West
Suite 300
Montreal, Quebec
CANADA H2Z1V7

Telephone: (514)397-9512
Facsimile: (514)397-9465

KEY PERSONNEL

Mr. Harold Lotz, President
Mr. André Marechal, Vice-President, Finance
Mr. Yves Dubuc, Vice-President, Research & Development

COMPANY BACKGROUND

Micro Tempus (MTI) was incorporated on December 16, 1982. It was founded by six Montreal-based professionals to develop and market PC/Mainframe and LAN/Mainframe integration software to the data processing environment of large organizations.

MTI's first product, *Tempus-Link*, introduced in 1983 the concept of accessing IBM mainframe disk drives by using simple MS-DOS commands on a PC. *Tempus-Link* was a successful product, with over 2,500 IBM mainframe sites worldwide purchasing *Tempus-Link* technology. Subsequently, MTI developed several follow-on products including *Tempus-Share* (1987), *Tempus-Access* (1988), *Tempus-Transfer* (1989) and *Tempus-Talk* (1989).

In September 1990, Micro Tempus introduced its two newest products, *Tempus Peer Engine* and *The Enterprise Router*. The *Enterprise Router* is the first product release coming out of the company's new strategic alliance with Microsoft Corporation. The *Enterprise Router*, which runs over *Peer Engine*, is a versatile software router that, among other functions, allows a large data processing user to control and administer LANs from a remote site using their existing Systems Network Architecture (SNA) communications backbone.

MAJOR ACHIEVEMENTS

MICA 1986 - Le Conseil de L'Industrie Electronique du Quebec Company of the Year Award.
MICA 1985 - Le Conseil de L'Industrie Electronique du Quebec Export Award.

FACTS & FIGURES

Year Established:	1982
Total Number Employees:	50
Sales:	19
Marketing:	1
R&D:	20
Management:	10
Fiscal Year End:	March 31
Stock Listings:	Public (MTP)

Annual Revenues-1991	\$8,000,000
%Revenues Generated By:	
Software Products:	50
Maintenance/Support:	50
%Sales Generated In:	
North America:	31
South America:	8
Western Europe:	48
Asia Pacific:	13

KEY CUSTOMERS

Domestic

- Gaz Metropolitan, Quebec
- Hydro Quebec, Quebec
- Ontario Hydro, Ontario
- Canadian National (CN), Quebec

International

- Blue Cross Blue Shield, Oregon, Minnesota, USA
- Boeing, Seattle, Washington, USA
- Kentucky Fried Chicken, Louisville, Kentucky, USA
- Martin Marietta, Orlando, Florida, USA
- Mobile Gas Service, Mobile, Alabama, USA
- Basler Insurance, Switzerland
- Renault, France
- Consortio Honda, Sao Paulo, Brazil
- Air New Zealand, Auckland, New Zealand
- Mercedes Benz, Brazil, Germany, Australia

TECHNOLOGY FOCUS

Data Communications, LAN-Mainframe, PC-Mainframe Connectivity

CURRENT PRODUCTS

Enterprise Router: LAN-to-LAN routing via a mainframe using existing SNA network. Also, for DOS workstations, routing to stand-alone DOS workstations via a mainframe using existing SNA network.

Tempus Peer Engine: Communications backbone supporting over 30 emulation products.

Tempus-Share: Host-based virtual disk server.

Tempus-Link: Virtual disks on the mainframe.

Tempus-Transfer: Intelligent PC/mainframe file transfer for DOS, OS/2 and Windows.

Tempus-Access: Extracting information in mainframe databases and downloading them to PCs.

Tempus-Talk: PC scripting/language for LV2 sessions.

Tempus-DB2: Dynamic SQL - access to DB2 from a DOS or Windows-based workstation.

Tempus-CLIP: PC to LAN interface security through the use of smart cards.

FUTURE PRODUCT DIRECTIONS

Peer Engine 2: New communication architecture for *Tempus* product line and for clients/OEMs who offer multi-platforms, multi-protocol solutions.

MAGDA: Centralized and automated help facility for large SNA networks. Interface to netview.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MVS, DOS/VS and VM OS/2, DOS, Windows
- IBM mainframes and compatibles, IBM PS/2

Geographic Markets:

Worldwide

Industry Markets:

Any medium to large organization with an IBM mainframe or compatible requiring client-server architectures on a world-wide basis.

DISTRIBUTION CHANNELS

Micro Tempus markets its products world-wide through a combination of direct sales and distributors in targeted countries and specific markets.

CURRENT MARKETING ACTIVITIES

Micro Tempus is currently partnered with:

- Caisses Desjardins of Quebec for joint research and development and technology transfer;
- Sterling Software in the United States as an OEM and bilateral distribution of products;
- DCA in the United States providing joint marketing of Micro Tempus products; and
- Microsoft providing technology transfer and joint marketing of Micro Tempus products.

PARTNERING INTERESTS

Micro Tempus is looking for software companies world-wide in a position to either leverage investment, combine technologies for optimal solutions, or acquire funds for R&D and marketing.

MINICOM DATA CORP.**FACTS & FIGURES**

185 Renfrew Drive
Markham, Ontario
CANADA L3R 6G3

Telephone: 416-475-5522
Facsimile: 416-475-7204

KEY PERSONNEL

Mr. Michael Diamond, President & CEO
Mr. Don Parker, Vice President, Sales
Mr. Dave Pitson, Vice President, Finance
Mr. Alan Jaskolka, Vice President, R&D
Mr. Howard Honickman, Executive Vice President
Mr. Bill Kizouski, Vice President, Support

COMPANY BACKGROUND

Minicom Data Corp. was established in 1976 and employs 130 people in offices across Canada and the United States. The company specializes in property management and development systems. All of Minicom's products are developed in-house. The firm maintains divisions for Research and Development, Administration, Marketing, Sales, Support, Client Management, and Professional Services (consulting and education).

Year Established:	1976
Total Number Employees:	130
Sales:	11
Marketing:	7
R&D:	25
Management:	14
Fiscal Year End:	July 31
Privately Held Company	

Annual Revenues-1991	\$15,000,000
%Revenues Generated By:	
Software Products:	28
Hardware Products:	33
Maintenance/Support:	34
Professional Services:	5
%Sales Generated In:	
North America:	100

KEY CUSTOMERS*Domestic*

- Atlantic Shopping Centres
- Belcourt Construction
- Manulife Financial
- Markborough Properties
- Hammerson
- Trizec Corporation
- Minto Construction
- Highmark Properties
- Royal Bank
- Royal LePage

International

- West End Developments, Bermuda
- New Market Developments, Georgia, USA
- Sugarland Developments, Texas, USA

TECHNOLOGY FOCUS

Software development for real estate, property management, and home building markets.

CURRENT PRODUCTS

Minicom products run under Unix and are designed specifically for the real estate industry. They include:

Accounting System: a well-rounded system featuring G/L, A/P, Disbursements and Financial reporting, this product allows the user to chart accounts with multiple companies and/or profit centres. It also provides financial and predetermined pro-ration codes, allows release for payments and review, handles manual checks, and creates an unlimited number of budgets for balance sheet and P&L accounts.

Estimating System: this product prepares cost estimates for new construction and other building projects, creates job costing budget based on roll up from BOM used to create original estimate, bases final budget figures on current costs, expected future costs or what-if scenarios.

Job Costing and Commitment Control: a product designed to manages high-rise building construction, leasehold construction, tenant premises modifications, condominium construction, single family housing and land development. It maintains WIP information, detailed cost category information and contracts, and controls the sales process.

Commercial Property Management: this product manages office complexes, shopping centres, mixed use of complexes and industrial malls. It manages detailed property information, including multiple rental spaces under one lease, and complex tax and operating cost escalations. It maintains complete open item accounts receivable and invoicing information.

Residential Property Management: this product manages apartments, townhouses and condominiums. It provides fast access to information on past, current, and future leases, suite vacancies and unpaid rents. It also charges monthly rent, handles checks, interest and project rental income automatically.

FUTURE PRODUCT DIRECTIONS

Minicom is currently developing a Sybase Relational Database product for the real estate industry.

TARGET MARKETS

Operating Systems and Hardware Platforms:
Unix
Geographic Markets:
Canada, United States
Industry Markets:
Real Estates Industry:
• residential
• commercial
• property management
• land development
Construction Industry:
• residential
• commercial
• industrial

DISTRIBUTION CHANNELS

All of Minicom's product revenues are generated from direct sales.

CURRENT MARKETING ACTIVITIES

The company is currently active primarily in Canada and the United States.

MITECH COMPUTER SYSTEMS INC.

5101 Buchan
Suite 200
Montreal, Quebec
CANADA H4P 2R9

Telephone: (514) 340-9951
Facsimile: (514) 340-9956

KEY PERSONNEL

M. John Frabasile, President
M. Lewis Olishansky, Executive Vice President
M. Pat Lopez, Vice President & CFO

COMPANY BACKGROUND

Mitech Computer Systems was founded in 1983 primarily to provide polling and communications expertise to multi-store fashion retailers. Mitech quickly made a name for itself in the retail industry by developing one of the first Micro-based POS systems in North America. Since then, Mitech has expanded its product line by developing some very sophisticated "back office" systems for the retail and distribution industries. The company's products and services are quickly becoming well known as the best available on the market today.

The company is divided into two major groups: Retail and Distribution. Each group has its own development teams, customer support, system implementation and sales/marketing departments.

MAJOR ACHIEVEMENTS

- Mitech's retail products have become Digital Equipment Corporation's core retail software offerings worldwide.
- Announced a joint software development agreement with DEC.
- Mitech's products are installed at some of the largest and most successful retailers in the world.
- Major industry journals have written articles about Mitech and its products.

FACTS & FIGURES

Year Established:	1983
Stock Listings:	Privately Held Company

Annual Revenues-1991	\$4,000,000
%Revenues Generated By:	
Software Products:	60
Hardware Products:	30
Maintenance/Support:	10
%Sales Generated In:	
North America:	90
South America:	2
Western Europe:	8

KEY CUSTOMERS

- Client list is made available to potential customers on request

TECHNOLOGY FOCUS

Software systems for both the retail and distribution industries.

CURRENT PRODUCTS

Mitech's application software applications for fashion and general merchandise retailers include:

Retail Master for merchandising.

Planning Master for merchandise planning.

CAR for merchandise replenishment.

Audit Master, for retail sales audit.

Polling Master, for POS polling and communications.

For the food distribution industry, Mitech offers *Distribution Master* for purchasing, sales, inventory management and accounting.

FUTURE PRODUCT DIRECTIONS

A major effort is underway to port Mitech software to RDB which is DEC's Relational Database. It is scheduled for release in March of 1993. Also in progress is a conversion that will allow Mitech's products to run under the Unix operating system. This is scheduled for release in October of 1992.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- VMS, Unix
- DEC, VAX, Alpha platforms

Geographic Markets:

Canada, United States, Europe, South America

Industry Markets:

Retail industries such as:

- fashion/apparel
- footwear
- mass merchandisers/department stores

Distribution:

- non-perishable food distribution

DISTRIBUTION CHANNELS

Mitech's product revenues are generated through direct sales and a licensing agreement with DEC.

CURRENT MARKETING ACTIVITIES

The company maintains third party agreements in Europe and South America, and is seeking to expand into new markets through similar agreements with appropriate companies in other countries. Marketing activities are directed through Mitech's direct sales force in North America and through the DEC sales force in Europe.

MKS INFORMATIQUE INC.

1730 Rue Cunard
Suite 101
Laval, Quebec
CANADA H7S 2B2

Telephone: 514-332-4110
Facsimile: 514-334-6043

KEY PERSONNEL

Mr. Jean Mignault, President
Mr. Michel Latreille, Vice President

COMPANY BACKGROUND

MKS Informatique was originally established as the data processing division of the most important kitchen cabinet manufacturer in Quebec. The computer division was established to develop software running on IBM equipment for specialized sectors. It soon attained a dominant position within the targeted sectors. MKS Compu-Group was incorporated in 1987 and has been working as a separate company since then. The company now develops computerized kitchen design software as the industry standard in Canada and the US and as a CAD reseller in Quebec.

The company houses four major technology divisions.

The 20-20 Division develops and markets the 20-20 computerized kitchen design program and has achieved 5,000 installations and approximately 70 per cent of the market for such software products in North America as well as a significant presence in Europe (400 installations).

The Systems Division acts as a reseller of Sun Microsystems and autodesk software for the CAD market in Quebec, addressing the needs of clients such as Hydro-Quebec, the City of Laval and numerous engineering firms.

The Consulting Division has nine employees assigned to various contract projects.

The Multimedia Division assists the other divisions with multimedia needs and also develops software applications.

MAJOR ACHIEVEMENTS

- the largest installed base of kitchen design software in the world.

FACTS & FIGURES

Year Established:	1987
Total Number Employees:	43
Sales:	5
Marketing:	3
R&D:	16
Management:	2
Fiscal Year End:	October 31

Annual Revenues-1991	\$7,000,000
%Revenues Generated By:	
Software Products:	50
Hardware Products:	20
Maintenance/Support:	5
Professional Services:	25
%Sales Generated In:	
North America:	94
Western Europe:	5
Asia Pacific:	1

KEY CUSTOMERS

Domestic

- Sears Canada, Toronto, Ontario
- Hydro-Quebec, Montreal, Quebec
- Ville de Laval, Quebec
- Ville de Montreal, Quebec
- Groupe LGL, Longueille, Quebec

International

- Home Depot, Georgia, USA
- Home Quarters, Virginia, USA
- Home Club, California, USA

TECHNOLOGY FOCUS

CAD/CAM software for the kitchen and bath industry.

CURRENT PRODUCTS

MKS offers a number of products for the kitchen and bath design market of the building industry including:

20-20 Design: a computerized design for kitchen and bath running under DOS with 5,000 installations world-wide.

20-20 Accounting: a kitchen and bath dealer accounting application, also running under DOS.

MKS Comptabilité: an accounting package for builders and building material dealers, this product runs under both DOS and Unix.

20-20 Countertop: and add-on product for 20-20 Design, this DOS product has 1,500 installations.

20-20 Quick Quoter: a pricing program for the building industry.

FUTURE PRODUCT DIRECTIONS

MKS is currently developing a Unix version of its Design software. In addition, the company is working on a manufacturing software product for the furniture industry and multimedia products to be used for electronic cataloging and presentation.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, MS DOS

Geographic Markets:

Canada, United States, Western Europe

Industry Markets:

- kitchen dealers
- kitchen manufacturers
- bath dealers
- home centres

DISTRIBUTION CHANNELS

Most (94%) of MKS's software is sold directly through its head office in Laval and through its subsidiaries in Holland and the United Kingdom. Distributors compose the balance of product sales via third party agreements in Holland, France, Spain, Scandinavia, Hong Kong, Australia, New Zealand, and Korea.

CURRENT MARKETING ACTIVITIES

Currently, 94 per cent of MKS product sales are generated in Canada and the United States. Some inroads have been made in Western Europe, due to the activities of the subsidiary firms located in England and Holland.

PARTNERING INTERESTS

MKS is interested in establishing a joint marketing relationship with an Asian software developer to both distribute and adapt MKS products to the Asian marketplace.

MODATECH SYSTEMS INC.

1681 Chestnut St
Suite 400
Vancouver, British Columbia
CANADA V6J 4M6

Telephone: 604-736-9666
Facsimile: 604-736-4996

KEY PERSONNEL

Mr. Phil Dubois, President
Mr. Rob Jurk, Director, Sales, Eastern Operations
Mr. Ken Bradley, Vice President, Finance & Administration

COMPANY BACKGROUND

Modatech Systems, established in 1984, pioneered the development of Sales Force Automation software. Designed to compliment the sales activities of firms with direct sales forces, Modatech's product-line enables sales representative's using laptop computer systems to enter orders, track order/invoice status information, determine product availability, send electronic mail and manage their territories. The system has been successfully installed in some of North America's largest companies. Modatech has a team of professionals that customize the software to meet the exact needs of customers.

The company's initial product offering, developed to take advantage of the, then, new laptop technology, was designed for the apparel industry. Today, Modatech's offering spans apparel, consumer goods, publishing, cosmetics, food and beverage, over-the-counter drugs, home and industrial electronics/appliances, and automotive.

Modatech maintains its leadership through an ongoing R&D program designed to deliver advanced solutions for the market. The company offers a different approach and the most advanced client server configuration available today's sales force automation marketplace.

MAJOR ACHIEVEMENTS

• Modatech Systems has been featured in various articles in The Wall Street Journal, Datamation, and Computerworld.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	40
Sales:	5
Marketing:	2
R&D:	30
Fiscal Year End:	November 30
Stock Listings:	VSE; NASDAQ

Annual Revenues-1991	\$2,500,000
%Revenues Generated By:	
Software Products:	50
Professional Services:	50
%Sales Generated In:	
North America:	95
Western Europe:	5

KEY CUSTOMERS

International

- Helene Curtis Inc., Chicago, USA
- Simon & Schuster, Englewood, USA
- London Fog, Eldersberg, USA
- Pfaltzgraff Co., York, USA
- Stanley Tools, Connecticut, USA
- Woolrich Mills, Pennsylvania, USA

TECHNOLOGY FOCUS

Sales Force Automation software for Fortune 1000 companies.

CURRENT PRODUCTS

Sales Force Automation System: the system includes modules for sales order management, customer services contact management, sales history, reports and graphs, and electronic mail.

The Modatech System delivers the National Communications Manager for routing files and the National Database which mirrors all databases in the field. These modules reside on a central server at the home office connected to the corporate mainframe. The environment operates in Unix and Sybase.

The system has a broad customer base including fortune 1000 companies, and businesses the apparel, consumer goods, cosmetic, food and beverage, and electronic industries.

FUTURE PRODUCT DIRECTIONS

Modatech is developing products for the Laptop and Pen-Based products under the GO operating system using PEN-APS Tools from Slate.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, DOS

Geographic Markets:

Canada, United States, Western Europe

Industry Markets:

- apparel
- chemical
- consumer products
- electrical
- electronics
- food
- fuel
- manufacturing
- paper products
- tools
- publishing

DISTRIBUTION CHANNELS

All of Modatech's product revenues are generated through direct sales out of its head office in Vancouver and branch offices in New York, New Jersey and London, England.

CURRENT MARKETING ACTIVITIES

Modatech established joint marketing agreements in 1992 with IBM and BULL as well as a VAR agreement with SUN

MORTICE KERN SYSTEMS INC. (MKS)

35 King Street North
Waterloo, Ontario
CANADA N2J 2W9

Telephone: (519)884-2251
Facsimile: (519)884-8861

KEY PERSONNEL

Mr. Randall Howard, President
Ms. Ruth Songhurst, Vice President Sales & Marketing
Mr. Alex White, Vice President, Special Projects
Mr. Trevor John Thompson, Vice President, Future Products
Mr. Norm Jobes, Director, Research & Development
Mr. Michael Carey, Director, Sales

COMPANY BACKGROUND

MKS was founded in 1984 by three University of Waterloo graduates. The firm originally concentrated on the development of graphics software and consulting. Dissatisfied with the unsophisticated applications available while as consultants, the company decided to develop tools which emulate Unix on DOS and OS/2 machines. These tools make up the MKS Toolkit.

Today, the firm concentrates not only on its high-powered software development tools but also on open systems standards conformance, having launched InterOpen in June 1990 as well as licensing standards conforming technology to a number of large multinational corporations in the U.S. and Japan. Some of these include Digital Equipment, Hewlett Packard, and Unisys.

MKS has five operating units: Product Management, Finance and Administration, Sales and Marketing, Corporate Relations, and Research and

Development. Finance and Administration is responsible for personnel and all financial aspects of the company. Sales and marketing is divided into two operating groups: sales, which oversees worldwide product sales, and marketing which is responsible for advertising, market research and product promotion.

MAJOR ACHIEVEMENTS

- supplying open systems standards technology to Digital Equipment Corporation, Hewlett Packard Company, and Unisys Corporation has established MKS as the only proven supplier of this technology for non-Unix systems in the world.
- won numerous awards for advertising, documentation, and its "Learning Unix" book.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	53
Sales:	6
Marketing:	5
R&D:	23
Management:	5
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991	\$4,200,000
%Revenues Generated By:	
Software Products:	50
Maintenance/Support:	4
Professional Services:	46
%Sales Generated In:	
North America:	79
South America:	1
Western Europe:	10
Asia Pacific:	10

KEY CUSTOMERS

International

- AT&T, USA
- Hewlett Packard, California, USA
- Digital Equipment Corporation, New Hampshire, USA
- Unisys Corporation, Virginia, USA
- Phillips, Germany
- Siemens Nixdorf, Germany
- Free University of Berlin, Germany
- King's College, Cambridge, United Kingdom

TECHNOLOGY FOCUS

Portable Operating System Environment (POSIX) standards technology for value-added systems; powerful programming tools for DOS and OS/2, communications software tools.

CURRENT PRODUCTS

Products include:

MKS Toolkit: more than 150 software development utilities for DOS and OS/2, this package is used by applications developers and end users moving to open systems. MKS Toolkit has 40,000 DOS installations and 5,000 OS/2 installations.

MKS LEX&Y-ACC: compiler construction tools used by applications developers and end users. The DOS version has 5,000 installations, the OS/2 version, 1,000.

MKS RCS: a revision control system used by application developers and end users. There are 8,000 DOS installations, and 2,000 OS/2 installations.

InterOpen: a suite of products and services directed at bringing POSIX conformance to value-added systems. InterOpen is used by systems vendors that must move to open systems in order to retain their market share.

FUTURE PRODUCT DIRECTIONS

The company is investigating future directions for its *InterOpen* suite of products and services which may include XPG conformance and UUCP.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS-DOS, OS/2, Unix

Geographic Markets:

Worldwide, primarily North America, Europe and the Pacific Rim

Industry Markets:

- technical users (software developers, programmers, project managers)
- technical consultants
- corporations requiring open systems conformance on proprietary platforms
- government departments
- UNIX training organizations
- the academic community

DISTRIBUTION CHANNELS

Half of MKS's distribution is through OEMs, the balance through retail distribution and direct sales.

CURRENT MARKETING ACTIVITIES

In order to leverage sales of the InterOpen product suite, increase industry's awareness of MKS as a standards technology supplier, and in order to lay the ground work for sales of MKS retail products, the company has entered into OEM and joint marketing agreements with Digital Equipment Corporation, Hewlett-Packard Company, and Unisys Corporation.

In addition, MKS has dealer networks in the United Kingdom, the Netherlands, Belgium, France, Germany, Switzerland, Italy, Finland, Sweden, Denmark, Singapore, Japan, Australia, Brazil, Canada, and the United States.

PARTNERING INTERESTS

MKS is seeking a North American venture capitalist to provide equity for the firm. In addition, the company is looking worldwide for system vendors, application developers, or end users moving to open systems, for OEM, technology transfer, and training agreements.

MULTI-HEALTH SYSTEMS INC.

65 Overlea Blvd.
Suite 210
Toronto, Ontario
CANADA M4H 1P1

Telephone: 416-424-1700
Facsimile: 416-424-1736

KEY PERSONNEL

Dr. Steven Stein, President
Mrs. Rodeen Stein, Vice President
Mr. Gerald FitzGerald, General Manager

COMPANY BACKGROUND

Multi-Health Systems Inc. was developed "out of a basement" in 1983 when the founder perceived a need for software for psychologists and psychiatrists. Today, the firm boasts a staff of 14 and operating units covering Customer Service, Technical Support, Research and Development, Marketing, Shipping, and Administration.

MAJOR ACHIEVEMENTS

- computer testing selected by the Canadian Forces
- computer diagnostic system selected by the American Psychiatric Association

FACTS & FIGURES

Year Established:	1983
Total Number Employees:	14
Sales:	1
Marketing:	2
R&D:	4
Management:	3
Fiscal Year End:	May 31
Privately Held Company	

Annual Revenues-1991	\$1.3-2 million
%Revenues Generated By:	
Software Products:	60
%Sales Generated In:	
North America:	98
Western Europe:	1
Asia Pacific:	1

KEY CUSTOMERS

Domestic

- Canadian Forces
- Ontario Corrections, Ontario
- University of Edmonton, Alberta
- Riverside Hospital, British Columbia
- Pulvermacher, Stevens & Sherman, Ontario
- Toronto Hospital, Ontario
- Waterford Hospital, Newfoundland
- Peel Board of Education, Ontario
- University of Ottawa, Ontario
- Stress Institute, Ontario
- Hospital for Sick Children, Ontario

International

- VA Hospitals, USA
- University of California, USA
- Hofstra University, USA
- Institute for Rational Living, USA
- Silver Hills Treatment Centre, USA
- Yale University, USA
- Mayo Clinic, USA
- Kaiser Permanent, USA
- Harvard University, USA
- US Army, Navy, Air Force, USA

Quality of Life: a measure that assesses the quality of an individual's life across a broad range of specific areas including general well-being, interpersonal relations, organizational activity, occupational activity, and leisure and recreational activity.

Jesness Inventory: an adolescent personality scale with a powerful index predictive of asocial tendencies.

FUTURE PRODUCT DIRECTIONS

Multi-health is developing Windows, voice (multi-media), and touch screen applications for its diagnostic software.

TECHNOLOGY FOCUS

Specialized software for the mental health industry.

CURRENT PRODUCTS

The Multi-Health product line is designed strictly for the mental health profession and all run under the DOS operating system.

SHRINK: The Practice Manager: the most widely used product family with over 700 installations. It is a complete tracking system for psychiatric office accounts and patient records.

The company also offers a broad range of products for psychiatric diagnostic interviewing, each with over 100 installations. These include:

Mini-SCID: a computerized method of screening patients, this product is designed to collect selected diagnostically-relevant historical data directly from patients using questions adapted from the widely accepted structured interview for DSM-III-R published by the American Psychiatric Press.

DTREE: a psychiatric expert system for diagnosis using the standard DMS-III-R diagnostic trees.

Conners Rating Scale: the most frequently used behaviour rating scale for diagnosing hyperactive children.

TARGET MARKETS**Operating Systems and Hardware Platforms:**

- DOS, Windows
- MS DOS compatible computers

Geographic Markets:

Canada, United States, U.K.k Ireland, Australia, New Zealand, Iceland, Israel, Belgium, France, Italy, Portugal, Bermuda, Netherlands, Finland, Sweden, Norway, Austria, Japan, Korea, Taiwan

Industry Markets:

- psychologes & psychiatrists
- hospitals
- educational facilities
- universities

DISTRIBUTION CHANNELS

Most of Multi-Health's products are sold directly from its head office in Toronto and branch office in the United States.

CURRENT MARKETING ACTIVITIES

The company has distribution agreements in the U.S. with Psychological Assessment Resources (PAR), American Psychiatric Press, Inc., (American Psychiatric Association), Psychologistics, Psychometric Software, The Psychological Corporation (HBJ), Western Psychological Services, ProEd, Psychological Publications, Slosson Educational, A.D.D> Warehouse, Jastak, and numerous VAR/dealers.

PARTNERING INTERESTS

Multi-Health is interested in identifying other distributors and/or small VARs in the United States.

MULTIPOST LTD.

825 Denison St.
Unit 19
Markham, Ontario
CANADA L3R 5E4

Telephone: 416-477-4747
Facsimile: 416-477-7074

KEY PERSONNEL

Mr. Harry Magerman, President
Mr. Greg Smith, General Manager

COMPANY BACKGROUND

Originating from a video rental outlet, Multipost was established in 1981 and began marketing software and hardware for the video rental industry. Today, the company employs seven and caters to a number of video rental outlets throughout Ontario, Quebec and centres across Canada.

The company has four operating units: Sales and Marketing, Customer Support, Service, and Programming.

FACTS & FIGURES

Year Established:	1981
Total Number Employees:	7
Sales:	3
Management:	2
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991	\$850,000
%Revenues Generated By:	
Software Products:	70
Hardware Products:	20
Maintenance/Support:	10
%Sales Generated In:	
North America:	100

TECHNOLOGY FOCUS

DOS database inventory management and retail point of sale systems.

CURRENT PRODUCTS

Multipost develops all of its software applications in-house. Products include:

Video Vendor: a video rental store point of sale system with an installed base of 700.

Smart Vendor: a general point of sale and inventory control system targeted to retail merchants. An installed base of 20.

Rent 'n Trak: an equipment rental and inventory control system for tool and party rental dealers with an installed base of 30.

FUTURE PRODUCT DIRECTIONS

Multipost is committed to enhancing its existing product line and is considering embarking on the development of a compact hardware and software solution to replace cash registers in many retail businesses.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- DOS
- IBM compatible 286/386/486

Geographic Markets:

Canada

Industry Markets:

- retail merchants
- video rental outlets
- tool and party equipment rental outlets

DISTRIBUTION CHANNELS

Multipost generates all of its product revenues through internal direct sales efforts and is currently establishing dealers in major centres across Canada.

MULTIPROCESSOR TOOLSMITHS

200 - 6 Gurdwara Drive
Nepean, Ontario
CANADA K2E 8A3

Telephone: (613) 727-8707
Facsimile: (613) 727-3570

KEY PERSONNEL

Mr. Roy W. Bond, Director, Sales & Marketing
P. Kim Rowe, President

COMPANY BACKGROUND

Multiprocessor Toolsmiths Incorporated (Toolsmiths) provides real-time system developers, project managers, and program managers with a complete, totally integrated, computer-aided software engineering (CASE) environment and comprehensive support services including custom software development.

In 1987 Toolsmiths Incorporated was founded with rights from the National Research Council of Canada and Carleton University (Ottawa) for approximately \$5 million of research and development into advanced real-time systems. Today, Toolsmiths is a privately held company with annual sales revenues in excess of \$.5 million.

The company is divided into two primary groups: Marketing and Sales, and Research and Development. The R&D group also provides support to customer installations, and includes a special team working on ADA capability.

MAJOR ACHIEVEMENTS

- CASEWorks/RT is written up in U.S. trade publications regularly.
- Computer Design featured Toolsmiths in a number of articles in 1991 and points to the company as technology leaders.
- 1991-1992 achieved significant penetration into major international accounts such as Thompson in France, GE and Westinghouse in the United States, and Optech and CAL in Canada.

FACTS & FIGURES

Year Established:	1987
Total Number Employees:	10
Sales:	2
Marketing:	3
R&D:	5
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991	\$540,000
%Revenues Generated By:	
Software Products:	73
Maintenance/Support:	5
Professional Services:	22
%Sales Generated In:	
North America:	96
Western Europe:	4

KEY CUSTOMERS

Domestic

- CAL Corporation, Ottawa, Ontario
- Dover Elevator Limited, Mississauga, Ontario
- Intera Technologies Ltd., Calgary, Alberta
- MPB Technologies, Dorval, Quebec
- Optech Inc., Downsview, Ontario
- Royal Military College, Kingston, Ontario

International

- Advanced Acoustic Concepts, New York, USA
- Domier, Germany
- Microcom, Massachusetts, USA
- Naval Underwater Systems Command, Newport, USA
- Thomson CSF, France
- Unisys Corporation, Pennsylvania, USA
- Westinghouse Oceanic, Annapolis, USA

CASEworks/RT comprises:

OnTime: A machine chart based (Buhrogram) requirements specification and design environment, which includes a flesh editor and code generator

Copycat: A real-time operating system simulator

Remedy: A C language host-based source and system level debugger for multiprocessor and distributed processor systems

Unison: A real-time operating system supporting the pSOS+ executive.

