

BRITISH COLUMBIA

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Software Developers

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*Directory
of Software
Developers*



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Software Developers

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British Columbia's computer software industry is poised for rapid growth. It offers foreign and domestic partners a sophisticated, export-oriented attitude to business based on a diverse range of firms and software products.

The British Columbia Software Directory is your guide to opportunities in this dynamic sector of our economy. It identifies leading developers and service firms and provides information on the innovative products and capabilities available from British Columbia.

There are an estimated 300 software firms in British Columbia employing approximately 4,000 highly trained people. The software industry generates an estimated \$300 million in annual revenues. Solutions for most applications and operating systems are available from British Columbia firms.

The Pacific Northwest (British Columbia, Washington, Oregon) is the third largest software development centre in North America. Our three universities, plus a net inflow of people, provide us with well-qualified computer scientists and software engineers. Both the Federal and Provincial Governments provide support for research and development, investment promotion and export marketing. These factors enable British Columbia to be competitive in markets around the world.

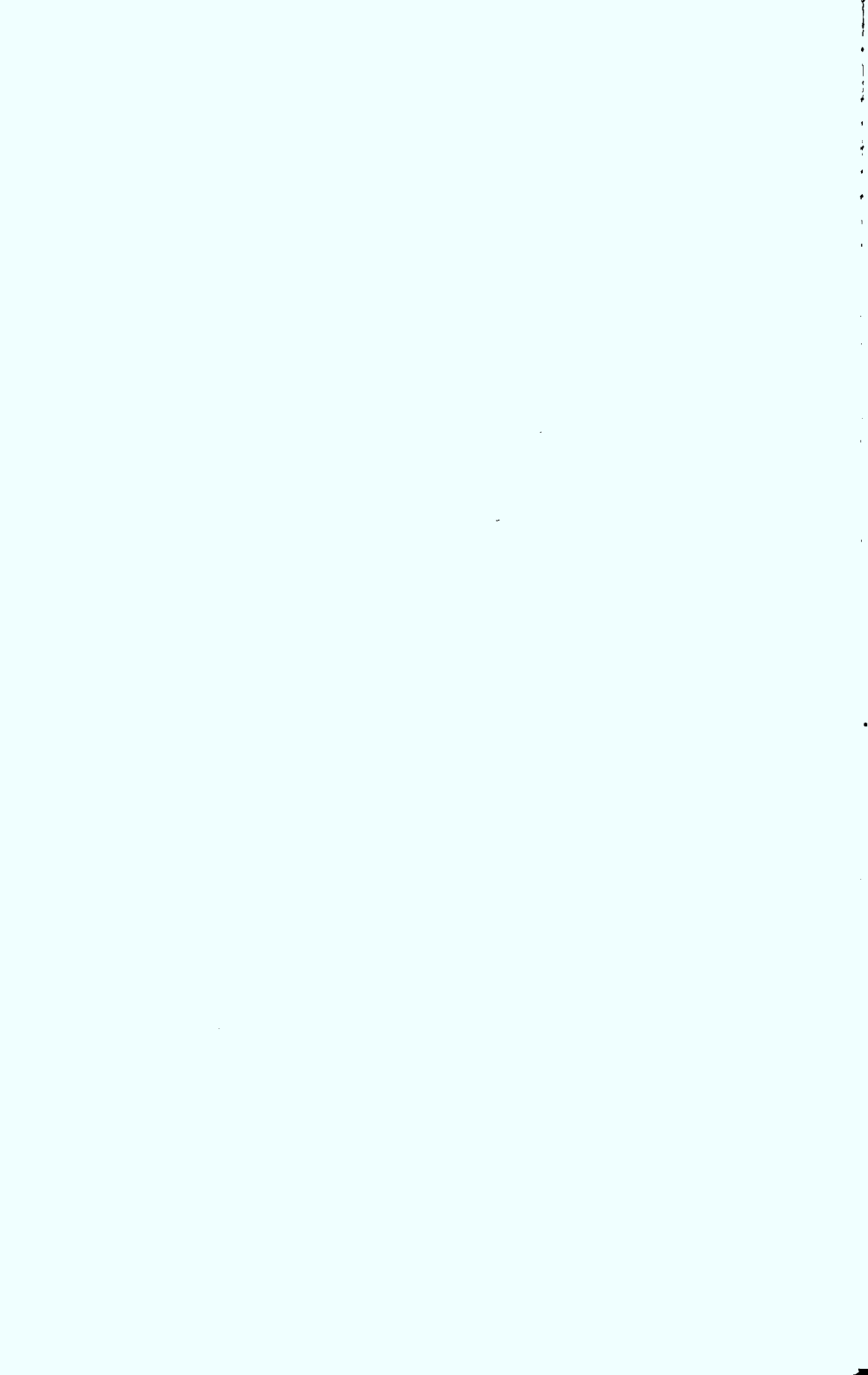
Industry, Science and Technology Canada and the British Columbia Trade Development Corporation, along with the many companies in the software industry, welcome your enquiries and look forward to doing business with you.



The Honourable Benoit Bouchard
*Minister of Industry, Science and
Technology Canada*
Government of Canada



Honourable Elwood N. Veitch
*Minister of International Business
and Immigration*
*Chairman, British Columbia
Trade Development Corporation*
Government of British Columbia



Industry Profile



BRITISH COLUMBIA, CANADA

A Good Home For Advanced Technology



While many know British Columbia for her wealth of natural beauty and resources, more and more people are discovering BC as a practical software business centre.

BC's software developers are part of North America's thriving Pacific Northwest software community which includes Microsoft, Aldus and Computer Associates to name a few. Located in the same time zone as California's Silicon Valley and equal distance from Europe and Asia, BC companies conduct business with the World's business centres during convenient office hours.

A constant supply of skilled people flow from the colleges, universities and technical schools. There is also a net inflow of highly qualified specialists and professionals who find the lure of

safe, clean cities, an unspoiled environment and a healthy western lifestyle hard to resist.

Complementing the software community is a developed infrastructure of legal, financial, and business services. The Federal and Provincial Government also welcomes those wishing to invest or establish a new business in the Province by providing a range of information and assistance services.

Introduction

In 1990 Software BC/CADAPSO, the British Columbia section of the national industry association for computer professionals, with government assistance, commissioned Mr. Bruce Milne of the Washington state based Corum Group to survey BC's software developers. The survey also made comparisons to an 1987 study also made by Mr. Milne. This industry profile summarizes the findings of that survey.

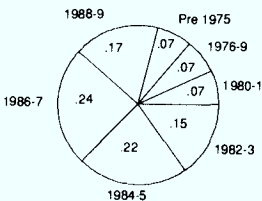
Diversity of Firms

There are an estimated 4000-6000 people employed in 250-300 BC software development companies. About half the firms are less than 5 years old. 43% have less than 5 employees and about 7% have more than 50. Illustrative of a maturing industry, in the past 3 years, the percentage of companies with less than 5 employees decreased from 53 to 43 percent while the percentage of companies with 10-20 employees increased from 10% to 20%.

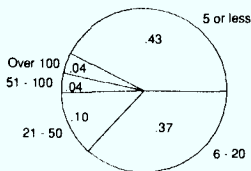
30% of BC companies have annual sales in the \$500,000 to \$5 million range. 4% have annual sales in excess of \$5 million. Of those with sales less than \$500,000—over half are in the \$100,000 - \$500,000 range.

Almost half the companies have projected sales growth of 40%. Another 15% were anticipating annual sales growth in excess of 100%.

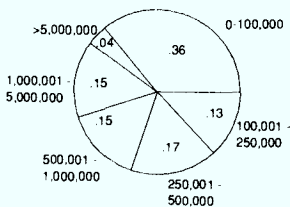
Year Established



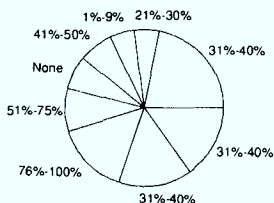
Employment



1991 Software Sales



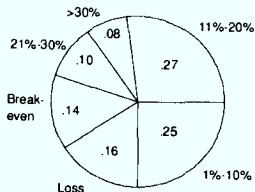
1989 Sales Growth Rate



BC Companies Ready to Do Business

Reciprocal marketing partnerships, for value-added and incremental sales, is seen as a good way to increase growth and profits.

Profitability



Building distribution channels, especially in vertical markets, is expensive and time consuming. So while many BC companies are looking for remarketers, at the same time they are also looking to remarket complementary products.

Developers Application Specialists

Almost 1/4 of BC software companies have one product only. In total, about 3/4, have 5 products or fewer. As noted, BC software developers are looking for mergers and product acquisitions. Spreading overhead expenses across a broader product range seems a logical way for developers to improve efficiency.

Wide Range of Products Available

In an industry comprised mainly of small businesses, one fourth of firms offer more than 5 products to their customers. The majority of these products are packaged solutions and many offer enough versatility to be used in a multiplicity of ways. Custom development is also available for those needing specific solutions.

Two thirds of BC software firms develop their products internally using various programming languages. C and Assembly rank highest in usage, however BASIC and Pascal are also commonly used.

Purchasers with less common operating systems need not feel neglected. BC firms develop software for UNIX and Apple systems, micro and minicomputers and mainframes. MS-DOS, OS/2, PICK and more, there is likely BC software to suit your needs.

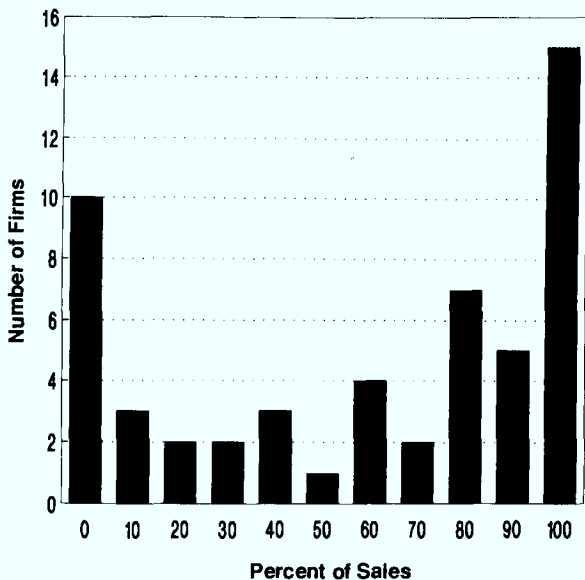
BC Companies Market Driven

Whether your needs are general or specific, there are products available for wide range of industries including: retailing, construction, education, manufacturing, wholesaling, public accounting, real estate, printing/publishing and engineering. There are suppliers for the government and educational markets. Custom programming is available too.

Domestic and International Sales

About half of BC software firms depend on international markets for generating revenue. Of this group, a significant portion is almost exclusively dependant on export sales.

Percentage of Domestic Software Sales

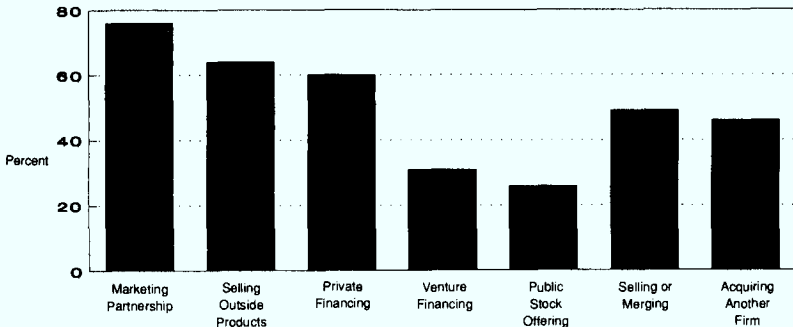


Good Investment Opportunities

The youth and vitality of BC's software industry offers excellent investment opportunities.

Buy. Sell. Merge. Most BC companies are looking for ways to capitalize on their investment by either buying other software products and/or companies or by selling or merging their company.

Interest in Finance and Marketing Arrangements



BC Software 1990 Study

Complete results from the study conducted by the Corum Group are available from:

Mr. Bruce Milne
The Corum Group
10900 NE Eighth Street Suite 206
Bellevue, Washington 98004

Corporate Profiles



Altext Conversions Inc.

105A - 1675 West 8th Ave. 264 H Street
 Vancouver, B.C. V6J 1V2 Blaine, Washington 98230
 Telephone: (604) 732-1416 Telephone: (206) 671-2792
 Facsimile: (604) 734-0840

Company Description

Altext Conversions Inc. is the leading data conversion service bureau in B.C. Established in 1986, Altext employs the hardware/software solutions from Keyword Office Technologies and Altext Systems Inc. to provide the most comprehensive software capabilities to convert data and word processing file formats on all systems.

As a value-added reseller (VAR) for Apple Canada Inc., AST Canada, Hewlett-Packard in the Corporate Electronic Publishing arena, Altext offers fully integrated electronic publishing systems based on latest technologies.

Corporate Objective

To provide technology that allows computer systems users to migrate their data files seamlessly between foreign systems. Our sales division focusses on providing highly productive publishing systems for corporate and commercial clients.

Competitive Advantage

Through our affiliation with Apple, Keyword and Altext we can design, install and implement a fully operational publishing system that requires minimal data entry or format changes. Our staff has over 50 years combined experience in data processing and publishing systems implementation, ensuring you that the design we spec will provide the best performance and productivity.

Products and Services

Data Conversion through Disc Conversions, Magnetic Tape transfers, Intelligent Character Reading (Scanning) or specialized software

- Apple MacIntosh and IBM compatible Electronic Publishing Systems Design, Implementation and Support Services. Peripherals are available from QMS, RasterOps and all other third party vendors.
- Apple Warranty Services and Service Contracts. Novell Support and Service Contracts.

Digital Resource Systems Limited



402 - 495 Dunsmuir St.

Nanaimo, B.C. V9R 2V2

Telephone: (604) 753-7122

Facsimile: (604) 753-1700

202 - 270 Weber St. N.

Waterloo, Ontario

Telephone: (519) 725-2460

Facsimile: (519) 725-2626

Company Description

Digital Resource Systems Limited was formed in 1981 for the purpose of developing and marketing land management software solutions. DRS has over 300 clients worldwide using a variety of land management tools. The company received the 1989 Software B.C. Award of Excellence award for the development and marketing of its TerraSoft™ family of Geographic Information System products.

DRS currently has a staff of over 30, mostly professionals from diverse backgrounds including surveying and mapping, geology, geophysics, geography, forestry, computer science, and engineering.

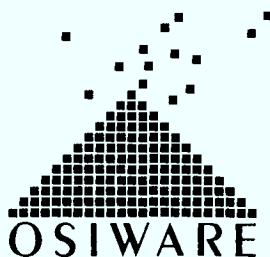
Product Description

TerraSoft is noted for its natural user interface, seamless spatial data structure, vector and raster capabilities, and transparent integration with third party database managers such as dBase, Rbase and Oracle.

An important feature of TerraSoft is total compatibility of the TerraSoft file structure between the UNIX and DOS operating systems. Thus PCs and UNIX workstations operating on a network can access the same database through the TerraSoft Spatial Server. This makes TerraSoft a very attractive solution for clients ranging in size from small consulting firms to major cities and resource companies.

Market Overview GIS is one of the fastest growing segments of the software industry. With the release of its 2nd generation of **TerraSoft** products, DRS is poised to become a major force in the global GIS market. The marketing of **TerraSoft** is done both through direct efforts and through an international network of authorized dealers and distributors.

Future Plans The company is planning major expansion of its marketing, sales and distribution programs, and is looking for strategic partners in this endeavour.

**OSIWARE**

Suite 402, 4370 Dominion Street

Burnaby, B.C. V5G 4L7

Telephone: (604) 436-2922

Facsimile: (604) 436-3192

Company Description

OSIWARE is an International software marketing, development and research organization whose products are based on OSI technology. OSIWARE provides *connectivity* solutions to four main markets:

- System Integrators
- End Users
- OEMs
- Value-Added Networks

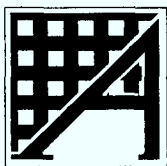
OSIWARE provides services to its clients that satisfies their needs for flexible and protocol-conformant software, quality and dependable products, and efficient and cost-effective solutions.

Product Descriptions

OSIWARE products comply with the CCITT X.400 (1984 and 1988) series of recommendations for message handling systems. OSIWARE's major emphasis are its MESSENGER 400 and EDI products.

All software is written in "C" and where appropriate can be ported to any environment supporting a "C" compiler. There are also Application Program Interfaces (APIs) to facilitate development of applications related to E-mail and other store and forward systems.

Services Provided OSIWARE's professional services include System Integration, Application Integration, and EDI Integration. OSIWARE also ports OSIWARE products to new formats and provides enhancements to its licensees. OSIWARE has a staff of highly skilled professionals who offer consulting, education and training.

**PageAhead Software Research Corporation**

500-1168 Hamilton Street
Vancouver, B.C. V6B 2S2
Telephone: (604) 681- 4549
Facsimile: (604) 681-5753

Company Description

PageAhead Software develops solutions that bridge the gap between database management systems and desktop publishing/word processing systems. PageAhead also provides strategic software development services to leading software companies such as Microsoft of Redmond, WA and Aldus Corporation of Seattle, WA. The company was founded in 1988. PageAhead raised private venture financing in early 1991 to assist with the launch of its new database publishing product, PageAhead V1.C.

Corporate Objective

PageAhead Software's goal is to become the leading supplier of high quality database output solutions used in the creation of content-rich business publications such as directories, catalogs, price lists and reports. In 1991, PageAhead will expand the operation of its U.S. affiliate, PageAhead Software Corporation of Seattle, WA, to provide support and service to its expanding network of distributors, VARs and resellers. PageAhead will work with co-marketing partners Aldus and Oracle Corporation, of Belmont CA, to establish its products as the preferred database publishing solution among Fortune 2000 companies.

Competitive Advantage

PageAhead Software's products offer important benefits to anyone who needs to produce data-intensive publications: Faster results, greater flexibility, and higher quality. Users can now bring their directories, catalogs, and price lists up to the same high standards expected of their other corporate publications. By eliminating manual work, PageAhead reduces publishing costs while improving accuracy and turn-around.

Product Description

PageAhead V1.0 is a Windows 3.0 application which provides links between leading database systems and Aldus PageMaker. PageAhead simplifies the database connection. It's QBE (Query By Example) interface makes it easy for anyone to select data to publish. Support is provided for mini and mainframe database servers like Oracle, Sybase, and DB2, file server databases like dBase on a LAN, and local database, spreadsheet and ASCII files.

PageAhead is a natural extension of desktop publishing systems. It's user interface shows how data is being prepared for publication while the DTP system shows information exactly as it will appear on the printed page.

Future Plans

Product plans include a Macintosh version, support for additional databases, and connectivity to other leading desktop publishing and word processing packages. PageAhead is actively seeking additional OEM and distribution opportunities, especially in Europe and the Pacific Rim.



Promark Software Inc.

Suite 404 – 935 Marine Drive
 North Vancouver, B.C. V7P 1S3
 Telephone: (604) 988-2051
 Facsimile: (604) 988-3040

Company Description

Promark Software Inc. is a publicly traded company in the business of designing computer software programs for business management. Promark has created a unique PC-based mail preparation software package known as **Professional Post**. The **Professional Post** program includes up to date Canadian postal code information and is capable of validating the deliverability of mail necessary for the receipt of postal discounts.

Competitive Advantage

Canada Post officially recognizes the **PrePost** function of **Professional Post** as qualified to produce the **Code Accuracy Report** soon to be required of all bulk mail and incentive rate mailers prior to mailing. **Professional Post** runs on a PC and is highly affordable for companies wishing to keep their incentive and bulk postal discounts.

Product Highlights

Professional Post:

- is the easiest and most efficient way to manage any mailing list on a PC, even those with hundreds of thousands of names
- allows mailers to check current lists for accuracy according to Canada Post's new standards of deliverability

- produces the **Code Accuracy Report** Canada Post requires to qualify mail for incentive rates.
- identifies and corrects addresses to ensure that all mail meets the new standards and gets delivered as fast as possible
- allows the preparation and pre-sorting of bulk mail in-house into letter carrier walks to achieve the maximum available cost savings
- eliminates costly and embarrassing duplicates in mailing lists saving money on both materials and extra postage charges

Corporate Objective Promark seeks strategic partners to further develop sales and distribution of **Professional Post**. The company also is looking for partners to develop and market comparable products complementing the mail preparation process, throughout the G-7 countries.



Resort Systems Inc.

200 – 1865 Marine Drive
West Vancouver, B.C. V7V 1J7
Telephone: (604) 926-7766
Facsimile: (604) 922-1471

Company Description

Resort Systems Inc. has been supplying high quality software to the Hotel and Resort Industry since 1980. Incorporated in British Columbia in 1978, they are the leading and largest supplier 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, Hawaii and Hong Kong.

Corporate Objectives

Resort Systems is looking for financial partners to expand distribution of the products and to gradually take over management and eventually ownership of the company.

Product Description

HotelSoft: A fully featured Hotel Property Management System including Reservations, Front Desk, Back-office and Marketing information. The system also provides for interfaces to POS, Telephone Switches and communications.

RecSoft: A Central Reservation System for Resort Areas, Hotel Chains, and Resort Property Management Companies. A Communication link is available to the HotelSoft and PropSoft products.

PropSoft: A Resort Property Owner Accounting System. This system is integrated with either the Central Reservation System or HotelSoft and produces financial statements for each unit in each of the properties.

Club Management System: This system provides Club Accounting functions and can be interfaced to POS devices in the Guest Service Areas as well as to security devices such as property access.

Services provided The services provided by Resort Systems include System Hardware, Software, Installation and Training. Ongoing Support provides the user with updated software and enhancements.

Future Development The products are currently being re-developed and updated to take advantage of new technology. Some major changes have also been applied in view of global product distribution to address technical variances in the applications.



Samco Software Inc.
9333 - 120A Street
Surrey, B.C. V3V 7G6
Telephone: (604)588-8022
Facsimile: (604) 588-9025

Company Description

Samco Software Inc. (Samco Canadian Real-world) has grown to become an acknowledged leader in the information management industry whose accounting software runs on over 350 hardware platforms, operating in MSDOS, Network Systems, Xenix, Unix and VMS.

Competitive Advantage

Samco's use of powerful state of the art development tools greatly benefit any user. "On line help" provides useful information, brief messages often appear telling you about special features, shortcuts or other options available. Extensive and accurate audit trails are automatically kept for all financial activity. Many reports can be printed later. Xenix and Unix users may also set up local printers at their terminals. Training and support is available to meet the specific needs of a wide variety of companies.