CASEworks/RT supports the Sun SPARC platform. *CASEworks/RT* will transparently support configuration with mixed target processor families including Motorola 68000 series, AMD 29000 series, INTEL L860 and L960 series, and Sun SPARC

FUTURE PRODUCT DIRECTIONS

Major enhancements are very often added at the request of customers. Because the CASE field is relatively new, major features are being added at regular intervals as customers and Toolsmiths' engineers pool their talents.

A major effort has been underway since 1991 to develop ADA language support for the *CASEworks/RT* development environment. Under the direction of Stephen Michell, recognized worldwide as an expert in the ADA area, this capability should be available in late 1992.

TECHNOLOGY FOCUS

Computer-Aided Software Engineering (CASE) for real-time systems development.

CURRENT PRODUCTS

Toolsmiths' main product, *CASEworks/RT*, provides a unique solution to the problems associated with developing the complex real-time and embedded systems typically found in the aerospace, military, telecommunications, and intelligent instrument markets.

Toolsmiths develops tailorable software engineering environments and support services to developers of large, real-time embedded instruments doing image and acoustic processing, simulation, graphics, communications, and data acquisition in addition to overall instrument control.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, pSOS+
- Sun SPARC

Geographic Markets:

Canada, United States, Sweden, France, United Kingdom, Germany, Japan (potentially)

Industry Markets:

Large manufacturers of complex multiprocessor systems for:

- telecommunications
- aerospace
- military
- complex instruments

CURRENT MARKETING ACTIVITIES

Toolsmiths currently holds unilateral distribution agreements with Craysi of Germany, Thame Microsystems of England, Antycip of France, and Nortelco of Sweden. The company also has technology transfer and VAR agreements with two U.S. firms - Ironics and CSPI as well as strategic relationships with Software Components and Motorola of the U.S. and Innovation Ontario.

PARTNERING INTERESTS

Toolsmiths would like to enter the Japanese marketplace via unilateral distribution and technology transfer agreements and is also interested in pursuing distributors in Germany.

DISTRIBUTION CHANNELS

Currently just over half of the company's product revenues are generated by direct sales, the balance by VARs and distributors.

MVS SOLUTIONS INC.

200-D Konrad Crescent
Toronto, Ontario
CANADA L3R 8T9

Telephone: (416) 940-9404
Facsimile: (416) 940-5308

KEY PERSONNEL

Mr. José Danobeita, President
Mr. Murray Martin, Sales & Marketing

COMPANY BACKGROUND

In 1985, Crowntek Inc. formed a division to commercialize some of its in-house developed software, which improved the operation of its data centre. In 1987, the management and some employees of this division purchased rights to one of the products, *ThruPut Manager*, and established MVS Solutions Inc. as a separate company.

Today, the company markets its automated batch workload management software to large organizations in the United States and Canada, and in 1991 had revenues of \$2.5 million.

FACTS & FIGURES

Year Established:	1987
Total Number Employees:	20
Fiscal Year End:	February 28
Privately Held Company	

Annual Revenues-1991	\$2,500,000
%Revenues Generated By:	
Software Products:	60
Maintenance/Support:	40
%Sales Generated In:	
North America:	100

CURRENT PRODUCTS

ThruPut Manager enhances MVS/JES2 services to automate batch workload management according to the datacentre's rules. At job submission, its powerful JCL analyzer determines job characteristics and resource requirements in order to: enforce JCL standards; assign execution class, priority and job CPU limits; hold or cancel jobs; provide volume information for setup jobs; initiate HSM recalls for migrated datasets; ensure initiators are not monopolized; eliminate tape drive allocation problems; enhance StorageTek ACS 4400 operation; ensure required resources are available; and minimize dataset contention problems.

ThruPut Manager complements an installation's job scheduler to reduce operator involvement and to improve system throughput, batch service, and resource utilization.

FUTURE PRODUCT DIRECTIONS

MVS Solution's goal is to develop *ThruPut Manager* into a totally automated service level manager for MVS/JES2 batch workload.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MVS

Geographic Markets:

Canada, United States

Industry Markets:

• cross industry

KEY CUSTOMERS

Domestic

- Bank of Canada, Ottawa, Ontario
- Canadian Broadcasting Corporation, Toronto, Ontario
- Commercial Union Assurance, Toronto, Ontario
- Imperial Oil, Toronto, Ontario
- London Life, London, Ontario
- Mobil Oil Canada, Calgary, Alberta
- Revenue Canada Taxation, Ottawa, Ontario
- Soc. de l'Assurance Auto, Quebec, Quebec
- Statistics Canada, Ottawa, Ontario

International

- American Express, Arizona, USA
- Bell Atlantic, Pennsylvania, USA
- Chevron Information Technology Company, California, USA
- Delta Air Lines, Georgia, USA
- Dun and Bradstreet, New Jersey, USA
- GTE Data Services, Florida, USA
- Kemper Financial Services, Illinois, USA
- Mobil Administrative Services, Texas, USA
- Prudential Insurance, New Jersey, USA
- Tandy Corp., Texas, USA

TECHNOLOGY FOCUS

Automated batch workload management software for MVS/JES2 installations.

DISTRIBUTION CHANNELS

MVS Solutions generates its product revenues through direct sales efforts.

CURRENT MARKETING ACTIVITIES

The company markets *ThruPut Manager* in the United States and (to a lesser degree) in Canada.

NORPAK CORPORATION**FACTS & FIGURES**

10 Hearst Way
Kanata, Ontario
CANADA K2L 2P4

Telephone: (613) 592-4164
Facsimile: (613) 592-6560

KEY PERSONNEL

Dr. James F. Carruthers, President
B.M. Dobson, Vice President, Operations
E.C. McClelland, Marketing Manager

COMPANY BACKGROUND

Incorporated in 1972, Norpak Corporation has engineered and manufactured videotex and VBI data broadcasting/teletext products since 1978. A co-developer of both NABTS and NAPLPS, Norpak is the leading developer of hardware and software meeting the North American standards.

MAJOR ACHIEVEMENTS

- 96% market share (67 out of 70) NABTS broadcast systems installed worldwide.
- 1985 and 1990, Award for Innovation from the Interactive Services Association (formerly Videotex Industry Association).

Year Established:	1972
Total Number Employees:	21
Sales:	1
Marketing:	1
R&D:	10
Management:	2
Fiscal Year End:	December 31

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	45
Hardware Products:	50
Maintenance/Support:	3
%Sales Generated In:	
North America:	35
Western Europe:	60
Asia Pacific:	60

KEY CUSTOMERS*Domestic*

- Northern Telecom Ltd., Mississauga, Ontario
- Air Canada, Montreal, Quebec
- Dept. of Communications, Ottawa, Ontario
- Bell Canada/Mediatel, Ottawa, Ontario
- Sasktel, Regina, Saskatchewan
- Radio Quebec, Montreal, Quebec
- Quebec Hydro, Montreal, Quebec

International

- Samsung Electronics, Seoul, Korea
- Alcatel Business Systems, Strausbourg, France
- CBS Inc., New York, USA
- ABC/CAP Cities, New York, USA
- Visa International, USA
- AT&T, New York, USA
- Korean Broadcasting System, Seoul, Korea
- Munhwa TV & Radio Broadcasting Corp, Seoul, Korea
- China Television, Taipei, Taiwan

TECHNOLOGY FOCUS

Embedded software for television and telecommunication equipment manufacturers.

CURRENT PRODUCTS

Norpak's products are widely used by industry leaders in manufacturing, services, and government, in addition to the broadcast industry. Internationally oriented, Norpak is the recognized technology leader for NABTS and NAPLPS. Its products are in use worldwide, in the United States, Far East, Europe, and South America, as well as Canada.

Products include:

VTX6: NAPLPS interactive decoder software used in the interactive/videotex terminal manufacturing industry. This product has an installed base of 35,000.

TTX6: NABTS teletext decoder software used in television manufacturing. This product has an installed base of 12,000.

IPS4: NAPLPS page creation software used by news/information providers. This product runs under RSX and QNX and has an installed base of 500.

TMS3: a teletext management system used in television broadcasting.

FUTURE PRODUCT DIRECTIONS

Future products include **VTX7**, the next generation NAPLPS graphical/videotex decoder software. Written in C language, it will have multistandard video interfacing. **TTX7** is the next generation of multistandard teletext and capturing decoder software.

TARGET MARKETS**Operating Systems and Hardware Platforms:**

- QNX, RSX
- PCs, Motorola 6809/68000

Geographic Markets:

Canada, United States, Western Europe, Asia Pacific

Industry Markets:

- television manufacturers
- telecom equipment manufacturers
- television broadcasters
- telecom operating companies

DISTRIBUTION CHANNELS

Norpak sells most (90%) of its product directly and the balance through manufacturers agents.

CURRENT MARKETING ACTIVITIES

Norpak currently has a partnership agreement with Northern Telecom to address the home and business segments of the telecom market. In addition, agreements are in place with Samsung Electronics of Korea and Alcatel BS of France to address the television and telecom market.

PARTNERING INTERESTS

Norpak has targeted certain companies as potential joint R&D and technology transfer partners regarding the upcoming *VTX7* and *TTX7* generation of products. Leading telecom manufacturers are of interest to embed the *VTX7* software in the "smartphone". Television manufacturers are potential partners to imbed the *TTX7* software in their respective televisions.

NUMETRIX LIMITED

655 Bay Street
Suite 1700
Toronto, Ontario
CANADA M5G 2K4

Telephone: (416) 979-7700
Facsimile: (416) 979-7559

KEY PERSONNEL

Mr. Joseph Schengili, President
Mr. Gary Brown, Vice-President, Finance
Mr. Brian Nickerson, Vice-President, Customer Support
Mr. Brad Scheller, Vice-President, Sales
Mr. Gene Burgess, Director, Marketing

COMPANY BACKGROUND

Numetrix Limited was founded in 1979 and has since established itself a leader in breakthrough development of intelligent decision support systems. Schedulex, a finite capacity scheduling system and the most successful Numetrix product to-date, was introduced in 1984. In 1991, Numetrix launched the Linx supply chain planning system, an innovative product for synchronizing product flow. Most recently, Numetrix has introduced MPX a master production scheduling tool. All of Numetrix application technology has been developed in-house using new development tools introduced weekly, the Unix operating system, and a relational base.

Reporting to the President, Josef Schengili, are more than 60 employees located in Toronto, Connecticut, the U.K., and Belgium organized into groups responsible for Finance & Administration, Sales, Research & Development, Customer Support and Marketing.

MAJOR ACHIEVEMENTS

Numetrix Limited and its products have been featured in several industry magazines including: Food Processing, Manufacturing Systems; and Business Management.

FACTS & FIGURES

Year Established:	1977
Total Number Employees:	62
Fiscal Year End:	February 28
Privately Held Company	

Annual Revenues-1991	\$5-10 million
%Sales Generated In:	
North America:	60
Western Europe:	30

KEY CUSTOMERS

Domestic

- Proctor & Gamble, Hamilton and Belleville, Ontario
- Kraft General Foods, Montreal, Quebec
- Kellogg, London, Ontario, Battle Creek, USA

International

- Proctor & Gamble, Cincinnati, USA
- Kraft General Foods, Chicago, USA
- Nestle, USA, Switzerland, U.K., International
- Pillsbury, USA
- Unilever, U.K., Europe, International
- Coca Cola Foods, Houston, USA
- Union Carbide, Charleston, USA
- Grand Metropolitan, U.K.
- Van den Bergh en Jurgens, Holland
- Dow Chemical, Michigan, USA

TECHNOLOGY FOCUS

Process Manufacturing Decision Support Systems.

CURRENT PRODUCTS

Schedulex: the world's leading finite capacity scheduling software for process and repetitive manufacturing. It can be used for master production scheduling, short interval scheduling, engineering design and feasibility studies, and manpower plans.

Linx: an interactive computer software tool for optimizing production and distribution planning. It is designed to help manufacturers with multiple plants and warehouses to decide the quantities of each product that should be made at each plant and distributed to each warehouse, in order to minimize both manufacturing and distribution costs.

MPX: Numetrix's newest product is a finite master production scheduling tool providing not only a best master production schedule, but also best labour plans.

TARGET MARKETS**Operating Systems and Hardware Platforms:**

- Unix
- HP 9000, IBM RS 6000, DEC 5000, Ultrix

Geographic Markets:

Canada, the United States, England, Brazil, Israel, Finland, New Zealand and Australia

Industry Markets:

Processing Industries including:

- Food & Beverage
- Tobacco
- Pulp & Paper
- Chemical and Allied Products

DISTRIBUTION CHANNELS

Most product revenues are generated through direct sales from offices in Canada, the United States, the United Kingdom, and Belgium. Manufacturers agents and system integrators account for remaining sales.

CURRENT MARKETING ACTIVITIES

Third party agreements are established in Australia, Spain, Brazil, Finland, Israel, New Zealand, and France. Third party agreements have also been established with systems integrators within the petroleum refinery and petrochemical industries. Numetrix is a Hewlet Packard Preferred Solution Provider, and IBM Authorized Business Partner, and has a cooperative agreement with Digital Equipment Corporation.

PARTNERING INTERESTS

Numetrix is interested in establishing a distributor and a product support agency for the Pacific Rim.

OCS TECHNOLOGIES CORP.

106-7011 Elmbridge Way
Richmond, British Columbia
CANADA V7C 4V5

Telephone: (604) 273-8045
Facsimile: (604) 273-0301

KEY PERSONNEL

Mr. Raymond Foucault, President & CEO
Mr. Neil Mummel, Vice President, General Manager
Dr. Pamela Salloway, Director, President, Pamap
Technologies
Mr. John McDow, Director of Research
Mr. Floyd Sully, Vice President, Government
Services
Mr. Bob Elson, Vice President, Sales

COMPANY BACKGROUND

OCS Technologies is a Vancouver based company formed in 1981 to meet the automation needs of the insurance industry. Today, OCS offers software solutions for the real estate and criminal justice industries. OCS has also developed high-powered imaging solutions for the health care, banking and retail markets.

The company has offices in Victoria and Richmond, British Columbia, and Bellevue, Washington.

OCS has six divisions: Research Products, Law Enforcement, GIS, Corrections, Leasing/Financial, and Consulting Services.

The company is rapidly expanding its penetration in the growing corrections and law enforcement markets. Recently, the state of Idaho selected OCS's CARE (Corrections Administration Records Entry System) product for installation in its correctional facilities. Selected for having the lowest cost to function ratio of its competitors, the contract is worth over 1.2 million. As well, the Royal Canadian Mounted Police (RCMP) are currently evaluating the law enforcement system for use in 1200 RCMP detachments across Canada. OCS already supports the installation of 40 correctional institutions in the Province of British Columbia which demonstrates the proven reliability of the product.

FACTS & FIGURES

Year Established:	1981
Total Number Employees:	78
Sales:	14
Marketing:	2
R&D:	6
Management:	6
Fiscal Year End:	April 30
Stock Listings: Vancouver Stock Exchange Symbol	OCS

Annual Revenues-1991	\$4,042,370
%Revenues Generated By:	
Software Products:	30
Hardware Products:	30
Maintenance/Support:	25
Professional Services:	15
%Sales Generated In:	
North America:	80
South America:	2
Western Europe:	2
Asia Pacific:	13
Africa:	3

KEY CUSTOMERS

Domestic

- Ministry of Forests, Victoria, British Columbia
- Polar Sea Research Ltd., Lethbridge, Alberta
- Agriculture Canada, Ottawa, Ontario
- Canadian Centre for Remote Sensing, Ottawa, Ontario
- Council for Yukon Indians, Whitehorse
- Ministry of Solicitor General, Victoria, British Columbia

International

- Idaho Department of corrections, USA
- Franklin/Benton Counties, USA
- Food and Agriculture Organization of the United Nations, Morocco
- Coal India, New Delhi, India
- Forest Survey of India, New Delhi, India
- Department of Agriculture, Iran
- Science Applications international, Cambridge, United Kingdom
- National Research Council of Thailand, Bangkok
- Khon Kaen University, Khon Kaen, Thailand
- Food and Agriculture Organization, Rome, Italy

TECHNOLOGY FOCUS

Software solutions for law enforcement, corrections industries, and GIS.

CURRENT PRODUCTS

OCS is a leading supplier of proven software products and services to the major markets of law enforcement, corrections and geographical information systems (GIS).

OCS's Law Enforcement Systems Division has developed a complete set of software modules to help police agencies. Using Oracle's relational database software system, *OCS Law Enforcement System* automates virtually all aspect of this operation including Incident Reporting, Offender Records, Booking Systems, Personal Inventory, Jail Management, Video Imaging and Property Room Management Systems. Systems include:

CARE (Corrections Administration Records Entry System): CARE administers all aspects of an inmate's incarceration from the time he is booked into a correctional facility to the time of his release. The system stores all inmate demographic and custody information, security and medical alerts. It calculates key sentence dates to prevent premature or delayed release. A complete accounting system administers an offender's trust monies, eliminating any manual inaccuracies, and manages receipts of funds, wage earnings, and canteen purchases.

CARE includes a *Probation Records System (PRS)* which makes it easier for law enforcement professionals to monitor criminal offenders that have been released from custody on a probationary or parole basis. *PRS* is fully integrated with *CARE* and provides the only complete jail, parole and probation management system of its kind. *CARE* is the only proven software product available that takes advantage of open systems architecture and the many benefits of Oracle.

VIBS (Video Image Booking System): a comprehensive mug and booking system designed by law enforcement specialists to meet the automation needs of public safety agencies. Additional modules are available to facilitate witness viewing, quickly produce photographic lineups, produce bulletins such as Wanted and Missing Persons, capture prisoners' property, crime scenes and exhibits, and produce employee ID cards or wrist bands.

Healthcare products include:

EMRIS: based on OCS Image Database Technology, *EMRIS* has been designed to meet the specific needs of the health care industry. The system captures, stores and displays images from ultrasound, microscope and other video input devices, and is ideally suited for Diagnostic Imaging and Laboratory environments.

OCS research, law enforcement, and leasing/financing products were all developed in-house. *CARE* was developed by OCS for the Corrections Branch of the Ministry of the Solicitor General. In 1990, OCS purchased this software program and now markets it as a proprietary product. The firm provides the GIS technology through its recently acquired subsidiary, Pamap Technologies, a firm which operates autonomously from its parent and is profiled separately in this package.

FUTURE PRODUCT DIRECTIONS

OCS plans to add enhancements to its existing product lines and to broaden its product base with more applications. In addition, a Unix/Oracle/Windows functional relationship is currently under development.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, MS DOS

Geographic Markets:

Canada, United States, Morocco, India, Thailand, South America, Western Europe

Industry Markets:

- law enforcement agencies
- correctional facilities
- natural resources industry
- healthcare industry

DISTRIBUTION CHANNELS

OCS distributes its products offerings primarily through direct sales efforts through its branch offices in Richmond and Victoria, British Columbia and in Bellevue, Washington and McLean, Virginia. The company also utilizes OEMs, systems integrators, consulting services and VARs as distribution channels.

CURRENT MARKETING ACTIVITIES

OCS currently has third party agreements in Morocco, India, Thailand and the United States, designed to penetrate and expand existing markets.

PARTNERING INTERESTS

The company would like to develop an ownership/equity agreement with a Hong Kong hardware/software company to facilitate market expansion in the far east.

OPEN TEXT CORPORATION

180 King Street, South
Suite 550
Waterloo, Ontario
CANADA N2J 1P8

Telephone: (519) 571-7111
Facsimile: (519) 571-9092

KEY PERSONNEL

Mr. David Terry, Director Of Marketing
Mr. John Branch, President
Mr. Tim Bray, Senior Vice President

COMPANY BACKGROUND

Open Text Corporation is a spin-off company from the University of Waterloo's, Department of Computer Science. It has exclusive world marketing rights to a text database management system originally developed at the University for the second edition of the Oxford English Dictionary.

The company's text processing solutions were the result of a four-year, multi million dollar partnership between the University of Waterloo and Oxford University Press, England, which resulted in the publication of the 2nd edition of the Oxford English Dictionary.

MAJOR ACHIEVEMENTS

FACTS & FIGURES

Year Established:	1989
Privately Held Company	

Annual Revenues-1991	\$1,000,000
% Revenues Generated By: Software Products:	100
% Sales Generated In: North America:	85
Western Europe:	15

KEY CUSTOMERS

Domestic

- Visual engineering, Ottawa, Ontario, Canada
- Public Sector systems, Ottawa, Ontario

International

- Union Bank of Switzerland, Zurich, Switzerland
- Bibliotheque National de France, Paris, France
- Grolier Publishing, Danbury, Connecticut, USA
- Oxford University Press, Oxford, England
- Ringier Dokumentation, Zurich, Switzerland

TECHNOLOGY FOCUS

Text search, display and conversion software

CURRENT PRODUCTS

Open Text Corporation has brought to market a suite of leading edge solutions to address text search, display and conversion.

Products include:

PAT, Text Search Software: PAT is the fastest in the world, searching 60 million words in 2 seconds or less on a microcomputer. It searches on word prefixes, fragments, and words and phrases with equal speed. It also allows any number of fields of any length which can be stacked or overlapped.

LECTOR, Text Display Software: Provides user designed style sheets so display looks exactly like the source document. Another style sheet allows the user to view any part of the text independently. As well, changes to typographical mark-up show alternative formats.

Transduction ToolKit (TTK): Uses grammars to make data conversions automatically and easily.

PAT, LECTOR, and TTK are all run under Unix, are based on an open systems architecture and may be easily integrated with other text processing solutions.

FUTURE PRODUCT DIRECTIONS

Open Text is developing a DOS/WINDOWS version of all its products. Planned enhancements include in-place updating capabilities and a thesaurus.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix
- all Unix systems

Geographic Markets:

Canada, United States

Industry Markets:

- government
- law
- pharmaceutical
- financial services
- publishing
- health services

CURRENT MARKETING ACTIVITIES

Open Text's primary market is North America, however the company is also active in Europe.

PARTNERING INTERESTS

The firm would be interested in developing marketing relationships with Unix VARs, System Integrators and Resellers in the U.S., Europe, and the Far East.

PAMAP TECHNOLOGIES CORP.

3440 Douglas St.
Suite 301
Victoria, British Columbia
CANADA V8Z 3L5

Telephone: 604-381-3838
Facsimile: 604-389-1134

KEY PERSONNEL

Dr. Pamela Sallaway, President
Mr. Stephen Hill, Chief Operating Officer
Mr. Peter Sallaway, Vice President, Business
Development
Mr. Gary Cooney, Director, Sales & Marketing

COMPANY BACKGROUND

Pamap Technologies Corporation was incorporated in 1981. The company was founded by Dr. Pamela Sallaway, a recognized expert in the field of automated mapping and geographic information systems. Early activities were based on the provision of consulting services.

In 1983, Pamap emerged to capitalize on the British Columbia Government's privatization initiative. The company secured a contract for the support of the government's mapping systems, including the design and development of custom software. Its first proprietary software product, *GRDCON*, was a suite of spatial analysis software for Intergraph Systems users.

The growth ensuing from the announcement of the *PAMAP GIS* created a need for Pamap to implement a comprehensive customer support program and to establish an in-house customer service facility. This was completed in 1988.

MAJOR ACHIEVEMENTS

- Pamap was selected by the Conservation and Protection Division of Environment Canada to supply GIS for use in ports and harbours contaminants studies in the Great Lakes areas.
- Pamap awarded a contract by the food and Agriculture Organization (FAO) of the United Nations to supply the *Pamap GIS* to its headquarters in Rome. It will be used to perform various land-use planning studies and projects.
- *Pamap GIS* is installed at the Port of Vancouver, the largest port in Canada, second largest in North America, and one of the top 20 ports in the world.
- Awarded a contract from the British Columbia Ministry of Forests to install and support *Pamap GIS* in the Ministry. The selection was based on a competitive benchmark. The *Pamap GIS* will be used to support resource inventory update, adherence to ministry quality assurance standards, linear and polygonal analysis, interactive planning, and integration of remotely sensed data. The British Columbia Ministry of Forests' GIS initiative represents one of the largest operational forest inventory programs in the world. The Ministry is also the world's recognized leader in the application of remote sensing and GIS to forest inventory.

FACTS & FIGURES

Year Established:	1981
<hr/>	
Total Number Employees:	35
Sales:	6
Marketing:	3
R&D:	6
Management:	6
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Fiscal Year End:	April 30
Member of OCS Technologies Group listed on VSE under OCSTech.	

Annual Revenues-1991	\$2,500,000
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%Revenues Generated By:	
Software Products:	30
Hardware Products:	10
Maintenance/Support:	30
Professional Services:	20
<hr/>	
%Sales Generated In:	
North America:	89
Central America:	1
South America:	1
Middle East:	2
Asia Pacific:	1
Africa:	4

KEY CUSTOMERS*Domestic*

- British Columbia and Canadian Forest Services
- Environment Canada
- Canada Centre for Remote Sensing
- Canada Centre for Remote Sensing
- Vancouver Port Authority
- British Columbia Ministry of Energy, Mines and Petroleum Resources

International

- Food and Agriculture Organization of the United Nations
- United States Forest Service
- Science Applications International Corporation

TECHNOLOGY FOCUS

Geographic Information Systems (GIS) for the natural resource and related sectors.

CURRENT PRODUCTS

Pamap has developed one of the most advanced geographic information systems (GIS) in the world. It is used in more than 300 installations in a wide range of applications including forestry, mining, agriculture, environmental assessment, resource conflict analysis, wildlife habitat, toxic waste management, and environmental disaster response.

In 1985 Pamap developed a GIS prototype, *GEOMAP*, which was implemented in the early PC technology and installed at major customer sites. Pamap's experience with *GEOMAP* and its success led to the design and development of the next generation of products - the *Pamap GIS*.

The *Pamap GIS* product is a decision-support system used to optimize often conflicting economic and environmental concerns of industry, government, and the public. The inherent design of Pamap's GIS, resulting from the company's years of experience in consulting and its designing two generations of GIS product, affords the user many unique features no available in competitive systems. These features ultimately result in numerous benefits in terms of ease of use, throughput, productivity, flexibility, and availability to the user.

The most significant demonstrable areas of the quality of the *Pamap GIS* are: cost efficient data input; integration of remotely sensed data; and high volume throughput. Key features include: map and descriptive data input; surface calculation and definition of resource quantities, areas and volumes; "what if" analysis for resource conflict resolution; dynamic modelling of environmental change; and high quality map production.

FUTURE PRODUCT DIRECTIONS

The recently released *Version 3.00 GIS* offers an external database interface; enhanced 3D manipulation; enhanced analysis; a user interface permitting interaction via screens, menus, or command line with user definition of the environment; combined raster/vector plotting; and *GISView*, a multilayer system which can be configured for system managers, applications specialists, and simple query operations.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS DOS, Unix
- IBM PCs and compatibles, Sun, Digital Equipment, VAX/VMS

Geographic Markets:

Canada, United States, Central America, South America, Western Europe, Middle East, Asia Pacific, and Africa

Industry Markets:

- resource management consultants
- universities
- government agencies

DISTRIBUTION CHANNELS

Pamap distributes its products through direct sales and via a network of systems integrators and VARs world-wide. The company also has third party agreements in India, South America, Europe, Africa, and South East Asia.

CURRENT MARKETING ACTIVITIES

Pamap has undertaken an aggressive marketing campaign including attendance at key industry trade shows, advertising in trade journals and support of a worldwide network of agents.

PARTNERING INTERESTS

Pamap is actively seeking out third party agreements in the U.K., Europe, Asia, and Australia.

PCI INC.

50 West Wilmot Street
Unit 3
Richmond Hill, Ontario
CANADA L4B 1M5

Telephone: 416-764-0614
Facsimile: 416-764-9604

KEY PERSONNEL

Dr. Robert Moses, President
Mr. Michael Pastushak, European Sales Manager
Mr. David Stanley, V.P. Research & Development

COMPANY BACKGROUND

PCI began operations in 1982 as a research and development (R&D) firm developing remote sensing software. In 1985, PCI was one of the first companies to port remote sensing software to PCs. This breakthrough spurred sales, and PCI became the dominant Canadian vendor. Realizing the Canadian market had limited potential, PCI began to focus internationally and has sold systems in over 50 countries. PCI is now one of the three top suppliers of remote sensing software world wide.

The main divisions of the company are: Sales and Marketing (Canadian/U.S./International); Research & Development; Management; and Product Integration and Support. All departments report to the president.

MAJOR ACHIEVEMENTS

PCI has grown from a R&D organization to a leading vendor of remote sensing software, with systems installed in over 50 countries. In addition to dominating the Canadian market, PCI continues to capture major international accounts such as NASA Goddard, Hughes Aircraft and DLR German Aerospace.

FACTS & FIGURES

Year Established:	1982
Total Number Employees:	25
Sales:	5
Marketing:	5
R&D:	10
Management:	5
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	\$ 3-5 million
%Revenues Generated By:	
Software Products:	70
Hardware Products:	15
Maintenance/Support:	10
Professional Services:	5
%Sales Generated In:	
North America:	70
Central America:	1
South America:	1
Western Europe:	20
Eastern Europe:	5
Middle East:	1
Asia Pacific:	1
Africa:	1

KEY CUSTOMERS

Domestic

- Canada Center for Remote Sensing, Ottawa, Ontario
- Ontario Center for Remote Sensing, Toronto, Ontario
- University of Sherbrooke, Cartel Sherbrooke, Quebec
- Ontario hydro, Toronto, Ontario
- Intera, Calgary, Alberta
- Department of Fisheries and Oceans, Ottawa, Ontario
- BC Ministry of Forests, Victoria, British Columbia

International

- DLR German Aerospace, Munich, Germany
- REDAT, Rome, Italy
- GIS Center, Stockholm, Sweden
- NASA Goddard, Maryland, USA
- USGS Geological Division, Virginia, USA
- Hughes Aircraft, California, USA
- Asean Institute for Forest Management, Kuala Lumpur, Malaysia

TECHNOLOGY FOCUS

Image analysis software for resource management companies, environmental consulting firms, educational institutions and government agencies.

CURRENT PRODUCTS

PCI is a pioneer in the development of innovative geographic management systems with capabilities in remote sensing, geographic imaging, terrain analysis and image analysis. All products are developed entirely in-house.

The company's main product offering is:

EASI/PACE: a modular system for image manipulation and processing for use by resource managers and industries such as forestry, geology, the environment, and the military. This system has a customer base of 600.

FUTURE PRODUCT DIRECTIONS

PCI continues to add new functionality to its remote sensing package. Key focus areas are Radar Analysis, Map production, geographic information system (GIS) and improved user interface. Real time 3-D fly through software which allows the analyst to move through an image in 3-D has also been developed and commercialized.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, VMS, MS DOS
- Sun, DEC, IBM, Silicon Graphics, Hewlett Packard, Intergraph, Data General, Kubota Pacific, PCs Okidata

Geographic Markets:

World wide

Industry Markets:

- resource management
- forestry
- geology
- environmental monitoring
- oceanography
- military
- education
- mapping

DISTRIBUTION CHANNELS

PCI distributes its products through direct sales, manufacturers agents and OEMs in the United States, Europe, Asia, and South America.

CURRENT MARKETING ACTIVITIES

A bilateral distribution agreement with Computer Gen. offers wider penetration of the European market.

PRECISE SOFTWARE TECHNOLOGIES

308-301 Moodie Drive
Ottawa, Ontario
CANADA

Telephone: (613) 596-2251
Facsimile: (613) 596-6713

KEY PERSONNEL

Mr. Jeremy James, President
Mr. Craig Honegger, Product Manager

COMPANY BACKGROUND

Precise Software Technologies was founded in 1989 by real-time software engineers from DY-4 Systems, Bell Northern Research and Robtechnik GmbH after obtaining the singular rights to Harmony RTOS technology from the National Research Council of Canada. Since then, Precise has completed the commercialization of these technologies and has developed the portable environment, *MPE*.

The company's software and systems development group collectively possesses many years of embedded systems design, hardware/software integration and custom implementation experience. This experience has been focused on multi-processor architectures for at least 10 years. They are specialists in distributed processing and real-time multiprocessing, communications and networking protocols, multiprocessor system development and operating system design.

MAJOR ACHIEVEMENTS

- Development and market introduction of *Precise/MPX* portable embedded real-time multiprocessor kernel, supported on I80x86, M680x0, M88000, and TMS320C30 processors.
- Development and market introduction of *Precise/MPE*, an environment for development, testing and integration of embedded multiprocessor applications. Supports PCs and Sun workstations.
- Development and field trial of an embedded distributed real-time kernel.
- Development and introduction of a single processor kernel for single processor embedded controller applications.

FACTS & FIGURES

Year Established:	1989
Total Number Employees:	12
Sales:	1
Marketing:	1
R&D:	7
Management:	3
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1992	\$1 - 2million
%Revenues Generated By:	
Software Products:	80
Maintenance/Support:	5
Professional Services:	15
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Transport Canada, Ottawa, Ontario
- DY-4 Systems, Nepean, Ontario
- CAL Corporation

International

- Orbital Sciences Corporation, Virginia, USA
- NASA Ames Research Centre, California, USA
- Hughes Aircraft Company

TECHNOLOGY FOCUS

Distributed real-time executive for embedded multiprocessor and distributed processor applications.

CURRENT PRODUCTS

Precise Software sells *Precise/MPE*, the *Precise Multiprocessing Environment*. It is the first fully integrated embedded systems application development environment designed specifically for creating applications software for real-time multiprocessors. *MPE* includes: *MPX*, a multiprocessing kernel; *MPD*, a multiprocessor debugger and a complete set of optional servers and C language tools.

Precise/MPX: a multiprocessing, multitasking, real-time kernel developed for embedded systems designers building applications which incorporate multiple micro processors. *MPX* supports transparent microprocessing on configurations of multiprocessors that use parallel backplanes to interconnect single board computers and intelligent peripherals. *MPX* can support multiprocessing on hardware that uses industry standard backplanes including VMEbus or NuBus. Motorola 68000, 68010, 68020, 68030, 68302, 88000 and HYPERmodule and Intel 80286 and 80486 processors are supported.

Precise/MPD is a multiprocessor debugger which provides much more capability than is normally found in object code debuggers. *MPD* uses knowledge of the kernel data structures to display and modify task information in a running system. A task's hierarchical structure can be examined, memory allocations can be displayed, user connection blocks for servers can be listed, and tasks can be dynamically created and destroyed. The application programmer uses a single serial interface to *MPD*. This eliminates the need for a software debug terminal on each processor card. *MPD+* augments *MPD* by providing source level symbolic debugging. *MPD+* executes on the host computer and communicates with *Precise/MPD* via a serial link.

All applications that use *MPX* are designed using the client/server model. An *MPX Server* is an *MPX* task that uses *MPX* server functions. Servers can be used to control peripherals or provide special services, for example, a file system, database manager, or communications protocol. A number of pre-written servers are available including: asynchronous serial I/O, SDLC, HDLC, LAPB, MIL-STD 1553 bus and TCP/IP.

MPE includes the InterTools software development package from Intermetrics Microsystems Software, Inc. The InterTools environment includes C cross compilers, cross assemblers, and source code debuggers.

FUTURE PRODUCT DIRECTIONS

Future product endeavors include real-time software computer aided design (CAD) and integrated development environments.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Sun OS, Windows 3.1, MS DOS
- IBM PC 386/486 and compatible, Sun SPARC stations

Geographic Markets:

Canada, United States

Industry Markets:

- real-time embedded software tools

CURRENT MARKETING ACTIVITIES

Most of the company's marketing activities are currently conducted from its head office in Ottawa, Ontario.

The company has a distributorship agreement with LinX in Japan and the Pacific Rim. Distributors for the U.K., France, Germany, and Scandinavia are required. In 1992-93, Precise software will establish a U.S. based operation in the midwest or on the West Coast.

PARTNERING INTERESTS

Precise Software is interested in collaborating with: distributors of software products selling to real-time system developers; manufacturers of board level computer systems who require a software CAD development solution for their end users; and system integrators developing multiprocessor real-time or embedded systems.

Precise will adapt the product family to meet market or product specific requirements as part of distribution/OEM agreements and/or joint development agreements.

DISTRIBUTION CHANNELS

The company's product revenues are generated by direct sales.

PRISM DATA SERVICES LTD.

425 Homer Avenue
Unit 2
Etobicoke, Ontario
CANADA M8W 4W3

Telephone: (416) 255-5556
Facsimile: (416) 255-1466

KEY PERSONNEL

Mr. William Cram, President
Mr. Allan Ross, Consulting Manager

COMPANY BACKGROUND

Prism Data Services Ltd. is a total solutions company and is an acknowledged leader and expert in Canadian Postal Systems, Canada Post regulation, and related software applications and services. Its proprietary software products account for half of the company's total revenues.

The company has divisions for Consulting, Products, and Services.

FACTS & FIGURES

Year Established:	1969
Total Number Employees:	50
Sales:	3
Marketing:	1
Management:	2
Fiscal Year End:	April 30

Annual Revenues-1991	\$5,500,000
%Revenues Generated By:	
Software Products:	50
Professional Services:	50
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Ontario Government, Toronto, Ontario
- Ontario Hydro, Toronto, Ontario
- Government of Canada, Ottawa, Ontario

International

- Power Up Software, California, USA
- Egghead Software, Washington, USA
- Meyer and Son, California, USA

TECHNOLOGY FOCUS

Postal software for large volume mailers.

CURRENT PRODUCTS

Prism offers an expanding suite of postal coding, mail preparation and geolocation software systems and services designed to meet the needs of Canadian and International business using the Canadian postal service.

Products include:

APC (Automated Postal Code System): assigns and validates postal codes on computerized address files. *APC* handles structured and free-format addresses, spelling errors, incomplete addresses, commonly used abbreviations, and data unique to a particular file or environment. This product is available for IBM OS/MVS

APC CICS: the interactive version of *APC*, it operates in pseudo-conversational mode and can either operate stand alone using the screens provided or be integrated into high volume, multi-terminal on-line and data entry applications, such as banking systems.

ACCU Check: a postal code verification product for use by large volume lettermailers, publication mailers and addressed Admail.

DMC/Presort: performs all pre-sortation and produces all reports required by Canada Post for the Delivery Mode incentive rate. Sorting features include; organizing files into direct, mixed or rural bundles, groupings by bundle, bag, or tray; and calculation of postage and total weight of mailing.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MVS, AS400

Geographic Markets:

Canada, United States

Industry Markets:

- large volume mailers such as utilities or governments.

DISTRIBUTION CHANNELS

All product revenues are generated from direct sales.

CURRENT MARKETING ACTIVITIES

The company is active primarily in the Canadian marketplace, and to a lesser degree in the United States.

FRENCH PROFILE
PROCOL INC.

4400 de Salaberry St.
Suite 200
Montreal, Quebec
CANADA H4J 1H4

Telephone: 514-336-8551
Facsimile: 514-336-8565

KEY PERSONNEL

Mr. Pierre Boulay, President
Mme. Louise Belanger, General Co-ordinator

COMPANY BACKGROUND

- alliance with IBM, Data General, MIPS
- alliance partnership divisions with Sun Micro Systems and NEC

MAJOR ACHIEVEMENTS

- prix du 'Canadian Software Award', 1983, 84, 85, 86
- Finaliste au Mercuriades 1987
- Documentation de nos produits dans le 'Canadian High Technology Opportunities', distribué à travers le monde
- Profils dans le 'Québec Economique International', distribué en 5 langues.

FACTS & FIGURES

Year Established:	1978
Total Number Employees:	18
Fiscal Year End:	May 31
Privately Held Company	

Annual Revenues-1991	\$1,000,000
%Revenues Generated By:	
Software Products:	60
Professional Services:	40
%Sales Generated In:	
North America:	90
South America:	1
Western Europe:	9

KEY CUSTOMERS

Domestic

- Schneley Canada Inc., Valleyfield
- Hopital Villa-Médica, Montreal, Quebec
- Régie de l'Assurance Maladie, Quebec
- Prééminence, Montreal, Quebec
- Transport Canada, Montreal, Quebec
- Sureté du Québec, Montreal, Quebec
- Centre Hospitalier Catherine Booth, Montreal, Quebec
- Canadian Odysseys-Odytours, Montreal, Quebec
- Culinar Inc., Ste Marie de Beauce, Quebec

PROMIS SYSTEMS CORPORATION LTD.

Crown Life Place, North Tower
175 Bloor Street East
Suite 500
Toronto, Ontario
CANADA M4W 3R8

Telephone: (416)960-0960
Facsimile: (416)960-1222

KEY PERSONNEL

Mr. Elliot Wassarman, President & CEO
Mr. William Cox, Senior V.P., Operations
Ms. Carol Whitfield, Senior V.P., Sales & Marketing
Mr. Doug Scott, Senior V.P., Strategic Planning
Mr. Gordon Wilde, V.P., Finance & CEO
Mr. Richard Kathnelson, Director, Human Resources

COMPANY BACKGROUND

Promis System's main product offering is a computer-integrated manufacturing (CIM) system which consists of core systems and 14 integrated product modules. The company boasts an impressive client base that includes some of the world's leading electronic companies.

Promis emerged from a joint venture between I.P. Sharp Associates and General Electric that spanned 1978 to 1981. Subsequently as a Division of I.P. Sharp, Promis was established as a wholly-owned subsidiary in 1985. In 1987, I.P. Sharp, including the Promis subsidiary, was bought by Reuters Holdings PLC. In 1988, Promis management purchased the company from Reuters, with financing assistance from Quorum Funding Corporation.

Today Promis is an independent, privately run company with head office in Toronto, and regional offices in Massachusetts, California, Pennsylvania, Florida, Illinois, Germany, England, Hong Kong, Taipei, Taiwan, and Korea.

The sales and marketing department includes sales and support personnel in the above offices plus industry marketing and corporate development. The operations department includes product services, software development, custom services, quality assurance and operations support. Other departments are finance, human resources, and strategic planning.

MAJOR ACHIEVEMENTS

- Promis products are installed in 17 countries and operate in 8 languages.
- many of the company's customers are Fortune 500 companies.

FACTS & FIGURES

Year Established:	1988
Total Number Employees:	115
Sales:	15
Marketing:	5
R&D:	70
Management:	6
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	\$17,000,000
%Revenues Generated By:	
Software Products:	45
Hardware Products:	5
Maintenance/Support:	30
Professional Services:	20
%Sales Generated In:	
North America:	55
Western Europe:	10
Asia Pacific:	35

KEY CUSTOMERS*Domestic*

- Mitel Telecom Ltd.,
- Northern Telecom Ltd.
- Digital Equipment Corporation, USA
- IBM Corporation, USA
- Marion Merrell Dow Inc., USA
- McDonnell Douglas Corporation, USA
- Medtronic/Micro-Rel, USA
- Motorola, Inc., USA
- Rockwell International Inc., USA
- Warner Lambert Co., USA

International

- Robert Bosch GmbH, Germany
- Casio Electronics, Japan
- Fujitsu Ltd., Japan, USA, U.K.
- General Electric Company, Ltd., United Kingdom
- L.M. Ericsson A.B., Sweden
- Nippon Semiconductor Inc., Japan
- Philips N.V. Netherlands
- Samsung Electronics Ltd., Korea
- Seiko Electronics Corporation, Japan
- Taiwan Semiconductor Manufacturing Co., Taiwan

International

- Marcel Robbez-Masson, Mende, France
- NTI, Montpellier, France
- HITEC!, Chartres, France
- Marcel Robbez-Masson, Seixal, Portugal
- BEC Construciton, Montpellier, France
- Innovation, Barcelone, Spain
- Marion Phamacien, Montpellier, France
- Garage St. Etienne, Montpellier, France
- Fond National Hospitalier Metrosalud, Medellin, Colombie
- Fond National Hospitalier Région Valle de Aburra, Maracaibo, Venezuela

TECHNOLOGY FOCUS

C'est un SGBD Relationnel Indexé que possède un Language de 4e Génération (L4G), puissant et performant.

CURRENT PRODUCTS

PROCOL is a fourth generation software package offering an indexed relational DBMS and a powerful, coherent and concise non procedural fourth generation language. It allows 100% of application development without the need of any programming tool or conventional programming language. It ensures data referential integrity, is completely integrated and supports client server architecture.

PROCOL includes features such as: file definition with forms; 100 files opened simultaneously, unlimited number of files per application, automatic management of record locking, of file opening and closing, and of indexing; predefined links allowing direct or indirect relations; automatic menus; menu-drawing option with full-screen editor; multiple form screen; integrated metadata dictionary; form and line editor; easy window creation form; integrated sub processes and triggers; ascending/descending sorting; prototyping; importing/exporting of data (ASCII, .DBF), and standard SQL. A graphic module, a report generator, and a security module are also integrated as well as a tutorial, and an assist-mode interface allowing full use of the software throughout menus. Available in French and English with a Spanish version underway.

FUTURE PRODUCT DIRECTIONS

- technologie client/serveur (recherche actuellement en cours)
- intégration d'un GUI Standard
- développement d'une interface servant à contrôler l'environnement de développement (type CASE)

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, MS DOS
- Networks - Novell etc.

Geographic Markets:

Canada, France

Industry Markets:

Les développeurs d'applications et intégrateurs pour qui le rendement de développement d'application est important, ainsi que la facilité d'utilisation de l'application, une fois terminé (ergonomie)

DISTRIBUTION CHANNELS

Most of Procol's product revenues are derived from direct sales, the balance through systems integration.

CURRENT MARKETING ACTIVITIES

The company currently markets its product in Canada and France, with two partnering agreements in place overseas.

PARTNERING INTERESTS

Procol Inc. would like to broaden its European presence and seeks distributors in Belgium, Germany, Spain, Italy, the United States, and Mexico.

TECHNOLOGY FOCUS

Computer Integrated Manufacturing.

CURRENT PRODUCTS

PROMIS is a computer integrated manufacturing (CIM) systems serving plant managers, product and process engineers, production planning and control, costing, quality control, shop floor supervisors, operators and facility engineers and technicians.

The *PROMIS* factory floor management products allow performance analysis of all manufacturing operations from raw material inventory to finished goods. The system also provides a platform for direct automatic linking of the factory-wide management system, both upstream to corporate information systems and downstream to production, testing and material movement equipment. The *PROMIS* system consists of a "core" system and 14 integrated product modules, some of which include:

PLANNING: for corporate wide planning of manufacturing activities.

COSTING: for the management of manufacturing costs.

RPM: for real-time performance monitoring of factories.

FFS: used for factory floor scheduling

TMS: a task management system

OBC and SCOPE: object based cell for equipment automation.

SPC: statistical process control.

Promis is also involved in automated links to manufacturing equipment, measuring equipment, test systems and material movement systems. And automated workcells, and automated links to corporate management information systems.

FUTURE PRODUCT DIRECTIONS

Planned enhancements and product developments include encompassing Unix Motif and open systems, as well as relational database access and object oriented products.

TARGET MARKETS

Operating Systems and Hardware Platforms:

VAX VMS, VM, UNIX and Apple Macintosh

Geographic Markets:

Worldwide

Industry Markets:

- electronics
- pharmaceuticals
- chemicals
- food and beverage
- medical devices
- FDA-regulated industries
- metals, plastics, glass
- consumer packaged goods
- textiles

DISTRIBUTION CHANNELS

Promis conducts direct sales from company offices in Hong Kong, California, Illinois, Pennsylvania, Florida, Massachusetts, Toronto, Germany, and England. Distributors and agents are used in Japan, Korea, France, Italy, and Taiwan.

CURRENT MARKETING ACTIVITIES

Promis is a Digital Equipment Corporation (DEC) Co-operative Marketing Partner and also a DEC OEM supplier in certain markets. The company also holds a unilateral distribution agreement in Japan with Tokyo Electron.

PARTNERING INTERESTS

Promis seeks strategic alliances with distributors in Malaysia, Korea, Taiwan, the Philippines, Italy, Sweden, Denmark, Norway, the Netherlands, Belgium, Japan, Australia, Russia, the Ukraine, Poland, Hungary, Czechoslovakia, Mexico, Brazil, Venezuela, and India. In addition Promis is interested in joint research and development opportunities with manufacturers as well as government or university agencies in North America.

PROVENANCE SYSTEMS

1730 Courtwood Crescent
Ottawa, Ontario
CANADA K2C 2B5

Telephone: (613) 723-6519
Facsimile: (613) 723-8187

KEY PERSONNEL

Mr. Bruce Miller, President
Mr. Bill Hopkins, Director, Marketing & Sales
Mr. Benoit Benson, Comptroller
Mr. Steve Saunders, Director, Development

COMPANY BACKGROUND

Provenance Systems Inc., founded in 1989, focuses on the development, sale and support of *ForeMost*, a corporate filing and retrieval application for electronic records. *ForeMost* is a unique corporate information management solution, applying the rules and methods of formal records management procedures used in large government and fortune 500 corporations. Product development was funded by key federal departments, and private sector organizations, some of which are current Provenance customers.

ForeMost was originally released in 1990 after more than 4 years of intensive research and development, and is in its third major release.

The company has five operating units: Development, Technical Support, Sales & Marketing, Finance & Administration, and Professional Services/Consulting.

MAJOR ACHIEVEMENTS

- the only company to date to successfully integrate full-text search technology with client/server database technology for the PC-based application software marketplace.
- developed a specialized version of *ForeMost* for a major power generating utility.
- recognized by a leading international records management association as the leading specialist in electronic records.

FACTS & FIGURES

Year Established:	1989
Sales:	2
Marketing:	1
R&D:	5
Management:	3
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	70
Maintenance/Support:	10
Professional Services:	20
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Revenue Canada, Taxation, Toronto, Ontario
- Ontario Hydro, Toronto, Ontario
- Communications Canada, Toronto, Ontario
- Canadian International Development Agency, Ottawa, Ontario

TECHNOLOGY FOCUS

Corporate solution for managing electronic document/records on LANs and WANs.

CURRENT PRODUCTS

ForeMost: a corporate filing and retrieval software application for desktop personal computers connected through large local and wide area networks (LANs and WANs). It allows corporate information managers to manage electronic documents along with paper, according to their pre-established paper-based document handling rules or formal records management practices.

ForeMost is available in two configurations: Block Numeric for general purpose use, and Dewey Decimal for more specialized users such as large power-generating utilities. The company offers related support, training, and custom consulting services.

FUTURE PRODUCT DIRECTIONS

Provenance is concentrating on three main development initiatives: the incorporation of graphical user interfaces (GUIs), long-term document archival support features such as formal retention and disposal of documents, and support for imaged documents.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- DOS, Windows
- OS/2 server technology, and NETBIOS-compatible LAN or WAN

Geographic Markets:

Canada, United States, Europe

Industry Markets:

- all corporations using LANs and WANs
- federal, provincial, state, and municipal governments worldwide

DISTRIBUTION CHANNELS

Provenance Systems distributes *ForeMost* through direct sales and distributors.

CURRENT MARKETING ACTIVITIES

Having established itself in the Canadian marketplace, Provenance Systems is pursuing the U.S. market.

PARTNERING INTERESTS

Provenance is interested in increasing its client base through distribution, joint marketing, joint R&D, OEM, and technology transfer agreements as well as through VARs in the United States, Canada, and Europe. Partners of particular interest include established systems suppliers focused on providing systems solutions for corporate clients.

PURCHASE MASTER SOFTWARE

Port of Montreal Building, Wing #2
Suite 3020
Cité du Havre
Montreal, Quebec
CANADA H3C 3R5

Telephone: (514)875-5686
Facsimile: (514) 875-5026

KEY PERSONNEL

Mr. Andre Tetrault, President
Mr. John Georgiadis, Vice President
Mr. Ion Georgiadis, Vice President
Mr. Alain Sauviat, General Manager

COMPANY BACKGROUND

Founded in 1989, PurchaseMaster Software Inc. is a firm of management information specialists devoted to the development, marketing and support of the firm's materials management software solutions. PurchaseMaster Software Inc. specializes only in purchasing software.

The purchasing management software was originally developed by the University of Montreal. PurchaseMaster obtained the rights to this application and converted the software from the Wang-VS/Cobol environment to the Progress Language and translated and translated the user interface to English from French. New functions and modules were then added, including: Asset Management, Inventory, and Remote Requisitions.

Mr. André Tetreault, President of the company, is the former Director of Purchasing of the University of Montreal; a member, founder and former President of the Quebec Public Purchasing Association; and a long-standing member of the Canadian Purchasing Management Association.

As a company that is dedicated to one specialized area, PurchaseMaster is constantly at the forefront of purchasing developments and incorporates the latest requirements and technology into PurchaseMaster's software products.

MAJOR ACHIEVEMENTS

- established itself as a key supplier of material management software in the province of Quebec.
- product implemented in over one dozen major Quebec-based organizations.

FACTS & FIGURES

Year Established:	1989
Total Number Employees:	9
Sales:	2
Marketing:	1
R&D:	3
Management:	3
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	\$500K-1M
%Revenues Generated By:	
Software Products:	70
Maintenance/Support:	20
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Quebec Ministry of Transport, Quebec City, Quebec
- CRIQ, Quebec City, Quebec
- Laurentian Life Insurance, Quebec City, Quebec
- Ultramar Canada Inc., Montreal, Quebec
- Loto-Quebec, Montreal, Quebec
- Montreal Urban Community, Quebec
- Secur Inc. (Desjardins Group), Montreal, Quebec
- University of Sherbrook, Quebec
- Quebec Construction Commission, Montreal, Quebec

TECHNOLOGY FOCUS

Materials Management Software

CURRENT PRODUCTS

PurchaseMaster® Modules : a computerized purchasing system that simplifies all aspects of purchasing goods and services. It improves control, planning, budgeting and cash-flow.

PurchaseMaster includes the following modules: requisition processing, quotation processing, vendor selection, purchase order creation, open orderer management, expediting, receiving, management reports and a flexible user report generator. *PurchaseMaster* will interface with all present accounts payable or financial system with no changes to existing programs. *PurchaseMaster* assists in making and justifying better corporate decisions that will positively affect the corporate bottom line.

PurchaseMaster® Inventory: provides for the management and control of an organization's stocks. Allows for the utilization of multiple warehouses, provides a choice of different product valuation methods and simplifies the physical inventory tracking. It maintains a comprehensive monthly product history for a product's quantity received, issued, transferred, adjusted, and returned to the vendor.

PurchaseMaster® Asset: a powerful tool for the management and control of fixed assets. The program allows management to keep accurate records of the organization's assets in terms of location, additions, transfers, disposals, cost of repairs, insurance and depreciation.

PurchaseMaster® User Requisition: on-line selection of products or services to be requisitioned by all the departments of an organization. Requisitions are electronically transmitted for approval by management as appropriate and to the purchasing department for processing.

TARGET MARKETS

Operating Systems and Hardware Platforms:

PurchaseMaster operates on most Unix platforms, PC-LANs and single user PCs, DEC VAX and soon on IBM AS/400.

Geographic Markets:

North America and Europe

Industry Markets:

- all purchasing departments of large organizations

DISTRIBUTION CHANNELS

All sales are direct from the firm's Montreal office.

PARTNERING INTERESTS

PurchaseMaster is very interested in establishing partnerships with VARs in the United States, the United Kingdom, and France with firms capable of embedding PurchaseMaster's offering into their existing products for the European or U.S. marketplaces.

Q.W. PAGE ASSOCIATES INC.

351 Steelcase Road, West
Units 1 & 2
Markham, Ontario
CANADA L3R 4H9

Telephone: (416) 946-9460
Facsimile: (416) 946-1840

KEY PERSONNEL

Mr. Phil Quackenbush, President
Mr. Anthony Bone, Director, Sales & Marketing

COMPANY BACKGROUND

Founded in 1980, Q.W. Page is based in Toronto and is a privately held corporation. The company's corporate goal is to develop a generic accounting software package that will become the cornerstone of a totally automated office solution.

The company's four divisions fall directly under the President and include: Sales and Marketing, Research and Development, Administration, and Support. Q.W. Page offers superior customer service. A knowledgeable customer support staff provides unlimited free telephone support to all authorized resellers and registered *NewViews* users. In addition, the head office in Toronto offers workshops and intensive two-day courses are available at various levels from novice to advanced. A network of *NewViews* Authorized Training Centres offers training workshops at convenient locations throughout North America.

MAJOR ACHIEVEMENTS

- *New Views* is the only accounting package to ever be nominated for and win PC Magazine's Award for Technical Excellence in Application Software.

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	30
Sales:	4
Marketing:	2
R&D:	8
Management:	4
Fiscal Year End:	October 31
Privately Held Company	

Annual Revenues-1991	\$10,000,000
%Revenues Generated By:	
Software Products:	100
%Sales Generated In:	
North America:	95
Western Europe:	1
Asia Pacific:	4

TECHNOLOGY FOCUS

Accounting software for IBM and compatible PCs.

CURRENT PRODUCTS

Q.W. Page Associates Inc., is the developer and manufacturer of a unique accounting package.

NewViews: a totally fresh approach to accounting, this product encompasses the best of personal computing with features adopted from word processors, spreadsheets, and database programs to create a thoroughly modern approach to the traditional problems of accounting. *NewViews* looks at business accounting as a hierarchical database, then allows the user to open windows into different parts of that database with varying levels of detail. The result is a flexible computerized accounting system.

NewViews was first introduced in Canada in 1985 and in the United States in 1986. Since the initial release the software has been updated on five separate occasions. The latest version, 1.40, was released in May, 1992 and it includes a great number of useful improvements that will help every user get the most out of their *New Views* package.

FUTURE PRODUCT DIRECTIONS

The top areas of development over the next 24 months include multi-user, multi-platform capabilities as well as graphical interfaces.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- DOS
- IBM PCs and compatibles

Geographic Markets:

Canada, United States, Australia, United Kingdom, Philippines

Industry Markets:

- accounting
- small & medium sized businesses
- churches
- non-profit organizations

DISTRIBUTION CHANNELS

Q.W. Page currently sell *NewViews* through a growing network of authorized reseller. There are distributors in the United Kingdom, Australia, and the Philippines who are developing their own local authorized reseller networks. In total, there are authorized *NewViews* resellers in 24 different countries with registered *NewViews* users in over 60 different countries around the world.

CURRENT MARKETING ACTIVITIES

Q.W. Page currently has unilateral distribution agreements with Sea Software of Australia, Adlink Computer of the United Kingdom, and SVIC Corporation of the Philippines. These companies distribute *NewViews* and build VAR channels.

PARTNERING INTERESTS

Priority future markets include the Pacific Rim, South Africa and Western Europe. Generally, distributors in any English-speaking country are of interest at this time.

QBYTE SERVICES LTD.**FACTS & FIGURES**

777 8th Avenue S.W.
Suite 800
Calgary, Alberta
CANADA T2P 3R5

Telephone: 403-691-7300
Facsimile: 403-237-5662

KEY PERSONNEL

Mr. Bill Tempany, President
Mr. Peter Huggard, Chairman
Mr. Todd Geddie, Director Of Marketing
Mr. Chris Wearing, Manager Technology
Mr. Robert Ruff, Chief Financial Officer

COMPANY BACKGROUND

QByte was established in 1984 and has since been developing and enhancing MACRO (Management Assistant for Computerized Resource Organizations) information system for the Canadian Oil and Gas industry.

In 1989, QByte purchased XI Consultants and has since converted its Production Accounting software into the MACRO environment. QByte has also acquired Peat Marwick Thome's Petroman oil and gas management system and support staff. Coopers & Lybrand's Information Technology Group is now a major shareholder in QByte, which for QByte is a major step toward accomplishing its long term objective of becoming a total solution supplier on an international scale.

Year Established:	1984
Total Number Employees:	94
Sales:	5
Marketing:	2
R&D:	79
Management:	8
Fiscal Year End:	March 31
Privately Held Company	

Annual Revenues-1991	\$25,000,000
%Revenues Generated By:	
Software Products:	70
Maintenance/Support:	20
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS*Domestic*

- Crestar Energy, Calgary, Alberta
- Gulf Canada, Calgary, Alberta
- Unocal Canada, Calgary, Alberta

International

- Union Pacific Resources, Fort Worth, Texas, USA

TECHNOLOGY FOCUS

Management assistant information systems for the Oil and Gas Industry.

CURRENT PRODUCTS

QByte develops all of its systems in-house. The QByte total solution encompasses the functions of *MACRO* and *Petroman* systems as well as the services of Coopers & Lybrand's Information Technology Group. These include information technology planning and executive support applications in addition to the *COGS* corporate planning module.

Products include:

MACRO: a management assistant for computerized resource organizations. Functions include oil and gas accounting, production accounting, and land and contract management.

COGS - Corporate Oil & Gas Strategist: a powerful decision support, analytical and presentation system for oil and gas executive information and corporate modelling.

FUTURE PRODUCT DIRECTIONS

QByte is developing oil and gas marketing applications involving contractual satisfaction, products delivery and facility allocations. In addition the integration of image technology into the areas of data entry, land and contract management are planned.

TARGET MARKETS

Operating Systems and Hardware Platforms:

UNIX, VMS, MVS, OS/2, MS DOS

Geographic Markets:

Canada, United States

Industry Markets:

- oil and gas industry in North America

DISTRIBUTION CHANNELS

All of QByte's sales are made directly to the North American market.

QUADROM SOFTWARE SYSTEMS INC.

100 St. Antoine West
Suite 511
Montreal, Quebec
CANADA H3C 3R7

Telephone: 514-871-1801
Facsimile: 514-866-6938

KEY PERSONNEL

Mr. Brian Dillon, President
Mr. Steve Paterson, Senior Vice President, Sales & Marketing
Mr. Ed Caputo, Vice President, Systems
Mr. Neil Menear, Vice President, Product Development

COMPANY BACKGROUND

Established in 1985 in Montreal to service the life insurance industry with hand held point of sale software and systems, Quadrom expanded to the pharmaceutical market in 1987. Overseas activities began in 1989 and the company landed its first contract in 1990. Today, the principal focus is the sale of software and consulting services to large clients with contracts of over \$500,000.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	20
Sales:	2
Marketing:	1
R&D:	15
Management:	2
Fiscal Year End:	January 31
Privately Held Company	

Annual Revenues-1991	\$2,000,000
%Revenues Generated By:	
Software Products:	50
Maintenance/Support:	15
Professional Services:	35
%Sales Generated In:	
North America:	50
Western Europe:	50

KEY CUSTOMERS

Domestic

- Fletcher Liesure, Montreal, Quebec
- Met Life, Ottawa, Ontario
- Prudential of America, Toronto, Ontario
- Standard Life, Montreal, Quebec
- Prudential of England, Kitchener, Ontario
- Les Laurientienne/Imperial, Quebec City and Toronto
- Zurich Life, Toronto, Ontario
- Canada Life, Toronto, Ontario
- Confederation Life, Toronto, Ontario
- New York Life, Toronto, Ontario
- Investors Syndicate, Winnipeg, Manitoba

- Merck Frost Canada, Montreal, Quebec
- Shering Canada, Montreal, Quebec

International

- Prudential of America, Madrid, Spain
- Prudential of America, Milan, Italy
- Laboratories Dr. Esteve, Barcelona, Spain
- Deutscher Ring, Hamburg, Germany

TECHNOLOGY FOCUS

DBMS/integrated sales and marketing systems and productivity system for PCs and mainframes

CURRENT PRODUCTS

Quadrom provides a range of products for the life insurance and pharmaceutical industry including:

Sales Partner: a point of sales integrated system for the life insurance industry with over 10,000 installations.