Product Description

All modules can be used stand-alone or can be fully integrated. These packages run faster with windowing, search-expand, notepads, graphic screens, calculators etc.

General Ledger
Accounts Receivable
Accounts Payable
Order Entry
Order Entry Plus
Inventory Control
Inventory Control Plus
Bill of Materials
Point of Sale
Multi-Site Sale
Gas Pump/Convenience Store
Point of Sale
Sales Analysis
Purchase Order

Acucobol Compiler
SCO Operating System
SCO Development System
SCO Lyrinx
SCO Professional
Blast Communications

Training/Support
Custom Programming
Hardware Systems

Job Cost
Ledger Connection
Canadian Payroll
U.S. Payroll
Professional Invoicing
Custom Labels
Cheque Reconciliation
Time-Clock Manager
SAMCO Report Writer & Data
Bridge™
Solutions Entry Level Accounting
Package
Fishpro
Fishpro/Accounts Receivable

VPix
Fox Base
Microsoft Word
Word Perfect
Office Automation

Samco Business Centre
Forms/Supplies

Future Plans To continue to expand their dealer network
across Canada.



Softek Services Ltd.

2034 West 12th Avenue, Suite 2
Vancouver, B.C., Canada V6J 2G2
Telephone: (604) 732-3763
Facsimile: (604) 732-8467

Company Description

Softek Services Ltd. specializes in developing PC-based software for the structural engineering market. Incorporated in 1981 by the current President, George Casoli, and Vice President, Brian Tijman, Softek is financed largely from product sales and partially through research grants. The company maintains a development and support staff in Vancouver, Canada. This staff of structural engineers, computer scientists and technical writers develop new products, as well as provide enhancements to the existing product line.

Product Description

Softek's products include software for model definition, static and dynamic analysis, and steel member design. These products cater specifically to structural engineers who are involved in the design and construction industry. The first two products, P-FRAME (2-D structural analysis) and S-FRAME (3-D structural analysis), were introduced to the market in 1983, and have since been installed in more than 15 countries.

Competitive Advantage

Due to the extensive use of graphics, the integrated product line is recognized as the most powerful yet easy-to-use in the industry. The recent release of P-STEEL has again set new standards by offering design criteria flexibility that no other product approaches.

Product Distribution Sales of Softek's products are primarily conducted by distributors located in Canada, England, New Zealand and Hungary. The company is currently pursuing the development of a distribution channel in Germany and the United States.

Future Plans The company plans to develop further distribution channels in Europe and other parts of the world. Softek is also seeking strategic partners to assist in the development of complementary engineering applications software.

Software B.C. / CADAPSO

506 - 1190 Melville St.
 Vancouver, B.C. V6E 3W1
 Telephone: (604) 682- 2034
 Facsimile: (604) 684-9837

Description Software B.C./CADAPSO is a non-profit association that represents the computer software and services industry locally, provincially, and nationally.

Objective Its mandate is to improve and encourage the Canadian computer software and services industry through meetings, seminars, and communications with Government, other industries, and international contracts.

Advantage For emergent businesses: invaluable information from experienced people on 'How To' make your effort a success.

For established businesses: helpful contacts with all possible Government assistance/tax break plans.

For large businesses: national liaison to other large businesses and the Federal Government.

For everyone: networking with other companies in the industry to exchange news, make deals, and discover products/services.

Future Software B.C./CADAPSO plans to sponsor "SOFTWORLD", a Conference and Trading Forum. A new permanent record centre and database is being established for the industry.

Company Listings

AMT Research Inc.

#201 - 92 Lonsdale Avenue
North Vancouver, B.C. V7M 2E6
Tel: 604-985-9727 Fax: 604-983-3552

Founded: 1986 **Employees:** 1-10

President: Mr. J. Paul Thomas

Business Type: Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: MRP II Manufacturing Management

Vertical Market Categories: Manufacturing

Profile: Company specializes in manufacturing management tools for repetitive manufacturers. Products are targeted to small business (10 to 100 employees) \$1-10 million.

Acquired Intelligence Inc.

Suite 205, 1095 McKenzie Avenue
Victoria, B.C. V8P 2L5
Tel: 604-439-8646 Fax: 604-479-0764

Founded: 1987 **Employees:** 11-25

President: Dr. Brian Schaefer

Vice President: Dr. Beverly Smith

Business Type: Professional services, Software products

Hardware: IBM PC

Operating System: DOS, UNIX

Product Categories: Expert Systems, Knowledge Acquisition, Intelligent Tutoring Systems, Machine Learning

Vertical Market Categories: Banking, Custom Software, Education, Energy Mgt/Utilities, Engineering, Finance, Forestry, Government/Public Sector, Health Care/Medical, Insurance, Legal, Manufacturing, Printing & Publishing, Real Estate, Scientific/Technical, Transportation

Profile: AI Inc. specializes in artificial intelligence products and services. AI Inc. developed and distributes ACQUIRE™, a major breakthrough in knowledge acquisition. ACQUIRE™ is a knowledge acquisition system complete with machine learning capabilities and an expert system shell.

Advance Software Inc.

#205, 510 West Hastings Street
 Vancouver, B.C. V6B 1L8
 Tel: 604-688-1403 Fax:

Founded: 1987 **Employees:** 1-10

Managing Director: Mr. Kenneth Varas
Marketing Director: Mr. Graeme Drew

Business Type: Professional services,
 Turnkey systems

Hardware: IBM PC, MAI Basic/Four/
 NEC/WYSE/Compaq/Twinhead

Operating System: DOS, OS/2, UNIX,
 Thoroughbred/MAI B/F, BOSS

Product Categories: Accounting/
 Financial, Reservation Systems

Vertical Market Categories: Travel
 Industry

Profile: Complete reservation systems for tour operators/wholesalers (inbound & outbound) combining a fully automated reservation service plus a completely integrated financial management accounting system. Packages run on any hardware from PC to Mainframe.

Alois Technologies Corp.

#309, 2170 West Third Avenue
 Vancouver, B.C. V6K 1L1
 Tel: 604-732-8528 Fax: 604-732-0834

Founded: 1987 **Employees:** 1-10

President: Mr. Mark Heieis

Business Type:

Hardware: Sun, All Intel PC's

Operating System: DOS, UNIX

Product Categories: Data Acquisition/
 Measurement, Graphics, Process Control,
 Scientific Mathematical, Statistical
 Analysis, Vision Systems for Manufac-
 turing

Vertical Market Categories: Custom
 Software, Data Acquisition/Measurement,
 Manufacturing, Scientific/Technical

Profile: Alois Technologies Corp. develops software for industrial VISION and ELECTRO-OPTICAL systems for automation, on-line defect detection, and quality control. It also develops Integrated Data Systems and Real Time Computing solutions for the manufacturing, medical, and engineering applications.

Altec Design Group Ltd.

20422 Douglas Crescent
Langley, B.C. V3A 4B4
Tel: 530-6457 Fax:

Founded: 1975 **Employees:** 1-10

President: Mr. Duncan Ferguson
Business Type: Professional services,
Software products

Hardware: Macintosh

Operating System: Macintosh

Product Categories: Accounting/
Financial, Business Productivity, Data
Acquisition/Measurement, Data and
Telecommunications, Databases, Games/
Entertainment, General Business,
Graphics, Music, Statistical Analysis,
Utilities

Vertical Market Categories: Account-
ing, Custom Software, Data Acquisition/
Measurement, Data Conversion, Finance,
Government/Public Sector, Insurance

Profile: Business and Graphics software for the Mac. Altec has an excellent reputation for bringing together a highly skilled design team to serve all levels of business. Our in-depth knowledge of the system, languages, and user requirements is of the first order.

Altertext Conversions Inc.

105A-1675 West 8th Avenue
Vancouver, B.C. V6J 1V2
Tel: 604-732-1416 Fax: 604-734-0840

Founded: 1986 **Employees:** 1-10

President: Mr. James Reich
Vice President: Mr. Norman Hurst

Business Type: Professional services

Hardware: IBM PC, Macintosh, Sun, All

Operating System: DOS, Macintosh

Product Categories: Graphics, Network/
Related Products, Publishing Reference,
Word Processors

Vertical Market Categories: Data
Conversion, Legal, Printing & Publishing

Profile: Altertext provides data process-
ing/word processing conversions between
all systems and software packages.
Software and hardware conversion
systems are available for rental and sale.

Arctic Data Corporation

#14 - 1925 Kirschner Road
Kelowna, B.C. V1Y 4N7
Tel: 604-860-3282 Fax: 604-762-3374

Founded: 1982 **Employees:** 1-10

President: Mr. Walter Shawlee
Vice President: Mr. Brad Kommes

Business Type: Professional services,
Software products, Turnkey systems

Hardware:

Operating System: DOS, UNIX

Product Categories: Accounting/
Financial, Business Productivity,
Databases

Vertical Market Categories: Account-
ing, Custom Software, Data Conversion,
Legal, Manufacturing, Printing &
Publishing, Retail, Wholesale/Distributor,
Flooring Industry

Profile: Arctic Data is committed to
designing and selling high quality multi-
user software complemented by first rate
support. Systems have been designed for
vertical markets such as manufacturing,
legal time and billing, retail and contract
flooring companies, and point of sale
systems.

Arctic Sciences Ltd.

1986 Mills Road, R.R. #2
Sidney, B.C. V8L 3S1
Tel: 604-656-0177 Fax: 604-656-2162

Founded: 1977 **Employees:** 11-25

President: Mr. Gary Wilton
Director, Computing: Mr. David Lemon

Business Type: Processing services,
Professional services

Hardware: IBM PC, Sun, PDP

Operating System: DOS, UNIX

Product Categories: Data Acquisition/
Measurement, Operating Systems,
Scientific, Mathematical, Image Process-
ing

Vertical Market Categories: Custom
Software, Data Acquisition/Measurement,
Data Conversion, Engineering, Scientific/
Technical, Image Processing

Profile: Custom Software for processing
and analysis of physical oceanographic
data (currents, waves, tides) and under-
water acoustic data; development of
software for scientific instrument
operation and real-time acquisition.
Mathematical modelling and image
processing for scientific applications.

Aspen House Systems

P.O. Box 2150
 Vanderhoof, B.C. V0J 3A0
 Tel: 604-567-4200 Fax: 604-567-4086

Founded: 1986 **Employees:** 1-10

Owner: Alan Madill

Business Type: Professional services,
 Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: Accounting/
 Financial, Report Generation

Vertical Market Categories: Custom
 Software, Forestry

Profile: Report generation and stumpage accounting for sawmills using the Cruise Based Billing Method. Custom development of software for forestry and land surveyors.

Aurel Systems Inc.

P.O. Box 77009 Station 'S'
 Vancouver, B.C. V5R 5T4
 Tel: 604-299-7707 Fax: 604-299-8178

Founded: 1976 **Employees:** 1-10

President: Mr. Larry Wasik

General Manager: Mr. Glen C. Taylor

Business Type: Software products

Hardware: IBM PC, Macintosh

Operating System: DOS, Macintosh,
 OS/2

Product Categories: Computer Aided
 Software Eng, Graphics

Vertical Market Categories: Energy
 Mgt/Utilities, Engineering, Manufactur-
 ing, Scientific/Technical, Chemical
 Process Industries

Profile: Developed CADSIM[®]—An 'Elec-
 tronic Flowsheet[™]' and graphical user in-
 terface to MASSBAL 2.0—A popular
 chemical process simulation program. Used
 predominately by engineers in the pulp &
 paper industry.

Axion Computer Systems Ltd.

P.O. Box 58250
Station L
Vancouver, B.C. V6P 6E4
Tel: 604-294-9811 Fax: 604-291-2944

Founded: 1978 **Employees:** 1-10

General Manager: H. Horsman
Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Accounting/
Financial

Vertical Market Categories: Cable TV

Profile: Axion has developed and directly markets a subscriber billing and accounting system for the cable television industry.

Barrodale Computing Services Ltd.

8 - 1560 Church Avenue
Victoria, B.C. V8P 2H1
Tel: 604-721-2206 Fax: 604-721-2219

Founded: 1978 **Employees:** 1-10

President: Dr. Ian Barrodale
Treasurer: Mrs. Sheila Barrodale

Business Type: Professional services,
Software products
Hardware: Sun SPARC stations, IBM
RS 6000
Operating System: DOS, UNIX, VMS

Product Categories: Technical applica-
tions software, UNIX workstations

Vertical Market Categories: Custom
Software, Engineering, Government/
Public Sector, Scientific/Technical,
Defence, Aerospace, Seismic

Profile: Barrodale Computing Services Ltd. (BCS) is an established BC company specializing in scientific software development and sales. In 1990 BCS expanded it's scope to act as a VAR of Sun and IBM workstations and related products.

Bennett Environmental Consultants Ltd.

Suite 200 1130 West Pender

Vancouver, B.C. V6E 4A4

Tel: 604-681-8828 Fax: 604-681-6825

Founded: 1969 **Employees:** 11-25

President: Mr. John Bennett

Director of Marketing: Mr. Nigel Bennett

Business Type: Professional services

Hardware: IBM PC

Operating System: DOS

Product Categories: Databases, Expert Systems, Operating Systems

Vertical Market Categories: Data Acquisition/Measurement, Energy Mgt/Utilities, Manufacturing, Scientific/Technical

Profile: Incident command and environmental management system for oil spill contingency planning, response, recovery and cleaning. System adaptable to emergency response needs in general. Targeted at oil and chemical industries and government agencies.

Berkeley Computer Consulting

449 East 17th Street

North Vancouver, B.C. V7L 2W3

Tel: 604-980-1920 Fax: 604-984-9325

Founded: 1987 **Employees:** 1-10

Consultant: Mr. Alan McEwen

Business Type: Professional services

Hardware: IBM PC, UNIX Mini's

Operating System: DOS, UNIX

Product Categories: Accounting/Financial, Databases, Educational, General Business, Operating Systems

Vertical Market Categories: Accounting, Custom Software, Data Conversion, Education

Profile: Custom 4GL/SQL software in the UNIX marketplace. Integration and operating system support. Accounting applications in labour intensive service industries.

Biolink Computer R & D Ltd.

4770 Glenwood Avenue
North Vancouver, B.C. V7R 4G8
Tel: 604-984-4099 Fax:

Founded: 1985 **Employees:** 1-10

CEO & Export Contact: H Melissen

Business Type: Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: Adaptive Software
for the Handicapped

Vertical Market Categories: Disabled /
Special Needs

Profile: MS-DOS system augmentative
input and output software for use by
visually and motor impaired individuals
in educational and/or professional
applications.

Boran Software Corporation

15074 - 85A Avenue
Surrey, B.C. V3S 6A5
Tel: 604-591-3418 Fax: 604-591-3418

Founded: 1988 **Employees:** 1-10

C.E.O.: Mr. Roger Ansell

Business Type: Software products

Hardware: IBM PC

Operating System: DOS

Product Categories:

Vertical Market Categories: Account-
ing, Data Acquisition/Measurement, Real
Estate

Profile: RealComp. The complete Real
Estate Office Management Program.
Includes: Listing and sales management;
word processing; and accounting
including GL/AP/AR/PR. Multi
Company, Departments; Full statistics
and reports. Built in back-up and
password security.

Byronix Computer Controls Inc.

849 Fairweather Place
Vernon, B.C. V1T 8T8
Tel: 604-549-3085 Fax: 604-549-1495

Founded: 1982 **Employees:** 1-10

President: Mr. Byron Lee
Business Type: Professional services
Hardware: IBM PC
Operating System: DOS

Product Categories: Hardware Devices,
Process Control, Report Generation

Vertical Market Categories: Custom
Software, Data Acquisition/Measurement,
Manufacturing

Profile: We specialize in replacing obsolete electronics in sawmill systems and other industrial equipment. We can upgrade and improve older machines by applying low cost PC type computer technology and software.

Capilano Computing Systems Ltd.

501-1168 Hamilton Street
Vancouver, B.C. V6B 2S2
Tel: 604-669-6343 Fax: 604-669-9531

Founded: 1982 **Employees:** 1-10

President: Mr. Chris Dewhurst
VP, Marketing: Mr. Neil Mackenzie

Business Type: Software products
Hardware: IBM PC, Macintosh
Operating System: DOS, Macintosh

Product Categories: CAD/CAM,
Engineering

Vertical Market Categories: Engineer-
ing, Scientific/Technical

Profile: CAD software for Macintosh and IBM PC targeted at electronics design, manufacturing and electronics education.

Chancery Software Ltd. Clarendon Datex Ltd.

4th Floor, 1122 Mainland Street
Vancouver, B.C. V6B 5L1
Tel: **604-685-2041** Fax: 604-685-9669

Founded: 1989 **Employees:** 26-50

Director: Mr. David Rebak
Director: Mr. Robert Collins

Business Type: Software products
Hardware: IBM PC, Macintosh, Digital
Operating System: Macintosh, OS/2,
Digital

Product Categories: Educational
Administration

Vertical Market Categories: Education

Profile: School administration software for the Macintosh, IBM and Digital equipment. Library management for the Macintosh. Single and multi user versions.

2545 Queens Avenue
West Vancouver, B.C. V7V 2Y9
Tel: **604-926-8649** Fax: 604-926-8182

Founded: 1989 **Employees:** 1-10

President: Mr. George Pajari
VP, Marketing: Ms. Carolanne Reynolds

Business Type: Professional services
Hardware: IBM PC, Sun, Various UNIX
Systems
Operating System: UNIX

Product Categories:

Vertical Market Categories:

Profile: Clarendon Datex Ltd. specializes in assisting companies in developing and implementing open systems strategies. We can provide expert advice on the acquisition, integration, operation, and programming of UNIX systems. Past clients have included AT&T, Northwestern Bell, and The World Bank.

Clear Thought Software Company

404 850 West Hastings
Vancouver, B.C. V6C 1E1
Tel: 604-687-5516 Fax:

Founded: 1986 **Employees:** 1-10

Proprietor: Mr. Gene Wirchenko
Business Type: Professional services

Hardware:

Operating System: DOS, UNIX

Product Categories: Accounting/
Financial, Databases, Word Processors

Vertical Market Categories: Custom
Software

Profile: Programming, systems analysis, and consulting for IBM and compatible computers specializing in dBASE and FoxBASE systems. Member of Independent Computer Consultants Association of BC.

Coastway System Technology Ltd.

#206, 2501 Spruce Street
Vancouver, B.C. V6H 2P8
Tel: 604-736-5039 Fax: 604-736-6272

Founded: 1984 **Employees:** 1-10

President: Mr. Daken Ariel
Sales Manager: Gerald Glowka

Business Type: Professional services,
Software products, Turnkey systems

Hardware: IBM PC

Operating System: DOS, OS/2

Product Categories: Data and Telecom-
munications, Databases, Sales-Related
Systems, Voice Mail

Vertical Market Categories:

Profile: Coastway is a system integrator offering unique solutions in voice mail networks; we offer hardware, software, service, and maintenance agreements to companies. Custom programming available. Voice mail applications for small or large businesses include auto attendant, reception overload, message center, and order processing. Voice mail supports audiotex, order processing, and outbound telephone support.

Complete Logic System Inc.

741 Blueridge Avenue
North Vancouver, B.C. V7R 2J5
Tel: 604-986-3234 Fax: 604-980-9518

Founded: 1985 **Employees:** 1-10

President: Dr. Paul Voda
VP, Marketing: Mr. Peter Kolar

Business Type: Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: Databases, Development Tools, Educational, Expert Systems, Graphics, Programming Languages, Scientific Mathematical

Vertical Market Categories:

Profile: Programming language first introduced as Trilogy V1.3. The new version (release) expected in the first Quarter of 1991. Multi-Paradigm polymorphic programming language, integrating the paradigms of procedural, database, declarative, functional and object oriented programming on principles of logic.

ComputerWise Consulting Inc.

Suite 109, 1811 Victoria Street
Prince George, B.C. V2L 2L6
Tel: 604-562-8363 Fax: 604-562-2754

Founded: 1990 **Employees:** 1-10

President: Mr. William Turgeon
Senior Programmer: Mr. Gordon Biner

Business Type: Professional services, Third party maintenance, Turnkey systems

Hardware: IBM PC

Operating System: DOS, UNIX, Novell Netware

Product Categories: Accounting/Financial, Databases, Engineering, General Business, Network/Related Products, Forestry

Vertical Market Categories: Accounting, Construction, Custom Software, Engineering, Health Care/Medical, Maintenance/Facilities Mgt, Forestry

Profile: Company provides hardware/software service, custom software for businesses. e.g.: Contractors' Management System - Job costing from payroll to equipment maintenance for logging - adaptable to other industries. Multiple Inventory Tracking System - For Hospitals - Adaptable to other industries with multiple inventories.

The Conac Group

Suite 210, 5811 Cooney Road
 Richmond, B.C. V6X 3M1
 Tel: 604-273-3463 Fax: 604-273-3092

Founded: Employees: 11-25

President: Jacqueline Michael
Sales Manager: Dave Adshead

Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Accounting/
 Financial, Business Productivity, Job
 Costing, Estimating

Vertical Market Categories: Construc-
 tion, Engineering, Logging

Profile: The Conac Group is a BC
 Company that has created CONAC 1000
 Strategic Management Information and
 Estimating Systems for Contractors,
 Developers, Architects, Engineers and
 Light Manufacturing. CONAC 1000 was
 developed in 1984 and is being used
 across Canada and in the USA.

Conway Information Systems Inc.

810 Cormorant Street
 Victoria, B.C. V8W 1R1
 Tel: 604-382-3262 Fax: 604-382-3773

Founded: 1984 **Employees:** 1-10

President: Mr. Mark Ford
Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Databases,
 Statistical Analysis

Vertical Market Categories: Associa-
 tion/Membership, Custom Software,
 Education, Government/Public Sector,
 Health Care/Medical

Profile: Survey It! An IBM PC Compat-
 ible survey/questionnaire/evaluation
 software product. Designed to be easy to
 use. Would be of interest to schools,
 colleges, hospitals, government, and
 general business.

Crawford Consulting Inc

1296 Gladstone Ave.
Victoria, B.C. V8T 1G6
Tel: 604-382-3150 Fax: 604-383-2903
Founded: 1985 Employees: 1-10

President: Mr. Dean Crawford
Marketing Manager: Joe Rogers

Business Type: Professional services
Hardware: IBM PC
Operating System: DOS

Product Categories: Data Acquisition/
Measurement, Databases, Hardware
Devices, Network/Related Products

Vertical Market Categories: Custom
Software, Data Acquisition/Measurement,
Hair Salon Industry

Profile: Custom database design for the IBM PC environment. Systems design and networking consultation. Vertical market software providing a complete system for the hair salon industry.

Creighton Mackay Management Inc

515 East 3rd Street
North Vancouver, B.C. V7L 1G4
Tel: 604-983-2566 Fax: 604-984-3538

Founded: 1980 **Employees:** 1-10

President: Mr. Rolf Roth
VP, Marketing: Mr. Bruce Johnson

Business Type: Professional services,
Software products, Turnkey systems
Hardware: IBM PC, Various
Operating System: DOS, Oracle, AS/
400 (IBM)

Product Categories: Records &
Document Management

Vertical Market Categories: Account-
ing, Architecture, Association/Member-
ship, Banking, Construction, Data
Conversion, Education, Energy Mgt/
Utilities, Engineering, Finance, Govern-
ment/Public Sector, Health Care/Medical,
Insurance, Legal, Manufacturing, Printing
& Publishing, Real Estate, Retail,
Transportation, Wholesale/Distributor

Profile: Creighton MacKay Management Inc's MASTERSolutions is an integrated records and information management system. It provides effective control and management of documents, files, containers and holdings. The system supports administrative, operational, historical, legal, financial and regulatory retention and protection requirements.

Cube Computer Systems Ltd.

#313, 3995 Quadra Street
 Victoria, B.C. V8X 1J8
 Tel: 604-727-3455 Fax: 604-479-8243

Founded: 1983 **Employees:** 1-10

President/CEO: Mr. Stewart Jack
Export Contact: Ms. Nancy Fiddler

Business Type: Professional services

Hardware: DEC VAX

Operating System: VAX / VMS

Product Categories: General Business

Vertical Market Categories: Health Care/Medical

Profile: Software for private Medical and Industrial Laboratories. Medical services billing software. Private account billing software. Product: Integrated Medical Laboratory Patient Information System.

DATAP Systems

#225 - 4259 Canada Way
 Burnaby, B.C. V5G 1H1
 Tel: 604-430-6683 Fax: 604-433-2561

Founded: 1969 **Employees:** 26-50

General Manager: Terry Engelhart
Application Specialist: Mike Prodanovic

Business Type: Professional services, Software products, Turnkey systems

Hardware: IBM PC, DEC VAX

Operating System: DOS, DEC VMS

Product Categories: Data Acquisition/Measurement, Data and Telecommunications, Expert Systems, Consulting Services, Network Mgt

Vertical Market Categories: Custom Software, Data Acquisition/Measurement, Data Conversion, Energy Mgt/Utilities, Maintenance/Facilities Mgt

Profile: Telecommunication network management and SCADA software targeted at owners of private and public telecommunication networks. Trouble Ticket, facility records, workforce and inventory management software targeted at the telecommunication industry.

DEST: Computer Aided Design

13484 - 72 Avenue
Surrey, B.C. V3W 2N8
Tel: 604-591-6650 Fax: 604-591-6650

Founded: Employees: 1-10

CEO: Mr. Hank DeSteur

Business Type: Professional services, Software products, Turnkey systems

Hardware: IBM PC

Operating System: DOS

Product Categories: CAD/CAM, Engineering, Graphics, Hardware Devices, Programming Language

Vertical Market Categories: Architecture, Construction, Manufacturing, Scientific/Technical

Profile: CAD Software for IBM Comp & MS-DOS (Custom) programming in Auto lisp. Engineering software training in generic CADD writing utilities (custom). Install turnkey CAD systems.

Dante Group Software Inc.

8120 - 113A Street
Delta, B.C. V4C 5B9
Tel: 604-596-0111 Fax:

Founded: 1989 **Employees:** 1-10

President: Mr. Roman Woroch

Business Type: Professional services

Hardware: IBM PC

Operating System: DOS, OS/2, UNIX

Product Categories: Graphics, Report Generation, Utilities, Laser Forms

Vertical Market Categories: Accounting, Custom Software, Energy Mgt/Utilities, Health Care/Medical, Legal, Manufacturing

Profile: We program forms that reside in laser printer memory where they can be triggered by many application software packages (both custom and packaged) and print simultaneously with user documents.

DataGuard Computer Management Ltd.

1621 Welch Street
North Vancouver, B.C. V7P 3G9
Tel: 604-986-4484 Fax: 604-986-8805

Founded: 1985 **Employees:** 1-10

President: Mr. Denis Webb
Business Type: Professional services, Third party maintenance, Turnkey systems

Hardware: IBM PC

Operating System: DOS, Novell

Product Categories: Accounting/Financial, Business Productivity, Data Acquisition/Masurement, Databases, Network/Related Products, Process Control

Vertical Market Categories: Accounting, Association/Membership, Banking, Custom Software, Data Acquisition/M Measurement, Finance, Government/Public Sector, Insurance, Legal, Maintenance/Facilities Mgt, Manufacturing, Transportation, Wholesale/Distributor

Profile: Turnkey and professional services using LAN technology and intelligent disk servers for high performance. Large storage systems, third-party software integration and customized applications. Products for MS-DOS and Novell Lan environments.

Datalynx Software Systems

#200, 185 Frolich Road
Kelowna, B.C. V1X 3M6
Tel: 604-765-1162 Fax: 604-765-5833

Founded: 1985 **Employees:** 1-10

President: Mr. Chris Chambers
Marketing Manager: Mr. Bob Breuer

Business Type: Software products, Turnkey systems

Hardware: IBM PC

Operating System: DOS, Lantastic, Novell, PCMos

Product Categories: Accounting/Financial, General Business, Network/Related Products/Point of Sale

Vertical Market Categories: Accounting, Retail,

Profile: Our G.A.S.Pak point of sale system is a very comprehensive integrated package. G.A.S.Pak includes general ledger, accounts receivable, accounts payable, inventory, assembly; Point of sale, quote system and a customer mail manager.

Datex Services Ltd.

5436 Victoria Drive
Vancouver, B.C. V5P 3V8
Tel: 604-321-5822 Fax: 604-324-6333

Founded: 1970 **Employees:** 26-50

President: Mr. Sio C. Treur
Manager: Mr. Nick Vanderstelt

Business Type: Processing services,
Professional services, Software products
Hardware: IBM PC, UNISYS Main-
frame
Operating System: DOS, OS/3

Product Categories: Accounting/
Financial, Data and Telecommunications,
Databases, Development Tools, General
Business, Programming Languages,
Report Generation, Spreadsheet, Statisti-
cal Analysis, Word Processors

Vertical Market Categories: Account-
ing, Association/Membership, Custom
Software, Data Conversion, Finance,
Food Services, Government/Public
Sector, Health Care/Medical, Insurance,
Printing & Publishing, Real Estate,
Wholesale/Distributor

Profile: Full range of Data processing
services - including Data Entry, Docu-
mentation and technical publishing, laser
and line printing. We do anything and
everything - using mainframe and PC
hardware on-line or batch processing.
Processing your data since 1970.

Didatech Software Ltd.

3812 William Street
Burnaby, B.C. V5C 3H9
Tel: 604-299-4435 Fax: 604-299-2428

Founded: 1983 **Employees:** 1-10

President: Mr. Paul Melhus
Director of Sales and Marketing: Mr.
Brian Sellstedt

Business Type: Software products
Hardware: IBM PC, Macintosh, Apple,
Commodore 64
Operating System: DOS, Macintosh,
Apple DOS

Product Categories: Educational

Vertical Market Categories: Education

Profile: Educational software for
Kindergarten to grade 12. Marketplace

Digital Dispatch Systems Inc.

7100 River Road
Richmond, B.C. V6X 1X5
Tel: 604-270-1171 Fax: 604-270-9160

Founded: 1987 **Employees:** 11-25

President: Mr. Vari Ghai

Business Type: Turnkey systems

Hardware: IBM PC, Sun, DEC

Operating System: UNIX

Product Categories: Data and Telecommunications, Development Tools

Vertical Market Categories: Transportation, Mobile Data & Communications

Profile: Mobile Data Communications for the Taxi, Courier, Police and Utilities markets. Specialize in application software development.

Digital Resource Systems Limited

402 - 495 Dunsmuir Street
Nanaimo, B.C. V9R 2V2
Tel: 604-753-7122 Fax: 604-753-1700

Founded: 1981 **Employees:** 26-50

President: Mr. Jim Spencer

VP, Marketing: Mr. Robert E.D
McCuaig

Business Type: Professional services, Software products, Turnkey systems

Hardware: IBM PC, Sun

Operating System: DOS, UNIX

Product Categories: Geographic Information Systems

Vertical Market Categories: Agriculture, Energy Mgt/Utilities, Engineering, Government/Public Sector, Scientific/Technical, Forestry, Environmental

Profile: The main company product is TerraSoft, a PC and workstation based Geographical Information System. TerraSoft is sold and supported in Canada, Norway, Sweden, United Kingdom, Italy, Spain, New Zealand, Singapore and Malaysia.

Driver Design Labs

2545 Queens Avenue
West Vancouver, B.C. V7V 2Y9
Tel: 604-925-2555 Fax: 604-926-8182

Founded: 1986 **Employees:** 1-10

President: Mr. George Pajari
VP, Marketing: Ms. Carolanne Reynolds

Business Type: Professional services

Hardware: IBM PC, Sun, All UNIX/
Xenix Systems

Operating System: UNIX

Product Categories: Documentation
Tools

Vertical Market Categories: Custom
Software

Profile: Driver Design Labs specializes in developing custom high-performance UNIX device drivers for independent hardware vendors and OEMs. ScreenGrabber is a software package for SCO UNIX and XENIX that performs the PrtSc (Print Screen) function.

Dynapro Systems Inc.

800 Carleton Court, Annacis Island
Delta, B.C. V3M 6L3
Tel: 604-521-3962 Fax: 604-263-1407

Founded: 1976 **Employees:** Over 100

President & CEO: Dr. Karl Brackhaus
Customer Services Manager: Mr. Greg J
Speakman

Business Type: Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: Data Acquisition/
Measurement, Hardware Devices, Process
Control

Vertical Market Categories: Manufac-
turing

Profile: Developer and manufacturer of software and hardware for the industrial marketplace. Products include color graphics operator interfaces, plant floor communications devices and industrial terminals.

ESI Software Inc.

201, 1544 Marine Drive
West Vancouver, B.C. V7V 1H8
Tel: 604-962-7885 Fax: 604-926-0442

Founded: 1980 **Employees:** 1-10

Owner/Manager: Mr. Rick Bath

Business Type: Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: Accounting/
Financial

Vertical Market Categories: Account-
ing, Custom Software, Legal, Wholesale/
Distributor

Profile: ESI Software Inc. develops, upgrades, and supports legal accounting software across Canada. The package is marketed and distributed through Safeguard Business Systems.

Earthprobe Systems Ltd.

#215- 10451 Shellbridge Way
Richmond, B.C. V6X 2W8
Tel: 604-278-7302 Fax: 604-278-7386

Founded: 1989 **Employees:** 1-10

President: Mr. David Vincent-Jones
Business Type: Professional services,
Software products, Turnkey systems

Hardware: IBM PC

Operating System: DOS

Product Categories: Remote Sensing

Vertical Market Categories: Custom
Software, Remote Sensing

Profile: Earthprobe Systems Ltd. has produced a low-cost, menu-driven, personal computer based image analysis software package. Image analysis software is useful in many fields, eg.: forestry, geology, oceanography, cartography & medicine.

Effective Software Promotions

1749 West 62nd Avenue

Vancouver, B.C. V6P 2G1

Tel: 604-261-2968 Fax: 604-222-3332

Founded: 1989 **Employees:** 1-10

President: Robin Coates

Business Type: Professional services

Hardware: IBM PC

Operating System: DOS

Product Categories:

Vertical Market Categories:

Profile: ESP produces demonstration diskettes to sell, inform, and teach software to potential customers. ESP also does some custom software for PC's using MS COBOL in business applications.

Eos Systems Inc.

3426 West 12th Avenue

Vancouver, B.C., B.C. V6R 2N1

Tel: 604-734-8655 Fax: 604-734-8655

Founded: 1990 **Employees:** 1-10

President: Mr. Alan Walford

V.P. Marketing: Mr. Ron Lake

Business Type: Software products,

Turnkey systems

Hardware: IBM PC, Sun

Operating System: DOS, OS/2, UNIX

Product Categories: CAD/CAM, Data

Acquisition/Measurement, Engineering,

Scientific

Vertical Market Categories: Architec-

ture, Construction, Data Acquisition/

Measurement, Engineering, Manufactur-

ing, Scientific/Technical

Profile: A developer of three dimensional measurement systems for industrial, architectural and medical applications. These systems use still video to quickly capture accurate 3D dimensional information along with other object details such as colour and texture.

Epic Data Inc.

7280 River Road
 Richmond, B.C. V6X 1X5
 Tel: 604-273-9146 Fax: 604-273-1830

Founded: 1974 **Employees:** Over 100

President: Mr. Alex Klopfer
V.P. Marketing: Mr. Neil McDonnell

Business Type: Manufacturer, Software products, Turnkey systems

Hardware: IBM PC, DEC, HP

Operating System: DOS, UNIX, VMS

Product Categories: Data Acquisition/
 Measurement, Data Collection, Hardware
 Devices, Network/Related Products,
 Operating Systems, Programming
 Languages

Vertical Market Categories: Aerospace
 & Defense, Airlines, Government/Public
 Sector, Manufacturing, Printing &
 Publishing, Transportation, Wholesale/
 Distributor

Profile: Epic Data designs, manufactures and markets microprocessor based data collection systems. Our fully integrated solutions include sophisticated yet user-friendly controllers, terminals, operating, communication and application software, consultation and full service. The terminal product line includes industrial or office compatible portable, fixed, radio frequency and telephone data terminals. Controllers range from a host programmable control unit, able to manage up to 24 terminals to a network control unit capable of managing a network of 1336 terminals. Our expertise lies in adapting microprocessor technology to data collection applications including support of both standard and custom hardware and software.

Esti-Mate

6051 Tiffany Blvd.
 Richmond, B.C. V7C 4X7
 Tel: 604-278-0445 Fax: 604-278-7431

Founded: 1987 **Employees:** 1-10

CEO: Mr. Tony Aldridge
Export Contact: Gary St. Arnaud

Business Type: Professional services,
 Software products, Turnkey systems

Hardware: IBM PC, Macintosh

Operating System: DOS, Macintosh

Product Categories: Data Acquisition/
 Measurement, Databases

Vertical Market Categories: Construc-
 tion, Custom Software

Profile: Developers of estimating systems (software & hardware) primarily for building contractors, turnkey estimating systems, digitizers, databases with training and support to users, etc. Estimating software for all purposes. Digitizers for reading blueprints.

Evergreen International Technology Inc.

315 Mountain Highway
North Vancouver, B.C. V7J 2K7
Tel: 604-986-6121 Fax: 604-980-7121

Founded: 1989 **Employees:** 11-25

President and CEO: Susan Smith
VP, Sales & Marketing: Robert
Simington

Business Type: Professional services,
Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: Development
Tools, Computer Based Training &
Communications

Vertical Market Categories: All Types
of Markets

Profile: Evergreen is a computer software developer and marketer internationally recognized for its computer based end user performance enhancement products utilizing patented concurrent technology. Included are products for development and presentation of task training, task assistance, on screen references and documentation and PC to PC support communications.

Expertware Development Corp.

1005 Cook Street
Victoria, B.C. V8V 3Z6
Tel: 604-381-5955 Fax: 604-388-5663

Founded: 1985 **Employees:** 1-10

President: Mr. Andrew D. Laks
Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Computer Aided
Software Eng, Engineering, Expert
Systems, Scientific Mathematical,
Spreadsheet

Vertical Market Categories: Custom
Software, Engineering, Scientific/
Technical

Profile: Expertware Development Corporation develops computer software and expert systems for engineering, scientific and professional applications with emphasis on user-interfaces, documentation and computerized design and drafting. Its products include software packages for civil and structural engineering, public works analysis, surveying and mapping.

Eyetel Communications Inc.

320 - 522 7th Street
New Westminster, B.C. V3M 5T5
Tel: 604-525-2511 Fax: 604-525-3455

Founded: 1989 **Employees:** 1-10

President: Mr. Robert Calis

Manager: Donna Harkonen

Business Type: Software products,
Turnkey systems

Hardware: IBM PC, Macintosh

Operating System: DOS

Product Categories: Data and Telecommunications, General Business, Graphics, Hardware Devices

Vertical Market Categories: Architecture, Education, Engineering, Government/Public Sector, Health Care/Medical, Real Estate, Wholesale/Distributor

Profile: EyeTel Communications Inc. are developers of the Interactive Dynamic System or IDDS. This system is an innovative, interactive system which is PC based and works within a "windows" environment. It is capable of two-way transmission of voice, data and graphics, along with high resolution still colour images over regular or cellular phone lines; or motion video images over high speed data lines. To set this system above the rest, EyeTel has integrated on-screen writing capability through use of a "mousepen", thus ensuring visually accurate communications between users.

Faximum Software Inc.

Suite 300, 1497 Marine Drive
West Vancouver, B.C. V7T 1B8
Tel: 604-925-3600 Fax: 604-926-8182

Founded: 1990 **Employees:** 1-10

President: Mr. George Pajari

VP, Marketing: Ms. Carolanne Reynolds

Business Type: Software products

Hardware: IBM PC, Sun, Various UNIX Systems

Operating System: UNIX

Product Categories: Data and Telecommunications, Fax

Vertical Market Categories:

Profile: Faximum combines the power of UNIX with the ease of fax to deliver the ultimate in computer fax communications. The user-friendly software supports scanners, laser printers, multiple telephone lines, intelligent least-cost routing, selective toll restrictions, and many other features.

First Watercount Systems Corp.

595 West 24th Avenue
Vancouver, B.C. V5Z 2B5
Tel: 604-876-2440 Fax: 604-876-4462

Founded: 1989 **Employees:**

President: Dr. Yves Bajard, DSc PEng

Business Type: Professional services, Turnkey systems

Hardware: IBM PC, Sun

Operating System: DOS, UNIX

Product Categories: Integrated Systems

Vertical Market Categories: Hydrologic & Hydro, Environmental Data Mgt

Profile: COMPTEAU Systems and associated products and services are a combination of methods, computer hardware, data gathering equipment, hydrologic and hydro-environmental software tailored to local conditions in critical areas, information communication and user support services aiming at improving decision making towards sustainability in communities under strain. Clients are: Municipal and Regional Governments and associations of represented users.

FirstClass Systems Corp.

200-1456 Johnston Road
White Rock, B.C. V4B 3Z5
Tel: 604-538-7246 Fax: 604-538-2896

Founded: 1987 **Employees:** 26-50

President: Mr. Ken Tongue

Vice President: Mr. Ken Harrap

Business Type: Professional services, Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: Computer Based Training

Vertical Market Categories: Technical Training

Profile: FirstClass Systems develops and sells technical training aimed primarily at application programmers working on IBM mainframe. Courses are computer based and operate on stand alone PC's, LANs and intelligent workstations. FirstClass also develops custom CBT.

Folkstone Design Inc.

Box 44

Grantham's Landing, B.C. V0N 1X0

Tel: 604-886-4502 Fax:

Founded: 1984 **Employees:** 1-10

Partner: Luinda Bleackley

Partner: Scott Bleackley

Business Type: Professional services,
Software products

Hardware: Macintosh

Operating System: Macintosh

Product Categories: Databases,
Educational, Expert Systems, Graphics,
Network/Related Products

Vertical Market Categories: Education,
Health Care/Medical, Home/Consumer,
Maintenance/Facilities Mgt

Profile: We are interested in developing long term, knowledge intensive, vertical market products as a joint venture with a company or group of companies that share a specific area of expertise. For example: AnaTomist(TM) is a new multimedia, CD-ROM product developed in conjunction with Harper Collins Publishers, NY.

FORTRENDS Consulting Inc.

1006 Government Street

Victoria, B.C. V8W 1X7

Tel: 604-385-4468 Fax: 604-385-1442

Founded: 1989 **Employees:** 11-25

Manager: Don Reimer

Business Type: Processing services,
Professional services, Software products,
Turnkey systems

Hardware: IBM PC, DEC VAX

Operating System: DOS, VAX VMS

Product Categories: CAD/CAM, Data
Acquisition/Measurement, Databases,
Expert Systems, Scientific Mathematical,
Statistical Analysis

Vertical Market Categories: Agricul-
ture, Custom Software, Data Acquisition/
Measurement, Data Conversion, Scien-
tific/Technical, Forestry

Profile: Fortrends develops and imple-
ments integrated systems for natural
resources management. Typical systems
for forestry include forest resource
inventory, growth projection, silvicultural
planning and history records management
systems, forest management planning and
financial analysis modulation. All
modules can be linked to GIS systems.

Fountain Software Ltd.

2475 West 37th Avenue
 Vancouver, B.C. V6M 1P4
 Tel: 604-266-3122 Fax: 604-263-7408

Founded: 1985 **Employees:** 1-10

Manager: Mr. George Chapman
Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Business Productivity, Report Generation

Vertical Market Categories: Legal

Profile: Computer conveyancing software for use by Lawyers & Notaries in British Columbia.

Fraser Valley Computer Applications

3803 Chadsey Crescent
 Abbotsford, B.C. V2S 7A2
 Tel: 604-853-8620 Fax: 604-859-1360

Founded: 1989 **Employees:** 1-10

President: Mr. Marilyn Stewart-Cadwell
Business Type: Professional services, Software products, Turnkey systems
Hardware: IBM PC
Operating System: DOS

Product Categories: Business Productivity, Databases, Development Tools, Educational, General Business, Report Generation, Sales-Related Systems, Spreadsheet, Utilities, Word Processors

Vertical Market Categories: Custom Software, Education, Health Care/Medical, Retail, Data Base Marketing

Profile: Fraser Valley Computer Applications and Training designs custom Education/training packages for individuals and business to achieve greater productivity from the computer. Specializing in the administration and marketing area's.

Gamma Communications Corp.

5852 East Sooke Road

R.R.#1

Sooke, B.C. V0S 1N0

Tel: 604-642-3571 Fax: 604-642-7155

Founded: 1983 **Employees:** 1-10

President: Dr. George May

Business Type: Professional services,
Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: Interactive,
Graphics/Text Communication

Vertical Market Categories: Architecture, Banking, Construction, Custom Software, Education, Energy Mgt/Utilities, Engineering, Government/Public Sector, Health Care/Medical, Home/Consumer, Legal, Maintenance/Facilities Mgt, Manufacturing, Printing & Publishing, Real Estate, Scientific/Technical, Transportation

Profile: Interactive Graphics/Text Communications system permits exchange of complex ideas over the phone or a radio channel. Software only system using keyboard and a mouse or software and hardware system with direct writing on screen using lightpen available. IBM or Compatible only.