ATM: a sales and productivity system for the pharmaceutical industry with over 1,000 installations.

SMS: a territory management and order entry software for distribution companies.

BIA: a business insurance analyst for life insurance companies.

HOME: home office marketing exchange system.

Technology for Quadrom's life insurance products was developed in-house, however, the pharmaceutical system was acquired through the purchase of Newpharm Inc. in 1987.

FUTURE PRODUCT DIRECTIONS

Over the next year and a half, Quadrom will be adding Windows and a DBMS to the life insurance product offerings.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS DOS, Windows, OS/2, Unix

Geographic Markets:

Canada, Spain, Germany, and Italy

Industry Markets:

- life insurance
- pharmaceutical
- distribution/manufacturing

DISTRIBUTION CHANNELS

The company generates most of its revenues through direct sales in Canada and Germany. The pharmaceutical system is sold through a consultant in Spain.

CURRENT MARKETING ACTIVITIES

In addition to a consultant acting on behalf of Quadrom in the Spanish/Italian market, the company enjoys a unilateral distribution agreement in Canada with LUAC and a joint marketing and development agreement with a large consulting company based in Germany.

PARTNERING INTERESTS

The company is interested in pursuing joint marketing and distribution agreements in the United States.

QUANTUM SOFTWARE SYSTEMS LTD.

175 Terrence Matthews Crescent
Kanata South Business Park
Kanata, Ontario
CANADA K2M 1W8

Telephone: 613-591-0931
Facsimile: 613-591-3579

KEY PERSONNEL

Mr. Dan Dodge, President
Mr. Gordon Bell, Co-President

COMPANY BACKGROUND

Present owners, Gordon Bell and Dan Dodge, began developing advanced operating systems for microprocessors as graduate students at the University of Waterloo in Ontario. Continuing their work from university, they further developed and refined their operating system and in 1980, founded Quantum Software Systems. Today, with an installed base of 200,000 QNX users throughout the world, the company now boasts 60 employees at its Kanata, Ontario headquarters.

The company's first major achievement came in October, 1982 with the release of QNX for the IBM PC, making this the world's first PC-based multi-user, multi-tasking, realtime operating system. With the advent of the AT came the next major step: a protected mode version of QNX that allowed users to take full advantage of the 16MB extended memory available via the Intel 80286/386 chip.

Quantum also pioneered integrated networking, allowing QNX users to link PCs and ATs together in a peer-to-peer LAN. The company is credited with another OS "first" as well: the execution of DOS as a task under another operating system. Further enhancements to QNX include a POSIX-compliant version of the OS as well as an Open Look-standard graphical user interface.

Quantum consists of Marketing, Sales, Operations, Accounting, and Technical Development departments.

MAJOR ACHIEVEMENTS

Each year Quantum hosts the International QNX Users Conference, with hundreds of attendees from around the world. The conference gives QNX users an opportunity to hear presentation, view QNX-based product exhibits, and participate in Q&A sessions with Quantum staff. Other accomplishments include:

- 1982 - developed first realtime, multi-user, multi-tasking operating system for IBM PCs.
- 1984 - first company to execute DOS as a task under another operating system (QNX).
- 1990 - developed first network distributed operating system for PCs.
- 1990 - won an international award for product documentation.
- 1991 - release of Version 4, the world's first microkernel POSIX-compliant operating system.

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	60
Sales:	11
Marketing:	9
R&D:	14
Management:	5
Fiscal Year End:	March 31
Privately Held Company	

Annual Revenues-1991	\$7,000,000
%Revenues Generated By:	
Software Products:	100
%Sales Generated In:	
North America:	80
South America:	1
Western Europe:	15
Asia Pacific:	1

TECHNOLOGY FOCUS

Developer and manufacturer of QNX, an advanced operating system for PCs.

CURRENT PRODUCTS

Quantum is entirely focused on developing QNX as a premium operating system for Intel-based microcomputers and is committed to offering outstanding product support. The company provides hotline technical support, runs an active 24-hour conferencing/update system, and publishes a quarterly newsletter.

QNX: designed for the IBM PC, AT, PS/2 and compatibles, QNX provides multi-user, multi-tasking, real-time and networking capabilities in one package. Up to 32 serial ports may be attached to each AT while allowing 150 concurrent tasks per AT. Version 4 is a POSIX-compliant realtime Operating System that provides true distributed processing.

FUTURE PRODUCT DIRECTIONS

Quantum plans to offer transmission control protocol/internet protocol (TCP/IP) connectivity with other computer platforms. This concept of grouping of networking communications protocols was first developed at Berkley and is used widely in North America. It will allow long distance communications links throughout North America and with the rest of the world.

TARGET MARKETS

Operating Systems and Hardware Platforms:

QNX

Geographic Markets:

Canada, United States, Western Europe, Japan, and Australia

Industry Markets:

- process control
- OLTP/POS (on-line transaction processing and point of sale)
- instrumentation (medical)
- telecommunications
- all industries

DISTRIBUTION CHANNELS

Quantum's sales are achieved both direct and through various resellers in Canada, the United States, Europe, Japan, and Australia.

CURRENT MARKETING ACTIVITIES

Quantum has enjoyed explosive growth every year since its founding and has funded this growth from earnings alone. The company focuses on maintaining and expanding its installed base of 200,000 systems worldwide.

QUINTE COMPUTER SERVICES LTD.

141 William St.
P. O. Box 578
Belleville, Ontario
CANADA K8N 5B2

Telephone: 613-966-3070
Facsimile: 613-966-3095

KEY PERSONNEL

Mr. Jim Moore, President
Mr. David Demaiter, Operations Manager
Mr. Bob Mondenhall, General Manager
Mr. George W. Shephard, Project Coordinator
Mr. Terry Skinding, Project Coordinator

COMPANY BACKGROUND

Quinte Computer Services (QSC) Ltd. was incorporated in 1974 to supply the Eastern Ontario business community and school boards with computer services using a large mainframe computer. In 1977, the decision was made to change the direction of the company to offer local on-line time-sharing service out of a central location. QCS has not looked back since and the company has grown to its present size of over 200 clients world-wide with service out of three locations.

The company is broken into three areas: Timesharing Services providing online computer services to various organizations; Business Systems providing packaged and customized business solutions for accounting, distribution and manufacturing systems; and Education Systems providing student administration and library packages to school boards and public libraries.

MAJOR ACHIEVEMENTS

- awarded the contract to provide computer systems to all Wilson Sporting Goods International offices.
- profiled several times in "Pick World Magazine"

FACTS & FIGURES

Year Established:	1974
Total Number Employees:	21
Sales:	1
Marketing:	3
R&D:	14
Management:	3
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1991	\$2,000,000
%Revenues Generated By:	
Software Products:	40
Maintenance/Support:	10
Professional Services:	50
%Sales Generated In:	
North America:	98

KEY CUSTOMERS

Domestic

•Wilson Sporting Goods (Canada) Ltd., Belleville, Ontario

International

- Coleman Outdoor Products, Lake City, Wichita, USA
- Wilson Sporting Goods, Scotland
- Wilson Sporting Goods, Japan
- Wilson Sporting Goods, Malaysia
- Wilson Sporting Goods, Singapore
- Wilson Sporting Goods, France
- Wilson Sporting Goods, Germany
- Wilson Sporting Goods, Latin America
- Hyatt Hotels

TECHNOLOGY FOCUS

Student Administration, Library System, and General Accounting for distribution and manufacturing.

CURRENT PRODUCTS

Quinte Computer Services develops all of its products in-house using the Pick Operating System. The software is designed to run on various hardware platforms.

Products include:

SIMS: a student management system focused on student administration within the province on Ontario.

ESIMS: a student management systems similar to SIMS but geared toward the elementary school system.

QLS: a generic package for public libraries and school libraries.

QCS System: three packages:

Financial, a general accounting package for industry.

Distribution, a distribution and inventory control product for the warehouse and distribution industry.

Manufacturing, a manufacturing and shop floor control product.

TARGET MARKETS

<p>Operating Systems and Hardware Platforms:</p> <ul style="list-style-type: none"> • PICK • ADDS Mentro, IBM RISC 6000, various PCs
<p>Geographic Markets:</p> <p>Canada, United States, Scotland</p>
<p>Industry Markets:</p> <ul style="list-style-type: none"> • distribution • manufacturing • secondary schools • libraries • accounting

DISTRIBUTION CHANNELS

The company's product revenues are a result of direct sales from the Kingston, Ontario and Glasgow, Scotland offices.

CURRENT MARKETING ACTIVITIES

Quinte currently has VAR agreements with two Canadian companies: IBM and KTS.

RESCOM VENTURES INC.

201-743 Ellice Avenue
Winnipeg, Manitoba
CANADA R3G 0B3

Telephone: (204) 783-4614
Facsimile: (204) 783-0021

KEY PERSONNEL

Ed Prefontaine, President
Mr. Doug Mann, Executive Vice President
Nick Wiebe, Vice-President, Development
Ann Downey, Vice-President, Support Services

COMPANY BACKGROUND

Rescom Ventures Inc., established in 1984, focused on the development of software for the retail broker industry. Initially developing packages designed for a single user operating in the MS-DOS environment the company expanded its product line to encompass multi-user local area networks (LANs) on the Unix platform. In 1987 Rescom introduced a product designed to meet the needs of international financial institutions.

Rescom has experienced continual growth since its inception and currently employs a staff of 18 who generated \$1.4 million in sales in 1991. The company, with its Head Office in Winnipeg, Manitoba, has a Development Group and a Support Services Group.

The Development Group is responsible for software programming, research and development, and the Support Services Group ensures user support, documentation development and product testing.

Corporate sales are the responsibility of Rescom's most senior management. The Executive Vice-President, Mr. Doug Mann, is responsible the Japan and U.S. client base, while Mr. Prefontaine manages the Western Europe market sales. Rescom established a Toronto, Ontario Branch office to undertake sales and provide user support services to the company's eastern Canadian clients.

MAJOR ACHIEVEMENTS

• A Rescom milestone was established in 1991 with the signing of an agreement with Midland Walwyn for a corporate license to roll out Rescom's *Market Mate* portfolio management package, including full integration of back office systems and quote and transaction data, to 800 of Midland Walwyn's Registered Representatives.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	18
Sales:	2
Marketing:	1
R&D:	4
Management:	4
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	\$1,400,000
%Revenues Generated By:	
Software Products:	84
Maintenance/Support:	16
%Sales Generated In:	
North America:	96
Western Europe:	1
Asia Pacific:	3

KEY CUSTOMERS

Domestic

- National Trust, Toronto, Ontario
- Burns Fry Ltd., Toronto, Ontario
- Midland Walwyn Capital Incorporated, Toronto, Ontario
- Richardson Greenshields, Toronto, Ontario

International

- Manchester Exchange & Investment Bank, London, U.K.
- ACL Software, Melbourne, Australia
- Securities Corp of Iowa, Cedar Rapids, USA
- Automatic Data Processing, Mount Laurel, New Jersey, USA
- Marvin & Palmer, Wilmington, Delaware, USA
- Daido International, New York, New York, USA

TECHNOLOGY FOCUS

Rescom provides portfolio management software for the investment industry using relational data bases on both the MS-DOS and Unix platforms.

CURRENT PRODUCTS

Rescom's portfolio management products were all developed in-house based on the company's detailed research and analysis of the retail broker and financial institution industries' user needs. The company's two major products are:

Market Mate (MKTMATE): a portfolio management system applicable to the single or multi-user investment industry environment using the MS-DOS or Unix operating systems. Rescom's most successful product, the company has nearly 2000 *Market Mate* workstations installed to date.

International Manager (IMGR): a portfolio management system designed specifically for international investment firms operating on either the MS-DOS or Unix platforms. To-date, 80 installations of *IMGR* have taken place.

FUTURE PRODUCT DIRECTIONS

Rescom is looking towards the integration of voice technology into the retail branch broker environment, enabling a client to, using a touch-tone phone, obtain base portfolio information, e.g., price of last trade of a portfolio stock, at the client's convenience.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix , MS-DOS
- IBM 386/486 and compatible, IBM RS 6000, Fujitsu DRS 6000, Hewlett Packard, Novell LANs.

Geographic Markets:

North America , Western Europe , Asia Pacific

Industry Markets:

- Retail Brokerage
- Portfolio/Money Managers
- Banking and Trust
- Mutual Fund
- Independent Portfolio Management
- Corporate Treasury

CURRENT MARKETING ACTIVITIES

For the most recent fiscal year, Rescom's sales were generated entirely through direct sales, however, in 1991, bilateral and unilateral distribution agreements were signed with the Manchester Exchange & Investment Bank of the United Kingdom and with ACL Software of Australia. It is anticipated that these agreements will generate additional sales revenues in 1992.

PARTNERING INTERESTS

Rescom is now interested in entering into additional agreements for distribution and support services for its product line.

RESORT SYSTEMS INC.

2030 Marine Drive
Suite 101
North Vancouver, British Columbia
CANADA V7P 1V7

Telephone: (604) 985-6369
Facsimile: (604) 985-5665

KEY PERSONNEL

Mr. Peter Zandron, President
Ms. Marianne Zandron, Corporate Administration

COMPANY BACKGROUND

Resort Systems has been supplying high quality software to the hotel and resort industry since 1980. Incorporated in British Columbia in 1978, the company is among the largest and leading suppliers of hotel management systems in Canada. Resort Systems has shown a steady growth over the past 12 years and now has in excess of 400 installations in North America, the Caribbean, and Hawaii.

The company employs 15, distributed throughout Client Support, Software Development, and Sales departments.

MAJOR ACHIEVEMENTS

- leading supplier of Central Reservation Systems in Canada.
- Resort Systems software used in hotel management programs at Canadian educational institutions.

FACTS & FIGURES

Year Established:	1978
Total Number Employees:	15
Sales:	1
Marketing:	1
R&D:	3
Management:	1
Privately Held Company	

Annual Revenues-1991	\$2,500,000
%Revenues Generated By:	
Software Products:	45
Hardware Products:	40
Maintenance/Support:	15
%Sales Generated In:	
North America:	90
Central America:	10

KEY CUSTOMERS

Domestic

- Relax Hotels & Resorts, Calgary, Alberta
- Les Auberges Wandlyn Inns, Fredericton, New Brunswick
- Ramada Renaissance, Edmonton, Alberta
- Whistler Resort Association, Whistler, British Columbia

International

- Preferred Hotels
- Hospitality Inns
- Imperial 400 Motor Inns
- Cypress Inns
- Radisson Inns
- Aston Hotel Corporation
- Execulodge
- Hotels in Macau, Hong Kong, Grand Cayman, and Jamaica

All of the existing software has been developed in-house and converted from the mini computer environment to a micro based system utilizing a multi-user, multi-tasking operating system. The system runs on /486i, /386i, and RISC systems and on a variety of other Unix platforms.

FUTURE PRODUCT DIRECTIONS

A complete re-write of *HotelSoft* is currently being undertaken.

TARGET MARKETS**Operating Systems and Hardware Platforms:**

- Unix, SuperDOS
- /386i, /486i, RISC, variety of Unix platforms

Geographic Markets:

Canada, United States, Caribbean

Industry Markets:

- hotel and resort industry
- resort central reservations
- golf and tennis clubs
- hotel central reservations

TECHNOLOGY FOCUS

Software application packages for the hotel and resort industry.

CURRENT PRODUCTS

HotelSoft: the company's first product, *HotelSoft* was installed in a resort property in Whistler, BC in 1980.

ResSoft: first designed for the Whistler Resort Association, *ResSoft* is a central reservation system which has been installed in national and regional hotel chains.

PropSoft: a resort property management system for individually owned units. This module was developed to be fully integrated to either *HotelSoft* or *ResSoft* to provide home-owner accounting resulting in monthly financial statements for individual units.

Club Membership: a new release designed especially for golf and tennis clubs.

DISTRIBUTION CHANNELS

The company distributes its products through direct sales and manufacturers agents in Canada and Hawaii, USA.

CURRENT MARKETING ACTIVITIES

Resort Systems enjoys VAR agreements for *HotelSoft* with Giesse & Partner in Germany, COPS of Jamaica, and AET of Hong Kong.

PARTNERING INTERESTS

The company would like to expand its markets and user-base of the *HotelSoft* system by establishing further VAR/sales agent partnerships in Europe, Mexico, South America, and Japan.

ROCKWOOD INFORMATICS

212 Queen Street
Suite 202
Fredericton, New Brunswick
CANADA E3B 5K2

Telephone: (506)458-5830
Facsimile: (506)458-1209

360 Albert Street
Suite 1120
Ottawa, Ontario
CANADA K1R 7X7

Telephone: (613) 567-4900
Facsimile: (613) 563-3933

KEY PERSONNEL

Mr. Mike Stapenhurst, President
Mr. D. Niles, Executive Vice President, Corporate
Development
Mr. R. Shupe, Vice President, Finance
Mr. A. Carl, Regional Director, Ottawa National
Capital Region
Mr. A. Beingsner, Director, Knowledge
Applications Group

COMPANY BACKGROUND

Rockwood Informatics Corp. was founded in Fredericton, New Brunswick in 1986 as a custom developer of expert systems software. During its first years of operation, Rockwood was engaged by the New Brunswick government to develop a number of administrative systems for specific applications. At the same time, Rockwood acquired a software development company which had developed a financial management system for smaller municipalities.

From these modest beginnings, Rockwood has expanded its operations to encompass offices in Fredericton, New Brunswick and Ottawa, Ontario, a software publishing company (Rockwood Software with over 60 marketable products), and an international market strategy aimed at North America, and Europe. Rockwood now enjoys a solid reputation as a developer of high-quality conventional and artificial intelligence applications. It is now one of the largest AI firms in Canada.

In 1990, Rockwood Software acquired a major accounting system distributorship with over 50 active dealers. Also in 1990, Rockwood undertook deployment of groupware technologies. It has sold products and developed applications for the Department of National Defence.

MAJOR ACHIEVEMENTS

- leading developer of artificial intelligence applications in Eastern Canada.

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	74
Sales:	4
Marketing:	3
R&D:	57
Management:	6
Fiscal Year End:	February 28
Privately Held Company	

Annual Revenues-1991	\$3,200,000
%Revenues Generated By:	
Software Products:	10
Professional Services:	70
Systems Integration:	20
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Canadian Guidance and Counselling Foundation, Ottawa, Ontario
- Department of National Defence, Ottawa, Ontario
- New Brunswick Department of Natural Resources, Fredericton, New Brunswick
- Beaver Brokerage, Woodstock, New Brunswick
- Hatfields Ltd., Hartland, New Brunswick

International

- North Power Sales, Monticello, Maine, USA

TECHNOLOGY FOCUS

Expert systems and neural networks systems integration/multi-media and groupware application development/conventional system development on micro and mini platforms.

CURRENT PRODUCTS

Rockwood develops its systems and software in-house, usually for specific client needs. The firm has designed expert systems for natural language interface for text/graphics; a travel claims advisor and processor; a class scheduler system for high schools; and a wildlife management system for biologists.

The company has diverse of products including:

AskAbout: a natural language query system running under the DOS operating system.

Class Act: a computer-based timetabling assistant, this product is designed to develop a school schedule using information about subjects, teachers, courses, and scheduling restrictions as supplied by the school administrator. Class Act has an installed base of 20.

HS-Import: an import processing system used by custom brokers and Importers. This product has a client base of 10.

MAS: a popular municipal accounting system with an installed base of 60.

PROMS: a produce shipping system for produce brokers.

CLAIMS: an expert system that helps military and civilian personnel complete government travel claims. The system is aimed at advising 'non-experts' about filing travel claims in accordance with prescribed rules and regulations. The knowledge in the system comes from human experts and established policies and procedures. The travel claims processor could be used by any large organization.

DEER: a wildlife management system which, to date has been used in one installation by government biologists.

FUTURE PRODUCT DIRECTIONS

Rockwood is currently developing *OptiMail*, for optimization of direct marketing mailing lists using neural network technology.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- DOS, Unix
- Sun, X86 architectures, various network topologies, HP, DEC

Geographic Markets:

North America, Western Europe

Industry Markets:

- government
- defence
- education

DISTRIBUTION CHANNELS

The company distributes its products via a direct sales network.

CURRENT MARKETING ACTIVITIES

Rockwood's marketing strategy is international, aimed at North America, the United Kingdom, and Europe. The company is a VAR for Lotus Notes, a new groupware product from Lotus Corp., and the firm has a software division that markets some of the software packages it has developed.

PARTNERING INTERESTS

Rockwood is interested in discussing various partnering opportunities in the United States and Europe.

RYDEX INDUSTRIES CORP.

10991 Shellbridge Way
Suite 340
Richmond, British Columbia
CANADA V6X 3C6

Telephone: 604-278-6772
Facsimile: 604-273-4567

KEY PERSONNEL

Mr. Dan Stenecker, President
Mr. Bob Whitcroft, Vice President, Sales & Marketing
Mr. George Delanowski, Vice President, Operations
Mr. Ian Hogg, Vice President, Development

COMPANY BACKGROUND

Originally founded to develop and market software for the forest industry in Western Canada, in 1981, Rydex Industries expanded in communications in the mid 1980's. Having moved away from forestry applications entirely, today the company develops and markets communications products for large companies employing multiple IBM AS/400 and PC/PC LAN networks.

The firm has four basic divisions all of which report to the President. They include: Sales and Marketing; Research and Development; Operations; and Finance.

MAJOR ACHIEVEMENTS

- Rydex's applications provide time critical communications software to major international firms. The company's customers, in total, send or receive over 1 million pieces of correspondence daily using the company's products.

FACTS & FIGURES

Year Established:	1981
Total Number Employees:	31
Sales:	7
Marketing:	3
R&D:	11
Management	4
Technical Support	6
Fiscal Year End:	March 31
Privately Held Company	

Annual Revenues-1991	\$3,500,000
1992	\$4,900,000
%Revenues Generated By:	
Software Products:	80
Maintenance/Support:	10
Professional Services:	10
%Sales Generated In:	
Canada	10
United States	90

KEY CUSTOMERS

(select list)

Domestic

- Abitibi Price, Toronto, Ontario
- E.B. Eddy Forest Products, Ottawa, Ontario
- Excel Bestview Medical Labs, Toronto, Ontario
- Effem Foods, Toronto, Ontario
- Falconbridge Ltd., Falconbridge, Ontario
- Gough Electric, national Installs, Canada
- Kubota Canada, Toronto, Ontario
- Lignum Ltd., Vancouver, British Columbia
- Nordion International Inc., Ottawa, Ontario
- Toronto Dominion Bank, Toronto, Ontario

International

- American council of Life Insurance, Washington, DC, USA
- Atlantic Security Bank, Miami, FLA, USA
- BP Chemicals, Cleveland, Ohio, USA
- BAT (UK & Export), London, England
- Ceres Shipping, Athens, Greece
- Colgate Palmolive, New York, USA
- Costco Wholesale, Kirkland, Washington, USA
- Hills Pet Products, Topena, Kansas, USA
- Sheraton Inns, Boston, USA

TECHNOLOGY FOCUS

Voice and data communications products for large companies employing multiple IBM AS/400 and PC/PC LAN networks.

CURRENT PRODUCTS

Rydex's product line provides comprehensive network communications for the company's customers. The product line includes:

- integrated voice response systems
- voice/fax message retrieval technology
- automated fax delivery systems
- multi-media corporate network information systems
- high volume computer integrated fax distribution systems
- PC LAN, AS/400 client/server communications systems
- interfaces to 28 international PTTs and e-mail services
- high speed mobile satellite communication systems
- electronic data interchange (EDI) systems
- corporate e-mail and fax distribution systems

FUTURE PRODUCT DIRECTIONS

Rydex's development team is constantly enhancing its product line to meet the international communication needs of its corporate customer base.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- OS 400
- AS/400, PC/PC LAN networks

Geographic Markets:

Canada, United States

Industry Markets:

- primarily cross industry focus, with a specialization in the marine communications market

CURRENT MARKETING ACTIVITIES

Rydex sells directly to U.S. Fortune 1000 firms. A VAR/Agent program is offered to firms which serve market niches not directly addressed by Rydex.

PARTNERING INTERESTS

After a number of years of successfully selling in Canada and the U.S., Rydex is looking to the international market, particularly to Western Europe. Rydex is interested in obtaining overseas representatives for certain key products, or organizations wishing products developed or wishing to enter into joint development. Financial investors who wish to enter into joint ventures, silently or actively are also of interest to the company.

FRENCH PROFILE
SERVI-COMP INC.

2291, rue Souvenir
 Montreal, Quebec
 CANADA H3H 1S3

Telephone: 514-487-3062
 Facsimile:

KEY PERSONNEL

Mme. Georgette Blanchard, President
 Mr. Michael Leger, Vice President

COMPANY BACKGROUND

Fondée fin des années 70 par Georgette Blanchard
 pour fournir des services et produits de micro
 informatique aux PME.

FACTS & FIGURES

Year Established:	1978
Total Number Employees:	60
R&D:	20
Privately Held Company	

Annual Revenues-1991	\$5,000,000
%Revenues Generated By:	
Software Products:	33
Hardware Products:	5
Maintenance/Support:	5
Professional Services:	3
%Sales Generated In:	
North America:	95
Western Europe:	5

Top 200 Companies

The Branham Consulting Group Inc.

CURRENT PRODUCTS

Products include:

Gestions des Commandes: gerer commande et bon d'achate pour grosse entreprise.

GesPro et GesPrint: Cout de revient et gestion de projets pour imprimeurs et relieurs.

Gestemps: suivis du tems pour industrie professionnelle.

T4-TP4: preparation de T-4 et sommaire pour comptables.

Documentaire: gestion de documents pour centre de documentation des grosse entreprises.

TARGET MARKETS

Operating Systems and Hardware Platforms:

DOS

Geographic Markets:

North America, Western Europe.

Industry Markets:

- aucune activité de marketing

DISTRIBUTION CHANNELS

Tout la distribution est par référence de clients et Logibase.

SFG TECHNOLOGIES INC.**MAJOR ACHIEVEMENTS**

267 West Esplanade
Suite 306
North Vancouver, British Columbia
CANADA V7M 1A5

Telephone: 604-986-1207
Facsimile: 604-986-2089

- provide solution to one of the largest cities in California and to one of the largest Canadian school boards
- featured in Government Technology, BC Business Magazines

KEY PERSONNEL

Mr. Bruce Elliott, President
Mr. David Cavan, Vice President, Marketing

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	24
Sales:	4
Marketing:	2
R&D:	15
Management:	3
Fiscal Year End:	April 30
Privately Held Company	

COMPANY BACKGROUND

SFG Technologies Inc., began its major focus on government solutions in 1984 after forming a partnership with a hardware vendor and 1989 saw the initiation of systems implementation. The company has offices in Toronto, Long Beach and San Jose. Its parent company, NISSI Technologies, is actively involved in SFG's strategic planning and the firm has experienced continued growth.

SFG is organized into operations teams. Team leaders form a Management Council in conjunction with the President. Operations team provide product development, sales and professional services in geographic regions. A corporate team provides marketing, telephone support and administration.

Annual Revenues-1991	\$3,500,000
%Revenues Generated By:	
Software Products:	30
Hardware Products:	10
Maintenance/Support:	20
Professional Services:	40
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- City of Belleville, Belleville, Ontario
- District of Chilliwack, Chilliwack, British Columbia
- City of Kingston, Kingston, Ontario
- Town of Markham, Markham, Ontario
- City of Nanaimo, Nanaimo, British Columbia
- Town of Oakville, Oakville, Ontario
- Peel Board of Education, Mississauga, Ontario
- Town of Pickering, Pickering, Ontario
- Town of Richmond Hill, Richmond Hill, Ontario
- District of West Vancouver, West Vancouver, British Columbia

International

- City of Everett, Everett, Washington, USA
- City of Fairfield, Fairfield, California, USA
- City of Kansas City, Kansas City, Kansas, USA
- Kitsap County, Port Orchard, Washington, USA
- City of Lancaster, Lancaster, California, USA
- City of Monrovia, Monrovia, California, USA
- City of Port Angeles, Port Angeles, Washington, USA
- City of Pittsburg, Pittsburg, California, USA
- City of San Jose, San Jose, California, USA
- City of Santa Clarita, Santa Clarita, California, USA

TECHNOLOGY FOCUS

Administrative and financial applications for multi vendor platforms for government.

CURRENT PRODUCTS

SFG provides a variety of integrated financial, costing, and land information solutions in the Unix environment to local governments. The company has 50 installations throughout North America.

The software technology is based on Netron's CAP case tool, acquired in 1985 to produce a full range of products.

FUTURE PRODUCT DIRECTIONS

SFG intends to implement increased use of RDBMS to serve multiple platforms with a single source code set. In addition, the company is planning the development of new products for Human Resources, Planning Departments.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, MPE

Geographic Markets:

Canada, United States

Industry Markets:

- municipalities
- school boards
- land management operations
- accounting/financial agencies

DISTRIBUTION CHANNELS

SFG distributes its solutions completely through direct sales out of offices in Canada and the United States.

CURRENT MARKETING ACTIVITIES

SFG's marketing activities are divided between Canada and the United States. The firm has two joint marketing agreements with U.S. firms, KIVA and Budgeting Technology, established in 1989 and 1990 respectively. KIVA assists in increasing product functionality whereas Budgeting Technology levers different market shares.

SHANA CORPORATION

FACTS & FIGURES

105, 9650 - 20 Avenue
Edmonton, Alberta
CANADA T6N 1G1

Telephone: (403)463-3330
Facsimile: (403)428-5376

KEY PERSONNEL

Mr. Don Murphy, President
Mr. John Murphy, Vice President
Mr. Tim Senger, Vice President, Development

COMPANY BACKGROUND

Shana Corporation was established in 1985 and initially created a development tool or 'database engine' called *Inside Out*. The company then developed the first form software on the Macintosh called *Fast Forms*. Today, Shana uses this original technology to create its currently product offering, the *Informed* series.

The company operates in two main areas: Marketing, which incorporates sales and production; and Development, encompassing both DOS/Windows and Macintosh development.

Year Established:	1985
Total Number Employees:	14
Sales:	4
Marketing:	2
R&D:	5
Management:	3
Fiscal Year End:	July 31
Privately Held Company	

Annual Revenues-1991	\$1,000,000
%Revenues Generated By:	
Software Products:	98
Hardware Products:	2
%Sales Generated In:	
North America:	99
Western Europe:	1

KEY CUSTOMERS

International

- McDonnell Douglas Space Systems, California, USA
- NIKE, Oregon, USA
- Apple Computer, California, USA
- Signet Bank, California, USA
- Liberty Mutual Insurance Company, New Hampshire, USA

TECHNOLOGY FOCUS

Forms Design and Management, with three key elements: Design; Fill In; and Forms Routing and Connectivity.

CURRENT PRODUCTS

Shana is a developer of forms design and management software. The forms package consists of three separate applications which make up the Informed series of software.

Informed Designer. used to design and add intelligence to forms created that will be filled in using the computer.

Informed Manager. used to fill in the forms created with the Informed Designer.

AutoForm: a special fill module, best suited for surveys and questionnaires.

The Informed series is designed to run on Apple Macintosh computers.

FUTURE PRODUCT DIRECTIONS

Shana's product line will support the RSA worldwide standard for digital signatures. The company is also developing Macintosh databases and support for a protocol that will connect Macintosh databases together.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MAC OS

Geographic Markets:

Canada, United States, Western Europe

Industry Markets:

- Fortune 1000 companies
- form design shops
- desktop publishing
- third party software that compliments forms ie accounting software.

DISTRIBUTION CHANNELS

Half of the company's product revenues are generated through direct sales, however Shana also uses retail and wholesale distribution channels as well as systems integrators and consulting services. An international export company handles all foreign sales.

CURRENT MARKETING ACTIVITIES

Shana established a technology transfer agreement in 1992 with Apple Computer.

PARTNERING INTERESTS

Shana would like to develop a VAR/joint marketing agreement with a major form distributor interested in moving toward electronic forms.

SIMWARE, INC.

20 Colonnade Road
Ottawa, Ontario
CANADA K2E 7M6

Telephone: 6137271779
Facsimile: (613) 727-9409

KEY PERSONNEL

Mr. William G. Breen, President & CEO
Mr. John Purdon, Vice President, Operations
Mr. Christopher Fedorko, Vice President,
Marketing
Mr. Lew Shepherdson, Vice-President, Technology
Mr. Robert Allison, Vice-President, Development
Mr. Peter Bennett, Vice-President, Finance

COMPANY BACKGROUND

The need for a cost effective method for ASCII terminals to access IBM mainframes other than protocol converters, resulted in the first product from Simware. As the PC proliferated in North American businesses in the early 1980s, a need to connect these PCs to mainframes became evident. Simware was a pioneer in the connectivity field to provide a software-only solution that allowed these PCs to connect with IBM mainframes.

Simware now integrates IBM personal computers and Apple Macintosh computers with IBM mainframe applications, independent of the physical connection. The company stands apart in its capability to provide software-only solutions to the challenges of asynchronous data communications.

Simware applies the principles of cooperative processing to workstation-to-mainframe connectivity by exploiting the capabilities of the workstation. Simware products provide an interface consistent with the user's preferred environment, and an intelligent transmission capability that reduces data traffic thereby improving response time, and productivity.

Simware's software products and related services assist customers in managing a cost-effective evolution toward cooperative processing.

Ottawa is the location of Simware's Headquarters where Marketing, Finance & Administration, Technology and Development departments are centred. Simware's Operations and Customer Service departments are centred in Ottawa, but have representatives located in branch offices in the United States, the United Kingdom, France, and Germany. Of Simware's 135 employees, approximately 25% are dedicated to customer service and support - a reflection of Simware's commitment to client satisfaction.

MAJOR ACHIEVEMENTS

- *SplitSecond*, a performance enhancing product has won several awards including the Canada Award for Business Excellence.
- recipient of the Canadian Award for Business Excellence in the Invention category, 1990.
- honored by Canadian Advanced Technology Association (CATA) for Distinction in Emerging Technologies
- honored by Canadian Information Processing Society (CIPS) for Software Systems Excellence

FACTS & FIGURES

Year Established:	1982
Total Number Employees:	135
Sales:	28
Marketing:	11
R&D:	23
Management:	17
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991	\$12,000,000
%Revenues Generated By:	
Software Products:	65
Maintenance/Support:	25
Professional Services:	10
%Sales Generated In:	
North America:	80
Western Europe:	10
Asia Pacific:	5

SplitSecond: Cooperative processing software for high-performance asynchronous communications.

FUTURE PRODUCT DIRECTIONS

Simware will continue to focus and expand into the cooperative connectivity business.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- IBM MVS/VTAM, GCS/VTAM, VM/SP, PC-DOS, and Apple Macintosh
- IBM mainframes, IBM PC and compatible, Macintosh

Geographic Markets:

Worldwide

Industry Markets:

All vertical and horizontal market sectors. Typically Fortune 1000 companies.

TECHNOLOGY FOCUS

Connectivity Software Branching the Workstation and IBM Mainframe Environments.

CURRENT PRODUCTS

Sim 3278: Software protocol converter

SimPC: PC-to-mainframe connectivity software

SimXfar: Mainframe/workstation file transfer software

SimMac: Mac-to-mainframe connectivity software

DISTRIBUTION CHANNELS

Most of Simware's sales are derived directly through its branch offices located in the United Kingdom, the United States, France, or Germany. The company also has third party distributors in Australia, Spain, Sweden, New Zealand, Belgium, Brazil, Denmark, Finland, Hong Kong, Ireland, Switzerland, Norway, The Netherlands, Portugal, Israel, Italy, Japan, and Mexico.

CURRENT MARKETING ACTIVITIES

Simware has established partnerships with:

- IBM Canada;
- RAM Mobile Data, USA; and
- Ericsson GE

PARTNERING INTERESTS

Interested in discussing various partnering opportunities.

FRENCH PROFILE **SISCA INFORMATIQUE**

2144, King Street, West
Suite 240
Sherbrooke, Quebec
CANADA J1J 2E8

Telephone: (819) 564-4003
Facsimile: (819) 564-0868

KEY PERSONNEL

M. Denis Elias, President
M. Bernard Savage, Vice President
M. Jean-Jacques Belliard, Vice President,
Marketing

COMPANY BACKGROUND

Fondé en 1976 en association avec un bureau de comptables agréés pour offrir des services-bureaux par télétraitement de comptabilité et de gestion. au fil des ans, plusieurs services ont été ajoutés. Depuis 1983, notre orientation vers l'informatique décentralisée et, par la suite, dans les architectures ouvertes comme Unix et la refonte de tous nos logiciels en 4GL nous a nettement avantagés dans notre effort de commercialisation.

Divisions autonomes de production par marché formées de directeurs, chefs de projet, analystes et programmeurs. Ces divisions sont supportées par des services comme recherche et développement, analystes en système, techniciens et formateurs. Ces derniers travaillent au support interne et comme spécialistes chez les clients.

Les membres du personnel de production sont complètement dédiés à la production de logiciels.

MAJOR ACHIEVEMENTS

- parution dans les journaux 'PME', 'Affaires Estrie'
- prix reconnaissance AT&T Canada
- prix reconnaissance Estrie

FACTS & FIGURES

Year Established:	1976
Total Number Employees:	83
Sales:	4
Marketing:	2
R&D:	4
Management:	3
Fiscal Year End:	September 30
Stock Listings:	Privately Held Company

Annual Revenues-1991	\$5,000,000
%Revenues Generated By:	
Software Products:	15
Hardware Products:	25
Maintenance/Support:	10
Professional Services:	50
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- UniMédia, Montreal, Quebec
- R.c.O, Montreal, Quebec
- Ville de Sherbrooke, Sherbrooke, Quebec
- Le Soleil, Quebec City
- S.Q.A.E., Montreal, Quebec City
- I.R.S.S.T., Montreal, Quebec
- Ville de Verdun, Quebec
- Hydro-Sherbrooke, Quebec
- Parti Liberal du Quebec, Montreal
- C.R.S.S.S., Province de Quebec

TECHNOLOGY FOCUS

Uniquement SGBD

CURRENT PRODUCTS

ISTC - See questionnaire. - French

FUTURE PRODUCT DIRECTIONS

- ressources humaines
- intégration des interfaces graphiques dans tous les produits existants
- intégration d'un 3e SGBD et 4GL
- l'utilisation 'CASE' pour la maintenance des logiciels

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, DOS

Geographic Markets:

Canada (Quebec)

Industry Markets:

- municipalités, villes
- entreprises manufacturières et de distribution
- institutions
- affaires sociales

DISTRIBUTION CHANNELS

Sisca distributes its products primarily through direct sales.

CURRENT MARKETING ACTIVITIES

Sisca is dedicated to serving the Quebec market.

SOFTIMAGE INC

3510 Boul St-Laurent
Suite 214
Montreal, Quebec
CANADA H2X 2V2

Telephone: (514) 845-1636
Facsimile: (514) 845-5676

KEY PERSONNEL

Mr. Daniel Langlois, President
Mr. Jacques Bedard, Director Of Finance
Mr. Pierre Rinfret, Director Of Marketing

COMPANY BACKGROUND

Softimage was founded in 1986 by Daniel Langlois, President and Director of Research, world-renowned for his contributions to the field of computer graphics including his work as co-director of the ground-breaking 1985 computer-animated film *Tony de Peltrie*. Since its entry into the market at the end of 1988, Softimage has changed the course of 3D computer graphics by emphasizing the importance of ease-of-use, an approach many of its competitors are now following.

The company maintains the following departments: Administration, Sales, Marketing, Special Projects, Research and Development, Visual Research, Technical Support, and Production Services.

MAJOR ACHIEVEMENTS

- Octas of excellence, 1992 from the Computer Federation of Quebec
- Octas for technology, 1992 from the Computer Federation of Quebec
- Octas for international success, 1992 from the Computer Federation of Quebec
- 11th International Forum of New Images of Monte-Carlo (IMAGINA), first prize winner, advertising category, 1992
- 10th International Forum of New Images of Monte-Carlo (IMAGINA), Prix Pixel-Image, 1991
- Prix Livernois, 1991 for contribution in imaging technology
- IEEE Computer Graphics and Applications, best graphics software, 1991 (one of ten winners)
- First International Visual Processing Awards, overall winner, 1989 for industrial design and product design

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	60
Sales:	24
Marketing:	6
R&D:	21
Management:	9
Fiscal Year End:	October 31
Stock Listings:	Privately Held Company

Annual Revenues-1991	\$8,000,000
%Revenues Generated By:	
Software Products:	80
Hardware Products:	15
Maintenance/Support:	5
%Sales Generated In:	
North America:	27
Western Europe:	55
Asia Pacific:	18

KEY CUSTOMERS

Domestic

- Bendix Avalex Inc., Montreal, Quebec
- CEGEP de Jonquière, Jonquière, Quebec
- Gastown Post and Transfer, Vancouver, British Columbia
- Screen Form Inc., Brampton, Ontario
- PMT Video, Montreal, Quebec
- Astral, Montreal, Quebec

International

- Fuji Television, Tokyo, Japan
- Industrial Light and Magic, California, USA
- ARRI TV, Munich, Germany
- Cell Animation, London, United Kingdom
- VHQ, Singapore
- Centro T.V. Ltd., Hong Kong
- Northern Telecom, North Carolina, USA
- R. Greenberg and Associates, New York, USA
- The Bureau, London, United Kingdom
- Mitsubishi Electronic Co., Kanagawa, Japan

TECHNOLOGY FOCUS

Developer of a 4D creative environment for graphics used in diverse applications.

CURRENT PRODUCTS

The *Softimage Creative Environment* is a fully-integrated package of hundreds of powerful and sophisticated tools, specifically designed to be accessible to designers, animators, and scientists without computer programming background, enabling them to create complex models and animations of outstanding quality.

Modules include:

MODEL: allows the user to build very complex objects from the simplest contours. Using either patch or polygonal mesh, a huge variety of 3D shapes can be created. All sensible operations can be applied to selected regions of the growing models, or globally. *Model* features an incredibly flexible hierarchy which allows users to join pieces of any object, and modify each piece independently or globally. *Model* also computes volume and surface measurements.

ACTOR: allows the user to add internal skeletal structures to the models built. Displayed as lines and curves, such structures represent series of control joints, which are used to set degrees of freedom or constraint to any part of the model.

These parameters define the articulation and deformation of the object, and are used to animate models in Motion. One of the most impressive applications of Actor is character-animation.

MOTION: allows the user to place the object, lights and cameras in a scene, where they can interact and compliment each other. It allows the creation of paths of motion for those elements, and animation of their shapes, hierarchies and material definitions according to the specific information set by time and space curves. Motion also helps simulate stochastic or behavioral movement and reproduce fluid body movement using the structures created in Actor.

MATTER: is an extremely interactive material editor and renderer, allowing the user to create photo-realistic images. It offers amazing control over material properties such as light, colour, solid or mapped textures, transparency, reflection and refraction, allowing users to render their images using a fast scanline rendering. In addition Matter also does production-speed raytracing - if cast shadows, soft shadows, reflections or motion blur are required.

FUTURE PRODUCT DIRECTIONS

Softimage products are constantly being upgraded, and new products are under development.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, Silicon Graphics
- IBM RISC 6000

Geographic Markets:

Canada, United States, Western Europe, Asia Pacific, South America

Industry Markets:

- television stations
- film studios
- post production facilities
- airplane and automobile manufacturers
- packaging design companies
- architectural houses
- universities

DISTRIBUTION CHANNELS

The company distributes its products through direct sales and VARs.

CURRENT MARKETING ACTIVITIES

Softimage sells its products through branch offices in Milan, Paris, and London. Third party agreements are also in place in Japan, Hong Kong, Korea, Singapore, Germany, and Spain.

SOFTWORDS RESEARCH INTERNATIONAL LTD.

4252 Commerce Circle
Victoria, British Columbia
CANADA V8Z 4M2

Telephone: 604-727-6522
Facsimile: 604-727-6430

KEY PERSONNEL

Ms. Ellen Godfrey, President
Ms. Rosario Passos, Director, Marketing CBT
Products
Mr. Blair Newhouse, Director, Marketing
Mr. Ray Harpell, Vice-President, Operations
Dr. Dave Godfrey, Director, Research &
Development

COMPANY BACKGROUND

Softwords was founded in 1971 as a book publishing firm. In 1981 the company branched out into computer-based training products and applications. Today, Softwords markets a range of computer based training (CBT) and computer-mediated conferencing software to customers worldwide.

The company is divided into groups which include: Research and Development; Courseware; CBT Products; Communications; Marketing and Sales; and Administration.

FACTS & FIGURES

Year Established:	1971
Total Number Employees:	30
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	80
Professional Services:	10
%Sales Generated In:	
North America:	70
Western Europe:	20
Asia Pacific:	10

KEY CUSTOMERS

Domestic

- British Columbia Hydro, Vancouver
- Transport Canada, Ottawa, Ontario
- Bell Northern Research, Ottawa, Ontario
- British Columbia Gas, Vancouver

International

- AT&T, Dublin, Ohio, USA
- Open University, United Kingdom
- TRW, San Diego, California
- British Telecom, United Kingdom

TECHNOLOGY FOCUS

Softwords Research International Limited is one of the world leaders in computer-based training and computer aided learning systems and applications software.

CURRENT PRODUCTS

CoSy: a conferencing system that enables individuals and companies to store electronic mail in subject arrangements and offers a sophisticated file retrieval capability for searching on a word or phrase basis. It is especially effective for project management, training new employees, and cataloguing and exchanging ideas for sales and marketing teams.

CoSy operates on a variety of platforms including Xenix, Unix, VMS, and IBM VM. It has a broad user base among industry, research facilities and universities.

For computer-based training, Softwords has developed authoring tools ranging from simple authoring systems which produce courseware for DOS, Unix and Macintosh environments, to sophisticated development environments designed for the creation of expert-system driven simulation.

FUTURE PRODUCT DIRECTIONS

Softwords, having just released a computer based training product for authoring, called *Quatrain*, in December, 1991 is looking forward to the release of new updated versions of both *CoSy* and *Quatrain* for the spring of 1992.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, Windows, MS-DOS, MAC-OS, VMS

Geographic Markets:

North America, Western Europe, Asia Pacific

Industry Markets:

- Hydro-Electric Utilities
- Defence
- Transport
- Retail
- Telecommunications
- Publishing Industry
- Gas Utility

DISTRIBUTION CHANNELS

100% of Softwords sales are derived through direct sales from the company's head office in Victoria, British Columbia.

CURRENT MARKETING ACTIVITIES

Softwords actively pursues the establishment of partnerships. To-date the company has as many as 15 partnerships established internationally with organizations such as Siemens A.G. and AT&T. Principally these agreements provide for joint research and development of computer-based training and computer-mediated conferencing software.

PARTNERING INTERESTS

Softwords Research International Ltd., is seeking U.S. partners specializing in the distribution of Unix platform products, and training companies capable of providing value added reseller service for the Softwords product lines.

STARGARDEN CORP. (FORMERLY PATHFINDER SOFTWARE)

1577 West Georgia St.
Vancouver, British Columbia
CANADA V6G 2V3

Telephone: 604-682-6633
Facsimile: 604-682-3829

KEY PERSONNEL

Mr. Ken Bailey, President
Mr. Ron McGregor, V.P., Western Region
Mr. Brian Deplisse, V.P., Application Technology
Mr. Daniel Lefebvre, V.P., Atlantic Region
Mr. Dan Katavola, Eastern Region Manager

COMPANY BACKGROUND

StarGarden Corp. (formerly Pathfinder Software) was established in 1984 as a developer of custom human resource and payroll systems written in 4GL. The *StarGarden* family of application software provides a high-end and internationally oriented back-office application environment for major corporations and government. The *StarGarden* product is sold horizontally to large organizations as well as vertically to commercial application builders as a foundation platform.

The company maintains its corporate offices in Vancouver, housing divisions for sales, product development, and administration. Sales offices are also located in Montreal, Toronto, and Boston.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	16
Sales:	3
Marketing:	3
R&D:	5
Privately Held Company	

Annual Revenues-1991	\$1,800,000
%Revenues Generated By:	
Software Products:	55
Maintenance/Support:	10
Professional Services:	10
%Sales Generated In:	
North America:	85
Asia Pacific:	15

TECHNOLOGY FOCUS

Integrated Business Software systems.

CURRENT PRODUCTS

StarGarden Corp. specializes in the development and marketing of Integrated Business Software systems that include applications such as: Human Resources Management; Payroll Processing; Financial Management; and Materials Management. All StarGarden Corp. products are built using the fourth generation language PowerHouse and are available for the Hewlett Packard, Digital Equipment and IBM AS/400 minicomputer environments.

StarGarden Corp.'s products were developed in-house from the company's experiences in developing custom systems for its clients. The success of the product is due to three major redesigns which have taken place in the past four years resulting in a true high-end product which competes with the top vendors on each platform which is services.

The integrated StarGarden products form a very adaptable foundation back office system suited to the high/middle market in government and corporations (500-10,000 employees).

FUTURE PRODUCT DIRECTIONS

StarGarden FMIS will be migrated to HP MPE, OS400, and Unix. All the products will be moved to a cooperative process environment based on the current mid range platforms and windows-based workstations.

TARGET MARKETS

Operating Systems and Hardware Platforms:

VAX, HP3000, AS400, Unix

Geographic Markets:

Canada, United States, Australia

Industry Markets:

- users of Hewlett Packard 3000 and DEC/VAX hardware
- human resource industry
- health and safety market
- industrial payroll

DISTRIBUTION CHANNELS

StarGarden Corp. currently distributes its products through a 100 per cent owned direct sales channel.

CURRENT MARKETING ACTIVITIES

StarGarden Corp. products are currently tailored for direct sales and substantial opportunity remains at this level as more than 85% of this market is still dependent on 3GL-based technology. With minimal investment, the products are suitable to the much larger low/middle (100-500 employees) with Unix and PC LAN platforms, however, reseller channels would need to be developed. The company is in no hurry to reach this vast market.

Marketing is directed toward organizations utilizing Hewlett Packard 3000 and DEC/VAX hardware, and requiring the flexibility to address complex industrial payroll issues and ever-changing human resources issues.

In addition to the United States and Canada, StarGarden Corp.'s market areas include Australia, New Zealand and Africa.

PARTNERING INTERESTS

Joint-venture distribution companies where StarGarden Corp. has ownership and equity will be considered in Australia, Singapore, Mexico, the United Kingdom, and Germany over the next two years. At the same time, the direct channel in the U.S. will be expanded.

STS SYSTEMS INC.

2800 Trans Canada Highway
Pointe Claire, Quebec
CANADA H9R 1B1

Telephone: 514-426-0822
Facsimile: 514-426-0824

KEY PERSONNEL

Mr. Howard Stotland, President
Mr. Bill Lassner, Senior Vice President
Ms. Kate Macneill, Manager, Marketing

COMPANY BACKGROUND

STS Systems was founded in 1972 by a handful of entrepreneurs and has grown to become a leader in its two vertical markets: fashion retail and convenience stores, and petroleum distribution. The company is headquartered in Pointe-Claire, Quebec, and currently employs more than 280 people serving a client base of some 350 companies in Canada, the United States, and England. STS maintains additional offices in Philadelphia, San Diego, and New York.

STS Systems operates two divisions. STS's convenience store and petroleum distribution division services some 100 clients. Its retail division serves 250 customers, representing more than 6,000 stores. STS's main departments include: hardware and software support, research and development, training and implementation, sales and marketing, education, and administration.

MAJOR ACHIEVEMENTS

- named 'number one Value Added Reseller' in the retail vertical market by VARBUSINESS Magazine two years in a row.
- number one Fujitsu Systems of America VAR in the United States.
- number one Data General VAR in Canada (1990)
- awarded the 1990 'Accolade Award for Excellence in Customer Service' and 'Business of the Year'.
- profiled in the Montreal Gazette Business Magazine and featured in the Toronto Globe & Mail.

FACTS & FIGURES

Year Established:	1972
Total Number Employees:	280
Sales:	20
Marketing:	10
R&D:	42
Management:	35
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991	\$35,000,000
%Revenues Generated By:	
Software Products:	27
Hardware Products:	41
Maintenance/Support:	30
%Sales Generated In:	
North America:	99
Western Europe:	1

KEY CUSTOMERS

Domestic

- Comark Services, Toronto, Ontario
- Suzy Shier, Montreal, Quebec
- Holt Renfrew, Toronto, Ontario
- Shimax, Montreal, Quebec
- Royal Leather, Toronto, Ontario
- Esso Canada, Montreal, Quebec
- Ultramar Canada, Toronto, Ontario
- Shell, Montreal, Quebec

International

- Barnes New York & Barnes America, New York, USA
- Henri Bendel, New York, USA
- Accessory Lady, Div. of Melville, Dallas, Texas, USA
- Bob's, Div. of Melville, Connecticut, USA
- Calvin Klein, New York, USA
- FAO Schwarz, New York, USA
- Gump's, San Francisco, USA
- Quarles Petroleum, Virginia, USA
- Webber Oil, Maine, USA
- Miller Oil, Virginia, USA

TECHNOLOGY FOCUS

Integrated computer systems for the North American retail, convenience store, and petroleum distribution industries.

CURRENT PRODUCTS

The *STS Retail System* is a fully integrated merchandising and financial solution designed to manage the entire retail cycle from purchase orders to distribution and point of sale. Sophisticated management tools help retailers identify fast and slow sellers, achieve tighter control over inventory and improve customer service.

The *STS Retail System* supports smarter decision making with powerful features such as inventory control, planning and open-to-buy, sales and vendor analysis, financial systems. Other modules include customer profile, stock replenishment, and accounts receivable. As a single-source supplier, STS provides a complete package that includes advanced software, industry-leading hardware from IBM, Data General and Fujitsu as well as comprehensive training and implementation and 24-hour customer support.

Other products include:

STS Customer Profile System: a direct marketing and customer service database for use in the fashion industry.

MiniFuel®: a management system for retail home heat distribution and service. Targeted toward petroleum marketers.

STS C-Store System: a complete management system for convenience stores and gas stations.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, OS/2

Geographic Markets:

North America, Western Europe

Industry Markets:

- specialty retail chains
- department stores
- discount operations
- convenience stores
- gas stations
- petroleum marketers of home heat
- lubricants and wholesale products

DISTRIBUTION CHANNELS

Direct sales, which account for complete product distribution, are conducted from branch offices located in Pennsylvania, California, and New York.

CURRENT MARKETING ACTIVITIES

STS has VAR agreements with IBM, Data General, and Fujitsu in Canada and the United States.

SYNEX SYSTEMS CORPORATION

1176 West Georgia Street, Suite 800
Vancouver, British Columbia
CANADA V6E 4A2

Telephone: (604)688-8271
Facsimile: (604)688-1286

KEY PERSONNEL

Mr. Michael Mandell, President

COMPANY BACKGROUND

The company was established in 1983 as a consulting division of a private consulting engineering firm. In 1984, this division was incorporated as Synex Systems Corporation and its focus shifted from consulting to software development and marketing.

The company has four business units - communications, engineering, business, and compression - which are supported by the Marketing Communications Group.

Synex develops software, much of which works with, and enhances, the value of software developed by other companies. The company's focus is on software that enables communication among different operating platforms and among various application programs. Synex now has several product lines on the market. The near-term aim of the company is to extend those product lines into new markets. For the longer term, the company intends to maintain its leading edge position in its existing market niches, while pursuing additional opportunities.

Synex now markets several Lotus 1-2-3 add-ins; several products that link PCs to larger host computers; engineering software; and a line of software that provides an interactive link between Lotus 1-2-3 and several of the most popular personal computer-based accounting systems.

MAJOR ACHIEVEMENTS

- product profile in PC Magazine, 1991.
- SQZ! Product won Technical Achievement of the Year Award from PC Magazine, 1986.
- SQZ! named 'All Star Software' by PC World and was listed as 'One of the Ten Best Utilities of All Time' by PC Magazine.

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	22
Sales:	10
Marketing:	3
R&D:	7
Management:	2
Fiscal Year End:	June 30
Stock Listings: Subsidiary of Synex International Inc., a public company traded on the Toronto Stock Exchange	

Annual Revenues-1991	\$1,857,000
%Revenues Generated By:	
Software Products:	97
Maintenance/Support:	2
Professional Services:	1
%Sales Generated In:	
North America:	96
Western Europe:	3
Asia Pacific:	1

KEY CUSTOMERS

Domestic

- Crane Canada, Montreal, Quebec
- Peat Marwick Thome, Vancouver, British Columbia
- British Columbia Lottery Foundation, Vancouver, British Columbia
- Stanley & Associates, Edmonton, Alberta
- Department of National Defence, Ottawa, Ontario
- Dynix Library Systems, Waterloo, Ontario
- UMA Engineering, Mississauga, Ontario
- GEAC Computing, Markham, Ontario
- MBI Data Processing, Montreal, Quebec

International

- L.A. Department of Water & Power, California, USA
- Red Lion Hotels, Vancouver British Columbia, and Washington, USA
- U.S. Navy, New York, USA
- CBS Records, New York, USA
- Aetna Casualty & Life, California, USA
- American Express, Florida, USA
- DuPont International, USA
- Rockwell International, USA
- U.S. Army, USA
- Imagnavox, New Jersey, USAS

TECHNOLOGY FOCUS

Data Communications, Systems/Utilities Software.

CURRENT PRODUCTS

Communications:

PK Harmony. A communications product that integrates PCs and DOS applications with the Pick database and Pick operating system. The product line also includes *PK Harmony Network Plus* for connecting LANs to a Pick Host and PK Term, an advanced terminal emulation product. (Other communication products link PCs to and MAI operating systems.)

MAI PC Link links PCs to computers running MAI business basic OS.

Engineering:

Waterworks. Used for the design and analysis of waterpipe networks. It is accessed through Lotus 1-2-3 or AutoCad.

LOTUS Add-ins:

SQZ! Compresses spreadsheet files to reduce disk storage requirements. A version of SQZ! is embedded in every version of Borland's Quattro Pro.

Financial Reporting:

F9-The Financial Reporter. Provides an interactive link between Lotus 1-2-3 and Windows applications, and several of the most popular personal computer-based accounting systems. In this way, a user of Lotus 1-2-3 or Windows has full access to general ledger information.

FUTURE PRODUCT DIRECTIONS

The core technology in Synex's existing product lines will be extended to additional products to widen the potential markets. Existing products will be adapted to work with additional operating environments starting with Windows and leading to Unix.

TARGET MARKETS**Operating Systems and Hardware Platforms:**

- DOS, Windows
- IBM PC's and compatibles

Geographic Markets:

Primarily the United States and Canada, but products have worldwide application. Active to a lesser degree in the United Kingdom and Australia.

Industry Markets:

- cross industry applications

DISTRIBUTION CHANNELS

Synex's products are sold through a range of dealers, distributors and publishers, as well as direct sales. The company also realizes substantial marketing support from other software developers, and marketers whose software products work with Synex.

CURRENT MARKETING ACTIVITIES

- Borland has embedded *SQZ!* in its Quattro Pro spreadsheet.
- Symantec Corp. publishes *SQZ!*
- Several minicomputer manufacturers sell Synex software to link their machines to PCs.
- Computer Associates has included *F9* in its Access program.
- Lotus Development Corp. has designated Synex as a Strategic Business Partner and is cooperating in marketing *F9*.
- Most accounting software developers with whose products *F9* work are providing cooperative marketing support.

PARTNERING INTERESTS

Synex would welcome additional distributors and dealers for all of its products in many geographic locations. Synex is also seeking additional development opportunities where its technology can be applied to expanded markets. For example, *F9* could be adapted to work with additional accounting systems. The company would also consider an equity investment in order to accelerate its development and marketing efforts.

SYSTEM DYNAMICS CORP.

151 Esna Park Dr.
Markham, Ontario
CANADA L3R 3B1

Telephone: 416-475-5155
Facsimile: 416-475-9378

KEY PERSONNEL

Mr. Frank Ciacci, President
Ms. Susan Moore, Vice President, Operations
Mr. Garry Betts, Vice President, Research & Development

COMPANY BACKGROUND

Systems Dynamics Corporation was founded in 1975 with the objective of serving customers by providing leading technologies for automation. Creating customized solutions has resulted in System Dynamics Corporation becoming a recognized industry leader in providing software and systems solutions for a wide range of industries.

FACTS & FIGURES

Year Established:	1975
Total Number Employees:	18
Sales:	1
Marketing:	1
R&D:	10
Management:	5
Fiscal Year End:	January 31
Privately Held Company	

Annual Revenues-1991	\$3,000,000
%Revenues Generated By:	
Software Products:	70
Hardware Products:	10
Maintenance/Support:	20
%Sales Generated In:	
North America:	80
Asia Pacific:	20

KEY CUSTOMERS

Domestic

- Ericsson General Electric, Toronto, Ontario
- Emerson Electric, Cambridge, Ontario
- Petro-Canada, Toronto, Ontario
- Zenith Data Systems, Toronto, Ontario
- Alias research, Toronto, Ontario
- Exide Electronics, Toronto, Ontario
- PCL Packaging, Toronto, Ontario
- Organon Teknika, Toronto, Ontario
- Labatt's Breweries, London, Ontario

International

- New Zealand Co-operative Dairies, New Zealand
- Chevron Oil, USA

TECHNOLOGY FOCUS

Integrated and modular manufacturing, distribution and business management software solutions.

CURRENT PRODUCTS

The Company's experience in a number of vertical markets has allowed it to incorporate the best and most advanced features within its software solutions. The solutions for Manufacturing, Distribution, and Business Management are fully integrated and modular. SDC's software solutions are currently available on a wide range of hardware platforms from the small PC based computers to large mainframes. Some of the hardware supported is: Bull HN Information Systems, DEC, NCR, Personal Computers (Intel 80386 Microprocessors), Tandem Computers and Unix-based SQL-based relational databases, such as ORACLE.