GDT Softworks Inc.

188 4664 Lougheed Highway

Burnaby, B.C. V5C 6B7

Tel: 604-291-9121 Fax: 604-291-9689

Founded: 1984 **Employees:** 1-10

President: Mr. Gary McIntosh

Business Type: Professional services,
Software products

Hardware: Macintosh

Operating System: Macintosh

Product Categories: Business Productivity

Vertical Market Categories:

Profile: Printer drivers by GDT allow the use of printers commonly used in the IBM world to fully function with Macintosh computers. Samples of supported printers include Brother, Canon, Hewlett Packard, Citizen, Panasonic, Roland and many more.

GEMCOM Services Inc. GetC Software Inc.

#901 - 580 Hornby Street
 Vancouver, B.C. V6C 3B6
 Tel: 604-684-6550 Fax: 604-684-3541

Founded: 1985 **Employees:** 11-25

Chairman: A Robertson
President: Peter J Franklin

Business Type: Professional services,
 Software products

Hardware: IBM PC, Sun

Operating System: DOS, UNIX

Product Categories: Databases,
 Engineering, Environment, Mining

Vertical Market Categories: Agriculture, Association/Membership, Construction, Education, Energy Mgt/Utilities, Engineering, Government/Public Sector, Health Care/Medical, Manufacturing, Printing & Publishing, Scientific/Technical, Transportation, Mining & Exploration, Hazardous Materials Management.

Profile: GEMCOM Services Inc. specializes in the production, marketing of service and support of software for the Mining and Exploration industry and the management of hazardous materials (WHIMS-compliant). GEMCOM has agents in 9 countries with offices in Vancouver and Toronto. Installed based is now greater than 600 systems.

2nd Floor, 1280 Seymour Street
 Vancouver, B.C. V6B 3N9
 Tel: 604-684-3230 Fax: 604-689-1401

Founded: 1982 **Employees:** 1-10

President: Mr. Art Bayne
Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Utilities

Vertical Market Categories: Any type
 of Market

Profile: GetC produces the LAZY SUSAN Hard Disk Menu System and File Shuttle Xpress: hard disk file manager, file transfer for Windows 3.0, DOS. OS/2 (DOS Box), and for Networks including Novell.

Giampa TextWare Corp.

1340 East Pender Street
 Vancouver, B.C. V5L 1V8
 Tel: **604-253-0815** Fax: 604-255-2601

Founded: 1987 **Employees:** 1-10

President: Gerald Giampa
VP, Marketing: Michael Burson

Business Type: Software products
Hardware: IBM PC, Macintosh
Operating System: DOS, Macintosh

Product Categories: Fonts

Vertical Market Categories: education, Engineering, Finance, Home/Consumer, Insurance, Legal, Printing & Publishing

Profile: Giampa TextWare is reproducing in digital format over 2000 families of typefaces from the historic Lanston Machine Co. of Philadelphia, PA (more than 100 years of typeface design and production) for use on desktop publishing systems.

Glen Cooper & Associates Ltd.

#500, 1190 Melville Street
 Vancouver, B.C. V6E 3W1
 Tel: **604-681-2054** Fax: 604-684-9837

Founded: 1987 **Employees:** 1-10

President: Mr. Glen Cooper
Business Type: Professional services, Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Engineering, Expert Systems, General Business, Scientific Mathematical

Vertical Market Categories: Agriculture, Custom Software, Engineering, Government/Public Sector, Health Care/Medical, Scientific/Technical Manpower Scheduler - Automated shift scheduling.

Profile: ISCN Expert - Expert system for Medical Genetics

Graphictext Applications

815 Princess Avenue
Vancouver, B.C. V6A 3E5
Tel: 604-255-8077 Fax: 604-683-3510

Founded: 1986 **Employees:** 1-10

Director: Mr. Larry Defehr
Business Type: Software products
Hardware: Macintosh
Operating System: Macintosh

Product Categories:

Vertical Market Categories: Agriculture, Architecture, Banking, Construction, Data Acquisition/M Measurement, Data Conversion, Education, Energy Mgt/Utilities, Engineering, Finance, Government/Public Sector, Health Care/Medical, Home/Consumer, Maintenance/Facilities Mgt, Manufacturing, Scientific/Technical.

Profile: ConvertUnits is a unit of measurement conversion program for the Macintosh. Targeted at business, science and education.

Group West Systems Ltd.

3012 Boundary Road
Burnaby, B.C. V5M 4A1
Tel: 604-437-3376 Fax: 604-435-1450

Founded: 1976 **Employees:** 26-50

President: Mr. Bill Ste. Marie
Business Type: Professional services, Software products, Turnkey systems
Hardware: IBM AS/400, RISC SYSTEM/6000, S/38, S/36
Operating System: OS/400, UNIX(AIX)

Product Categories: Accounting/Financial, Business Productivity, Computer Aided Software Eng

Vertical Market Categories: Construction, Custom Software, Data Conversion, EDI, Manufacturing, Wholesale/Distributor, Shop Floor Data Collection

Profile: Group West has been installing Total System Solutions for our customers for 14 years. We specialize in mini computer based systems and provide packaged software, system integration expertise, as well as consulting and education.

GRSI Graphic Response Systems Inc.

#315, 4940 Canada Way
Burnaby, B.C. V5G 4K6
Tel: 604-294-0290 Fax: 604-294-1816

Founded: 1989 **Employees:** 26-50

President: Mr. W. Tomkinson

Business Type: Software products

Hardware: IBM AS/400

Operating System: OS/2

Product Categories: Accounting/
Financial, General Business

Vertical Market Categories: Account-
ing, Education, Finance, Government/
Public Sector, Maintenance/Facilities
Mgt, Manufacturing, Transportation

Profile: GRSI Graphic Response Systems
Inc. offer IBM AS/400 and SAA
experience to our clientele. GRSI is able
to provide computer solutions which
blend and combine Geographic Data
Base, Financial and Operations functions.

HTS Hi-Tech Systems Ltd.

102-3350 Douglas Street
Victoria, B.C. V8Z 3L1
Tel: 604-382-6313 Fax: 604-382-7774

Founded: 1984 **Employees:** Over 100

President: Mr. Chris Dubetz

Business Type: Processing services,
Professional services, Software products

Hardware:

Operating System: MUS-XA

Product Categories: Development
Tools, General Business, EDI, MVS
"Load & Go"

Vertical Market Categories: Custom
Software, Government/Public Sector,
Health Care/Medical, Out Sourcing, Data
Centre Service

Profile: Employee owned company
providing a variety of services including
the facilities management of the BC
government's 3090-600 complex. HTS
also provides data centre out sourcing
services and MVS remote support, MVS
load and go product development, and
M400/MVS.

Hart Software Inc.

#303-1847 West Broadway
Vancouver, B.C. V6J 1Y6
Tel: 604-732-4278 Fax:

Founded: 1986 **Employees:** 1-10

President: Mr. Jim McLachlan

Business Type: Professional services,
Software products, Turnkey systems

Hardware: IBM PC, Alloy Computer
Products

Operating System: DOS

Product Categories: Accounting/
Financial, Business Productivity,
Databases, General Business, Report
Generation, Sales-Related Systems

Vertical Market Categories: Account-
ing, Custom Software, Government/
Public Sector, Real Estate, Wholesale/
Distributor, Automotive

Profile: Business and systems analysis.
Systems integration, planning and design
with a strong background in accounting
procedures, controls and audit trails.
Custom programming in CLIPPER using
IBM and compatible as a hardware
platform.

Health Care Systems Inc.

100 - 13511 Commerce Parkway
Richmond, B.C. V6V 2J8
Tel: 604-273-4900 Fax: 604-273-2764

Founded: 1982 **Employees:** Over 100

President: Mr. R. Hawkins

Business Type: Turnkey systems

Hardware: IBM PC, VAX

Operating System: UNIX, VMS

Product Categories: Accounting/
Financial, Integrated Hospital Informa-
tion System

Vertical Market Categories: Health
Care/Medical

Profile: HCS is a vendor of an integrated
information system for hospitals.

Hoopand Software Development

500 - 1190 Melville Street
Vancouver, B.C. V6E 3W1
Tel: 604-662-8842 Fax: 604-684-9837

Founded: 1985 **Employees:** 1-10

President: Hamid Pasha

Business Type: Professional services,
Software products, Turnkey systems

Hardware: IBM PC

Operating System: DOS

Product Categories:

Vertical Market Categories: Retail,
Wholesale/Distributor

Profile: Fashion retailing and distributing software.

iData Systems Inc.

1779 East 3rd Avenue
Vancouver, B.C. V5N 1H3
Tel: 604-254-4115 Fax: 604-253-3073

Founded: 1985 **Employees:** 1-10

President: Mr. Richard Gutter

Marketing Rep.: Mr. Co Boer

Business Type: Software products

Hardware: IBM PC

Operating System: DOS, UNIX

Product Categories: Registry Systems
(Livestock)

Vertical Market Categories: Govern-
ment/Public Sector

Profile: The BRS-3000 is a complete PC-
Based brand registry system for image/
text data management, image conflict
checking, correspondence generation and
book production.

Impex Controls Ltd.

1748 West 2nd Avenue
Vancouver, B.C. V6J 1H6
Tel: 604-737-0303 Fax: 604-737-0069

Founded: 1985 **Employees:** 11-25

CEO: Mr. Reg Moffat
VP, Exports: Mr. Darryl K Saunders

Business Type: Software products
Hardware: IBM PC, Data General
Operating System: DOS, AOS / VS2

Product Categories: Access Control,
Patient Tracking

Vertical Market Categories: Access
Control, Patient Tracking

Profile: Impex Controls manufactures software and hardware for three distinct applications: 1. Access Control, 2. Patient Tracking, 3. Asset Control. These systems can be integrated and are utilized from single door/zones to large, multi-building institutional environments. Operating platforms include DOS, LAN, Host Remote, and AOS/VS.

Industrial Relations Products Ltd.

#1010, 510 Burrard Street
Vancouver, B.C. V6C 3A8
Tel: 604-688-6468 Fax: 604-687-0023

Founded: 1975 **Employees:** 1-10

President & CEO: Mr. Jim Clifford
Consultant: Mr. Tom Kruse

Business Type: Professional services,
Software products

Hardware: IBM PC
Operating System: DOS

Product Categories: Business Productivity, Human Resource, Costing/Forecasting

Vertical Market Categories: Human Resources (Cross-Sector), Management Consulting

Profile: Affiliated with The Clifford, Montgomery Group Ltd., a full service Human Resource/Labour Relations and Management consulting firm. THE NEGOTIATOR: Complete labour costing and productivity software for DOS environment. Quantifies impact at Human Resource policy decisions and practices on labour cost and work force productivity. Users include Strategic Planners, Labour Negotiators, Senior/Line Managers, Consultants, Financial Officers, etc. Training and free support provided.

InfoDisk Technology Corp

Unit #10, 650 Clyde Avenue
West Vancouver, B.C. V7T 1E2
Tel: 604-925-1373 Fax: 604-925-1336

Founded: 1989 **Employees:** 1-10

President: Mr. Paul Jones
Business Type: Professional services,
Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Databases, Sales-
Related Systems

Vertical Market Categories: Associa-
tion/Membership, Home/Consumer,
Manufacturing, Retail, Wholesale/
Distributor

Profile: InfoDisk is in the business of creating simple to use PC based electronic catalogues containing detailed product information, specifications, descriptions and price lists. The catalogue is distributed with software which gives users search and select access to the product database.

InfoPro Systems Corp.

2525 Cape Horn Avenue
Coquitlam, B.C. V3K 1K3
Tel: 604-526-8808 Fax: 604-526-8886

Founded: 1981 **Employees:** 1-10

CEO: Mr. Allan Wilson
Business Type: Processing services,
Professional services
Hardware: IBM PC
Operating System: DOS, OS/2

Product Categories: Accounting/
Financial, Business Productivity, Data
Acquisition/Measurement, Data and
Telecommunications, Databases, General
Business, Graphics, Report Generation

Vertical Market Categories: Account-
ing, Construction, Custom Software, Data
Acquisition/Measurement, Data Conver-
sion, Education, Government/Public
Sector, Transportation, Wholesale/
Distributor

Profile: InfoPro is a supplier of custom software. We design, develop and implement complete systems in accordance with your specific requirements. Our primary development tool is Clipper. Our client applications are broad based among a variety of industries.

Inmax Publishing Ltd.

302 - 120 Lynn Valley Road
North Vancouver, B.C. V7J 2A2
Tel: 604-980-9991 Fax: 604-983-2728

Founded: 1988 **Employees:** 1-10

President: Mr. Daniel Phillips

Sales Manager: Mr. Paul Phillips

Business Type: Professional services,
Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: Project Planning

Vertical Market Categories: Agriculture, Architecture, Construction, Custom Software, Data Acquisition/Measurement, Education, Energy Mgt/Utilities, Engineering, Food Services, Government/Public Sector, Health Care/Medical, Home/Consumer, Maintenance/Facilities Mgt, Manufacturing,

Profile: Project planning and Scheduling software produced for IBM PC and clone computers. Custom design and development of software. Software consulting services.

Intelligent Software Engineering

4769 Ambleswood Drive
Victoria, B.C. V8Y 2S2
Tel: 604-658-8264 Fax: 604-743-4122

Founded: 1989 **Employees:** 1-10

CEO: Mr. Clifford Symons

Export Contact: Mr. Dirk Kessler

Business Type: Professional services,
Software products

Hardware: IBM PC, Macintosh

Operating System: DOS, Macintosh,
OS/2, UNIX, DEC VMS, IBM CMS

Product Categories: Educational,
Nutrition Analysis

Vertical Market Categories: Custom Software, Food Services, Health Care/
Medical

Profile: FoodPerfect: MS-DOS based Nutrition Analysis Program. Supports mouse interface and makes extensive use of graphics. Food Service Tray Production System: Generates patient tray tickets and production data reports. Custom Development: Specializing in C and C++ on MS-DOS, UNIX, Macintosh and OS/2 platforms.

Intermedic Services

#111, 3960 Quadra Street
 Victoria, B.C. V8X 4A3
 Tel: 604-727-3141 Fax: 604-727-6500

Founded: 1981 **Employees:** 11-25

President: Mr. Kirk Foley
General Manager (BC): Ms. Susan Nielsen

Business Type: Processing services, Professional services, Software products
Hardware: IBM PC
Operating System: DOS, Lantastic

Product Categories: Databases, Network/Related Products, Report Generation, Medical Billing Software

Vertical Market Categories: Health Care/Medical

Profile: Medical billing software for PC's targeted at health practitioners billing multiple payment agencies. Statistical and full Accounts Receivable capability. Single PC or networked applications.

International Library Systems Corp.

320 - 2600 Granville Street
 Vancouver, B.C. V6H 3V3
 Tel: 604-734-8882 Fax: 604-734-8854

Founded: 1989 **Employees:** 26-50

President: Mr. Ron Aspe
Business Administrator: Leanne Cowie

Business Type: Software products
Hardware: IBM PC, DEC VAX
Operating System: DOS, VMS, NOVELL

Product Categories: Business Productivity

Vertical Market Categories: Library, Records Management

Profile: A world leader in software development, International Library Systems designs, manufactures, markets, and services both the Sydney Library System and Sydney Plus/RM records management software. Their customer list is almost exclusively comprised of Fortune 1000 corporations, government agencies, medical institutions, law practices, and academic facilities.

Jasco Research Ltd.

102, 9865 West Saanich Road
Sidney, B.C. V8L 3S1
Tel: 604-656-0656 Fax: 604-656-5833

Founded: 1983 **Employees:** 11-25

President: Dr. Joseph Scrimger
Business Type: Professional services,
Software products, Turnkey systems
Hardware: IBM PC
Operating System: DOS

Product Categories: Hardware Devices,
Scientific Mathematical, Spreadsheet,
DSP Workstation

Vertical Market Categories: Scientific/
Technical

Profile: SPAWN provides a complete software environment for the carrying out of signal processing operations on either real or simulated signals and provides the users of the various co-processor, A-D and other boards supported by PC's with a full line of graphics and manipulation tools.

KEA Systems Ltd.

3738 North Fraser Way
Unit 101
Burnaby, B.C. V5J 5G1
Tel: 604-431-0727 Fax: 604-431-0818

Founded: 1975 **Employees:** 11-25

President: Mr. Jim Elliott
VP, Marketing: Mr. Eric Alexandre

Business Type: Software products
Hardware: IBM PC

Operating System: DOS, UNIX

Product Categories: Terminal Emulation

Vertical Market Categories: Education,
Government/Public Sector, General
Business

Profile: KEA Systems Ltd. is a software development company specializing in terminal emulation and communications products. The ZSTEM and KEAterm families of terminal emulation software allows the IBM PC/XT/AT/PS2 to operate as DECVT52, VT100, VT220/320, VT240/340 or VT420 terminals.

KIS Information Systems Inc

3732 West Broadway
Vancouver, B.C. V6R 2C1
Tel: **604-222-2252** Fax: 604-222-3332

Founded: 1979 **Employees:** 1-10

President: Mr. Walden Kunz
VP, Sales & Marketing: Mr. Carl Rogger

Business Type: Software products
Hardware: IBM PC
Operating System: DOS, Windows 3.0

Product Categories: Accounting/
Financial

Vertical Market Categories: Accounting

Profile: Developer of accounting software for small business and accounting firms. Module includes billing, accounts payable & receivable, general ledger, and bank reconciliation, date import/export, payroll, and client write-up.

LIST Foundation

800 Hornby Street
Vancouver, B.C. V6Z 2C5
Tel: **604-660-3296** Fax: 604-660-6975

Founded: 1989 **Employees:** 11-25

President: Mr. John Hogarth
Director of Marketing: Chamkaur Cheema

Business Type: Professional services,
Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Business Productivity, Databases, Expert Systems

Vertical Market Categories: International Trade

Profile: TradeRef is an electronic database containing US & Canadian trade laws, tariffs & regulations. Information can be searched using product classification codes or key words. There is also an expert system to determine rules of origin under the Free Trade Agreement.

Lehdar Systems Corp.

100 - 1062 Homer Street
 Vancouver, B.C. V6B 2W9
 Tel: 604-683-1757 Fax: 604-669-8250

Founded: 1982 **Employees:** 1-10

President: Mr. Raghu Lehdar
Business Type: Software products,
 Turnkey systems

Hardware: IBM PC
Operating System: DOS

Product Categories: Accounting/
 Financial, Utilities, Word Processors,
 PCB CAD system, Chip Design.

Vertical Market Categories: Account-
 ing, Printing & Publishing, PCB Manu-
 facturing.

Profile: Our company products
 LEHDAR S.B. ACCOUNTANT and
 LEHDAR S.B. UPSTART, are a combi-
 nation of accounting, tele-marketing, auto
 dialer, wordprocessor and menuing
 systems for small business. Company
 objective: Simplicity and affordability for
 small business.

Lynx Geosystems Inc.

#400 - 1199 West Pender Street
 Vancouver, B.C. V6E 2R1
 Tel: 604-682-5484 Fax: 604-669-3659

Founded: 1987 **Employees:** 11-25

President: Ed Rychkun
Office Manager: Roberta Pak

Business Type: Professional services,
 Software products

Hardware: Sun, IBM RS 6000, HP
 Workstation, IBM PC Compatible
Operating System: DOS, UNIX

Product Categories: Engineering,
 Modelling Graphics

Vertical Market Categories: Engineer-
 ing, Scientific/Technical, Mining
 Environment

Profile: Lynx Geosystems develops and
 markets an interactive graphics applica-
 tion based on 3D modelling to the
 international mining and geotechnical
 industry.

MacDonald Dettwiler

13800 Commerce Parkway
 Richmond, B.C. V6V 2J3
 Tel: 604-278-3411 Fax: 604-278-2117

Founded: 1989 **Employees:** Over 100

President & CEO: Mr. John Pitts
Business Type: Professional services,
 Software products, Turnkey systems
Hardware: IBM PC, Macintosh, Sun,
 DEC Tandem
Operating System: DOS, Macintosh,
 UNIX, DEC Tandem

Product Categories: Data Acquisition/
 Measurement, Engineering, Expert
 Systems, Hardware Devices, Operating
 Systems, Scientific Mathematical

Vertical Market Categories: Custom
 Software, Data Acquisition/Measurement,
 Engineering, Manufacturing, Scientific/
 Technical, Transportation

Profile: MacDonald Dettwiler is an international leader in advanced systems development for the aerospace, defence, and electronics manufacturing industries. Founded in 1969 the company was launched to success as a major supplier of ground processing systems for the remote-sensing Landsat satellites. Today MacDonald Dettwiler is the worlds largest supplier of turnkey remote-sensing satellite ground stations, and has branched out into air traffic control and flight data management systems, weather information processing and distribution systems, surveillance systems, and systems for the acquisition and processing of optical, radar and sonar images from spaceborne, airborne and shipborne sensors.

Mainframe Assoc.

2519 Kenworth Road
 Nanaimo, B.C. V9T 3M4
 Tel: 604-758-7322 Fax: 604-758-0121

Founded: 1984 **Employees:** 11-25

President: Mr. Shaun Sweeny
Business Type: Software products,
 Turnkey systems
Hardware: Software products, Turnkey
 systems
Operating System: Theos

Product Categories: Accounting/
 Financial, Sales-Related Systems

Vertical Market Categories: Account-
 ing, Manufacturing, Retail, Wholesale/
 Distributor

Profile: Mainframe Assoc. is a developer of a point of sale inventory control system. We install the complete system, provide training, and ongoing client support.

McCarney Technologies Inc.

1774 West 2nd Avenue
Vancouver, B.C. V6J 1H6
Tel: 604-732-5946 Fax: 604-732-6390

Founded: 1989 **Employees:** 11-25

President: Mr. James McCamey
Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Data Acquisition/
Measurement, Engineering, Expert
Systems, Vehicle Diagnostic Systems

Vertical Market Categories: Custom
Software, Engineering, Transportation,
Vehicle Diagnostic Systems

Profile: McCarney Technologies Inc.
specializes in the development of
automotive engine analysis software and
hardware products. The system is a PC
based analytical tool designed to analyze
today's automobiles.

MedCal Data Systems Ltd.