Products include:

Dynamic Financial: an accounting package with cross-industry applications, covering accounts payable, accounts receivable, general ledger, asset management and payroll. This product has an installed base of 100.

Dynamic Distribution: a package designed specifically for wholesale distributors, encompassing order processing, inventory control, purchasing, sales analysis, customer service as well as sales forecasting. This product has a client base of 50.

Dynamic Manufacturing: used by discrete and process manufacturers, this product encompasses inventory control, engineering, bill of material, production planning and control, cost control, requirements planning and human resources. It has 25 installations to date.

Project Costing: a job costing system used by job shops, modules include quotations, material inventory control, invoicing, human resources, and purchasing.

System Dynamics Corp. has designed relational data base (Oracle-based) versions of the above application software packages.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, VMS
- most hardware platforms

Geographic Markets:

North America, Europe

Industry Markets:

- wholesalers
- discrete and process manufacturers
- job shops
- cross-industry accounting applications

DISTRIBUTION CHANNELS

Most of System Dynamics Corp.'s product offerings are distributed via direct sales from its head office in Markham, Ontario, and the company's subsidiary, SDC Europe. The remainder is accomplished through systems integrators.

CURRENT MARKETING ACTIVITIES

System Dynamics Corp. currently has two VAR agreements in the United States with Data Inc., to market software on IBM hardware, and with Sytec Inc., to market products to the pulp and paper industry.

PARTNERING INTERESTS

The company is interested in establishing subsidiaries or resellers to handle the Asian, Australian and New Zealand marketplace.

SYSTEMES SYNTAX LIMITEE

8250 Decarie Blvd.
Suite 400
Montreal, Quebec
CANADA H4P 2P5

Telephone: 514-733-7777
Facsimile: 514-733-0091

KEY PERSONNEL

Mr. Michael Etnson, President
Mr. Raymond Mallette, Senior V.P., Product
Development
Mr. Gary Shafran, Vice President, Marketing
Operations
Mr. Steve Osgood, Vice President, Eastern Region
Mr. Jacques Marcotte, Vice President, Lab
Operations
Mr. Steve Marco, Director, Central/Western
Region

COMPANY BACKGROUND

Syntax Systems Limited was founded in 1972 and is a leading developer of quality applications for wholesale distributors and manufacturers across North America and in Europe.

An IBM Business Partner since 1983, the company has flourished and reports that more than 300 companies with an estimated 6,000 users sign on to a Syntax application daily.

Starting with a few programmers and analysts in 1972, the business has grown to employ 170 people, with sales of \$25 million in 1991. The company's head office and development lab are located in Montreal, with branches in Montreal, Toronto, and Vancouver. Syntax Software Corp., a wholly owned subsidiary serving the United States, has its headquarters in New York City.

MAJOR ACHIEVEMENTS

- IBM USA Area Excellence Award, 1989

FACTS & FIGURES

Year Established:	1972
Total Number Employees:	170
R&D:	45
Fiscal Year End:	November 30
Privately Held Company	

Annual Revenues-1991	\$25,000,000
%Sales Generated In:	
North America:	98
Western Europe:	2

KEY CUSTOMERS

Domestic

- Nestle Enterprises, Toronto, Ontario
- Kraft General Foods, Toronto, Ontario
- Westburne Industrial Enterprises, Montreal, Quebec
- Union Carbide/Linde/Medigas, Toronto, Ontario
- Elizabeth Arden, Toronto, Ontario

International

- Liquid Carbonic, Chicago, USA
- Distillers MG, London, England

TECHNOLOGY FOCUS

Distribution Management software for IBM mid-range computers.

CURRENT PRODUCTS

The focus of Syntax's product development effort has been the creation of high quality, sophisticated business software for both durable and non-durable goods distributors. The software runs on IBM midrange computers, such as the highly successful AS/400. While addressing the traditional requirements of Order Processing, Inventory Management, and Accounting, the systems offer such advanced features as Telesales, Accounts Receivable Follow-Up and fully automated Purchasing.

Products include:

Syntax Distribution Management: order processing and billing, sales analysis, inventory management, and accounting for the wholesale distribution industry.

Syntax Gas Distribution Management: cylinder control, order processing, inventory management, and sales analysis for the packaged gas and supply industries.

Syntax Foodservice Distribution Management: telesales, order processing, sales analysis, inventory management, and accounting for the foodservice distribution industry.

Specialized products have also been developed for the Welding and Medical Gas Industry, Foodservice Distribution, and Apparel Distribution and Manufacturing.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- OS/400
- IBM AS/400

Geographic Markets:

Canada, United States, Western Europe

Industry Markets:

- wholesale distribution
- apparel
- packaged gas (medical and welding)
- foodservice

DISTRIBUTION CHANNELS

Syntax distributes its product through direct sales out of its offices in Montreal, Toronto, Vancouver, and New York City.

PARTNERING INTERESTS

The company is interested in exploring VAR agreements and joint marketing opportunities in the United States, England, Germany, France, Spain, and Italy.

SYSTEMS INTERFACE INC.

223 Colonnade Road, Suite 212
Ottawa, Ontario
CANADA K2E 7K3

Telephone: (613)727-5001
Facsimile: (613)727-3960

KEY PERSONNEL

Mr. Sandy Foote, President
Mr. Barry Dowdall, General Manager

COMPANY BACKGROUND

Systems Interface is focused on the development of client/server software solutions utilizing graphically based client tools on Window PCs, Macintosh and Unix workstations, as well as Unix servers over a variety of communication protocols.

Systems Interface Inc. develops communication software for the UNIX and DOS markets and also provides decision support application development services. Currently two main products are marketed. *TransActor*™ provides PC-to-UNIX connectivity under Microsoft Windows. *Inform*™ provides electronic mail with a store and forward transaction processing architecture.

Systems Interface Inc. employs 31 persons in three divisions: Interface Engineering Consulting Services, Unix Server & Communications Development and User Interface Technologies.

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	31
Sales:	3
R&D:	15
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991	\$1,700,000
%Revenues Generated By:	
Software Products:	40
Professional Services:	60
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Imperial Oil Limited, Toronto, Ontario
- Department of Indian Affairs & Northern Development, Hull, Quebec
- Woolworth Corporation, Weston, Ontario
- Environment Canada, Hull, Quebec
- Mackenzie Financial, Toronto, Ontario
- Atlas Tire & Supply Company, Toronto, Ontario
- Motorola Canada, Markham, Ontario

International

- The Guardian, New York, New York, USA
- Budd Automotive, Troy, Michigan, USA
- Motorola, San Jose, California, USA
- The IRS, Washington D.C., USA
- Impresario Inc, Washington D.C., USA
- Ketchum Communications, Pittsburgh, Pennsylvania, USA
- Manufacturers Hanover, New York, New York, USA

TECHNOLOGY FOCUS

User interface design/development, data communications/connectivity software.

CURRENT PRODUCTS

TransActor™ : An MS-Windows-based local area network (Unix/DOS) connectivity product.

Inform™: a product designed to store and forward E-Mail for the Unix and DOS operating systems.

FUTURE PRODUCT DIRECTIONS

Inform™ is being enhanced to support on line database access for remote PCs. Utilizing its' client server design, *Inform™* will allow users to make real-time requests from custom applications to centralized Unix database servers.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- UNIX, MS-DOS, Windows

Geographic Markets:

North America and Europe

Industry Markets:

All

DISTRIBUTION CHANNELS

Systems Interface derives most of its revenues through direct sales from offices located in Ottawa and New York.

PARTNERING INTERESTS

Systems Interface is seeking software manufacturers and software integrators in the United States and Europe who are interested in embedding its technology in the partners product line. Systems Interface is also interested in finding value-added resellers and hardware manufacturers in Canada and the United States able to integrate its products.

TECHNICOM INC.

3333 Cote Vertu
Suite 620
Saint-Laurent, Quebec
CANADA H4R 2N1

Telephone: 514-332-9022
Facsimile: 514-332-9072

KEY PERSONNEL

Mr. Robert Vinette, President
M. Jean Guy Turmel, Directeur Du Marketing
Marc Graveline, Recherche Et Developpement
Manon Hotte, Finances
Lise DesLauriers, Administration

COMPANY BACKGROUND

Technicom is a Canadian company founded in 1975 to develop computer-based system applications, specializing in geographic referencing. Technicom combines expertise in computer science, surveying, civil engineering, photogrammetry, computer aided drafting, geographic information systems (GIS) and communication. Technicom develops, markets and supports complete systems for field survey, communication, drafting, display, design, and reporting from geo-referenced queries. We also market and support CAD solutions.

Reporting to the President are four groups: Finance, Development, Sales and Marketing, and Support.

FACTS & FIGURES

Year Established:	1975
Total Number Employees:	12
Sales:	3
Marketing:	2
R&D:	4
Management:	3
Fiscal Year End:	October
Privately Held Company	

Annual Revenues-1991	\$1,400,000
%Revenues Generated By:	
Software Products:	60
Hardware Products:	20
Maintenance/Support:	10
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Hydro-Quebec, Montreal, Quebec
- Labre & Associes, Montreal, Quebec
- Ville de Sherbrooke, Quebec
- Ville de Montreal, Quebec
- Donahue, Montreal, Quebec
- Produits Forestiers Canadien Pacifique (CIP), Montreal, Quebec
- Ville de Toronto, Ontario

TECHNOLOGY FOCUS

Computer-based system applications for geographic referencing.

CURRENT PRODUCTS

Products include:

AGEO-X an X-Windows based applications (totally graphic) running under Unix and DOS for use by surveyors and civil engineers.

AGEO-EXPERT: a system for surveyors and civil engineers with a drawing generator for Autocad and Microstation.

GENAMAP: a geographic information system (GIS), raster and vector.

AGEO.URBIN: an X-Windows based application (totally graphic) running under Unix and DOS for use in municipal surveying with additional features for attribute input and management and interface with **GENAMAP**

GENACIVIL: a civil engineering system for road design, hydrology and digital terrain modelling.

FUTURE PRODUCT DIRECTIONS

AGEO.GRAPH: representation graphique du produit
AGEO.EXPERT

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, XENIX, DOS, Windows
- PC networks: Novell, Banyan; HP and Sun Microsystems workstations

Geographic Markets:

Canada

Industry Markets:

- arpenteurs-geometres
- genie conseil
- genie civil
- municipalites
- services publics (electricite, egout, aqueduc, gaz)
- foresterie
- mines
- gouvernement
- education
- consultants

DISTRIBUTION CHANNELS

Almost all (95%) sales activity is direct, 5% being through consulting services.

CURRENT MARKETING ACTIVITIES

Since 1991, Technicom Inc. has been involved with Genasys of the United States in an arrangement encompassing joint R&D, manufacturing and value added reselling.

PARTNERING INTERESTS

Technicom would like to extend its territory in the United States, Europe, South America and Africa through interested distributors.

TECSYS INC.

9305 Route Trans-Canadienne
 Saint-Laurent, Quebec
 CANADA H4S 1V3

Telephone: 514-333-0000
 Facsimile: 514-337-0479

KEY PERSONNEL

Mr. Dave Brereton, President
 Ms. Marie-Jose Metivier, Vice President, Sales
 Mr. Peter Brereton, Vice President, marketing &
 Product Direction

COMPANY BACKGROUND

Tecsys was founded in 1983 and became one of the pioneers in the open systems arena in 1987 when it began development of the *Elite Series*. The *Elite Series* is written entirely in Informix-4GL and includes financials, distribution and manufacturing systems. These packages are now being marketed worldwide, have multilingual applications, and are noted for their ease of use and depth of functionality which are inherent in their design.

FACTS & FIGURES

Year Established:	1983
Total Number Employees:	40
Sales:	7
Marketing:	2
R&D:	10
Management:	3
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991	\$4,000,000
%Revenues Generated By:	
Software Products:	27
Hardware Products:	34
Maintenance/Support:	25
Professional Services:	9
%Sales Generated In:	
North America:	50
Western Europe:	15
Eastern Europe:	5
Middle East:	15
Asia Pacific:	15

KEY CUSTOMERS

Domestic

- Dainty Foods, Montreal, Quebec
- Kouri Foods, Toronto, Ontario
- IBM Canada, Toronto, Ontario
- Department of National Defence, Ottawa, Ontario
- Merisel Inc., Toronto, Ontario
- Bull HN Information Systems, Markham, Ontario
- Groupe CGI, Ottawa, Ontario
- DRM Automated Services, Vancouver, British Columbia
- Digital Equipment, Ottawa, Ontario
- Toronto Re-Hab Centre, Toronto, Ontario

International

- Reynolds Aluminum, Virginia, USA
- Data Systems Support, California, USA
- Fourth Generation Software, Australia
- Guthrie Computer Systems Inc., Singapore
- Omnix Industries, United Arab Emirates
- Aspect Industries, Australia
- Champion Nutrition, California, USA
- Granite Computers, California, USA
- Pheonix Nutrition, England
- Australian Airforce, Australia

TECHNOLOGY FOCUS

Accounting and Wholesale Distribution RDMS.

CURRENT PRODUCTS

The *Elite Series*' technology allows for user-definable database views that give the most inexperienced user the ability to sift through the database using any criteria necessary to locate the information they need. The embedded image storage and processing capability advances order desk efficiency to previously unattainable levels. colour pictures or detailed schematics can be brought up on screen and then faxed directly to a prospect who may be requesting more information.

The Tecsys Elite Series: a comprehensive modular series of business application software packages.

The Financial Series: multi-currency, multi-company and multi-divisional, these systems are certified to conform to standard accounting practices. They also work to eliminate the redundancy so common today, with on-line but secured spreadsheet access to the entire database.

The Distribution Series: focused on the needs of the distribution industry, this series covers all aspects of inventory levels and operating costs from quotation handling to a multi-faceted replenishment system.

The Manufacturing Series: an extension of the distribution series, the manufacturing series improves turn-around time and delivers both estimated and actual costing, even though the information to compute actuals may not arrive until after goods are shipped. This series is ideal for both assembly and process-type manufacturing.

In addition to being a truly modifiable accounting package, productivity tools are offered to reduce programming costs and increase program functionality and integrity. SQL provides data access beyond the scope of standard accounting packages. The software is easily integrated with packages such as Uniplex Business Software, providing word processing, report writing, and spreadsheet interfaced with the database applications.

Tecsys is also involved in imaging technologies, CASE Tools, communications products, code generators, LANs, and Unix.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix
- all platforms that support Unix or derivative operating systems

Geographic Markets:

Canada, United States, Western Europe, Eastern Europe, Middle East, Asia Pacific

Industry Markets:

- food industry
- hard goods distribution
- continuous processing manufacturing
- Fortune 1000 companies

CURRENT MARKETING ACTIVITIES

Tecslys has established consulting services to cover Germany, all of the Middle East, Singapore, Malaysia, Indonesia, Switzerland, and England. In the United States, the company has purchased one year of advertising in *Unix Today!* magazine.

Over the past three years the company has also established some strategic partnerships for unilateral distribution: Fourth Generation Software of Australia provides Unix and distribution expertise; Omnix Industries of the United Arab Emirates, a very large distributor, leverages this market for Tecsys products; and Guthrie Computer of Singapore is a 49% IBM owned company with covers the IBM market in the Pacific Rim.

DISTRIBUTION CHANNELS

Tecslys generates half of its product revenues from direct sales, and the rest via mixed channels - wholesale distribution, OEMs, Consulting, VARs - located in the Middle East, Australia, the U.S., Canada and Singapore.

PARTNERING INTERESTS

Tecslys is pursuing distribution agreements for its *Wholesale Distribution* products in: Western Europe, a large market with multilingual capabilities for product translation; the Middle East, a relatively new Unix market; the Pacific Rim, which offers the largest market for Tecsys products (the company is pursuing leads through the Canadian Embassy); and the United States, which would be ideal for the creation of a Tecsys VAR network.

TELERIDE SAGE LTD.

156 Front Street, West
5th Floor
Toronto, Ontario
CANADA M5J 2L6

Telephone: 416-596-1940
Facsimile: 416-595-5653

KEY PERSONNEL

Dr. Josef Kates, Chairman
Mr. Roger Clarke, Director, Sales, Marketing & Operations
Dr. Louis Kates, Director R&D, Scheduling Software
Ms. Valerie Hough, Director, Finance & Administration

COMPANY BACKGROUND

Teleride Sage Ltd. was established in 1977. The company specializes in software products for Public Transportation applications. Planning and Scheduling, Transit Operations and Public Information applications are integrated software modules in *TeleTRANS*, TelerideSage's main software product.

The company has seven departments which reflect its areas of concentration: Scheduling Systems Department, Automatic Vehicle Monitoring, Location and Control Department, Transportation Operations Department, Maintenance Systems Department, Public Information Systems Department, and Research and Development.

MAJOR ACHIEVEMENTS

• leading supplier of integrated software for public transit companies in North America, and the United Kingdom.

FACTS & FIGURES

Year Established:	1977
Total Number Employees:	65
Sales:	6
Marketing:	1
R&D:	6
Management:	4
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	\$6,500,000
%Revenues Generated By:	
Software Products:	80
Maintenance/Support:	10
Professional Services:	10
%Sales Generated In:	
North America:	90
Western Europe:	10

KEY CUSTOMERS

Domestic

- Toronto Transit Commission, Toronto, Ontario
- OC Transpo, Ottawa, Ontario
- Hamilton Street Railway, Hamilton, Ontario
- Kitchener Transit, Kitchener, Ontario
- Mississauga Transit, Mississauga, Ontario
- Winnipeg Transit, Winnipeg, Manitoba
- Calgary Transit, Calgary, Alberta
- Saskatoon Transit, Saskatoon, Saskatchewan
- Regina Transit, Regina, Saskatchewan
- Halifax Transit, Halifax, Nova Scotia

International

- Central Ohio Transit Authority, Columbus, Ohio, USA
- New Jersey Transit, Newny, New Jersey, USA
- Broward County Transit, Fort Lauderdale, Florida, USA
- Cotran, Palm Beach, Florida, USA
- Johnsonville Transit, Jacksonville, Florida, USA
- San Antonio Transit, San Antonio, Texas, USA
- Dallas Transit, Dallas, Texas, USA
- Metro, Minneapolis, USA
- Minneapolis, Minnesota, USA
- West Midlands Travel, United Kingdom
- South Yorkshire Transport, United Kingdom
- MerseyBus, United Kingdom
- Dublin Bus, United Kingdom

TECHNOLOGY FOCUS

Transportation system software.

CURRENT PRODUCTS

All of Teleride Sage's software is specialized for the public transportation industry and developed in-house using the company's own 4GL applications development language. External hardware, Unix and 4GL platforms are used as well.

Products include:

TeleTRANS: a public transportation application software.

TeleManager: an executive information system.

G/Sched: a graphical scheduler of operator and vehicle scheduling.

TeleCutter: optimized RunCutting for transit.

TeleDriver: an operations software that manages timekeeping, attendance, dispatch and bidding.

TeleDispatch: a central office software for communications and vehicle tracking.

TeleFleet: vehicle and materials control software.

TeleRider: automatic telephone information for transit passengers.

TeleVIEWER: passenger electronic information display.

TelePOSTER: automated printing of stop-specific timetables.

FUTURE PRODUCT DIRECTIONS

Teleride plans to extend the *Teletrans* comprehensive integrated system to additional applications and interfaces such as various financial applications. The company will also be selling and packaging operational software systems, e.g. ADL/4GL/UNIX/WORKSTATION.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, VMS, MS DOS
- VAX, SUN, DOS and Unix PCs

Geographic Markets:

Canada, United States, United Kingdom, Ireland

Industry Markets:

- public transport industry
- traffic departments

CURRENT MARKETING ACTIVITIES

Teleride Sage provides advanced, technologically innovative products and superior service in order to strengthen its leading position in North America, and expand its penetration in the United Kingdom and Western Europe.

PARTNERING INTERESTS

The company is interested in pursuing distributor partnerships in order to expand the product line's market in the United States, United Kingdom, Western and Eastern Europe, the middle East, the Far East, Australia and New Zealand, South America and Africa.

DISTRIBUTION CHANNELS

Most of the company's distribution is through direct sales out of the Toronto office and a branch office in the U.K.

TETRAD COMPUTER APPLICATIONS LTD.

1445 West Georgia St.
Suite 500
Vancouver, British Columbia
CANADA V6G 2T3

Telephone: 604-685-2295
Facsimile: 604-685-2352

KEY PERSONNEL

Mr. Wilson Baker, President
Mr. Stan Gray, Vice President

COMPANY BACKGROUND

Tetrad was founded in 1968 as a computer applications consultancy specializing in FORTRAN programs. The firm also provided processing services including data entry, production coordination, remote job entry to mainframes, digitizing, and plotting. In 1981, the company began writing packages for the PC market and developed *GRAPHIT* for business presentations and PCensus desktop demographics.

MAJOR ACHIEVEMENTS

- 1989 and 1990 - selected by the editors of *American Demographics Magazine* as one of the "Best 100" sources of marketing data in North America.
- an Authorized Distributor of Statistics Canada's Population Census of Canada.

FACTS & FIGURES

Year Established:	1968
Total Number Employees:	8
Sales:	1
Marketing:	1
R&D:	2
Management:	1
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	35
Hardware Products:	10
Professional Services:	30
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Canada Mortgage & Housing Corp., Ottawa, Ontario
- ISM Information Systems Management, Toronto, Ontario
- Canada Post Corporation, Ottawa, Ontario
- Brewers Retail, Toronto, Ontario
- Cambridge Shopping Centres Limited, Toronto, Ontario
- Indian & Northern Affairs, Vancouver, British Columbia
- BC Department of Highways & Transportation, Victoria, British Columbia
- Liquor Control Board of Ontario, Toronto, Ontario
- BC Research Council, Vancouver, British Columbia

TECHNOLOGY FOCUS

Statistical demographic and mapping software.

CURRENT PRODUCTS

Tetrad Computer Applications offers a number of products for use in many industries requiring market research. All products run under the DOS operating system and were developed in-house with financial assistance of the Science Council of British Columbia. They include:

PCensus: a site location and market share analysis with an installed base over 200.

PSearch: this product is used to locate target markets for user defined lifestyles.

MapInfo: a desktop mapping product which displays location-based data on maps. This product also runs under Windows and has over 50 installations.

PCensus-USA Desktop Demographics: a site location and market share analysis program including the 1990 census of the United States.

FUTURE PRODUCT DIRECTIONS

Tetrad is currently developing methodology for linking demographic analysis with mapping capability in a Windows environment.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS DOS, Windows

Geographic Markets:

Canada, United States

Industry Markets:

- education
- food industry
- real estate
- utilities
- finance
- mining
- engineering
- health
- retail
- government
- libraries
- manufacturing

DISTRIBUTION CHANNELS

Product sales are handled primarily through direct sales.

CURRENT MARKETING ACTIVITIES

Tetrad's main market is the United States (90%), the balance of revenues being derived from the Canadian market. The company has VAR agreements with three U.S. firms: MapInfo, BARR Systems, and ASP.

PARTNERING INTERESTS

In order to best market the upcoming U.S. version of *PCensus*, Tetrad is interested in establishing a Unilateral Distribution and/or VAR agreements with a U.S. company.

TGI TECHNOLOGIES LTD.**FACTS & FIGURES**

107 East 3rd Avenue
Vancouver, British Columbia
CANADA V5T 1C7

Telephone: (604) 872-6676
Facsimile: (604) 872-6604

KEY PERSONNEL

Mr. John McDermott, President
Mr. John Hilderley, Director Of Marketing and Sales
Mr. Russ McDermott, Marketing Manager
Mr. Dean Neuman, Chief Engineer
Mr. John Bahari, Technical Services Manager

COMPANY BACKGROUND

TGI Technologies Ltd. was formed in 1989 and is part of the Tradeglobe group of companies. Tradeglobe is an international trading company based in Vancouver with regional offices located in Hong Kong, Beijing, Taiwan, and Los Angeles. TGI is the high technology division of Tradeglobe and its mandate is to develop and market a complete range of computer communications products.

MAJOR ACHIEVEMENTS

- distribution agreement with Radio Shack
- alliance partnership divisions with Sun Micro Systems and NEC

Year Established:	1989
Total Number Employees:	24
Sales:	4
Marketing:	3
R&D:	12
Management:	5
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	10
Hardware Products:	90
%Sales Generated In:	
North America:	100

KEY CUSTOMERS*Domestic*

- Radio Shack Canada, Barrie, Ontario
- Future Shop Canada, Burnaby, British Columbia
- Sanyo Canada, Toronto, Ontario
- Federal Government of Canada
- NorthWest Tel, White Horse, NWT
- BC Tel, Burnaby, British Columbia
- Canadian Centre for Management Development, Ottawa, Ontario
- KCCI Business Equipment, Mississauga, Ontario

International

- Custom Business, Boston, USA
- TradeGlobe, Hong Kong

TECHNOLOGY FOCUS

Workstation multi-media gateway and PC-Fax networked products.

CURRENT PRODUCTS

TGI's line of PC-Fax networked products and workstation multi-media gateways are developed fully in-house. They provide workstation and/or PCs located on a LAN access to the public switched network.

Products include:

SCI NET 2000: a fax server for Novell Local Area Networks, this product runs under DOS and is used by Novell resellers and endusers as well as VARs, and distributors of Novell and consultants. Novell users contacted are typically involved in legal, accounting, and financial markets, Large corporations and government institutions which use Novell are also potential markets.

SCI NET 3000: a multi-messaging system integrating fax, voice, video, and E-mail designed for the SUN office environment. Used by OEM's, SUN distributors, VARs, SUN endusers, and consultants, the system runs under Unix. Users are typically large corporations, government, universities, engineering and architectural firms.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, DOS
- IBM 286/386/486/AT/XT, Sun, SPARC stations or 386i, class2 external modems

Geographic Markets:

Canada, United States, Western Europe, Asia Pacific

Industry Markets:

- Novell users
- legal profession
- accounting
- financial market
- Unix OEMs
- Unix distributors
- Unix users
- large corporations
- government
- universities
- engineering firms
- architectural companies

DISTRIBUTION CHANNELS

Some of TGI's product revenues are generated through direct sales, however, most sales activity is through OEMs.

CURRENT MARKETING ACTIVITIES

The company maintains branch offices in Los Angeles, Hong Kong and Taiwan. A joint research and development agreement is in place with Forum, a U.S. company.

PARTNERING INTERESTS

TGI would like to obtain OEM agreements in the future with both U.S. firms NEC and SUN.

THE 10 PLANNER CORPORATION

324-8th Avenue South West
Suite 601
Calgary, Alberta
CANADA T2P 2Z2

Telephone: (403) 264-1010
Facsimile: (403) 264-1069

KEY PERSONNEL

Mr. Brian G. Harrington, President & CEO

COMPANY BACKGROUND

The 10 Planner Corporation is a privately-held Canadian company that was founded in 1987. In 1990 the company opened an office in Toronto, and in 1991 it began distributing its products in Australia and the United States.

FACTS & FIGURES

Year Established:	1986
Total Number Employees:	20
Fiscal Year End:	December 31
Privately Held Company	

Annual Revenues-1991	Confidential
<hr/>	
%Revenues Generated By:	
Software Products:	25
Maintenance/Support:	25
Professional Services:	50
<hr/>	
%Sales Generated In:	
North America:	80
South America:	5
Western Europe:	10
Asia Pacific:	5

KEY CUSTOMERS

Domestic

- Noranda, Toronto, Ontario
- Bell Canada Enterprises, Montreal, Quebec
- Prudential Insurance, Toronto, Ontario
- Atoma, Toronto, Ontario
- Bell Cellular, Toronto, Ontario
- Liquor Control Board of Ontario, Toronto, Ontario

International

- British Gas, London, England
- ANZ Bank, Melbourne, Australia
- Price Waterhouse, London, England
- Seturos Bolivar, Bogota, Colombia

TECHNOLOGY FOCUS

Integrated financial reporting, budgeting and long range planning software for general industry and oil and gas industry applications.

CURRENT PRODUCTS

The 10 Planner Corporation supplies computer based solutions in the areas of integrated financial reporting, budgeting and long range planning. The company offers a computer software product, *10 Planner*, which is aimed at financial end users who wish to develop their own financial applications.

The company also offers assistance to companies that want to have large financial solutions built for them, or in a joint development mode with in-house staff and 10 Planner experts. Many of these applications involve the electronic integration of existing accounting and other financial, transaction-based systems.

Products include:

10 Planner: a financial modelling tool that operates in many computer environments including DOS, OS/2, LANs, IBM mainframes, etc. and is written in C.

Finest: an application for corporate consolidation of actuals, budgets and long range plans. Suitable for any industry.

Pyramid: a oil industry-specific version of *Finest*, including specialized tax modules.

FUTURE PRODUCT DIRECTIONS

The company is developing various Unix versions of *10 Planner*. In addition, a cross platform graphical user interface (GUI) toolset is being used to develop a GUI version of *10 Planner* to run in several platforms such as DOS, Windows, OS/2, Unix etc.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS DOS, VMS, MVS, Windows, OS/2, VM
- IBM mainframes, IBM PCs

Geographic Markets:

Canada, United States, Australia, Western Europe, South America

Industry Markets:

- financial departments in all industries, especially oil

DISTRIBUTION CHANNELS

Direct international sales to Europe and South America are handled through the Calgary office.

CURRENT MARKETING ACTIVITIES

The 10 Planner Corporation has VAR agreements with Corplan Systems of the United States, and Software Management Facilities of Australia.

PARTNERING INTERESTS

The company is interested in organizations that can leverage their own skills via arrangements with 10 Planner. The kinds of organizations for future partnering opportunities include management consultants, training organizations, software sales and marketing firms, system integrators, and hardware suppliers worldwide.

THE CONAC GROUP

FACTS & FIGURES

210-5811 Cooney Road
Richmond, British Columbia
CANADA V6X 3M1

Telephone: (604) 273-3463
Facsimile: (604) 273-3092

KEY PERSONNEL

Ms. Jacqueline Michael, President
Mr. Tom D'Sena, System Design/Development
Mr. Dave Adshead, Sales Manager

COMPANY BACKGROUND

The Conac Group was incorporated in Ontario and is now based in Vancouver, British Columbia. The company was founded by Tom D'Sena, who worked as a system analyst in Dillingham Construction Flanders Construction in Vancouver. With his fourteen years of construction accounting and system programming experience he designed *The Conac 1000 Series* to address the unique needs of the construction industry. It offers accounting, job costing, estimating, scheduling, and property management solutions.

The company is divided into the following departments: Sales, software Development, Support, Training and Installation, Marketing, Administration.

MAJOR ACHIEVEMENTS

• A review of the company's software was done by the Alberta Construction Magazine and the Journal of Commerce.