300, 1682 West 7th Avenue
Vancouver, B.C. V6J 4S6
Tel: 604-732-1134 Fax: 604-732-3541

Founded: 1979 **Employees:** 1-10

General Manager: Mr. Alan Wild
VP, Sales: Mr. Phil Kline

Business Type: Professional services,
Software products, Turnkey systems
Hardware: IBM PC, Sun, DG, DEC,
ALTOS, HP, IBM Mainframe
Operating System: DOS, OS/2, UNIX,
MUMPS, VMS

Product Categories: Databases,
Statistical analysis

Vertical Market Categories: Health
Care/Medical, Prisons

Profile: Complete medical record system
for Doctor's offices, clinics, outpatient
departments, and prisons. Includes
patient scheduling, medical record,
medication, laboratory transfer, billing,
and accounting. Occupational Health
modules are also provided. Written in
MUMPS which operates on most mini's
and micro's.

Memex Software

200 - 1600 West 6th Avenue
 Vancouver, B.C. V6J 1R3
 Tel: 604-731-0831 Fax: 604-738-4661

Founded: 1988 **Employees:** 1-10

President: Warren McKay
Marketing Manager: Patrick Payne

Business Type: Processing services,
 Professional services, Software products,
 Third party maintenance, Turnkey
 systems

Hardware: IBM PC, VAX
Operating System: DOS, VMS

Product Categories: Data and Telecom-
 munications, Network/Related Products,
 Report Generation, Statistical Analysis

Vertical Market Categories: Custom
 Software, Data Conversion, Broadcasters/
 Communications

Profile: Memex Software markets a
 program inventory management and
 scheduling software called the Ability
 Broadcast Center (ABC) to the television
 industry. ABC is a comprehensive fully
 integrated programming / operations
 system. Memex also provides training
 support customization and data conver-
 sion services.

Meta Data Pacific Ltd.

4510 West 7th Avenue
 Vancouver, B.C. V6R 1X3
 Tel: 604-224-3101 Fax: 604-685-1818

Founded: 1982 **Employees:** 1-10

President: Mr. Julian Hoogstra
Business Type: Professional services
Hardware: IBM PC
Operating System: DOS

Product Categories: Databases

Vertical Market Categories: Associa-
 tion/Membership, Custom Software,
 Legal

Profile: Specialists in custom develop-
 ment of applications using IBM compat-
 ible microcomputer hardware and
 software. Several legal and automotive
 packages available.

Metasoft Systems

2nd Floor - 575 Richards Street
 Vancouver, B.C. V6B 2Z5
 Tel: 604-683-6711 Fax: 604-669-3562

Founded: 1989 **Employees:** 1-10

Managing Director: Mr. Trevor Skillen

Business Type: Professional services

Hardware: IBM PC, IBM S/370

Operating System: DOS, OS/2, MVS

Product Categories: Accounting/
 Financial, Data and Telecommunications,
 Databases, Network/Related Products

Vertical Market Categories: Banking,
 Custom Software, Finance, Insurance,
 Manufacturing, Transportation

Profile: Custom developer of PC, LAN
 and IBM 370 based systems for FP500
 and Government markets.

Micro Computer Services Ltd. (MCS)

28 - 91 Golden Drive
 Coquitlam, B.C. V3K 6R2
 Tel: 604-941-3895 Fax: 604-941-2537

Founded: 1980 **Employees:** 1-10

President: Mr. Harry Dollard

Business Type: Software products,
 Turnkey systems

Hardware: IBM PC

Operating System: DOS, Concurrent
 DOS

Product Categories: Accounting/
 Financial, Business Productivity

Vertical Market Categories: Account-
 ing, Construction, Manufacturing, Retail,
 Wholesale/Distributor

Profile: MCS is the developer of Kalypso
 (Tm) Business Management System
 Software. Primary market is the 3 - 20
 employee BC/Canadian business engaged
 in retailing, wholesale/distribution and
 construction.

Microlight Graphics Ltd.

4438 Valencia Avenue
North Vancouver, B.C. V7N 4B1
Tel: 604-980-5353 Fax:

Founded: 1985 **Employees:** 1-10

President: Mr. J. Whalen

Business Type: Processing services, Professional services, Software products, Turnkey systems

Hardware: IBM PC, Sun

Operating System: DOS, UNIX

Product Categories: CAD/CAM, Databases, Expert Systems, Graphics

Vertical Market Categories: Architecture, Construction, Custom Software, Data Acquisition/Measurement, Data Conversion, Government/Public Sector

Profile: Speciality: Facility management, Integrated CADD/FM systems for audit, planning and management of office space. Sales: Package and custom. Price: from \$650 Clients: Federal government, to help audit over 300 million square feet of office space.

Microtron Software

200 - 6711 Elmbridge Way
Richmond, B.C. V7C 4N1
Tel: 604-273-6664 Fax: 604-270-3856

Founded: 1986 **Employees:** 1-10

Owner: Blair Michaels

Business Type: Professional services, Software products

Hardware: Data General

Operating System: RDOS, AOS, AOS/VS

Product Categories: Accounting/Financial, Sales-Related Systems

Vertical Market Categories: Accounting, Custom Software, Retail, Wholesale/Distributor

Profile: Microtron Software offers a back office retail system designed for stores with 3 - 10 outlets as well as a full accounting package for multi-user systems. For use on Data General computers.

MindTech Computer Solutions Ltd.

4521 Quebec Street
 Vancouver, B.C. V5V 3L8
 Tel: 604-876-6463 Fax: 604-876-6463

Founded: 1986 **Employees:** 1-10

President: Mr. Andrew Brottvick
Business Type: Professional services, Software products, Turnkey systems
Hardware: IBM PC
Operating System: DOS

Product Categories: Databases

Vertical Market Categories: Custom Software, Data Acquisition/Measurement, Data Conversion, Government/Public Sector, Health Care/Medical

Profile: MCS specializes in integrating computer technology with the social sciences. MCS has a number of agency management, counsellor/client software programs packaged for government, public or private health care/treatment facilities. Additional services includes consulting, training and custom designed software.

Modatech Systems Inc.

1681 Chestnut Street
 4th Floor
 Vancouver, B.C. V6J 4N6
 Tel: 604-736-9666 Fax: 604-736-4996

Founded: 1984 **Employees:** 51-100

President and CEO: Mr. Clive Barwin
Executive Vice President: Mr. Derek Schwartz

Business Type: Professional services, Software products
Hardware: IBM PC, Sun, Any MS-DOS Machine (i.e. Bull)
Operating System: DOS, UNIX

Product Categories: General Business, Sales-Related Systems

Vertical Market Categories: Food Services, Manufacturing, Printing & Publishing, Wholesale/Distributor

Profile: Modatech's systems are designed to enhance the sales activities of companies with direct sales forces. Typically using laptop computers, the Company's software allows a sales force to electronically enter orders, track order status and sales history information, determine inventory availability and efficiently transmit complex data to and from remote field locations.

MPR Teltech Ltd

8999 Nelson Way
Burnaby, B.C. V5A 4B5
Tel: 604-294-1471 Fax: 604-293-5787
Founded: 1979 **Employees:** Over 100

President & C.E.O.: B. Hartwick
Director, Business Development: A.W Taylor

Business Type: Professional services, Software products, Turnkey systems
Hardware: IBM PC, Sun, HP, DEC, DG
Operating System: DOS, OS/2, UNIX, VMS

Product Categories: Computer Aided Software Eng, Data Acquisition/Measurement, Data and Telecommunications, Databases, Development Tools, Educational, Engineering, Expert Systems, Graphics, Hardware Devices, Network/Related Products, Process Control, Scientific Mathematical

Vertical Market Categories: Custom Software, Data Acquisition/Measurement, Data Conversion, Education, Energy Mgt/Utilities, Engineering, Government/Public Sector, Health Care/Medical, Maintenance/Facilities Mgt, Real Estate, Scientific/Technical

Profile: Largest industrial R & D facilities in Western Canada, serving an International Portfolio of leading-edge customers; comprehensive capability to research and develop new products, services and technologies in every facet of telecommunications including large real-time software systems.

Multisoft Information Systems

505 - 1913 West Georgia
Vancouver, B.C. V6E 3J7
Tel: 604-681-8100 Fax: 604-681-8100

Founded: 1987 **Employees:** 1-10

President: Philippe Pradel
Vice President: Marie Aupeple

Business Type: Professional services, Software products, Turnkey systems
Hardware: IBM PC, Bull
Operating System: DOS, UNIX, GCOS

Product Categories: Accounting/Financial, Business Productivity, Databases, General Business, Report Generation, Sales-Related Systems

Vertical Market Categories: Accounting, Association/Membership, Custom Software, Transportation, Wholesale/Distributor, Mining

Profile: 1. Inventory Control, purchasing, preventative maintenance for mine sites. 2. Trip booking, invoicing for transportation & bus companies. 3. Purchasing (ASP) for wines and spirits importers (BCLDB). 4. Wholesale/Distributor. 5. Financial applications integrated with 1/2/3/4, financial accounting, A/R, A.P, and payroll.

Municipal Hydraulics Ltd.

1913 West 45 Avenue
Vancouver, B.C. V6M 2H7
Tel: 604-261-3553 Fax: 604-261-3553

Founded: 1982 **Employees:** 1-10

President: A. Fowler

Sec / Treasurer: J. Fowler

Business Type: Software products

Hardware:

Operating System: DOS, Macintosh

Product Categories: Computer Aided Software Eng, Engineering

Vertical Market Categories: Engineering

Profile: Water distribution system simulation for PC and Mac targeted at consulting engineers and city & municipal engineering staff. Sprinkler network simulation for PC; targeted at sprinkler contractors, sprinkler design engineers and insurance underwriters.

Neural Systems Incorporated

2827 West 43rd Avenue
Vancouver, B.C. V6N 3H9
Tel: 604-263-3667 Fax: 604-263-3667

Founded: 1989 **Employees:** 1-10

President: Mr. Gary Josin

Business Type: Professional services, Software products

Hardware: IBM PC, Delta II

Operating System: DOS

Product Categories: Development Tools, Educational, Engineering, Expert Systems, Hardware Devices, Process Control, Scientific Mathematical, Utilities

Vertical Market Categories: Custom Software, Education, Energy Mgt/ Utilities, Engineering, Health Care/ Medical, Manufacturing, Scientific/ Technical, Transportation

Profile: Neural Systems Incorporated's main intention is to move neural networks into the marketplace as direct applications of neural network technology to solve problems previously believed to be insoluble or too time consuming. NSI's research and development effort is in the general areas of adaptive control, signal processing and knowledge-based information processing.

Nissi Technologies Inc.

#306 - 267 West Esplanade
North Vancouver, B.C. V7M 1A5
Tel: 604-986-1207 Fax: 604-986-2089

Founded: 1980 **Employees:** 26-50

Principal: John Buchanan

Principal: Bruce Elliott

Business Type: Professional services,
Software products

Hardware: RISC System 6000

Operating System: UNIX

Product Categories: Accounting/
Financial, Land Mgt., Operations

Vertical Market Categories: Govern-
ment/Public Sector

Profile: Nissi is a full service company specializing in integrated on-line real-time information systems for municipalities, school boards, and government agencies. The MUNIFAX software provides complete financial and property information and solutions.

Optionware Business Systems Inc.

102 - 283 East 11th Avenue
Vancouver, B.C. V5T 2C4
Tel: 604-877-0422 Fax: 604-876-6282

Founded: 1990 **Employees:** 1-10

President: Dr. Lance Gutteridge

Marketing Representative: Mr. Co Boer

Business Type: Professional services,
Software products, Turnkey systems

Hardware: IBM PC

Operating System: DOS, UNIX,
Windows 3.0

Product Categories: Accounting/
Financial, Business Productivity,
Development Tools, General Business,
Report Generation

Vertical Market Categories: Account-
ing, Association/Membership, Manufac-
turing

Profile: Using Windows 3.0 interface and Ethernet with a UNIX client server, Optionware produces custom administrative and financial applications for multi vendor platforms.

Oracle Communications Inc.

306 - 3700 Gilmore Way
Burnaby, B.C. V5G 4M1
Tel: 604-437-7000 Fax: 604-430-0144

Founded: 1984 **Employees:** 1-10

Director: Mr. Gerald Bachmayer

Director: Mr. Doug Spaeth

Business Type: Professional services,
Software products, Turnkey systems

Hardware: IBM PC

Operating System: DOS, UNIX

Product Categories: Data and Telecom-
munications, Databases, Expert Systems,
Voice Response

Vertical Market Categories: Banking,
Energy Mgt/Utilities, Transportation

Profile: Oracle, a pioneer in automated voice technology, is the developer of busline, handyline, hotline and skyline telephone information systems for public transit, paratransit, utility/customer account and airporter service. Oracle products use human quality speech to answer public inquiries, 24 hours a day, on 40 phone lines.

Orca Software

#200, 827 West Pender Street
Vancouver, B.C. V6C 3G8
Tel: 604-699-4919 Fax: 604-929-4215

Founded: 1985 **Employees:** 1-10

President: Mr. Roger Hunting

Director of Marketing: Joan Hunting

Business Type: Professional services

Hardware: IBM PC, MAI

Operating System: DOS, MBoss, UNIX

Product Categories: Accounting/
Financial, General Business

Vertical Market Categories: Account-
ing, Association/Membership, Custom
Software, Education, Energy Mgt/
Utilities, Government/Public Sector

Profile: Experts in custom software utilizing business basic, and BBx in DOS and UNIX environment. Total software solution from system needs and analysis design, programming, implementation, training, and on-going support. Results guaranteed.

Orchard Software (Canada) Inc.

#111, 15225 - 104th Avenue
Surrey, B.C. V3R 6Y8
Tel: 604-588-7768 Fax: 604-588-7939

Founded: 1989 **Employees:** 1-10

President: Mr. Trevor Scofield
Sales & Marketing Manager: Mr. Lee Brebber

Business Type: Software products
Hardware: IBM PC
Operating System: DOS, Novell

Product Categories:

Vertical Market Categories: Accounting, Agriculture, Banking, Construction, Education, Finance, Government/Public Sector, Insurance, Legal

Profile: Orchard Software provides PC based financial accounting software to professional firms and finance departments that require Specialized Management Reports Trust Accounting: Client and investment portfolio management. Public Practice Accounting: Strong client write-up and working paper software. Fund Accounting: Non-Profit organizations software.

Osiware Inc.

Suite 200, 4370 Dominion Street
Burnaby, B.C. V5G 4L7
Tel: 604-436-2922 Fax: 604-436-3192

Founded: 1989 **Employees:** 26-50

VP, Research & Development: Mr. Brian Wideen
V.P. Sales and Marketing: Mr. Robert Mealey

Business Type: Professional services, Software products
Hardware: IBM PC, Sun, Tandem, UNISYS 6000

Operating System: DOS, OS/2, UNIX, IBM MVS, VM/CMS, VAX/VMS, Tandem Guardian

Product Categories: Data and Telecommunications, General Business, Network/Related Products, Messaging System, Directory Service

Vertical Market Categories: Custom Software, Finance, Government/Public Sector, Manufacturing, Transportation, VANS

Profile: Messenger 400 (M400) is a general-purpose distributed messaging system designed according to the CCITT X.400 (1984) series of recommendations. Messenger 400 is an electronic mail package that offers full function messaging as required for X.400-related mail functions. It also supports extensive implementation specific features such as EDI.

Pacific Education Systems Ltd.

915 Woodhall Drive
Victoria, B.C. V8X 3L7
Tel: 604-727-6668 Fax: 604-727-2152

Founded: 1985 **Employees:** 1-10

President: Mr. Jack Walraven
Director of Marketing: Evelyn Amado

Business Type: Software products
Hardware: IBM PC, NEC PC 9801
Operating System: DOS, OS/2,
Ninhongo DOS

Product Categories:

Vertical Market Categories: Education

Profile: Microcomputer based language learning systems for English and Japanese with voice output.

PageAhead Software Corporation

#500, 1168 Hamilton Street
Vancouver, B.C. V6B 2S2
Tel: 604-681-4549 Fax: 604-681-5753

Founded: 1989 **Employees:** 11-25

President: Mr. Michael Satterfield
VP, Marketing: Mr. Timothy Hennings

Business Type: Software products
Hardware: IBM PC, Macintosh
Operating System: DOS, Macintosh,
OS/2

Product Categories: Business Productivity, Databases, Desktop Publishing

Vertical Market Categories: Printing & Publishing

Profile: PageAhead products link PC, mini & mainframe databases to leading desktop publishing products, automating the creation of directories, catalogs, technical manuals, and other data-rich publications.

Pathfinder Software Inc.

1577 West Georgia Street
Vancouver, B.C. V6G 2V3
Tel: 604-682-6633 Fax: 604-682-3829

Founded: 1984 **Employees:** 11-25

President: Mr. Ken Bailey
Marketing Support Rep.: Ms. Karen Masee

Business Type: Software products
Hardware: DEC, HP, AS/400
Operating System: VMS, MPE, MPEV, AS/400

Product Categories: Accounting/
Financial, Expert Systems, Human
Resources Software

Vertical Market Categories: Account-
ing, Construction, Education, Govern-
ment/Public Sector, Health Care/Medical,
Manufacturing

Profile: Pathfinder specializes in the development and marketing of Integrated Business Software systems. These systems include such applications as Human Resources Management, Payroll Processing, Financial Management and Materials Management. All Pathfinder products are built using the fourth generation language PowerHouse and are available for the Hewlett Packard, Digital Equipment and IBM AS/400 minicomputer environments.

PES Profile Evaluation Systems Inc.

204, 588 East 15th Avenue
Vancouver, B.C. V5T 2R5
Tel: 604-874-1211 Fax: 604-879-7373

Founded: 1979 **Employees:** 1-10

President: Mr. Kenneth Muir
Vice President: Mr. L.D. (Les) Morton

Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Personality &
Aptitude Measurement

Vertical Market Categories: Human
Resources

Profile: PES Software enables any organization to conduct in-house personality and mental aptitude testing for candidate and/or employee job evaluation. It performs analysis on a one hour paper and pencil test, previously only available from an expert in interpretation or a psychologist.

Pick C-Far Systems Ltd.

115 West 21st Avenue
Vancouver, B.C. V5Y 2E3
Tel: 604-876-8686 Fax:

Founded: 1988 **Employees:** 1-10

President: Mr. John Rowell

Business Type: Professional services, Software products, Third party maintenance

Hardware: IBM PC, Any computer that runs the PICK Database

Operating System: DOS, PICK, REALITY

Product Categories: Databases, Development Tools, General Business, Network/Related Products, Operating Systems, Programming Languages, Report Generation, Spreadsheet, Utilities, Word Processors

Vertical Market Categories: Accounting, Association/Membership, Banking, Construction, Custom Software, Data Conversion, Finance, Health Care/Medical, Insurance, Legal, Manufacturing, Retail, Transportation, Wholesale/Distributor, Sports Leasing

Profile: Multi-user custom solutions. Laptop to Mini's. Database, Word Processors and Spreadsheets conform to same file structure. Dictionaries, List Manager, Spooler, Multi-tasking. Variable Length. Line details on Records. Pick, Reality, Ultimate, Universe Services: PICK reseller, training, software maintenance, subcontracting, DOS integration.

P.J. Software Inc.

2629 Douglas Street
Victoria, B.C. V8T 4M2
Tel: 604-382-1256 Fax: 604-382-3013

Founded: 1983 **Employees:** 1-10

President: Porchai Asava-Aree

Business Type: Turnkey systems

Hardware: IBM PC, UNISYS, DIGITAL

Operating System: DOS, PC-MOS,

NOVELL, SCO UNIX

Product Categories: Accounting/Financial, Business Productivity, Databases, Network/Related Products

Vertical Market Categories: Custom Software, Manufacturing, Retail

Profile: Cost Estimating & Manufacturing System - specifically designed for Flexible Plastic Industries with more than 30 plants using this system in North America. Tourist Attraction P.O.S. - point of sales system for attractions with inventory control system. RMS (Restaurant Management System) - P.O.S. for restaurants with menu number and inventory control.

PMC Telesystems Inc.

P.O. Box 5127

Vancouver, B.C. V6B 4A9

Tel: 604-255-9949 Fax: 604-266-4257

Founded: 1984 **Employees:** 1-10

Partner: Mr. Pat Ho

Marketing Manager: Sylvia Kolinski

Business Type: Software products

Hardware: Macintosh

Operating System: Macintosh

Product Categories: Business Productivity, Time Management

Vertical Market Categories: Any type of Market

Profile: Rendezvous(tm) is an electronic appointment diary with a telephone address book. Consisting of unique functions like the Automatic Reminder to alert user of his/her appointments; Automatic Task forwarding facility to carry over unfinished tasks from the previous day, Rendezvous is an indispensable tool for every Macintosh user.

Progressive Solutions Inc.

604-1200 West 73rd Avenue

Vancouver, B.C. V6P 3G5

Tel: 604-263-0105 Fax: 604-263-5157

Founded: 1986 **Employees:** 26-50

President: Mr. James Kneesch

VP, Sales and Marketing: Mr. Len Williams

Business Type: Professional services, Software products, Turnkey systems

Hardware: Sun, UNISYS, HP, Bull

Operating System: UNIX

Product Categories: Accounting/Financial, Databases, General Business, Sales-Related Systems

Vertical Market Categories: Accounting, Custom Software, Manufacturing, Transportation, Wholesale/Distributor, Inventory Management

Profile: Progressive Solutions Inc. provides turnkey, integrated, on-line, multi-user, multi-facility operations management and accounting systems for warehousing, distribution, light manufacturing, field servicing and transportation industries.

Promark Software Inc.

#404 - 935 Marine Drive
North Vancouver, B.C. V7P 1S3
Tel: 604-988-2051 Fax: 604-988-3040

Founded: 1973 **Employees:** 11-25

President: John Henry

Marketing Manager: Mr. Cary Chan

Business Type: Processing services,
Professional services, Software products

Hardware: IBM PC, MVS

Operating System: DOS, IBM 4300

Product Categories: Business Productivity, General Business, Report Generation, Sales-Related Systems, Address Verification

Vertical Market Categories: Association/Membership, Custom Software, Data Conversion, Government/Public Sector, Maintenance/Facilities Mgt, Printing & Publishing, Retail, Transportation, Wholesale/Distributor

Profile: Mailing list management / Postal Code and Address verification and correction software for list maintenance and bulk mailing discounts to Canada Post standards. Targeted at any business which uses the post for billing, advertising or information distribution.

Public Accounting Computer Software Ltd

Suite 356, 200 Granville Square
Vancouver, B.C. V6C 1S4

Tel: 604-683-0488 Fax: 604-683-4092

Founded: 1985 **Employees:** 11-25

President: Mr. Ted D. Shandro

Business Type: Software products

Hardware: IBM PC, DOS/Network/SCO 60

Operating System: DOS, UNIX

Product Categories: Accounting/
Financial Accounting

Vertical Market Categories: Accounting

Profile: Time and billing software for Accountants in public practice. Invoicing, accounts receivables, on screen billing, ticketer, due date monitoring, scheduling and budgeting. From: \$995 to \$9,000.

Quartech Systems Ltd.

202 - 1909 West Broadway
 Vancouver, B.C. V6J 1Z3
 Tel: 604-734-3117 Fax: 604-734-8380

Founded: 1984 **Employees:** 26-50

President: Mr. Paul Huffington
Senior Partner: Mr. W.H O'Brien

Business Type: Professional services,
 Software products

Hardware: IBM PC

Operating System: DOS, MVS

Product Categories: Accounting/
 Financial, Business Productivity,
 Computer Aided Software Eng, Develop-
 ment Tools, Expert Systems, General
 Business, Network/Related Products

Vertical Market Categories: Govern-
 ment/Public Sector, Wholesale/Distribu-
 tor

Profile: Quartech Systems Ltd. is a BC
 based software development
 companyspecializing in development and
 support for large IBM mainframe clients.
 Founded in 1984, Quartech offers custom
 software development, package software
 solutions, PC/Mainframe systems
 development and Viewpoint support.

R&D Business Systems Ltd.

850 Kingsway
 Vancouver, B.C. V5V 3C3
 Tel: 604-872-1118 Fax: 604-872-3425

Founded: 1983 **Employees:** 1-10

General Manager: Mary Rita Chapman
Secretary: Mr. Ron Ward

Business Type: Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: General Business

Vertical Market Categories: Retail,
 Wholesale/Distributor

Profile: Pass, product and service system
 is an integrated inventory and accounting
 system for appliance and electronic
 retailers and service companies.

Reach Industries Ltd.

304 Harbour Avenue
 North Vancouver, B.C. V7J 2E9
 Tel: 604-980-3800 Fax: 604-980-5925

Founded: 1982 **Employees:** 11-25

President: Ms. Helen Wait
Business Type: Manufacturer
Hardware: IBM PC
Operating System: DOS

Product Categories: Accessories

Vertical Market Categories: Manufacturing

Profile: Reach manufactures filter screens for computer monitors for worldwide distribution from Sweden to Australia, and are often called upon to produce filters for other manufacturers of screens. Reach Industries meets the growing VDT health concerns with a Static Radiation Screen that creates a safer and more comfortable work environment.

Real Data Systems Inc.

5470 Cortez Road
 North Vancouver, B.C. V7R 4P7
 Tel: 604-987-4110 Fax: 604-988-5720

Founded: 1987 **Employees:** 1-10

Partner: Mr. Larry Oliver
Business Type: Professional services, Turnkey systems
Hardware: IBM PC
Operating System: DOS, OS/2

Product Categories: Business Productivity, Data Acquisition/Measurement, Data and Telecommunications, Databases, Development Tools, General Business, Hardware Devices, Network/Related Products, Operating Systems, Process Control, Report Generation, Sales-Related Systems, Statistical Analysis

Vertical Market Categories: Custom Software, Data Acquisition/Measurement, Engineering, Food Services, Government/Public Sector, Health Care/Medical, Insurance, Maintenance/Facilities Mgt, Manufacturing, Printing & Publishing, Retail, Scientific/Technical, Transportation, Wholesale/Distributor

Profile: Barcode and data collection systems, mobile computing and barcode scanning. S.Q.L. database expertise, Microsoft Windows programming, sales rep. automation, time and labour reporting, work in process control.

Resort Systems Inc.

#200, 1865 Marine Drive
West Vancouver, B.C. V7V 1J7
Tel: 604-926-7766 Fax: 604-922-1471

Founded: 1989 **Employees:** 11-25

President: Peter Zandron

Business Type: Turnkey systems

Hardware: IBM 386 & 486, RISC

Operating System: UNIX AIX,
SuperDOS

Product Categories:

Vertical Market Categories: Hotels,
Resorts, Central Reservations

Profile: Resort Systems Inc. has been supplying high quality software to the Hotel and Resort Industry since 1980. Incorporated in British Columbia in 1978, they are the leading and largest supplier 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, Hawaii and Hong Kong.

Richmond Technologies & Software Inc.

Suite 420 - 6400 Roberts Street
Burnaby, B.C. V5G 4C9
Tel: 604-299-2121 Fax: 604-299-6743

Founded: 1989 **Employees:** 11-25

President: Mr. Tom O'Flaherty

Business Type: Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: Databases, Sales-Related Systems

Vertical Market Categories: Association/Membership, Finance, Government/Public Sector, Insurance, Real Estate, Retail

Profile: The Maximizer contact manager software provides six key ways to manage business contacts and relationships. It provides a simple method to store and classify names and addresses, track history, search and target a client base, write letters, increase phone effectiveness and guarantee follow-ups. The software also includes a full featured business calculator, diary, personal accounting section and calender.

RJM Systems Ltd.

100-1178 West Pender Street
 Vancouver, B.C. V6E 3X4
 Tel: 604-681-5251 Fax: 604-684-9064

Founded: 1982 **Employees:** 1-10

President: M. Burlinson

Business Type: Professional services

Hardware: IBM PC

Operating System: DOS, OS/2

Product Categories: Expert Systems, Tutorials

Vertical Market Categories: Custom Software, Education, On Line Training

Profile: RJM uses it's proprietary authoring tools to develop custom on-line training solutions using simulations, graphics, motion video and expert systems.

Rydex Industries Corporation

340 - 10991 Shellbridge Way
 Richmond, B.C. V6X 3C6
 Tel: 604-278-6772 Fax: 604-273-4567

Founded: 1981 **Employees:** 51-100

President: Mr. Dan Stenecker

Director of AFO and INFOFAX Business Development: Mr. Dennis McKintuck

Business Type: Professional services, Software products, Turnkey systems

Hardware: IBM RS/6000, IBM Midrange

Operating System: DOS, OS/400

Product Categories: Accounting/ Financial, Computer Aided Software Eng, Data and Telecommunications, General Business, Voice/Fax Integration

Vertical Market Categories: Accounting, Banking, Construction, Custom Software, Finance, Forestry, Government/ Public Sector, Insurance, Legal, Maintenance/Facilities Mgt, Manufacturing, Transportation, Wholesale/Distributor

Profile: Rydex is an IBM midrange systems solution developer. Rydex offers full software support and telecommunication gateways for the IBM architecture including voice response, fax, telex, telegram and cable messaging solutions. Rydex also has developed and markets a proprietary technology called Automated Fax Delivery which integrates voice, fax and computer technology for a PC LAN and stand alone environment.

Samco Software Inc.

9333 - 120 A Street
Surrey, B.C. V3V 7G6
Tel: 604-588-8022 Fax: 604-588-8025

Founded: 1979 **Employees:** 11-25

President: Mr. Barry Clarke

Business Type: Professional services,
Software products

Hardware: IBM PC, Sun, Altos, MIPS,
RISC, Over 450 Platforms, including 88
architecture

Operating System: DOS, UNIX, LAN,
Xenix, VMS

Product Categories: Accounting/
Financial, General Business, Report
Generation, Sales-Related Systems

Vertical Market Categories: Account-
ing, Association/Membership, Construc-
tion, Custom Software, Data Conversion,
Manufacturing, Retail, Wholesale/
Distributor, Point of Sale, Fishing
Industry, Humane Management, Elec-
tronic Time Clock/Payroll

Profile: Samco Canadian Realworld
accounting & business software,
including point of sale, is available on
over 450 hardware platforms in MSDOS,
LAN, XENIX, VMS and UNIX. There
are over 23 fully integrated modules
(windowing search & expand, note pads,
calculator, graphic screens etc.).

Sierra Systems Consultants Inc.

1400 - 1177 West Hastings Street
Vancouver, B.C. V6E 2K3
Tel: 604-688-1371 Fax: 604-688-6482

Founded: 1966 **Employees:** Over 100

President: Mr. Grant Gisel

VP, Business Development: Mr. David J
Hughes

Business Type: Professional services

Hardware:

Operating System:

Product Categories:

Vertical Market Categories: All types
of Markets

Profile: Custom designed systems for
medium/large organizations. System
integration services. Foundation
(Tailorable) systems for human resource
management and sales/order systems.
Expertise in GIS systems.

M. W. Sigalet and Associates Inc.

Unit B
15483 - 104th Avenue
Surrey, B.C. V3R 1N9
Tel: 604-589-9066 Fax: 604-589-0725

Founded: 1979 **Employees:**

Director: Mr. Marvin Sigalet

Business Type: Professional services, Software products, Turnkey systems

Hardware: PC Compatibles, Hewlett-Packard

Operating System: DOS, UNIX, HP 3000 MPE

Product Categories: Accounting/Financial, Business Productivity, Computer Aided Software Eng, Databases, Development Tools, General Business, Hardware Devices, Network/Related Products, Operating Systems, Programming Language, Report Generation, Utilities, Fourth Generation

Vertical Market Categories: Accounting, Custom Software, Education, Energy Mgt/Utilities, Maintenance/Facilities Mgt, Manufacturing, Transportation, Wholesale/Distributor

Profile: Specializing in Fourth Generation Language and Relational Database solutions for manufacturing, maintenance / facilities management and distribution companies.

Silent Witness Enterprises Ltd.

#214, 4211 Kingsway
Burnaby, B.C. V5H 1Z6
Tel: 604-431-9861 Fax: 604-431-9862

Founded: 1985 **Employees:** 1-10

President: Mr. Robert Heywood

Business Type: Professional services

Hardware: IBM PC

Operating System: DOS

Product Categories: Data Acquisition/Measurement, Report Generation

Vertical Market Categories: Data Acquisition/Measurement, Energy Mgt/Utilities, Transportation

Profile: S.W.E. is primarily involved in design, production and distribution of digital data collector for monitoring motor vehicle operations. On board trip recorder, monitor speed, stops, idles, mileage, deceleration and other functions.

Simply Computing

7730 - 15th Avenue
Burnaby, B.C. V3N 1W5
Tel: 604-526-9277 Fax: 604-526-9227

Founded: 1989 **Employees:** 1-10

President: Mr. Richard Heath
Business Type: Professional services,
Software products, Turnkey systems
Hardware: IBM PC
Operating System: DOS

Product Categories: Accounting/
Financial, Business Productivity, General
Business, Sales-Related Systems

Vertical Market Categories: Agriculture,
Custom Software

Profile: Simply Computing's greenhouse management system provides financial control for greenhouse operators. The system is menu driven, easy to use and requires minimal operator effort, while providing valuable information on labour hours and costs, budgets, productivity rates, crop yields and sales volumes.

Skana Software

317 5th Street
New Westminster, B.C. V3L 2X3
Tel: 604-522-1626 Fax: 604-522-1454

Founded: 1978 **Employees:** 1-10

President: Mr. Johan Neilson
Business Type: Professional services,
Software products
Hardware: IBM PC, VAX
Operating System: DOS, VAX VMS

Product Categories: Computer Aided
Software Eng, Development Tools,
Programming Languages, Report
Generation

Vertical Market Categories: Accounting,
Custom Software, Manufacturing

Profile: Skana does custom software development for DOS, VAX & VMS systems.

Soft Warehouse Ltd.

100 - 4695 Hastings Street
Burnaby, B.C. V5C 2K6
Tel: 604-294-4004 Fax:

Founded: 1980 **Employees:** 1-10

President: Mr. D. Dancer
Vice President: Ms. F.M. Zeal

Business Type: Professional services,
Software products, Turnkey systems
Hardware: IBM PC, Mini & Mainframe
Operating System: DOS, PICK

Product Categories: Accounting/
Financial, Business Productivity,
Development Tools, Expert Systems,
Programming Languages

Vertical Market Categories: Account-
ing, Wholesale/Distributor

Profile: Over the last ten years, Soft Warehouse has created a revolutionary software environment called Freedom. Based on Freedom technology, Zelda is a multi-user sales and inventory management system designed to service your customers and make your sales people productive and your administration lean.

Softac Systems Ltd.

3046 Westwood Street
Port Coquitlam, B.C. V3C 3L7
Tel: 604-464-8505 Fax: 604-464-2242

Founded: 1971 **Employees:** 26-50

President: Mr. Warren Thomlinson
Sales and Marketing Manager: Ian
Bowman

Business Type: Processing services,
Turnkey systems
Hardware: DOS
Operating System:

Product Categories: Process Control,
Programming Languages, Report
Generation

Vertical Market Categories: Manufac-
turing

Profile: Softac Systems Ltd. designs and builds real-time computerized process controls for sawmills including log optimization, Edger Cant and trimmer optimizers. We are active in researching potential computer optimization systems with strategic partners.

Softek Services Ltd.

2 - 2034 West 12th Avenue
 Vancouver, B.C. V6J 2G2
 Tel: 604-732-3763 Fax: 604-732-8467

Founded: 1981 **Employees:** 1-10

President: Mr. George Casoli
Vice President: Mr. Brian Tijman

Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Engineering

Vertical Market Categories: Architecture, Construction, Engineering

Profile: Softek Services Ltd. specializes in developing PC-based software for the structural engineering market.

Softwords Research International, Ltd.

4252 Commerce Circle
 Victoria, B.C. V8Z 4M2
 Tel: 604-727-6522 Fax: 604-727-6418

Founded: 1981 **Employees:** 26-50

President: Ellen Godfrey
Director, Research and Development: W.D Godfrey

Business Type: Professional services, Software products
Hardware: IBM PC, Macintosh, Sun
Operating System: DOS, Macintosh, UNIX, VMS

Product Categories: Development Tools, Expert Systems, Graphics, Programming Languages, Computer-based training

Vertical Market Categories: Custom Software, Printing & Publishing, Scientific/Technical, Computer Assisted Learning

Profile: Softwords specializes in Computer-Based Training. We develop authoring tools from simple authoring systems which produce courseware to sophisticated development environments that allow for creation of expert-system driven simulations. We also market CoSy - a computer mediated conferencing system.

Solo Microsystems Ltd. Sonnet Systems Ltd.

#316, 620 View Street
Victoria, B.C. V8W 1J6
Tel: 604-381-3419 Fax:

Founded: 1985 **Employees:** 1-10

President: Mr. G. Allen Graves
Business Type: Professional services
Hardware: IBM PC, MicroVAX, DG
Operating System: DOS, VMS
(MicroVAX), CLI (Data General)

Product Categories: Databases,
Network/Related Products

Vertical Market Categories: Custom
Software, Data Conversion, Government/
Public Sector, Legal

Profile: Develops and supports custom microcomputer applications using CLIPPER 5, FoxPRO, C, and numerous packages. Also Oracle on Microvax and DG Hosts. Provincial and Federal Government clients, plus several law firms.

12151 Vulcan Way
Richmond, B.C. V6V 1J7
Tel: 604-276-2788 Fax: 604-276-0672

Founded: 1984 **Employees:** 1-10

President: Mr. Peter Law
Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: CAD/CAM,
Graphics

Vertical Market Categories: Manufac-
turing

Profile: SIGN CAM - Professional sign making software. Text/logo creation scanning, font creation and job estimation. Supports IBM and compatible as well as many cutters/routers. Targeted at sign making and silk screening industries.

Sorensen Computing Ltd.

502-915 Fort Street
Victoria, B.C. V8V 3K3
Tel: 604-380-9433 Fax: 604-384-3788

Founded: 1987 **Employees:** 1-10

President: Mr. Robert Sorensen
Business Type: Professional services,
Software products
Hardware: IBM PC, Macintosh
Operating System: DOS, Macintosh

Product Categories: Databases, General Business

Vertical Market Categories: Custom Software, Data Conversion, Education, Engineering, Government/Public Sector, Maintenance/Facilities Mgt

Profile: Sorensen Computing Ltd. provides systems consulting and development services for both IBM PC's and Macintosh. Our expertise is extensive and includes waste management, facilities management and contract monitoring software.

South Pointe Software

#1, 1812 Southmere Crescent
White Rock, B.C. V4A 6W9
Tel: 604-538-2326 Fax: 604-531-6609

Founded: 1985 **Employees:** 1-10

Managing Partner: Mr. Herbert Hoyles
Partner, Product Development: Mr. Lee Moller

Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Business Productivity, Engineering, General Business, Utilities

Vertical Market Categories: Architecture, Construction, Energy Mgt/Utilities, Engineering, Government/Public Sector, Maintenance/Facilities Mgt, Scientific/Technical

Profile: Develops and markets RPM/ Resources and Projects Manager...a new total firm multi-project, multi-personnel project scheduling and management program. RPM is graphically oriented with single screen Gantt/Histogram presentation for swift project/personnel conflict resolution. Program does not employ complex PERT/CPM methods.

Spittin' Image Software Inc.

603 First Street
New Westminster, B.C. V3L 2H3
Tel: 604-525-2108 Fax:

Founded: 1990 **Employees:** 1-10

President: Mr. Ken Davies
Business Type: Professional services,
Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Development
Tools, Graphics, Hardware Devices,
Utilities

Vertical Market Categories:

Profile: Action Slides: 35mm slide production software, providing screen shots at \$9 per slide (IBM PC). Print Driver: DOS print driver technology licences (supporting color and B & W printers).

Squirrel Companies Of Canada

1586 Rand Avenue
Vancouver, B.C. V6P 3G2
Tel: 604-266-1336 Fax: 604-266-3217

Founded: 1989 **Employees:** 51-100

President: Mr. Neil Coyne
Sales Manager: Mr. David Atkinson

Business Type: Turnkey systems
Hardware: IBM PC, NEC
Operating System: DOS

Product Categories: Sales-Related
Systems

Vertical Market Categories: Food
Services

Profile: Point of sale restaurant management system using touch screen terminals.

SRC Software Research Corp

P.O. Box 4277, Station A
Victoria, B.C. V8X 3X8
Tel: **604-386-3744** Fax: 604-386-5442

Founded: 1982 **Employees:** 1-10

Research Director: Dr. A.E. Walker
Business Type: Software products
Hardware: IBM PC, Macintosh
Operating System: DOS, Macintosh

Product Categories: Educational

Vertical Market Categories: Education

Profile: Computerized career counselling system and speech/signal technology, aimed at education.

Stellar Systems Group Inc.

306-1095 Mckenzie Avenue
Victoria, B.C. V8P 2L5
Tel: **604-479-7722** Fax: 604-479-6526

Founded: 1985 **Employees:** 26-50

President: Mr. John Bubb
Business Type: Professional services
Hardware: IBM PC, Macintosh, IBM Mainframe
Operating System: DOS, Macintosh, OS/2, UNIX, MVS, VM

Product Categories:

Vertical Market Categories: Accounting, Custom Software, Education, Energy Mgt/Utilities, Engineering, Finance, Government/Public Sector, Health Care/Medical, Maintenance/Facilities Mgt, Transportation, Wholesale/Distributor

Profile: Stellar provides management consulting, systems development, and systems maintenance and support services to public and private sector organizations.

Stratford Software Corp.

#2047, 4710 Kingsway
Burnaby, B.C. V7M 3H4
Tel: 604-439-1311 Fax: 604-439-9407

Founded: 1983 **Employees:** 11-25

President: Mr. Tom McKie
V.P. Marketing: Sharka Chobot

Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Data and Telecommunications, Databases, General Business, Online Information

Vertical Market Categories: Accounting, Association/Membership, Government/Public Sector, Home/Consumer, Real Estate

Profile: Stratford Software Corp, formerly Bedford Software, has developed a new powerful yet easy-to-use online information system, SUZY. Included are airline listings, hotel guides, stock market information, real estate, Electronic mail, conferencing and others. SUZY retails for \$59.95.

P.M. Sulcs and Associates Ltd.

Suite 201
4240 Manor Street
Burnaby, B.C. V5G 1B2
Tel: 604-437-4494 Fax: 604-439-9419

Founded: 1977 **Employees:** 11-25

President: Mr. Maris Sulcs
Marketing Manager: Mr. Matt Debruyn

Business Type: Professional services, Software product
Hardware: UNIX Platforms, IBM AS/400, Wang VS
Operating System: UNIX, IBM AS/400, Wang VS

Product Categories: Accounting/Financial, Business Productivity, Databases, General Business, Statistical Analysis, Jobcost Systems, Maintenance Systems

Vertical Market Categories: Accounting, Custom Software, Data Conversion, Food Services, Government/Public Sector, Manufacturing, Wholesale/Distributor, Shop Mgt, Heavy Equipment Maintenance, Preventative Maintenance

Profile: Specializing in: Inventory management, Forecasting, Shop management, Work orders, Repair and preventative maintenance, Equipment costing, Wholesale and parts distribution, Order entry, Financial and Payroll/Human resources. Standard software, Custom software, Consulting, Installation and training. Platforms: IBM AS/400, UNIX, Wang VS. BC based company since 1977, over 120 systems installed, branches in Toronto and Willoughby, Australia.

Synaptec Corp.

103 - 1718 Commercial Drive
Vancouver, B.C. V5N 4A3
Tel: 604-251-5128 Fax: 604-253-9533

Founded: 1984 **Employees:** 1-10

President: Paul Murphy

Business Type: Professional services,
Software products

Hardware: IBM PC, VAX

Operating System: DOS, VMS

Product Categories: Development
Tools, Educational, Engineering, Expert
Systems, Graphics, Programming
Languages, Simulation

Vertical Market Categories: Custom
Software, Education, Energy Mgt/
Utilities, Engineering, Maintenance/
Facilities Mgt, Manufacturing, Scientific/
Technical, Transportation, Operations
Research

Profile: Products and services based on AUDITION, a visually interactive object-orientated development environment for discrete or continuous simulation, decision support systems, computer assisted instruction and graphical user interface development.

Synergy Computer Consulting

510 West Hastings Street
Suite 1328
Vancouver, B.C. V6B 1L8
Tel: 604-681-0516 Fax: 604-681-0516

Founded: 1989 **Employees:** 1-10

Owner: Ms. Kathy Wollverton

Business Type: Professional services,
Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: CAD/CAM,
Databases

Vertical Market Categories: Health
Care/Medical

Profile: Synergy Computer Consulting specializes in database design (Revelation); custom programming; hardware and software evaluation; AutoCad, Microsoft Word, Client Strategist accounting and Mapcon; and support CareClaim, medical office software, with specialty modules available. Softsearch software referral service. Software developers is your product included?