Year Established:	1989
Total Number Employees:	15
Sales:	5
Marketing:	4
R&D:	3
Management:	3
Fiscal Year End:	December 31

Annual Revenues-1991	\$1,300,000
%Revenues Generated By:	
Software Products:	55
Hardware Products:	25
Maintenance/Support:	10
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- Buttcon Limited, Toronto, Ontario
- Urabcon Limited, Toronto, Ontario
- Vanbots Construction Ltd., Toronto, Ontario
- Penton Construction Ltd., Toronto, Ontario
- JC Scott Builders Ltd., Vancouver, British Columbia
- Corporate National Construction, Toronto, Ontario
- D. Robinson Contracting Ltd., Nanaimo, British Columbia
- FLM Construction Ltd., Bolton, Ontario
- Eton West Construction Inc., Edmonton, Alberta
- Ledcor Construction Ltd., Vancouver, British Columbia
- UMA Spantec, Toronto, Ontario

International

- Soiltech Ltd., Indiana, USA
- Ledcor, Seattle, Washington, USA
- Taylor-Woodrow Construction, California, USA
- Prok International Ltd., Texas, USA

TECHNOLOGY FOCUS

Construction management software for accounting, job costing, estimating, scheduling, and property management.

CURRENT PRODUCTS

The Conac line includes:

Conac 50: a single user construction accounting application used by the construction and logging industries. This product has an installed base of 110.

Conac 100: a multi-user construction accounting application used for project management with an installed base of 100.

Conac 200: an estimating system for the construction industry with a customer base of 50.

Conac RM: a road and maintenance system adhering to the Ministry of Highways reporting procedures.

All Conac products run under the DOS operating system.

FUTURE PRODUCT DIRECTIONS

Conac is currently expanding its property management software and incorporating contracts administration which will give users better reporting features.

TARGET MARKETS**Operating Systems and Hardware Platforms:**

- MS DOS, PC DOS
- most LANs including Novell and As 400 LANs, IBM RS 6000, VAX

Geographic Markets:

Canada, United States

Industry Markets:

- construction companies
- logging industries
- property management
- road maintenance
- home builders
- mechanical & electrical industry
- manufacturing

DISTRIBUTION CHANNELS

Most of Conac's product revenues are generated through direct sales.

CURRENT MARKETING ACTIVITIES

At present, The Conac Group markets its product line primarily in Canada and to a lesser degree in the United States.

THE SOFTWARE GROUP LIMITED

2 Director Court
Suite 201
Woodbridge, Ontario
CANADA

Telephone: (416) 856-0238
Facsimile: (416) 856-0242

KEY PERSONNEL

Mr. Scott Hughes, President
Mr. Derek Vair, Vice President, Marketing

COMPANY BACKGROUND

The Software Group was incorporated in 1982 to provide sophisticated communications for microprocessor-based systems. It began selling portable X.25 implementation and associated consulting services and then, in 1986 the company switched to concentrating entirely on product sales.

MAJOR ACHIEVEMENTS

- Australian Roads & Traffic Authority uses NetcomII for interconnecting branch offices.

FACTS & FIGURES

Year Established:	1982
Total Number Employees:	9
Sales:	1
Marketing:	1
R&D:	5
Management:	1
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	55
Hardware Products:	40
Professional Services:	5
%Sales Generated In:	
North America:	55

KEY CUSTOMERS

Domestic

- Burns, Fry, Toronto, Ontario
- Ascorn/Timeplex, Toronto, Ontario
- Spectrum, Toronto, Ontario

International

- DHL, San Matco, USA
- Network Solutions, Australia
- Edicom, Austria
- Bosing Computer Services, USA
- Unycorp, Mexico
- Computone, USA
- Interactive, USA
- AI Soft
- Seoul, Korea

•Stare Enterprises, USA

TECHNOLOGY FOCUS

Wide Area Network (WAN) interconnections

CURRENT PRODUCTS

Netcom II: X.25 connection for Unix.

FUTURE PRODUCT DIRECTIONS

The Software Group intends to continue focusing on network interconnection as its key technology, however it plans to move existing technology to other platforms.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, MS DOS

Geographic Markets:

Canada, United States, South America, Western Europe, Middle East, Asia Pacific, Africa

Industry Markets:

• cross industry

DISTRIBUTION CHANNELS

The Software Group distributes its products through wholesale distribution and VARs.

CURRENT MARKETING ACTIVITIES

The company has enjoyed a bilateral distribution and joint marketing agreement with Rabbit Software of the U.S. since 1986 and a unilateral distribution/joint marketing arrangement with Computone Interactive, also of the U.S., since 1990.

THE TRAINING GROUP INC.

4220 - 98th Street
Suite 202
Edmonton, Alberta
CANADA T6E 6A1

Telephone: (403) 462-6365
Facsimile: (403) 450-0186

KEY PERSONNEL

Dr. Donald W. Manuel, President & Director
Mr. Terrence E. Harrison, Vice-President & Director
Ms. Betty G. Manuel, Vice-President & Director
Mr. John Cameron, Vice-President & Director
Mr. Donald S. Manuel, Manager, Corporate Client Services
Mr. Douglas McCann, Manager, Southern USA
Mr. Bill Fish, Manager, Corporate Operations
Mr. James Thomas, Manager, Authorware Division

COMPANY BACKGROUND

Founded in 1974 to provide custom competency-based training systems development, The Training Group (TTG) serviced, principally, resource industries and governments in Canada until 1987. During this period TTG expanded across Canada, at times employing as many as 40 full-time personnel and numerous contractors. Software product development and enhancements, the lessening of barriers to trade between the U.S. and Canada, and the strengthening of TTG's petrochemical client base have been the key factors contributing to the company's significant growth since 1987.

TTG functions on a matrix structure encompassing three dimensions: geographic, corporate, and specialty.

- Geographic areas include: Canada east, Canada west, USA south, USA east, USA west, Europe, and the Pacific Rim.
- Corporate areas include: Finance/Administration, Operations, Client Services, Research & Development, and Authorware.
- Specialty areas include: Computer Based Training, Performance Support Systems and industrial sectors which mirror the company's client list.

All senior personnel have a selection of responsibilities from each dimension. This provides maximum flexibility with enough structure for planning and coordination.

MAJOR ACHIEVEMENTS

- Alberta Motion Pictures Association award for Best Interactive Video, 1990. This laser video disc software package provided full scope simulations for emergency response preparedness.
- Finalist for Alberta Small Business of the Year, 1990
- one of Canada's 100 fastest growing companies, 1991

FACTS & FIGURES

Year Established:	1974
Total Number Employees:	51
Sales:	2
Marketing:	5
R&D:	3
Management:	5
Fiscal Year End:	November 30
Privately Held Company	

Annual Revenues-1991	\$4,000,000
%Revenues Generated By:	
Software Products:	18
Maintenance/Support:	1
Professional Services:	81
%Sales Generated In:	
North America:	92
Western Europe:	6
Asia Pacific:	2

KEY CUSTOMERS

Domestic

- Transport Canada
- Syncrude Canada Ltd.
- Shell Canada Ltd.
- Chem-Security (AB) Ltd.
- Petro-Canada
- Esso Chemicals-Samia
- Trans Canada Pipelines
- Woodside Offshore Petroleum, Australia

International

- Exxon Chemicals Americas, USA
- Exxon Chemicals, France
- Williams Pipelines, Tulsa, USA
- BP Exploration, Alaska, USA
- Phillips Petroleum, Houston, Texas, USA
- Olin Corporation, Texas, USA

TECHNOLOGY FOCUS

Developer of integrated, interactive information and competency-based, training systems for industry.

CURRENT PRODUCTS

Traccess™LMS: a Macintosh based comprehensive learning management system intended for any industrial company conducting training. TTG has installed 110 Traccess™LMS modules for 30 clients.

Traccess™IMS: a comprehensive information management solution applicable to all industries. It is a Macintosh based system with 26 clients and 90 installations to-date.

Authorware Profesional: available for either the Macintosh or Microsoft WINDOWS environments, Authorware provides interactive, multi-media authoring capability. Originally, developed by Authorware Inc., USA, TTG is a value added reseller and owns the Canadian distribution rights to Authorware Profesional. Combined Macintosh and WINDOWS installations total 242 for 188 clients.

FUTURE PRODUCT DIRECTIONS

In the research or examination stages are the following enhancements:

- imbedded digital video
- expert systems applications within TTG's current products
- the publishing of "electronic books" on specialty topics
- the porting of TTG products to RISC/Unix platforms

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MS-Windows, MS-DOS, MAC-OS

Geographic Markets:

North America, Western Europe, and Asia Pacific

Industry Markets:

- Petro-chemical and Energy Industries
- airports
- insurance, banking, accounting
- military •special waste management
- all industries involved in technology transfer

DISTRIBUTION CHANNELS

Most of the company's product revenues are generated through consulting services, and a small portion through direct sales.

CURRENT MARKETING ACTIVITIES

TTG pursues a very active marketing program of personal contacts, industry referrals, topical seminars, and user group functions in North America, Europe and Asia-Pacific.

Established in 1990 as the sole Canadian distributor of *Authorware™*, TTG continues its close relationship with Macromedia Inc. providing value added reselling, and participating in technology transfer, personnel exchanges, joint marketing and joint research and development projects with this U.S. partner.

Current export market projections for TTG identify a 30% increase in each of the next five years. Somewhat less than experienced in the past three years, projections have accounted for a longer development cycle for European and Asia-Pacific markets. In addition, exports to the USA may be affected by the current recession.

PARTNERING INTERESTS

TTG is seeking to establish joint marketing, joint R&D partnerships in order to port its application software to the RISC/Unix platform.

TIL SYSTEMS LTD.

700 King Street, West
10th Floor
Toronto, ONT
CANADA M5V 2Y6

Telephone: (416) 869-1157
Facsimile: (416) 368-1503

KEY PERSONNEL

Mr. Paul Hyde, President & CEO
Mr. David De La Plante, Executive V.P., Marketing
& Technology
Mr. Robert Miskimmin, Marketing Manager
Mr. Tony Lash, Vice President, Business
Development

COMPANY BACKGROUND

TIL Systems Ltd. develops and markets hardware and software network access products for high-performance, data communications. Incorporated in 1978, TIL is a significant supplier of Wide Area Network (WAN) hardware and software network access products.

FACTS & FIGURES

Year Established:	1978
Total Number Employees:	50
Fiscal Year End:	September 30
Annual Revenues-1991	Confidential

KEY CUSTOMERS

- Telerate
- Antares
- Manitoba Telephone Systems
- Toronto Dominion Bank
- VolksWagen Canada
- Northern Telecom
- Toronto Stock Exchange
- Electronic Data Systems
- Scientific Atlanta
- Paris Bourse
- Brussels Bourse
- Bolsa de Madrid
- Racal Datacom
- Dowty Communications
- Hughes Network Systems

TECHNOLOGY FOCUS

Network access connectivity products using the X.25 protocol.

CURRENT PRODUCTS

TIL has developed a family of network access products which allow customers to connect their computers to public or private X.25 networks. Software products include:

PADs: a series of host and Terminal PADs allow connection of non-X.25 data processing equipment to public or private X.25 networks. The current PAD family includes the *3270 Bisynchronous Host PAD*, the *3270 SNA Host PAD*, *3270 SDLC Terminal PAD* and the *Asynchronous Host PAD*.

XPERT/Supervisor: a network management product that allows companies to simplify the day-to-day operation, management and controlled growth of wide area X.25 networks. Operating in a LAN environment, *XPERT/Supervisor* unites maintenance and management functions on a single platform.

XPERT/Emulate: this software allows the connection of personal computers to X.25 WANs. It includes powerful micro-to-mainframe emulation and file transfer routines.

TARGET MARKETS

Operating Systems and Hardware Platforms:
Windows, VMS, OS/2, MS DOS
Geographic Markets:
Canada, United States, Western Europe, Asia Pacific
Industry Markets:
• cross-industry office environments

DISTRIBUTION CHANNELS

TIL has corporate headquarters in Toronto, U.S. headquarters in Massachusetts, and European headquarters in Paris, France. The company's products are installed in over 220 cities in 14 countries. Products are distributed through a combination of Manufacturers Agents, Systems Integrators, OEMs, and VARs.

CURRENT MARKETING ACTIVITIES

In support of its move into the U.S. market, TIL acquired Emucom Inc., a Massachusetts-based developer of X.25 outdial and modem technology. Emucom's product line is a natural complement to TIL's product offerings, and the acquisition will solidify TIL's presence in the U.S. Mark Ustik, founder of Emucom, is now TIL's Vice President of Marketing and Sales.

ULTIMATE TECHNOGRAPHICS INC.

800 René Levesque Blvd, West
Suite 2660
Montreal, Quebec
CANADA H3B 1X9

Telephone: (514) 954-9050
Facsimile: (514) 954-9057

KEY PERSONNEL

Mr. David Watson, President
Mr. Michael McTeigue, Chairman
Mr. David Hombacker, Vice President, R&D
Mr. Daniel Herzka, Vice President, Marketing
Mr. Raffi Aranian, Vice President, Finance
Ms. Joanne David, Director Of Communications

COMPANY BACKGROUND

Ultimate Technographics Inc. was founded in 1989 and develops and markets its own products world wide. It has developed the only total electronic pre-press system that takes the user from keyboard to plate in one unified system.

The company has divisions responsible for Research and Development, Technical Support, Manufacturing, Sales, Marketing, Telemarketing, and Accounting and Finance.

MAJOR ACHIEVEMENTS

- featured in industry magazines including 'The Graphic Exchange'
- have captured many major accounts including R.R. Donnelley & Sons of Virginia, one of the largest printers in the world.

FACTS & FIGURES

Year Established:	1989
Total Number Employees:	22
Sales:	6
Marketing:	2
Fiscal Year End:	January 31

Annual Revenues-1991	\$1,800,000
%Revenues Generated By:	
Software Products:	90
Hardware Products:	10
%Sales Generated In:	
North America:	85
Western Europe:	13
Middle East:	1
Asia Pacific:	1

KEY CUSTOMERS

Domestic

- McCutcheon Graphics Inc, North York, Ontario
- Linotype-Hell Canada, Mississauga, Ontario
- Electronic Color & Type, Delta City, British Columbia
- The Type Source, Delta City, British Columbia
- The Financial Post Data Group, Toronto, Ontario
- H&S Reliance, Toronto, Ontario
- J.K. Printing, Windsor, Ontario
- Trandek Ltd., Montreal, Quebec
- Photocomp RB Ltd., Montreal, Quebec
- Informco, Scarborough, Ontario

International

- Linotype-Hell, Eschborn, Germany
- Agfa Gevaert, Antwerp, Belgium
- Dainippon Screen Manufacturing, Kyoto, Japan
- Image Systems, Wisconsin, USA
- R.R. Donneley & Sons, Virginia, USA
- Calcomp, California, USA
- OptroTech, Nes Ziona, Israel
- Pitman Co., New Jersey, USA
- Offset Paperback, Dallas, USA

TECHNOLOGY FOCUS

Page Imposition Software for the pre-press sector of the graphic arts and printing industries.

CURRENT PRODUCTS

The Ultimate pre-press system includes modules for editorial input, text and data conversion, professional typography, automated pagination, spot and process colour graphics, masking of text and graphic elements, and page imposition, which allow the imaging of complete negatives for plates, or directly to plate material.

Impostrip: an electronic stripping and imposition software program for the Macintosh or PC platform that enables the electronic assembly of PostScript pages from desktop publishing or professional typesetting systems into finished signatures ready for printing. Fully imposed flats can be output direct to silver master plate material, or to film ready for plate burning, via a PostScript imagesetter or platesetting device. *Impostrip* supports 23 desktop publishing and word processing packages including Pagemaker, QuarkXpress, Ventura, Adobe Illustrator, Interleaf and FrameMaker, as well as 11 professional typesetting systems like XYVision, Miles 33, CCI Europe, and Datalogics.

ColorMask: enables the electronic masking of PostScript pages for final output to separate films. *ColorMask* works as an extension of *Impostrip*. *ColorMask* images a PostScript page from within the *Impostrip* signature file to a standard VGA screen, where the user can then use a mouse to create masks for rectangular, circular, elliptical, and irregular shapes. Choking and spreading of elements is supported, areas can be tinted, EPS graphic elements can be pasted onto any selected page, ruling elements may be generated for spot colour on the page, and multiple levels of masks can be created for different colours.

FilmSaver: automatically groups pages to fit the width and the imaging depth of the imagesetter to make the most economical use of film or RC paper. *FilmSaver* is also an imaging time save because laser imagesetters record onto film at the same speed regardless of the data imaged.

FUTURE PRODUCT DIRECTIONS

Ultimate will develop certain related products that will expand the *Impostrip* product line and help reinforce the sale of the entire line. Currently, work is being done on the following products:

Impostplan: This is similar to *Impostrip*, but it does not input or output PostScript files. It is a tool for planning imposition patterns. It will only output a "mock" plan to paper. The imposition pattern can be electronically transferred to a service bureau that has *Impostrip* and an imagesetter.

Colourmask: A Macintosh version is under development.

Impoststrip: for Windows and Non-PostScript languages is currently under development.

TARGET MARKETS

Operating Systems and Hardware Platforms:

MS DOS, MAC OS

Geographic Markets:

Canada, United States, Western Europe, Middle East, Asia Pacific

Industry Markets:

- graphic arts industry in general
- printing industry in particular

CURRENT MARKETING ACTIVITIES

In 1992, Ultimate established several OEM and distribution agreements:

An OEM distribution agreement for a special version of its electronic imposition and stripping software was established with Linotype-Hell Inc. of Hauppauge, New York. The new product is known as *Impostrip Light* and is bundled by Linotype-Hell with a wide range of its PostScript imagesetters. Ultimate has granted exclusive rights to market, distribute and support *Impostrip Light*.

Scitex Ltd. of Israel has acquired rights to integrate *Impostrip* into its products and systems for sale and distribution by itself and its subsidiaries, affiliated companies and distributors. Scitex and Ultimate have also agreed to undertake joint development of a

DISTRIBUTION CHANNELS

Most of Ultimate's distribution is done through manufacturers agents and OEMs, the balance through direct sales in branch offices in Massachusetts, Virginia, Pennsylvania and Illinois, as well as some limited VAR arrangements.

special version of Impostrip for Scitex Systems to be unveiled with the new Dolev 800 imagesetter from Scitex.

An OEM distribution agreement with CalComp, a Lockheed Company of Anaheim, California is in place. CalComp is introducing a large-format proofing device that can output full-size signatures from *Impostrip*.

In addition, Ultimate reached an agreement with Agfa of Wilmington, Massachusetts to offer Ultimate's *Impostrip* software as part of Agfa *ColorScape* electronic prepress systems. Cooperation between the two companies will result in the first electronic imposition solution for Unix based Sun platforms.

Finally, an agreement with SECMA International of Creteil, France has resulted in the largest PostScript imagesetter in the world, electronically producing film flats for the largest presses, professionally imposed and stripped by *Impostrip*. The new line, known as SWIFTLine is led by the Swift 4763 which images a piece of film 47 inches by 63 inches.

PARTNERING INTERESTS

Companies of future partnering interest to Ultimate include man Rolland of Germany, Apple, and Framemaker of the United States.

UNICARE INTEGRATED SOFTWARE INC.

9829 - 103rd Street
Edmonton, Alberta
CANADA T5K 0X9

Telephone: 403-424-3354
Facsimile: 403-421-1215

KEY PERSONNEL

Mr. K. Biggs, CEO
Mr. Kevin Hynes, VP Client Services
Ms. Debra Nichols, Manager, Corporate Information Systems

COMPANY BACKGROUND

Unicare Integrated Software Inc. was federally incorporated and commenced business in mid-1988. It provides hardware and software solutions and offers services related to customization, implementation, training and operation of healthcare information systems. The company is owned by the University of Alberta Hospitals which coordinates product development and market direction through multi-level relationships at Board, Executive and Inter-Company Committee levels.

Unicare is structured under two divisions (Sales and Marketing/Client Services) both of which report to the CEO and are headed by Vice Presidents. Directors of Client Services, Technical Support and Client Support report to the Vice-President, Client Services.

FACTS & FIGURES

Year Established:	1987
Total Number Employees:	30
Privately Held Company	

Annual Revenues-1991	\$6,000,000
%Revenues Generated By:	
Software Products:	20
Professional Services:	10
%Sales Generated In:	
North America:	100

KEY CUSTOMERS

Domestic

- University of Alberta Hospitals, Edmonton Alberta
- North York General Hospital, North York, Ontario
- Charles Camshell Provincial General Hospital, Edmonton, Alberta

TECHNOLOGY FOCUS

Integrated information systems for medium and large hospitals.

CURRENT PRODUCTS

UniCare's systems provide support for the administrative, patient care and financial departments of hospitals. A single, continuous development effort over 10 years has produced a network of applications that operate in interlinked harmony utilizing a single database. UniCare's corporate relationship with the 1300-bed University of Alberta Hospital has resulted in the development of full function hospital-tested products that meet the needs of sophisticated health care environments.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Guardian

Geographic Markets:

Canada

Industry Markets:

- medium to large hospitals

DISTRIBUTION CHANNELS

All of Unicare's systems are sold through direct sales.

CURRENT MARKETING ACTIVITIES

The firm has a license for the application of software from the University of Alberta Hospitals, a VAR agreement with Tandem Computers Canada Ltd. and affiliations with other parties to enable it to be successful in satisfying needs for information systems within Acute Care Hospitals of over 300 beds. In addition, Unicare has distribution agreements with 3M and information Builders, both Canadian firms.

UNIVERSAL SYSTEMS LTD.

P.O. Box 3391, Station B
270 Rockwood
Fredericton, New Brunswick
CANADA E3A 5H2

Telephone: 506-458-8533
Facsimile: 506-459-3849

KEY PERSONNEL

Dr. S.E. Masry, President
Mr. Rick Nyarady, Marketing Manager

COMPANY BACKGROUND

Dr. Masry started Universal Systems in 1979 as a consulting and research firm. In the early 1980s, the company's endeavors switched, focussing on its product, *CARIS* (Computer Aided Resource Information System), a state of the art digital mapping and geographic information system (GIS). In 1982, the company was awarded a \$1.5 million contract to provide the Land Registration and Information Service with a system for mapping the Maritime Provinces. Another major milestone was when the Canadian Hydrographic Service acquired *CARIS* for hydrographic charting in 1985.

The company operates on a "team approach" for most tasks and duties. A team is comprised of staff members, consultants and/or client staff. Within Universal Systems Ltd. staff is divided into divisions and each division has a manager responsible to the President. The divisions are: User Support, Marketing, Project Support, UNIX Systems, Graphic Systems, Database Management and Research.

MAJOR ACHIEVEMENTS

- 1989, Dr. Masry received the Innovator of the Year Award for achievements in the Geographic Information Systems industry. The Award is given annually by the Atlantic Provinces Economic Council in recognition of outstanding innovation.

FACTS & FIGURES

Year Established:	1979
Total Number Employees:	39
Sales:	4
Marketing:	3
R&D:	22
Management:	4
Privately Held Company	

Annual Revenues-1991	\$3,400,000
%Revenues Generated By:	
Software Products:	30
Professional Services:	20
%Sales Generated In:	
North America:	80
Western Europe:	65
Asia Pacific:	5

KEY CUSTOMERS

Domestic

- Fletcher Challenge Canada, Vancouver, British Columbia
- Canadian Hydrographic Service (all branches across Canada)
- Energy, Mines & Resources, Legal Surveys Division
- British Columbia Ministry of Lands & Parks, Victoria, BC
- Atlantic Geoscience Centre, Dartmouth, Nova Scotia
- Land Registration & Information Service, Amherst N.S., Halifax N.S., Summerside PEI
- Manitoba Natural Resources, Surveys & Mapping Branch, Winnipeg, Manitoba
- New Brunswick Department of Agriculture, Fredericton, NB
- New Brunswick Geographic Information Corp. PEI Department of Energy and Forestry, Charlottetown, PEI
- New Brunswick Geographic Information Corp.
- PEI Department of Energy and Forestry, Charlottetown, PEI

International

- Atlas Elektronik GMBH, Germany
- Royal Netherlands Navy, The Hague, Holland
- Port of Singapore
- Finnyards Ltd. Electronics, Rauma, Finland
- Alfred Wegener Institut fur Polar, Bremerhaven, Germany
- Bundesamt Fur Sesschiffahrt und hydrographie, Germany
- National Survey & Cadaste, Copenhagen, Denmark
- School of Maritime Studies, Shiphandling and simulation Facility, Hamburg, Germany
- Precision mapping Inc., Houston, Texas
- Hydrographic Department, Kuching, Malaysia

TECHNOLOGY FOCUS

Digital mapping, Geographic Information Systems, and special information management Systems.

CURRENT PRODUCTS

Universal's main product is *CARIS* (Computer Aided Resource Information System): a state-of-the-art digital mapping and Geographic Information System (GIS) capable of compiling, storing and analyzing spatially oriented information for a wide range of users. The system supports full topology and a high accuracy three-dimensional data structure integrated with raster/vector processing and presentation techniques. Textual attributes are supported via generic database interface supporting a number of RDBMS products including Ingres and Oracle. *CARIS* is designed to utilize emerging technology to meet the current and future needs of information users in disciplines such as topographic mapping, hydrographic charting, marine sciences, environmental sciences, geology, agriculture, forestry, municipal management, transportation and cadastral mapping.

SAMI (Semi Automated Map Input): known in the industry as a "heads up digitizing system", this product enables users to scan maps and use them directly on-screen. *SAMI* is interactive with the *CARIS* system as well as others such as Intergraph.

TARGET MARKETS

Operating Systems and Hardware Platforms:

Unix, VMS

Geographic Markets:

Canada, United States, Western Europe, Asia Pacific

Industry Markets:

- topographic mapping
- hydrographic charting
- marine sciences
- environmental sciences
- geology
- agriculture
- forestry
- municipal management
- transportation
- cadastral mapping

CURRENT MARKETING ACTIVITIES

Marine Information Technology has been representing Universal's European interests since 1991 in a joint marketing/R&D arrangement. The Malaysian market is addressed through a unilateral distribution agreement with PQS established in 1991. In addition, Precision Mapping Inc. of the United States has looked after the vertical oil and gas market since 1990 when it entered into bilateral distribution and joint marketing agreements with Universal Systems.

PARTNERING INTERESTS

The company is seeking strategic partners in Britain, Australia, the Middle East, and South America to offer sales and support offices, and value add to the GIS product.

DISTRIBUTION CHANNELS

Most of Universal's sales are accomplished through a direct sales network based in New Brunswick and a branch office in the Netherlands. The firm is also active through partnership arrangements in Malaysia and the United States.

VARNET CANADA INC.

5490, ave. Royalmount
Mount-Royal, Quebec
CANADA H4P 1H7

Telephone: 514-341-6300
Facsimile: 514-341-6941

KEY PERSONNEL

Mr. Jean Paul Ouellette, President
M. Jean Guy Proulx, Director of Marketing -
Canada

COMPANY BACKGROUND

Since its inception in 1973, Varnet has pioneered the turnkey mini computer business, delivering thousands of computerized solutions including hardware, software and ongoing support to the accounting, distribution and manufacturing markets.

In 1984, Varnet made two strategic decisions that served to position the company at the forefront of solution technology: the selection of the Unix operating system, and the choice of a powerful 4GL and relational database environment with which to develop solutions targeted to the financial, distribution, and manufacturing sectors.

MAJOR ACHIEVEMENTS

• supplier of choice for many leading Canadian companies such as Le Groupe RoNa Dismat, Corel Systems Corporation, and Epson Canada.

FACTS & FIGURES

Year Established:	1973
Total Number Employees:	150
Sales:	15
Marketing:	5
R&D:	20
Management:	10
Fiscal Year End:	April 30
Privately Held Company	

Annual Revenues-1991	\$14,000,000
%Revenues Generated By:	
Software Products:	60
Hardware Products:	20
Maintenance/Support:	10
Professional Services:	10
%Sales Generated In:	
North America:	80

KEY CUSTOMERS

Domestic

- Corel Systems Corp., Ottawa, Ontario
- Epson Canada
- Reebok, Canada
- Canada Post
- Laventhol & Horwath, Canada
- DMR Consultants, Canada
- Canam-Manac Steel, Canada
- NCR Corp, Canada
- Federation Caisse Populaire Desjardins, Canada
- Groupe Roma, Canada
- General Electric, Canada
- McDonald Douglas, Canada

TECHNOLOGY FOCUS

Software solutions for the Accounting, Distribution, and Manufacturing industries.

CURRENT PRODUCTS

Varnet's Unix-based 4GL software solutions, targeted to the financial, distribution and manufacturing markets are powerful, flexible and portable. They are used by a broad range of companies and are proven to increase productivity for both the company and its people.

Financial Modules: the financial modules are multi-company, multi-warehouse, multi-profit centre, multi-currency and can process multiple accounting periods (12 or 13) as well as historical, current and forecasted, actual and budgeted financial data. Modules include: general ledger, financial statements, fixed assets, accounts payable, accounts receivable, and payroll.

Distribution Modules: the distribution modules allow for pre- and post-billing, very flexible pricing and multiple methods of costing. Serialized and lot-based inventory, a complete quotation system and product kitting extend the industries in which the distribution system can apply. Modules include: order processing, inventory management, purchasing, and sales analysis.

Manufacturing Modules: most manufacturing companies combine "make-to-stock", "make-to-order", and "engineer-to-order". Varnet's manufacturing system meets any one or all of these needs in a single product. It is fully operational as both an MRPII system and a Job Shop package. Modules include: bill of materials, final assembly, production activity control, job shop, material requirements planning, capacity requirements planning, production scheduling, JIT, product configurator, and process manufacturing.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix, VMS, Windows, OS/2

Geographic Markets:

Canada, United States, Europe, Asia Pacific

Industry Markets:

- financial
- distribution
- manufacturing

DISTRIBUTION CHANNELS

Most of Varnet's products are sold directly through its world-wide dealer network and via its branch offices in Florida, California, New York, San Jose, and Markham, Ontario.

CURRENT MARKETING ACTIVITIES

Varnet markets directly through its Corporate Accounts Division and indirectly through an international network of more than 150 dealers world-wide.

VIRTUAL COMPUTING SERVICES LTD.

801 - 6th Avenue S.W.
Suite 100
Calgary, Alberta
CANADA T2P 3V8

Telephone: (403) 266-7440
Facsimile: (403) 264-5718

KEY PERSONNEL

Mr. Hans Doerr, President
Mr. Barry Swan, Vice President, Finance
Mr. Rick Chandler, Branch Manager, Edmonton

COMPANY BACKGROUND

Virtual Computing Services was established in 1980 as a service bureau selling cycles to engineering and technical service companies. In 1984, in response to the growing need of the PC and Workstation market, the company began developing software for the museum market and databases for the oil industry. Today, the firm employs 15 and enjoys annual revenues over \$1 million.

The Edmonton office houses the CLIO division, maintaining the activities related to museum information and management. The Calgary office houses four divisions: WISER, responsible for well production history information; DISDA looks after deviated well information; PNGR handles all petroleum and natural gas information; and the Bureau, manages service bureau and consulting activities.

FACTS & FIGURES

Year Established:	1980
Total Number Employees:	15
Sales:	4
Marketing:	1
R&D:	3
Management:	1

Annual Revenues-1991	\$1,048,208
%Revenues Generated By:	
Software Products:	80
Professional Services:	20
%Sales Generated In:	
North America:	100

TECHNOLOGY FOCUS

Relational DBMS for petroleum information and imaging database technology for museums and art galleries.

CURRENT PRODUCTS

CLIO Museum Management, a division of Virtual Computing Services, has been concentrating on developing expertise in serving the museum/art gallery market. The resulting product line includes:

CLIO: an innovative, menu-driven, PC-based inventory system for museums. The basic package enables immediate, accurate entry of concise information for Natural History and Humanity collections.