Synertech Systems Corporation

108 - 3031 Viking Way
 Richmond, B.C. V6V 1W1
 Tel: 604-270-7228 Fax: 604-270-7256

Founded: 1980 **Employees:** 11-25

President: Jaime Peschiera

Business Type: Professional services, Software products, Turnkey systems

Hardware: IBM PC, DataPoint

Operating System: DOS, OS/2, UNIX, Datapoint RMS

Product Categories: Data and Telecommunications, Databases, General Business, Hardware Devices, Network/Related Products, Operating Systems, Programming Languages

Vertical Market Categories: Accounting, Custom Software, Government/Public Sector, Insurance, Maintenance/Facilities Mgt, Wholesale/Distributor

Profile: System integration to build LANs and WANs for support of multiple architectures and operating systems.

Synex Systems Corporation

800 - 1176 West Georgia Street
 Vancouver, B.C. V0N 1V0
 Tel: 604-688-8271 Fax: 604-688-1286

Founded: 1984 **Employees:** 11-25

President: Mr. Alan Stephens

Vice President: Mr. Murray K. Hendren

Business Type: Software products

Hardware: IBM PC, MAI Basic Four, Wang 2200, Any mini/mainframe running PICK

Operating System: DOS, UNIX, PICK, Business Basic

Product Categories: Accounting/Financial, Data and Telecommunications, Engineering, Network/Related Products, Report Generation, Utilities

Vertical Market Categories: Accounting, Custom Software, Data Conversion, Engineering Software connecting PC's and Mini/mainframe computers;

Profile: Spreadsheet utilities including the award winning SQZ!; Engineering software including Waterworks.

Teal Communications International Inc.

101 - 1684 West 8th Avenue
Vancouver, B.C. V6J 1V4
Tel: **604-736-8962** Fax: 604-736-0883

Founded: 1985 **Employees:** 1-10

President: Mr. John Cribb
Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Data and Telecommunications, Network/Related Products

Vertical Market Categories: Custom Software, Government/Public Sector, Telecommunications

Profile: PC-DOS telecommunications software emphasizing business and personal use of public and private electronic mail services. Provide OEM products for Information Service Providers worldwide. English and French. **Around@:** Powerful electronic mail management for Envoy 100 and iNet 2000.

TEGL Systems Corporation

780 - 789 West Pender Street
Vancouver, B.C. V6C 1H2
Tel: **604-669-2577** Fax: 604-688-9530

Founded: 1990 **Employees:** 1-10

President: Mr. Brian Gorval
Business Type: Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Development Tools

Vertical Market Categories:

Profile: TEGL Windows Toolkit II, a highly configurable event-driven GUI library for C, C++, and Pascal under DOS. No other operating environment or graphics library is required. Applications incorporating the toolkit are completely stand-alone.

Terrascience Systems Ltd.

1574 West 2nd Avenue
Vancouver, B.C. V6J 1H2
Tel: 604-734-3443 Fax: 604-732-4801

Founded: 1972 **Employees:** 11-25

President: Mrs. E. Weir-Jones
Manager, Engineering: Mr. Keith
Witney

Business Type: Professional services,
Turnkey systems

Hardware: IBM PC, Macintosh, HP,
DEC

Operating System: DOS, Macintosh,
UNIX

Product Categories: Data Acquisition/
Measurement, Engineering, Graphics,
Hardware Devices, Process Control,
Scientific Mathematical

Vertical Market Categories: Custom
Software, Data Acquisition/Measurement,
Engineering, Manufacturing, Scientific/
Technical, Transportation

Profile: Data acquisition, analysis and
display software for engineering, mining,
marine and defense. Custom hardware
and software for sensors, control and
graphics.

Tetrad Computer Applications Ltd

1445 West Georgia Street
Vancouver, B.C. V6G 2T3
Tel: 604-685-2295 Fax: 604-685-2352

Founded: 1968 **Employees:** 1-10

President: Mr. Wilson Baker
VP, Professional Services: Mr. Stan
Gray

Business Type: Professional services,
Software products

Hardware: IBM PC

Operating System: DOS

Product Categories: Databases,
Educational, Engineering, General
Business, Sales-Related Systems,
Scientific Mathematical, Statistical
Analysis

Vertical Market Categories: Banking,
Custom Software, Education, Engineer-
ing, Finance, Food Services, Government/
Public Sector, Health Care/Medical, Real
Estate, Retail, Scientific/Technical,
Transportation, Market Research

Profile: Tetrad specializes in MS-DOS
applications custom software. Other
software includes PCensus Desktop
Demographics including Statistics
Canada's census data. Used for site
location analysis and market share
analysis. PSearch is used to locate target
markets for user defined lifestyles.
KnowledgeSeeker analyzes survey data.
MapInfo desktop mapping displays
location based data on maps.

TGI Technologies Ltd.

107 East 3rd Avenue
 Vancouver, B.C. V5T 1C7
 Tel: 604-872-6676 Fax: 604-872-6604

Founded: 1989 **Employees:** 11-25

President: John McDermott
Director of Marketing: Ken Deering

Business Type: Software products

Hardware: IBM PC, Sun

Operating System: DOS, UNIX

Product Categories: Business Productivity, Data and Telecommunications, Hardware Devices, Network/Related Products, Facsimile

Vertical Market Categories:

Profile: SCI-NET is a family of integrated fax messaging systems for LAN (Local Area Networks). It simultaneously serves multiple users and provides fax capability at every LAN station. Operating costs are reduced by removing the burdens associated with the mechanics of fax transmission.

3C Consulting

5523 Culloden Street
 Vancouver, B.C. V5W 3R9
 Tel: 604-321-4789 Fax:

Founded: 1989 **Employees:** 1-10

President: Mr. Peter Kolar
Business Type: Professional services
Hardware: IBM PC, IBM Mainframe
Operating System: DOS, MVS

Product Categories: General Business, Computer Consulting

Vertical Market Categories: Accounting, Banking, Custom Software

Profile: 3C consulting is providing computer consulting for big IBM mainframe installations, but also to small businesses with IBM PC compatible platform.

TIAC Systems - A Division of ECS Power Systems Inc.

3080 Spring Street
Port Moody, B.C. V3H 1Z8
Tel: 604-461-1626 Fax: 604-461-3718

Founded: 1979 **Employees:** 11-25

President: G. MacDonald
General Manager: Howard Malm

Business Type: Turnkey Systems

Hardware: IBM PC

Operating System: DOS

Product Categories: Data Acquisition/
Measurement, Databases, Engineering,
Hardware Devices, Report Generation

Vertical Market Categories: Data
Acquisition/Measurement, Energy Mgt/
Utilities, Maintenance/Facilities Mgt,
Scientific/Technical

Profile: Predictive and preventive
machinery maintenance, hardware,
software and training. Other data
acquisition products and associated
sensors.

TLD Computers Ltd.

150 - 5857 #3 Road
Richmond, B.C. V6X 2C9
Tel: 604-273-4700 Fax: 604-273-1950

Founded: 1983 **Employees:** 11-25

General Manager: Mr. Roy Oostergero
Assistant General Manager: Mr. Leonard
McCabe

Business Type: Professional services,
Software products, Third party mainte-
nance, Turnkey systems

Hardware: IBM PC, AST, Roland

Operating System: DOS, OS/2, Novell/3
COM, LAN Manager

Product Categories: Accounting/
Financial, Business Productivity, Data
and Telecommunications, Databases,
General Business, Graphics, Network/
Related Products, Operating Systems,
Sales-Related Systems, Spreadsheet,
Utilities, Word Processors, Image
Management Systems

Vertical Market Categories: Account-
ing, Custom Software, Government/
Public Sector, Real Estate, Retail

Profile:

Timeac Computer Systems Inc.

Suite 4, 404 - 6th Street
New Westminster, B.C. V3L 3B2
Tel: 604-521-4454 Fax: 604-525-8243

Founded: 1988 **Employees:** 1-10

General Manager: Mr. Todd Holowchak
VP, Marketing: Dan J Murphy

Business Type: Professional services,
Software products
Hardware: IBM PC
Operating System: DOS, Concurrent
DOS

Product Categories: Accounting/
Financial, Business Productivity, Data
and Telecommunications, Hardware
Devices, Operating Systems, Sales-
Related Systems, Statistical Analysis,
Word Processors

Vertical Market Categories: Custom
Software, Food Services, Retail, Whole-
sale/Distributor

Profile: Point of sale systems for retail
and wholesale inventory control, accounts
payable/receivable accounting and
financial statements.

Tony Clark Consulting

2988 Fleet Street
Coquitlam, B.C. V3C 3R8
Tel: 604-942-7172 Fax:

Founded: 1984 **Employees:** 1-10

President: Mr. Tony Clark
Business Type: Professional services,
Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Databases,
Engineering, Report Generation

Vertical Market Categories: Custom
Software, Engineering, Scientific/
Technical

Profile: LAND MANAGER: PC/DOS
based program for maintaining mining/
prospecting claims. Unlimited number of
claims can be recorded. GEOUTILS:
Utilities package for modifying and
plotting geotechnical, geophysical, and
other data. Graphics needs AutoCad.
Program is written in BASIC, dBASE,
DataFlex, and the C language on a
custom basis. Both programs cost \$500
each.

Unitrol Data Protection Systems Inc.

Suite 604, 815 Hornby Street
Vancouver, B.C. V6Z 2E6
Tel: 604-681-3611 Fax: 604-687-0814

Founded: 1989 **Employees:** 1-10

Managing Director: Mr. Kevin Hisko
Director, Sales & Marketing: Mr. Brian Fry

Business Type: Software products
Hardware: IBM PC
Operating System: DOS, OS/2

Product Categories: Utilities, Fault Tolerant Software, Removable Hard Disk kits

Vertical Market Categories: Accounting, Banking, Custom Software, Engineering, Finance, Government/Public Sector, Health Care/Medical, Insurance, Legal, Maintenance/Facilities Mgt, Manufacturing, Retail, Scientific/Technical, Voice Mail

Profile: IMMUNITY Fault tolerant disk mirroring software provides instant recovery from hard disk failure or disaster. IMMUNITY removable hard disk kit allows the simple removal of standard hard disk for repair, backup and security purposes. Both products for use with stand-alone or networked PC's.

Vertical Software Ltd

Suite 14, 636 Clyde Avenue
West Vancouver, B.C. V7T 1E1
Tel: 604-925-0321 Fax: 604-688-8479

Founded: 1989 **Employees:** 1-10

President: Mr. Philip Ng
Manager, Marketing & Sales: Mr. Guy Lapierre

Business Type: Professional services, Software products
Hardware: IBM PC
Operating System: DOS

Product Categories: Programming Languages

Vertical Market Categories:

Profile: Vertical Software, a division of AI Software, currently markets a logic programming language VS Trilogy (PC version).

Virtual Access Corp.

403 - 1040 Hamilton Street
 Vancouver, B.C. V6B 2R9
 Tel: 604-683-5180 Fax: 604-683-5168

Founded: 1985 **Employees:** 1-10

President: Mr. Verne Andru

Business Type: Software products

Hardware: IBM PC

Operating System: DOS/Windows

Product Categories: Graphics, Hardware
 Devices

Vertical Market Categories: Home/
 Consumer

Profile: VideoSuite - Multi-media hardware and software for IBM-AT/Microsoft Windows targeted at camcorder after-market and business presentations and training. Lets users prepare videotape based stories/presentations.

Vorum Research Corporation

222 - 275 Woodland Drive
 Vancouver, B.C. V5L 3S7
 Tel: 604-253-0553 Fax: 604-253-0422

Founded: 1989 **Employees:** 1-10

Chief Executive: Carl Saunders

Marketing/ Communications Manager:
 Sandra Voogt

Business Type: Professional services,
 Software products, Turnkey systems

Hardware: IBM PC

Operating System: DOS

Product Categories: CAD/CAM

Vertical Market Categories: Custom
 Software, Health Care/Medical

Profile: Highly interactive 3D CAD/CAM software targeted at the prosthetics, orthotics, and orthopedic footwear industries.

Weir-Jones Engineering Consultants Ltd.

1574 West 2nd Avenue
Vancouver, B.C. V6J 1H2
Tel: 604-732-8821 Fax: 604-732-4801

Founded: 1971 **Employees:** 11-25

President: Ian Weir-Jones
Manager Engineering: Keith Witney

Business Type: Professional services,
Turnkey systems

Hardware: IBM PC, Macintosh, HP
9000

Operating System: DOS, Macintosh,
UNIX

Product Categories: Data Acquisition/
Measurement, Engineering, Process
Control

Vertical Market Categories: Data
Acquisition/Measurement, Engineering,
Scientific/Technical

Profile: Data acquisition software for real
time applications including user inter-
faces, stand alone field units, data
reduction and data loggers. Systems
range from micro processors through
PC's to UNIX workstations.

Western Integrated Technologies Inc.

#704 - 1045 Howe Street
Vancouver, B.C. V6Z 2A9
Tel: 604-663-3549 Fax: 604-663-3652

Founded: 1989 **Employees:** Over 100

President & C.E.O.: Mr. Don Chalmers
Business Type: Processing services
Hardware: IBM 370 Mainframes &
Compatibles, DEC VAX, AS/400, UNIX,
SUN, IBM PC, Macintosh, Local and
Wide Area Networks
Operating System: DOS, Macintosh,
OS/2, UNIX, MVS, VM, VSE, VMS, OS/
400, SNA, DeCnet, Ethernet, IBM
Token Ring

Product Categories: Accounting/
Financial, Business Productivity, Data
and Telecommunications, Databases,
Development Tools, Engineering, Expert
Systems, General Business, Graphics,
Network/Related Products, Operating
Systems, Programming

Vertical Market Categories: Account-
ing, Construction, Custom Software, Data
Acquisition/Measurement, Data Conver-
sion, Energy Mgt/Utilities, Engineering,
Finance, Government/Public Sector,
Maintenance/Facilities Mgt

Profile: Western Integrated Technologies
Inc. is a wholly-owned subsidiary of BC
Hydro specializing in the facilities
management of complex computing
environments and the operation of data
communications networks. We provide
computer services to BC Hydro, it's
subsidiaries, and other government and
private organizations.

Wiztech Computer

1603 Mount Lehman Road
R.R. #7
Abbotsford, B.C. V2S 5W6
Tel: 604-852-1155 Fax: 604-852-2894

Founded: 1986 **Employees:** 1-10

President: Mr. Paul Higgins

Business Type: Professional services

Hardware: IBM PC

Operating System: DOS

Product Categories: Operating Systems

Vertical Market Categories: Industrial

Profile: Wiztech's solid state disk drive, EDISK, allows software developers to use any MS-DOS software in diskless embedded systems. EDISK is a non-volatile memory card that works like a disk drive but withstands harsh industrial environments.

Xinhua And Associates

6149 Kathleen Avenue
Burnaby, B.C. V5H 2S8
Tel: 604-434-0275 Fax: 604-684-3255

Founded: 1990 **Employees:** 1-10

President: Mr. Phillip Liao, Ph.D.

Business Type: Professional services,
Software products

Hardware: IBM PC, Sun

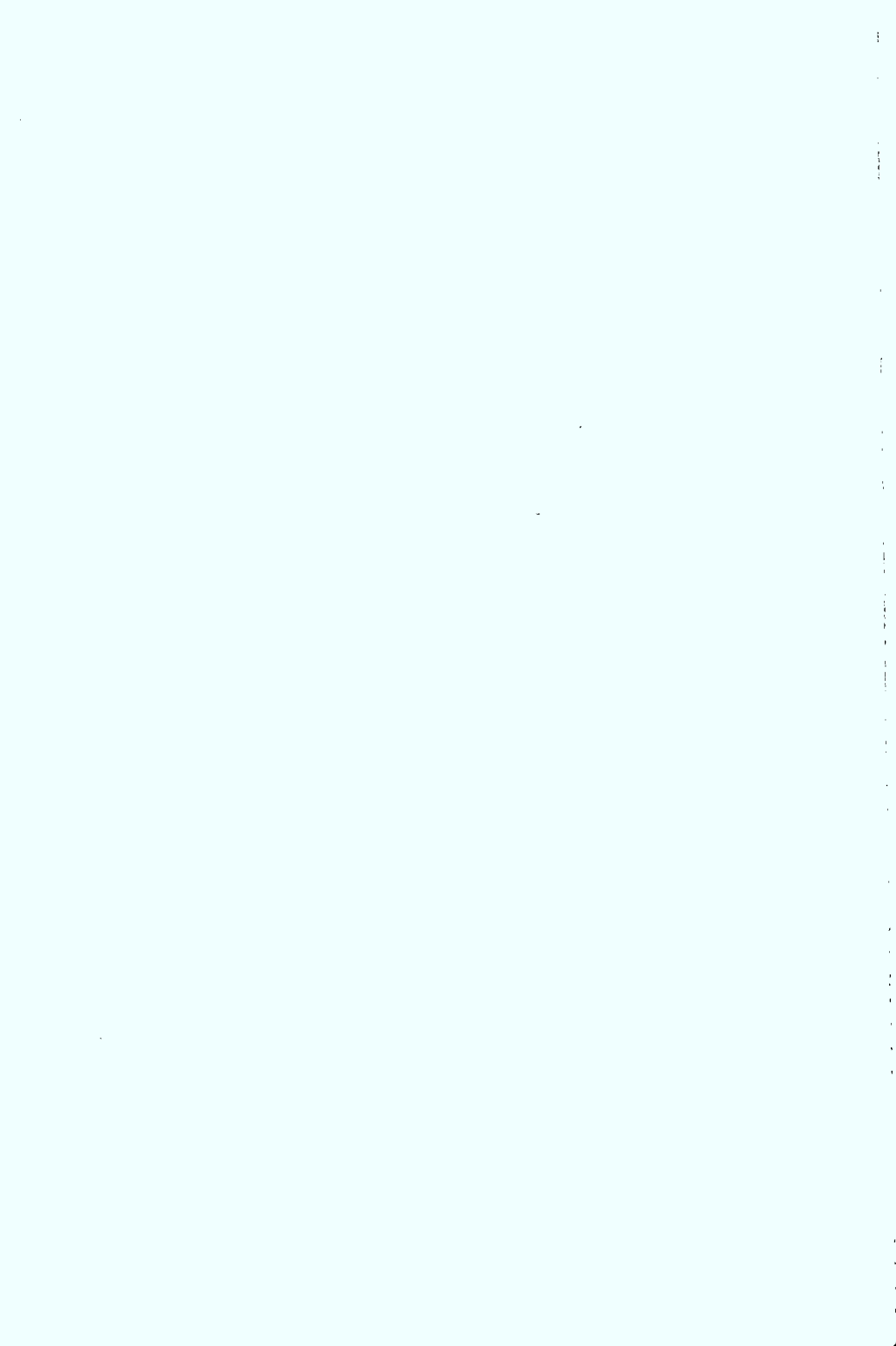
Operating System: DOS, UNIX

Product Categories: Statistical Analysis

Vertical Market Categories: Custom
Software, Scientific/Technical

Profile: Specializing in MS-DOS and UNIX based solutions for signal and image processing and recognition (PR). Development for multimedia products, PC hardware & software professional services.

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Accounting / Financial

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 The Conac Group
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 Fraser Valley Computer Applications
 GDT Softworks Inc.
 Group West Systems Ltd.
 Hart Software Support Ltd.
 Industrial Relations Products Ltd.
 InfoPro Systems Corp.

International Library Systems Corp.
 LIST Foundation
 Micro Computer Services Ltd. (MCS)
 Optionware Business Systems Inc.
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 PMC Telesystems Inc.
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P.M. Sulcs and Associates Ltd.	Western Integrated Technologies Inc.
TGI Technologies Ltd.	

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Capilano Computing Systems Ltd.	Sonnet Systems Ltd.
DEST: Computer Aided Design	Synergy Computer Consulting
Eos Systems Inc.	Vorum Research Corporation
Fortrends Consulting Inc.	Western Integrated Technologies Inc.
Microlight Graphics Ltd.	

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Aurel Systems Inc.	Quartech Systems Ltd.
Expertware Development Corp.	Rydex Industries Corporation
Group West Systems Ltd.	M. W. Sigalet and Associates
MPR Teltech Ltd.	Skana Software
Municipal Hydraulics Ltd.	Western Integrated Technologies Inc.

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Alois Technologies Corp.	Fortrends Consulting Inc.
Altec Design Group Ltd.	InfoPro Systems Corp.
Arctic Sciences Ltd.	MacDonald Dettwiler
Crawford Consulting Inc.	McCarney Technologies Inc.
DataGuard Computer Management Ltd.	MPR Teltech Ltd.
DATAP Systems	Real Data Systems
Dynapro Systems Inc.	Silent Witness Enterprises Ltd.
Eos Systems Inc.	Terrascience Systems Ltd.
Epic Data Inc.	TIAC Systems Inc.
Esti-Mate	Weir-Jones Engineering

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Altec Design Group Ltd.
 Coastway System Technology Ltd.
 DATAP Systems
 Datex Services Ltd.
 Digital Dispatch Systems Inc.
 Eyetel Communications Inc.
 Faximum Software Inc.
 InfoPro Systems Corp.
 Memex Software
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 MPR Teltech Ltd.
 Oracle Communications Inc.

OSIware Inc.
 Real Data Systems
 Rydex Industries Corporation
 Stratford Software Corp.
 Synertech Systems Corporation
 Synex Systems Corporation
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 Bennett Environmental Consultants
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 Coastway System Technology Ltd.
 Complete Logic System Inc.
 ComputerWise Consulting Inc.
 Conway Information Systems Inc.
 Crawford Consulting Inc.
 DataGuard Computer Management
 Ltd.
 Datex Services Ltd.
 Esti-Mate
 Folkstone Design Inc.
 Fortrends Consulting Inc.
 Fraser Valley Computer Applications
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 Hart Software Support Ltd.
 InfoDisk Technology Corp

InfoPro Systems Corp.
 Intermedic Services
 LIST Foundation
 MedCal Data Systems Ltd.
 Meta Data Pacific Ltd.
 Metasoft Systems
 Microlight Graphics Ltd.
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 MPR Teltech Ltd.
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 PageAhead Software Corporation
 Pick C-Far Systems Ltd.
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Synertech Systems Corporation	Tony Clark Consulting
Tetrad Computer Applications Ltd.	Western Integrated Technologies Inc.

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Complete Logic System Inc.	Quartech Systems Ltd.
Datex Services Ltd.	Real Data Systems
Digital Dispatch Systems Inc.	M. W. Sigalet and Associates
Evergreen International Technology Inc.	Skana Software
Fraser Valley Computer Applications	Soft Warehouse Ltd.
HTS Hi-Tech Systems Ltd.	Softwords, Ltd.
MPR Teltech Ltd.	Spittin' Image Software Inc.
Neural Systems Incorporated	Synaptec Corp.
Optionware Business Systems Inc.	TEGL Systems Corporation
Pick C-Far Systems Ltd.	Western Integrated Technologies Inc.