CLIO IMAGE: adds the ability to attach near photographic quality images to stored objects in the users Clio database. This module requires hardware for scanning, displaying and printing images. **IMAGE's** digital storage format allows users to store images on any digital media - CD ROM, hard disks, and magneto-optical disks.

CLIO GLOBAL: allows museums or networks of museums to integrate data across local or wide area networks.

CLIO NET: meets the needs of local work groups accessing the same data. This product accommodates simultaneous data entry, query and administration of museum data from different machines.

CLIO DESIGN: this module allows users to customize their systems without programming.

In addition to the **CLIO** products, Virtual's Calgary office maintains several databases for on-line services to the oil and gas industry. These include: **WISER:** includes production and geological information.

DISDA: includes information on directional wells.

PNGR: a database containing information on Petroleum and Natural Gas Rights regarding land data system for Western Canada, historical land data, and current land sale activity.

FUTURE PRODUCT DIRECTIONS

Virtual is currently developing a LAN version of **CLIO** and a PC version of **WISER**. The firm will also develop new data sets for future databases.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- VMS, DOS
- DEC/VAX, IBM PC or Compatible

Geographic Markets:

Canada, United States

Industry Markets:

- museums and art galleries
- oil and gas industry

DISTRIBUTION CHANNELS

Currently, all distribution is done via direct sales from the Calgary and Edmonton offices.

CURRENT MARKETING ACTIVITIES

At present, all activity is centered in the Canadian marketplace with some exposure in the U.S.

PARTNERING INTERESTS

Virtual is interested in partnering opportunities designed to market **CLIO** in Germany, Austria, Spain, Italy, and the United Kingdom. In addition, Virtual would like to provide its information services and database through a third party in Russia, the North Sea, the Far East, and the United States.

VIRTUAL PROTOTYPES INC.

5252 de Maisonneuve West
Suite 318
Montreal, Quebec
CANADA H4A 3S5

Telephone: 514-483-4712
Facsimile: 514-483-1231

KEY PERSONNEL

Mr. Eugene Joseph, President
Mr. Jean-Paul Perusse, COO
Mr. Aaron Friedman, V.P. Finance
Mr. Neil Gordon, Director Marketing
Mr. Barry Krofchick, Vice-President Engineering
Mr. Bob Mimeault, Vice-President Sales And Support

COMPANY BACKGROUND

Virtual Prototypes Inc. provides advance graphical technology for the rapid prototyping, automatic code generation, simulation and training of complex human-machine interfaces (HMIs). By virtue of its installed base, VAPS software has become the de facto industry standard for rapid prototyping of HMIs in aerospace and defense applications. It is also used extensively by power utilities, air traffic control, automotive design, process control and process design. In addition, VPI provides application development, systems integration services and contract research and development. VPI was founded in 1985 by its president, Eugene Joseph, and currently employs over 90 persons.

Virtual Prototypes is organized along functional departments. These include: Sales, Marketing, Engineering, and Finance and Administration.

MAJOR ACHIEVEMENTS

- Best Graphics Software Product of the Year, 1991, (VAPS) IEEE Computer Graphics and Applications
- Mercuriades Award 1991 (International Sales) - Canadian Bankers Association.
- Octas Award, 1991, (Technology and Organizational Development) - Federation de L'Informatique du Quebec
- Canada Awards for Business Excellence 1988 (Gold Award for Innovation), Government of Canada.
- Interface 1991 - Three year government funded project for designing future technology for advanced user interface development tools.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	91
Sales:	23
Marketing:	12
R&D:	46
Management:	10
Fiscal Year End:	November 30
Privately Held Company	

Annual Revenues-1991	\$9,400,000
%Revenues Generated By:	
Software Products:	60
Hardware Products:	5
Maintenance/Support:	10
Professional Services:	25
%Sales Generated In:	
North America:	60
Europe:	30
Asia Pacific:	10

KEY CUSTOMERS

Domestic

- Canadair, Quebec
- Department of National Defence, Nova Scotia

International

- Honeywell, Arizona
- McDonnell Douglas, Arizona
- Northrop B2 Division California
- IBM, Colorado
- IBM, Maryland
- Rockwell International, IA
- TRW, Utah
- US Air Force, Ohio
- Aerospatiale, France
- Ferranti, UK
- MBB, Germany
- Mitsubishi, Japan
- RAE, UK
- ROKAF, Korea
- SAAB, Sweden
- Sextant Avionique, France
- Singapore Aerospace, Singapore
- Thomson Sintron, France

TECHNOLOGY FOCUS

Rapid prototyping of human-machine interfaces (HMIs) software for the aerospace and defense industries, animated graphics software for the industrial and commercial markets, and graphical front-end software for CASE and DBMS publishing applications.

CURRENT PRODUCTS

Products include:

VAPS: Virtual Prototyping System (VAPS) is used both as a design and visualization tool as well as a component of turnkey simulation and training solutions. Although *VAPS* is applied to vastly different commercial, industrial and defence applications, the reasons for adopting it are the same: to design better human interfaces, to significantly increase software productivity and to reduce risk.

A virtual prototype developed with the *VAPS* toolset runs in real time on a graphics workstation. It will accurately represent the human-machine interface of the target system. An important advantage of the *VAPS* approach lies in its user friendliness. Using *VAPS*, an application can be built rapidly and modified easily, in most cases without programming. A virtual prototype operates with touch-sensitive graphics replacing control and display hardware.

The virtual prototyping technology extends beyond rapid prototyping. *VAPS* offers an evolutionary approach to systems development by supporting software rehosting to operational environments.

DSRT: a rehosting of *VAPS* interfaces to hardware systems.

Flight Simulator: for the aerospace industry, this product simulates aircraft behaviour.

Scenario Generator: a real time simulation of military and civilian environments.

In addition, Virtual Prototypes is involved in low cost graphical simulation and training technologies for aerospace, naval, C3I and air traffic control as well as an expert system to design and evaluate flight procedures, airways and instrument approach procedures.

FUTURE PRODUCT DIRECTIONS

VPI is developing two new VAPS products:

- *VAPS Addons*: VAPS capabilities will be extended through an automatic code generation solution, a comprehensive simulation and training solution and automatic documentation output.
- *VAPS/Commercial*: A low end VAPS product will be available to HMI developers in energy management, transportation/IVMS, process control and product design.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix
- Silicon Graphics Iris and Indigo workstations, HP 9000 series 700, Sun SPARC station, IBM RS/6000

Geographic Markets:

Canada, United States, United Kingdom, France, Germany, Sweden, Spain, Italy, Japan, Taiwan, Singapore, Australia, and Korea

Industry Markets:

- aerospace
- command and control
- naval
- air traffic control
- energy management
- transportation/IVMS
- process control
- product design

DISTRIBUTION CHANNELS

Most of the company's sales are handled directly through its head office in Montreal and branch offices in California, Ohio, and Paris, France. The firm also makes use of distribution channels, systems integrators, and VARs.

PARTNERING INTERESTS

The company is interested in pursuing distribution and VAR agreements with simulation and training developers in the U.S., Europe and Asia Pacific in order to build systems with human-machine interfaces using the company's development technology. Also of interest are vendors and resellers of CASE tools and DBMS, in the same geographic regions, that may be interested in expanding their market with Virtual Prototype's front-end graphical tools.

VISUAL EDGE SOFTWARE LIMITED

3780 Cote Vertu
St. Laurent, Quebec
CANADA H4R 1V4

Telephone: (514) 332-6430
Facsimile: (514) 332-5914

KEY PERSONNEL

Mr. Michael Foody, President
Mr. John Spencer, Vice-President, Business Development

COMPANY BACKGROUND

Visual Edge Software Limited is a Montreal-based software company specializing in the design, development, marketing and support of standards-based software development products for the desktop computing marketplace. With Visual Edge's technology defining the current state-of-the-art, the company is rapidly becoming the dominant provider of advanced standards-based graphical software products and technology for the desktop computing marketplace.

Towards this end, Visual Edge focuses on developing long-term relationships with major OEMs (both hardware and software), vary large corporate accounts in conjunction with select OEMs, and smaller sites with strategic technology advantages.

Following such a strategy, Visual Edge believes that it can: capitalize on the competitive advantage of early and unique technical capabilities; facilitate the integration of Visual Edge technology into the hardware and software offerings of major customers; and maintain its "leading edge" awareness of emerging market requirements.

The Visual Edge organization is a flat that is project oriented. Mike Foody is the firm's President and chief architect. There is a Director of Engineering and two Engineering Managers and Development Teams (a total of 21 technical staff) which report the Director. Visual Edge research, development, engineering and administration are centred in Montreal, Quebec. John Spencer, Vice President of Business Development, and a Technical Marketing Support personnel are located in Los Altos, California.

MAJOR ACHIEVEMENTS

Visual Edge's *UIM/X* is well-recognized as a leader in the graphical user interface building market. In fact, all major workstation vendors in the United States (with the exception of Sun Microsystems) have elected to OEM Visual Edge's *UIM/X* product.

A recent Dataquest report positions Visual Edge firmly in the leadership position with 57% market share.

UIM/X has been highlighted, recently, in the following publications:

- UnixWorld, May 1992]
- UnixWorld - The Best Products of 1990, January 1991.
- EDN - X-Window System Development Software: Revamp Unix Code By Wrapping it in Graphics, a discussion of *UIM/X* in the March 28, 1991 publication.
- BYTE - Tools For Window Workers, an extensive description of *UIM/X* in the June 1991 publication.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	29
Marketing:	1
R&D:	19
Management:	5
Fiscal Year End:	August 31
Privately Held Company	

Annual Revenues-1991	\$3,190,000
%Revenues Generated By: Software Products:	100
%Sales Generated In:	
North America:	75
Western Europe:	20
Asia Pacific:	5

KEY CUSTOMERS

Domestic

- Virtual Prototypes Inc., Montreal, Quebec
- CAE, Montreal, Quebec
- Bell Canada, Montreal & Toronto
- Royal Bank, Toronto, Ontario

International

- American Airlines, Fort Worth, Texas, USA
- USprint, Reston, Virginia, USA
- Mitre Corporation, Burlington, Michigan, USA
- IBM Corporation, Austin, Texas, USA
- Hewlett Packard, Palo Alto, California, USA

TECHNOLOGY FOCUS

Graphics Application Development, Interactive User Interface Development Tools.

CURRENT PRODUCTS

UIM/X™: Visual Edge's major product is designed to solve a common, and critical software development problem: the excessive time required to create the user interface portion of any application. UIM/X is the software development industry's first comprehensive user interface development tool able to create and test iconic user interfaces interactively. Moreover, it can accomplish the entire user interface development job more than an order of magnitude faster than the traditional method of hand coding the interface.

ELRFD™: Focuses on checking how analysis results compare to regulatory design code criteria. It utilizes expert system technology to allow regulatory agencies which maintain design code data to keep up-to-date, complete electronic representations of the design code provisions. ELRFD is currently undergoing regulatory approval by the American Institute of Steel Construction. When approved, ELRFD will be used as the electronic reference manual for the entire American Steel Industry.

VISEEDGE™: The company's first product, introduced in February 1987, is a high-performance 3D graphics package used for visualization in scientific computing. VISEEDGE solves two vexing problems: scientists and engineers, previously, had only rudimentary tools to help them understand the reams of data produced by their own analysis; and the only 3D software packages previously available had little use of the advanced 3D graphics hardware capabilities available in the mid-1980s.

FUTURE PRODUCT DIRECTIONS

Future product plans are disclosed to prospective customers once a non-disclosure agreement is signed by both parties.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix
- HP, IBM, Sun, DEC, SGI, Motorola, CDC, Data General, MIPS, SCO ODT, SVR4

Geographic Markets:

North America, Western Europe, and Asia/Pacific

Industry Markets:

- Software Developers (UIM/X)
- Scientists and Engineers (VISEDGE)
- Steel Construction Industry (ELRFD™)

DISTRIBUTION CHANNELS

Visual Edge products are sold entirely through OEMs. These partners are located in England, Denmark, Japan, Australia, the United States and Canada. They include:

Hardware Manufacturers

- Data General
- Digital Equipment Corporation
- Hewlett Packard
- IBM
- Motorola
- Silicon Graphics
- Control Data Corp.

Software, Services, and Training Companies

- Computer Additions (Australia)
- Bluestone Consulting (North America)
- Choreo Systems Inc. (Canada)
- Protek (England)
- Quest Systems (North America)
- UNIRAS A.S. (Europe)
- Tomen Electronics (Japan)
- b3i (France)
- Elsa Software (France)
- Software Pundits (North America)

PARTNERING INTERESTS

Visual Edge is interested in discussion various partnering opportunities.

VOTEK SYSTEMS LTD.

2 East Beaver Creek Road
Richmond Hill, Ontario
CANADA L4B 2N3

Telephone: 416-889-7977
Facsimile: 416-889-9387

KEY PERSONNEL

Mr. Bjorn Larsen, President & Founder
Mr. Howard Phee, Vice President
Mr. Paul Belzycki, Vice President
Mr. Louis Molnar, Manager, Marketing
Communications

COMPANY BACKGROUND

Votek Systems Limited is an emerging leader in the development and marketing of data centre automation software for IBM, Tandem, DEC, Unisys, HP, DG, Prime and Stratus mainframes. Also supported are environmental control systems such as Johnson Controls.

The company was founded in 1984 by Votek President, Bjorn Larsen, who pioneered new concepts in data centre automation solutions with a product line that will, ultimately, lead to unattended or "lights-out" operations. For the first time, data centre managers can establish, direct, and maintain control of their operations without having to rely on non-operations staff.

MAJOR ACHIEVEMENTS

- ICP \$10M Award
- Applications used by the following customers featured in Industry Publications:
 - Ameritech's application featured in Unisphere 1991
 - U.S. Navy Supply's application featured in Government Computer News, 1991
 - IRS application featured in Unisys World, 1992

FACTS & FIGURES

Year Established:	1984
Total Number Employees:	105
Sales:	21
Marketing:	1
R&D:	21
Management:	17
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1991	\$12,000,000
%Revenues Generated By:	
Software Products:	74
Maintenance/Support:	13
Professional Services:	13
%Sales Generated In:	
North America:	75
Western Europe:	25

KEY CUSTOMERS

Domestic

- Department of Public Works, Ontario
- Employment & Immigration Canada, Ontario
- Ontario Hydro
- Manitoba Telephone
- Toronto Stock Exchange, Ontario
- Bell Canada, Ontario
- McDonald's Restaurants, Ontario
- Bank of Nova Scotia, Ontario
- Confederation Desjardins, Quebec

International

- Union Bank of Switzerland, New York, USA
- Rolm, California, USA
- Internal Revenue Service, Texas, USA
- Ameritech, Illinois, USA
- Bancstar, Arizona, USA
- US Naval Supply, California, USA
- Boston University, Massachusetts, USA
- Walt Disney World, Florida, USA
- Northrop, California, USA
- Merrill Lynch, New York, USA
- Union Bank of Switzerland, New York, USA

TECHNOLOGY FOCUS

Automated Operations software for data centres.

CURRENT PRODUCTS

Votek offers a family of automated operations products called *Comensa* which are unique in that they work cooperatively with multi-vendor hardware and software.

Comensa operates on an outboard computer platform. This strategy has distinct advantages because it is not susceptible to host computer outages as are inboard products. By being outside the host computer, the products can view the entire data centre as a single entity, thereby giving the user a central point of control. *Comensa* connects to multiple, multi-vendor mainframe computers through interfaces defined as consoles or terminals. The user can configure the product to understand the data stream coming from various host systems, which include the operating software, network software, application software, database software, and hardware configurations.

Comensa features include:

Voice: using digitally recorded phrases, *Comensa* can announce different messages over public address systems simultaneously. Users can record their own messages in any voice or language. Messages played can vary according to the time and day of the week.

Telephone: *Comensa* can use the public phone system directly (not through modems) or through a PBX. It maintains a database of people to phone for specific time, or if the message was not acknowledged by the operator after a specified time. *Comensa* can also phone paging devices, answer incoming calls, and play outstanding messages for designated individuals.

Graphics: Users can construct colour diagrams and associate them with devices or processes. On receiving a specific message, *Comensa* alerts the operator by updating the diagram.

Filtering: *Comensa* acts as a programmable filter to eliminate routine or redundant messages. It eliminates annoying information messages that clutter the console.

Text Translation: Additional or substitute text can be added to the host message when it is displayed on the screen. This feature provides clear interpretations to the user, which aid in problem resolution. In addition, users can add their own on-line help keyed to messages. Messages can be made undeletable or can be highlighted visually.

Auto-Reply: Users can specify automatic command sequences to send to the host when events are detected. For example, *Comensa* can automatically re-start devices and on-line regions or send a command to the scheduler to begin initiating jobs.

CURRENT MARKETING ACTIVITIES

In 1991, Votek entered into OEM agreements with JBM and DDL, both of the United States. JBM provides the Unisys hardware component and DDL the AS400 software component. Votek has also been a Tandem Alliance member since 1984.

FUTURE PRODUCT DIRECTIONS

The company's future product interests encompass the addition of graphic user interfaces (windowing) and the development of object-oriented programming.

PARTNERING INTERESTS

The company would like to establish an OEM agreement with various suppliers in order to introduce a new hardware platform. In addition, Votek would like to expand its joint customer base with mainframe vendor organizations.

TARGET MARKETS

<p>Operating Systems and Hardware Platforms:</p> <ul style="list-style-type: none"> • Unix, MS DOS • OEM 80X86 multi-processors on ArcNet LAN
<p>Geographic Markets:</p> <p>Canada, United States, Hong Kong, Australia, Scandinavia, Middle East</p>
<p>Industry Markets:</p> <ul style="list-style-type: none"> • all industries

DISTRIBUTION CHANNELS

Votek's products are sold to Fortune 1000 companies through its corporate headquarters in Toronto, nine branch offices in the United States, and four international distributors.

WATCOM GROUP INC. (THE)

415 Phillip St.
Waterloo, Ontario
CANADA N2L 3X2

Telephone: 519-886-3700
Facsimile: 519-747-4971

KEY PERSONNEL

Mr. K. Ian McPhee, President
Mr. David Boswell, V.P. Sales & Marketing
Mr. David Yach, Vice President, Operations
Mr. Fred Crigger, Vice President, Research & Development
Mr. Jack Schueler, Vice President Development Relations

COMPANY BACKGROUND

Since 1988, Watcom has emerged as an industry leader in optimizing compiler technology for 16 and 32 bit Intel-based PCs. Key industry developers and strategic partners using Watcom C and C/386 include Lotus, Novell, Autodesk and Fox. Intel has selected Watcom as a strategic technology partner, providing early access to new processor technologies to ensure availability of top-quality development tools for the industry.

The company is organized into three functional areas: Research and Development; Operations, which includes manufacturing, finance, and administration; and Sales and marketing with also includes technical support.

MAJOR ACHIEVEMENTS

- *PC Magazine* Editor's Choice: Watcom C6.5, September 1988
- *InfoWorld* Best in Class: Watcom C7.0, May 1989
- CIPS Canadian Systems Software Award 1989
- Computer Language Jolt 1990 Product Excellence award: Watcom C8.0, February 1991

FACTS & FIGURES

Year Established:	1981
Total Number Employees:	55
Sales:	2
Marketing:	8
R&D:	25
Management:	5
Fiscal Year End:	May 31
Privately Held Company	

Annual Revenues-1991	Confidential
%Revenues Generated By:	
Software Products:	100
%Sales Generated In:	
North America:	80
Western Europe:	10
Asia Pacific:	10

KEY CUSTOMERS

Domestic

- Quantum Systems Inc., Kanata, Ontario

International

- Novell, Inc., Utah, USA
- Fox Software, Ohio, USA
- GO Corporation, California, USA
- Autodesk Inc., California, USA
- Lotus Development corporation, Massachusetts, USA

TECHNOLOGY FOCUS

C and FORTRAN compilers and SQL database tools for 16 and 32-bit PC systems with DOS, Windows and OS/2.

CURRENT PRODUCTS

Watcom offers the following Compilers:

Watcom C: a 16-Bit C Compiler used by the software industry.

WatcomC/385: a 32-bit Compiler used by the software industry.

Watcom Fortran 77: a 16-Bit Fortran Compiler for engineering and science applications.

Watcom Fortran 77/386: a 32-Bit Fortran Compiler for engineering and science applications.

Watfor-77: a debugging Fortran Compiler for engineering and science applications.

FUTURE PRODUCT DIRECTIONS

Watcom's new line of SQL database products includes advanced application-development tools for key SQL database servers. Watcom's own high-performance, full-function SQL database engine is scalable to a wide range of PC environments, from stand-alone 640K DOS PCs to 32-bit LAN-based servers.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Windows, OS/2, MS DOS (MS DOS, OS/2 and Windows versions are bundled in a single product)
- Intel X86-based systems

Geographic Markets:

Canada, United States, Western Europe, Asia Pacific

Industry Markets:

- software industry
- engineering and scientific sector

DISTRIBUTION CHANNELS

Half of Watcom's compilers reach the market through retail distribution, 15% through wholesale distribution, 20% through direct sales, the rest via OEMs and manufacturers agents.

CURRENT MARKETING ACTIVITIES

Watcom has unilateral distribution agreements with GO Corp and Novell Inc., companies that distribute applications specific versions of Watcom's offerings. Enhanced product compatibility is achieved with Intel Corporation of the United States through joint R&D and technology transfer agreements. The U.S. firm, Fox Software acts as an OEM and provides unilateral distribution of its application specific version.

PARTNERING INTERESTS

The Watcom Group is interested in broadening its base of distributors in the United States and Europe.

WATERLOO ENGINEERING SOFTWARE

22 King Street, South
Waterloo, Ontario
CANADA N2J 1N8

Telephone: (519)885-2450
Facsimile: (519)746-7931

KEY PERSONNEL

Dr. Douglas Beynon, President
Mr. Tom Harpanen, Manager, Software
Development
Mr. Mark O'Leavey, Manager, Microelectronic
Products
Mr. Gordon Cameron, Manager, Structural
Engineering Products

COMPANY BACKGROUND

Waterloo Engineering Software was formed in 1985 by 24 faculty members of the Engineering School at the University of Waterloo. In 1986, the company began marketing four software products and currently markets products in microelectronics, structural engineering manufacturing, and decision support areas.

FACTS & FIGURES

Year Established:	1985
Total Number Employees:	6
Sales:	2
Marketing:	2
R&D:	3
Fiscal Year End:	December 31
Stock Listings: Parent company, Uniwat Capital Corp, listed on ASE:UWT	

Annual Revenues-1991	\$500,000
%Revenues Generated By:	
Software Products:	60
%Sales Generated In:	
North America:	80
South America:	5
Western Europe:	10
Asia Pacific:	5

KEY CUSTOMERS

Domestic

- Northern Telecom, Ottawa, Ontario
- Gennum Corporation, Burlington, Ontario
- Acers international, Toronto, Ontario
- Ontario Hydro, Toronto, Ontario

International

- Avantek Inc., California, USA
- National Semiconductor Corp., California, USA
- United Technologies Microelectronics Corp., Colorado, USA
- Delco Electronics Corp., Indiana, USA
- GEC Plessey Semiconductors, Swindon, England
- SGS Thomson, Gentilly, France

TECHNOLOGY FOCUS

Decision Support Systems, Productivity Tools,
Engineering Applications

CURRENT PRODUCTS

BIPOLE: Bipolar device simulator designed for fabricators and manufacturers of bipolar semiconductors.

DecisionMaker: Decision support tool for government and businesses, to model decision processes involving two or more decision makers whose actions can affect each other.

SODA: Designs steel framework buildings using the least amount of steel within a country's design codes for engineering consulting firms or departments wanting assistance in designing buildings.

WATPASS: Finite job scheduling, for discrete manufacturers who require assistance in modelling and managing shop floor schedules.

FUTURE PRODUCT DIRECTIONS

The company will be adding several modules to **BIPOLE** as well as links to major CAD tools. It also anticipates adding a circuit simulator this year. In structural engineering, a wood analysis and design product is being developed for the Canadian Wood Council. The Council will market the product. In decision support, a new version of **D/M** is scheduled for release in the Fall of 1992 and will operate under Windows 3.1.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Windows, MS-DOS
- IBM PCs and compatibles (SODA & DIM), DEC Station, SPARC Station (Bipole)

Geographic Markets:

Worldwide

Industry Markets:

- microelectronics
- structural engineering consulting firms
- major utilities
- major corporations
- environmental consulting firms
- discrete manufacturers

DISTRIBUTION CHANNELS

Waterloo Engineering distributes its products through OEMs, VARs, distributors, agents, and representatives.

CURRENT MARKETING ACTIVITIES

Waterloo Engineering has a joint marketing agreement with Technology Modelling Associates (TMA) of California, to assist in the marketing of the microelectronics products. For the structural engineering and decision support applications, the company markets directly in Canada and has distributors in Europe, England, and Australia. Spring SPA (Italy), distributes WATPASS in Italy, Australia, the United Kingdom and Denmark. Waterloo Engineering is also a MAPS partner with Bull HN.

PARTNERING INTERESTS

Interested in discussing various partnering opportunities.

XENOS GROUP

FACTS & FIGURES

1 Valleywood Drive
Markham, Ontario
CANADA L3R 5L9

Telephone: (416) 477-8494
Facsimile: (416) 474-1403

KEY PERSONNEL

Mr. Marian Lewandowski, President
Mr. David Miller, Executive Vice President

COMPANY BACKGROUND

The Xenos Group develops software, specializing in print management and high quality laser output. Other products add functionality to the IBM MVS operating system.

The company has two divisions: one develops software and markets it worldwide; the other division provides outsourcing or facilities management services to IBM mainframe clients.

MAJOR ACHIEVEMENTS

- 1986-1987, recipient of The Canadian Software Award,
- a charter sponsor of NaSpa (National Systems Programmers Association)
- 1987-1988, an IBM Channel Achiever

Year Established:	1981
Total Number Employees:	35
Sales:	4
Marketing:	2
R&D:	14
Management:	4
Fiscal Year End:	September 30
Privately Held Company	

Annual Revenues-1991	\$5,000,000
%Revenues Generated By:	
Software Products:	12
Maintenance/Support:	38
Professional Services:	50
%Sales Generated In:	
North America:	95
Western Europe:	4
Asia Pacific:	1

KEY CUSTOMERS

- Imperial Oil
- AT&T, USA
- Federal Reserve Board, USA
- Xerox, USA
- Melon Bank, USA

TECHNOLOGY FOCUS

Print Management and Laser Output products for cross-industry applications.

CURRENT PRODUCTS

Products include:

JES Master: provides a complete spool data management package with a unique richness of system function and control through an extensive repertoire of commands. Its features make it a good tool for monitoring production and test jobs. Under ISPF functional control, JES Master allows great flexibility in managing job and sysout dataset characteristics.

Output Master: a licensed product that accepts user requests to print data from standard sources and translates them into control sequences for specific printers. It is a Functional Sub-system (FSS) based printer control system, supporting all Xerox channel attached printing systems in native mode. Output Master uses standard JES commands to control channel attached Xerox printing systems and remote distributed printing systems, both Xerox and non-Xerox. It also enables the use of the IBM AFP PAGEDEF and FORMDEF constructs for non IBM printer systems such as the large channel attached Xerox printers.

Cupid: a printer control system, *Cupid* uses standard JCL to specify print characteristics. Output is not printer-bound but can be printed on any printer (from a variety of vendors) on a VTAM network. The system also enables users to direct output to distributed printers using standard IBM AFP constructs and uses Standard IBM JES commands to control remotely attached printers in the IBM 370 MVS environment.

Console Master: a software product for disaster recovery which provides an access method allowing TSO to use local 3270 operator consoles as terminal devices. Neither VTAM or ICAM is required to support a Console master TSO session.

FUTURE PRODUCT DIRECTIONS

Xenos is developing a complete spool backup and retrieval facility.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- MVS

Geographic Markets:

Canada, United States, Western Europe, Asia Pacific

Industry Markets:

- cross-industry applications

DISTRIBUTION CHANNELS

Most of Xenos's products are distributed directly, the balance via a manufacturer's agent.

CURRENT MARKETING ACTIVITIES

Xenos has had a unilateral distribution agreement with Detec of Germany since 1989. Detec distributes, supports, and markets Xenos offerings locally.

ZADALL SYSTEMS GROUP INC.

FACTS & FIGURES

100 South Park Royal
Suite 707
West Vancouver, British Columbia
CANADA V7T 1A2

Telephone: 604-926-6046
Facsimile: 604-926-8756

KEY PERSONNEL

Mr. Steve Hill, General Manager
Mr. Mark Lyle, President, U.S.
Mr. Barry Guld, President, Canada

COMPANY BACKGROUND

Zadall Systems Group Ltd. was founded in 1979 to provide software products for the pharmaceutical and dental industries. Although the company later developed applications to include retail inventory and POS software for hard goods retailers, Zadall is currently focused on the original two areas of endeavor.

The business is divided into Canadian and U.S. operations which cover all business aspects for the respective national markets. The only exception is product development which is handled in Vancouver.

Year Established:	1979
Total Number Employees:	75
Sales:	10
Marketing:	2
R&D:	12
Fiscal Year End:	July 31
Privately Held Company	

Annual Revenues-1991	\$9,000,000
%Revenues Generated By:	
Software Products:	18
Hardware Products:	28
Maintenance/Support:	31
Professional Services:	10
%Sales Generated In:	
North America:	98
Central America	2

KEY CUSTOMERS

Domestic

- Shoppers Drug Mart, Toronto, Ontario
- Propharm Limited, Toronto, Ontario
- PJC - Jean Coutu, Montreal, Quebec
- Vallie Drug Mart, Edmonton, Alberta
- Bi-Rite Drugs, Regina, Saskatchewan
- Overwaite Saveon, Vancouver, British Columbia

International

- HEB Grocery Inc., Texas, USA
- Medecine Shoppe International Inc., St. Louis, USA
- The Kroger Company, Cincinnati, USA

TECHNOLOGY FOCUS

Software for Pharmaceutical, Dental, Retail, and POS applications.

CURRENT PRODUCTS

Zadall offers products primarily for the pharmaceutical and dental industries as well as for retail stores.

Products include:

Relief: an advanced pharmacy system for prescription filling and pharmacy management this system boasts an installed base of 2,000 running under Unix and Xenix operating systems.

Excel: a dental practice management software for financial, operational and accounting needs of dental offices. Also running under Unix and Xenix, this product has a customer base of 350.

Relief-POS: a Point of Sale product encompassing inventory, purchasing, scanning and management system, Relief-POS is used in retail stores and pharmacies. It has an installed base of 200.

TARGET MARKETS

Operating Systems and Hardware Platforms:

- Unix/Xenix

Geographic Markets:

Canada, United States, Puerto Rico

Industry Markets:

- pharmacies
- general retailers
- dental offices

DISTRIBUTION CHANNELS

Zadall distributes most of its products directly. The company also a distribution network in Canada, the United States, and Puerto Rico to handle the balance.

CURRENT MARKETING ACTIVITIES

In 1990, Zadall entered into joint marketing and VAR agreements with two Canadian firms, Propharm Ltd. and Safeguard to remarket its POS software and Dental Software respectively. In 1991, the company strengthened its remarketing of the POS product by establishing a VAR agreement with SERM of Canada.

PARTNERING INTERESTS

Zadall is interested in adding to its sales and distribution network in Canada and the United States with VARs, Distributors, or companies interested in joint marketing of the pharmacy and/or dental products.