Educational

Berkeley Computer Consulting	MPR Teltech Ltd.
Chancery Software Ltd.	Neural Systems Incorporated
Complete Logic System Inc.	Softwords, Ltd.
Didatech Software Ltd.	SRC Software Research Corp
Folkstone Design Inc.	Synaptec Corp.
Fraser Valley Computer Applications	Tetrad Computer Applications Ltd.
Intelligent Software Engineering	

Engineering

Capilano Computing Systems Ltd.	Lynx Geosystems Inc.
ComputerWise Consulting Inc.	MacDonald Dettwiler
DEST: Computer Aided Design	McCarney Technologies Inc.
Eos Systems Inc.	MPR Teltech Ltd.
Expertware Development Corp.	Municipal Hydraulics Ltd.
Gemcom Services Inc.	Neural Systems Incorporated
Glen Cooper & Associates Ltd.	

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Softek Services Ltd.	Tetrad Computer Applications Ltd.
South Pointe Software	TIAC Systems Inc.
Synaptec Corp.	Tony Clark Consulting
Synex Systems Corporation	Weir-Jones Engineering
Terrascience Systems Ltd.	Western Integrated Technologies Inc.

Expert Systems

Acquired Intelligence Inc.	Microlight Graphics Ltd.
Bennett Environmental Consultants Ltd.	MPR Teltech Ltd.
Complete Logic System Inc.	Neural Systems Incorporated
DATAP Systems	Oracle Communications Inc.
Expertware Development Corp.	Pathfinder Software Inc.
Folkstone Design Inc.	Quartech Systems Ltd.
Fortrends Consulting Inc.	RJM Systems Ltd.
Glen Cooper & Associates Ltd.	Soft Warehouse Ltd.
LIST Foundation	Softwords, Ltd.
MacDonald Dettwiler	Synaptec Corp.
McCarney Technologies Inc.	Western Integrated Technologies Inc.

Games / Entertainment

Altec Design Group Ltd.

General Business

Altec Design Group Ltd.	HTS Hi-Tech Systems Ltd.
Berkeley Computer Consulting	InfoPro Systems Corp.
ComputerWise Consulting Inc.	Modatech Systems Inc.
Cube Computer Systems Ltd.	Optionware Business Systems Inc.
Datalynx Software Systems	Orca Software
Datex Services Ltd.	OSIware Inc.
Eyetel Communications Inc.	Pick C-Far Systems Ltd.
Fraser Valley Computer Applications	Progressive Solutions Inc.
Glen Cooper & Associates Ltd.	Promark Software Inc.
GRSI Graphic Response Systems Inc.	Quartech Systems Ltd.
Hart Software Support Ltd.	R&D Business Systems Ltd.

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General Business (continued)

Real Data Systems	Stratford Software Corp.
Rydex Industries Corporation	P.M. Sulcs and Associates Ltd.
Samco Software Inc.	Synertech Systems Corporation
M. W. Sigalet and Associates	3C Consulting
Simply Computing	Tetrad Computer Applications Ltd.
Sorenson Computing Ltd.	TLD Computers Ltd.
South Pointe Software	Western Integrated Technologies Inc.

Graphics

Alois Technologies Corp.	Microlight Graphics Ltd.
Altec Design Group Ltd.	MPR Teltech Ltd.
Altertext Conversions Inc.	Softwords, Ltd.
Aurel Systems Inc.	Sonnet Systems Ltd.
Complete Logic System Inc.	Spittin' Image Software Inc.
Dante Group Software Inc.	Synaptec Corp.
DEST: Computer Aided Design	Terrascience Systems Ltd.
Eyetele Communications Inc.	TLD Computers Ltd.
Folkstone Design Inc.	Virtual Access Corp.
InfoPro Systems Corp.	Western Integrated Technologies Inc.
Lynx Geosystems Inc.	

Hardware Devices

Barrodale Computing Services Ltd.	Neural Systems Incorporated
Byronix Computer Controls Inc.	Real Data Systems
Crawford Consulting Inc.	M. W. Sigalet and Associates
DEST: Computer Aided Design	Spittin' Image Software Inc.
Dynapro Systems Inc.	Synertech Systems Corporation
Epic Data Inc.	Terrascience Systems Ltd.
Eyetele Communications Inc.	TGI Technologies Ltd.
Jasco Research Ltd.	TIAC Systems Inc.
MacDonald Dettwiler	Timeac Computer Systems Inc.
MPR Teltech Ltd.	Virtual Access Corp.

Jobcost Systems

The Conac Group	P.M. Sulcs and Associates Ltd.
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Music

Altec Design Group Ltd.

Network / Related Products

Altext Conversions Inc.
 ComputerWise Consulting Inc.
 Crawford Consulting Inc.
 DataGuard Computer Management
 Ltd.
 Datalynx Software Systems
 Epic Data Inc.
 Folkstone Design Inc.
 Intermedic Services
 Memex Software
 Metasoft Systems
 MPR Teltech Ltd.
 OSIware Inc.

P.J. Software Inc.
 Pick C-Far Systems Ltd.
 Quartech Systems Ltd.
 Real Data Systems
 M. W. Sigalet and Associates
 Solo Microsystems Ltd.
 Synertech Systems Corporation
 Synex Systems Corporation
 Teal Communications International
 Inc.
 TGI Technologies Ltd.
 TLD Computers Ltd.
 Western Integrated Technologies Inc.

Operating Systems

Arctic Sciences Ltd.
 Bennett Environmental Consultants
 Ltd.
 Berkeley Computer Consulting
 Epic Data Inc.
 MacDonald Dettwiler
 Pick C-Far Systems Ltd.

Real Data Systems
 M. W. Sigalet and Associates
 Synertech Systems Corporation
 Timeac Computer Systems Inc.
 TLD Computers Ltd.
 Western Integrated Technologies Inc.
 Wiztech Computer

Process Controls

Alois Technologies Corp.
 Byronix Computer Controls Inc.
 DataGuard Computer Management
 Ltd.
 Dynapro Systems Inc.
 MPR Teltech Ltd.

Neural Systems Incorporated
 Real Data Systems
 Softac Systems Ltd.
 Terrascience Systems Ltd.
 Weir-Jones Engineering

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Programming Languages

Barrodale Computing Services Ltd.	Soft Warehouse Ltd.
Complete Logic System Inc.	Softwords, Ltd.
Datex Services Ltd.	Softac Systems Ltd.
DEST: Computer Aided Design	Synaptec Corp.
Epic Data Inc.	Synertech Systems Corporation
Pick C-Far Systems Ltd.	Vertical Software Ltd.
M. W. Sigalet and Associates	Western Integrated Technologies Inc.
Skana Software	

Publishing Reference

Altext Conversions Inc.

Report Generation

Aspen House Systems	Pick C-Far Systems Ltd.
Byronix Computer Controls Inc.	Promark Software Inc.
Dante Group Software Inc.	Real Data Systems
Datex Services Ltd.	Samco Software Inc.
Fountain Software Ltd.	M. W. Sigalet and Associates
Fraser Valley Computer Applications	Silent Witness Enterprises Ltd.
Hart Software Support Ltd.	Skana Software
InfoPro Systems Corp.	Softac Systems Ltd.
Intermedic Services	Synex Systems Corporation
Memex Software	TIAC Systems Inc.
Nissi Technologies Inc.	Tony Clark Consulting
Optionware Business Systems Inc.	Western Integrated Technologies Inc.

Sales-Related Systems

Coastway System Technology Ltd.	Progressive Solutions Inc.
Fraser Valley Computer Applications	Promark Software Inc.
Hart Software Support Ltd.	Real Data Systems
InfoDisk Technology Corp	Richmond Technologies & Software Inc.
InfoPro Systems Corp.	Samco Software Inc.
Mainframe Assoc.	Simply Computing
Microtron Software	Squirrel Companies Of Canada
Modatech Systems Inc.	

Sales-Related Systems (continued)

Tetrad Computer Applications Ltd.	TLD Computers Ltd.
Timeac Computer Systems Inc.	

Scientific Mathematical

Alois Technologies Corp.	Jasco Research Ltd.
Arctic Sciences Ltd.	MacDonald Dettwiler
Barrodale Computing Services Ltd.	MPR Teltech Ltd.
Complete Logic System Inc.	Neural Systems Incorporated
Eos Systems Inc.	Terrascience Systems Ltd.
Expertware Development Corp.	Tetrad Computer Applications Ltd.
Fortrends Consulting Inc.	Western Integrated Technologies Inc.
Glen Cooper & Associates Ltd.	

Spreadsheet

Datex Services Ltd.	Pick C-Far Systems Ltd.
Expertware Development Corp.	TLD Computers Ltd.
Fraser Valley Computer Applications	Western Integrated Technologies Inc.
Jasco Research Ltd.	

Statistical Analysis

Alois Technologies Corp.	Real Data Systems
Altec Design Group Ltd.	P.M. Sulcs and Associates Ltd.
Conway Information Systems Inc.	Tetrad Computer Applications Ltd.
Datex Services Ltd.	Timeac Computer Systems Inc.
Fortrends Consulting Inc.	Western Integrated Technologies Inc.
MedCal Data Systems Ltd.	Xinhua And Associates
Memex Software	

Utilities

Altec Design Group Ltd.	M. W. Sigalet and Associates
Dante Group Software Inc.	South Pointe Software
Fraser Valley Computer Applications	Spittin' Image Software Inc.
GetC Software Inc.	Synex Systems Corporation
Lehdar Systems Corp.	TLD Computers Ltd.
Neural Systems Incorporated	Unitrol Data Protection Systems Inc.
Pick C-Far Systems Ltd.	Western Integrated Technologies Inc.

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Word Processors

Altext Conversions Inc.

Clear Thought Software Company

Datex Services Ltd.

Fraser Valley Computer Applications

Lehdar Systems Corp.

Pick C-Far Systems Ltd.

Timeac Computer Systems Inc.

TLD Computers Ltd.

Accounting

Altec Design Group Ltd.	Optionware Business Systems Inc.
Arctic Data Corporation	Orca Software
Berkeley Computer Consulting	Orchard Software (Canada) Inc.
Boran Software Corporation	Pathfinder Software Inc.
ComputerWise Consulting Inc.	Pick C-Far Systems Ltd.
Creighton Mackay Management Inc.	PMC Telesystems Inc.
Dante Group Software Inc.	Progressive Solutions Inc.
DataGuard Computer Management Ltd.	Public Accounting Computer Software Ltd.
Datalynx Software Systems	Rydex Industries Corporation
Datex Services Ltd.	Samco Software Inc.
ESI Software Inc.	Sierra Systems Consultants Inc.
Evergreen International Technology Inc.	M. W. Sigalet and Associates
GetC Software Inc.	Skana Software
Group West Systems Ltd.	Soft Warehouse Ltd.
GRSI Graphic Response Systems Inc.	Stellar Systems Group Inc.
Hart Software Support Ltd.	Stratford Software Corp.
InfoPro Systems Corp.	P.M. Sulcs and Associates Ltd.
KIS Information Systems Inc.	Synertech Systems Corporation
Lehdar Systems Corp.	Synex Systems Corporation
Mainframe Assoc.	3C Consulting
Micro Computer Services Ltd. (MCS)	TLD Computers Ltd.
Microtron Software	Unitrol Data Protection Systems Inc.
	Western Integrated Technologies Inc.

Agriculture

Digital Resource Systems (Canada) Ltd.	Graphicstext Applications
Evergreen International Technology Inc.	Inmax Publishing Ltd.
Fortrends Consulting Inc.	Orchard Software (Canada) Inc.
Gemcom Services Inc.	PMC Telesystems Inc.
GetC Software Inc.	Sierra Systems Consultants Inc.
Glen Cooper & Associates Ltd.	Simply Computing
	Western Integrated Technologies Inc.

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Architecture

Creighton Mackay Management Inc.	Graphictext Applications
DEST: Computer Aided Design	Inmax Publishing Ltd.
Eos Systems Inc.	Microlight Graphics Ltd.
Evergreen International Technology Inc.	PMC Telesystems Inc.
Eyotel Communications Inc.	Sierra Systems Consultants Inc.
Gamma Communications Corp.	Softek Services Ltd.
GetC Software Inc.	South Pointe Software

Association / Membership

Conway Information Systems Inc.	Optionware Business Systems Inc.
Creighton Mackay Management Inc.	Orca Software
DataGuard Computer Management Ltd.	Pick C-Far Systems Ltd.
Datex Services Ltd.	PMC Telesystems Inc.
Evergreen International Technology Inc.	Promark Software Inc.
Gemcom Services Inc.	Richmond Technologies & Software Inc.
GetC Software Inc.	Samco Software Inc.
InfoDisk Technology Corp	Sierra Systems Consultants Inc.
Meta Data Pacific Ltd.	Stratford Software Corp.

Banking

Acquired Intelligence Inc.	Oracle Communications Inc.
Creighton Mackay Management Inc.	Orchard Software (Canada) Inc.
DataGuard Computer Management Ltd.	Pick C-Far Systems Ltd.
Evergreen International Technology Inc.	PMC Telesystems Inc.
Gamma Communications Corp.	Rydex Industries Corporation
GetC Software Inc.	Sierra Systems Consultants Inc.
Graphictext Applications	Tetrad Computer Applications Ltd.
Metasoft Systems	3C Consulting
	Unitrol Data Protection Systems Inc.
	Western Integrated Technologies Inc.

Construction

ComputerWise Consulting Inc.	Micro Computer Services Ltd. (MCS)
The Conac Group	Microlight Graphics Ltd.
Creighton Mackay Management Inc.	Orchard Software (Canada) Inc.
DEST: Computer Aided Design	Pathfinder Software Inc.
Eos Systems Inc.	Pick C-Far Systems Ltd.
Esti-Mate	PMC Telesystems Inc.
Evergreen International Technology Inc.	Rydex Industries Corporation
Gamma Communications Corp.	Samco Software Inc.
Gemcom Services Inc.	Sierra Systems Consultants Inc.
GetC Software Inc.	Softek Services Ltd.
Graphictext Applications	South Pointe Software
InfoPro Systems Corp.	P.M. Sulcs and Associates Ltd.
Inmax Publishing Ltd.	Western Integrated Technologies Inc.
	Zarcom Software Corp.

Custom Software

Acquired Intelligence Inc.	Epic Data Inc.
Alois Technologies Corp.	ESI Software Inc.
Altec Design Group Ltd.	Esti-Mate
Arctic Data Corporation	Evergreen International Technology Inc.
Arctic Sciences Ltd.	Expertware Development Corp.
Aspen House Systems	Fortrends Consulting Inc.
Barrodale Computing Services Ltd.	Fraser Valley Computer Applications
Berkeley Computer Consulting	Gamma Communications Corp.
Byronix Computer Controls Inc.	GetC Software Inc.
Clear Thought Software Company	Glen Cooper & Associates Ltd.
ComputerWise Consulting Inc.	Group West Systems Ltd.
Conway Information Systems Inc.	Hart Software Support Ltd.
Crawford Consulting Inc.	HTS Hi-Tech Systems Ltd.
Dante Group Software Inc.	InfoPro Systems Corp.
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DATAP Systems	Intelligent Software Engineering
Datex Services Ltd.	MacDonald Dettwiler
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Neural Systems Incorporated	Synertech Systems Corporation
Orca Software	Synex Systems Corporation
OSIware Inc.	Teal Communications International Inc.
P.J. Software Inc.	Terrascience Systems Ltd.
Pick C-Far Systems Ltd.	Tetrad Computer Applications Ltd.
PMC Telesystems Inc.	3C Consulting
Progressive Solutions Inc.	Timeac Computer Systems Inc.
Promark Software Inc.	TLD Computers Ltd.
Real Data Systems	Tony Clark Consulting
RJM Systems Ltd.	Unitrol Data Protection Systems Inc.
Rydex Industries Corporation	Vorum Research Corporation
Samco Software Inc.	Western Integrated Technologies Inc.
Sierra Systems Consultants Inc.	Xinhua And Associates
M. W. Sigalet and Associates	Zarcom Software Corp.
Simply Computing	
Skana Software	

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Alois Technologies Corp.	Evergreen International Technology Inc.
Altec Design Group Ltd.	Fortrends Consulting Inc.
Arctic Sciences Ltd.	GetC Software Inc.
Bennett Environmental Consultants Ltd.	Graphictext Applications
Boran Software Corporation	InfoPro Systems Corp.
Byronix Computer Controls Inc.	Inmax Publishing Ltd.
Crawford Consulting Inc.	MacDonald Dettwiler
DataGuard Computer Management Ltd.	Microlight Graphics Ltd.
DATAP Systems	Mindtech Computer Solutions Ltd.
Eos Systems Inc.	MPR Teltech Ltd.
Epic Data Inc.	PMC Telesystems Inc.

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Real Data Systems	3C Consulting
Sierra Systems Consultants Inc.	TIAC Systems Inc.
Silent Witness Enterprises Ltd.	Weir-Jones Engineering
Terrascience Systems Ltd.	Western Integrated Technologies Inc.

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Altec Design Group Ltd.	Memex Software
Altertext Conversions Inc.	Microlight Graphics Ltd.
Arctic Data Corporation	Mindtech Computer Solutions Ltd.
Arctic Sciences Ltd.	MPR Teltech Ltd.
Berkeley Computer Consulting	Pick C-Far Systems Ltd.
Creighton Mackay Management Inc.	PMC Telesystems Inc.
DATAP Systems	Promark Software Inc.
Datex Services Ltd.	Samco Software Inc.
Evergreen International Technology Inc.	Sierra Systems Consultants Inc.
Fortrends Consulting Inc.	Solo Microsystems Ltd.
GetC Software Inc.	Sorenson Computing Ltd.
Graphictext Applications	Synex Systems Corporation
Group West Systems Ltd.	P.M. Sulcs and Associates Ltd.
InfoPro Systems Corp.	Western Integrated Technologies Inc.

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Acquired Intelligence Inc.	GetC Software Inc.
Berkeley Computer Consulting	Giampa TextWare Corp.
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Creighton Mackay Management Inc.	InfoPro Systems Corp.
Didatech Software Ltd.	Inmax Publishing Ltd.
Evergreen International Technology Inc.	KEA Systems Ltd.
Eyetele Communications Inc.	MPR Teltech Ltd.
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Sierra Systems Consultants Inc.	Synaptec Corp.
M. W. Sigalet and Associates	Tetrad Computer Applications Ltd.
Sorenson Computing Ltd.	

Energy Management / Utilities

Acquired Intelligence Inc.	Inmax Publishing Ltd.
Aurel Systems Inc.	MPR Teltech Ltd.
Bennett Environmental Consultants Ltd.	Neural Systems Incorporated
Creighton Mackay Management Inc.	Oracle Communications Inc.
Dante Group Software Inc.	Orca Software
DATAP Systems	PMC Telesystems Inc.
Digital Resource Systems (Canada) Ltd.	Sierra Systems Consultants Inc.
Evergreen International Technology Inc.	M. W. Sigalet and Associates
Gamma Communications Corp.	Silent Witness Enterprises Ltd.
Gemcom Services Inc.	South Pointe Software
GetC Software Inc.	Stellar Systems Group Inc.
Graphictext Applications	Synaptec Corp.
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Acquired Intelligence Inc.	Evergreen International Technology Inc.
Arctic Sciences Ltd.	Expertware Development Corp.
Aurel Systems Inc.	Eyetel Communications Inc.
Barrodale Computing Services Ltd.	Gamma Communications Corp.
Capilano Computing Systems Ltd.	Gemcom Services Inc.
ComputerWise Consulting Inc.	GetC Software Inc.
The Conac Group	Giampa TextWare Corp.
Creighton Mackay Management Inc.	Glen Cooper & Associates Ltd.
Digital Resource Systems (Canada) Ltd.	Graphictext Applications
Eos Systems Inc.	Inmax Publishing Ltd.
	Lynx Geosystems Inc.

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MacDonald Dettwiler	South Pointe Software
McCarney Technologies Inc.	Stellar Systems Group Inc.
MPR Teltech Ltd.	Synaptec Corp.
Municipal Hydraulics Ltd.	Synex Systems Corporation
Neural Systems Incorporated	Terrascience Systems Ltd.
PMC Telesystems Inc.	Tetrad Computer Applications Ltd.
Real Data Systems	Tony Clark Consulting
Sierra Systems Consultants Inc.	Unitrol Data Protection Systems Inc.
Softtek Services Ltd.	Weir-Jones Engineering
Sorenson Computing Ltd.	Western Integrated Technologies Inc.

Finance

Acquired Intelligence Inc.	Orchard Software (Canada) Inc.
Altec Design Group Ltd.	OSIware Inc.
Creighton Mackay Management Inc.	Pick C-Far Systems Ltd.
DataGuard Computer Management Ltd.	PMC Telesystems Inc.
Datex Services Ltd.	Richmond Technologies & Software Inc.
Evergreen International Technology Inc.	Rydex Industries Corporation
GetC Software Inc.	Sierra Systems Consultants Inc.
Giampa TextWare Corp.	Stellar Systems Group Inc.
Graphictext Applications	Tetrad Computer Applications Ltd.
GRSI Graphic Response Systems Inc.	Unitrol Data Protection Systems Inc.
Metasoft Systems	Western Integrated Technologies Inc.

Food Services

Datex Services Ltd.	PMC Telesystems Inc.
Evergreen International Technology Inc.	Real Data Systems
GetC Software Inc.	Sierra Systems Consultants Inc.
Group West Systems Ltd.	Squirrel Companies Of Canada
Inmax Publishing Ltd.	P.M. Sulcs and Associates Ltd.
Intelligent Software Engineering	Tetrad Computer Applications Ltd.
Modatech Systems Inc.	Timeac Computer Systems Inc.

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Government / Public Sector

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Conway Information Systems Inc.
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Digital Resource Systems (Canada) Ltd.
Epic Data Inc.
Evergreen International Technology Inc.
Eyetel Communications Inc.
Gamma Communications Corp.
Gemcom Services Inc.
GetC Software Inc.
Glen Cooper & Associates Ltd.
Graphictext Applications
GRSI Graphic Response Systems Inc.
Hart Software Support Ltd.
HTS Hi-Tech Systems Ltd.
iData Systems Inc.
InfoPro Systems Corp.
Inmax Publishing Ltd.
KEA Systems Ltd.
Microlight Graphics Ltd.
Mindtech Computer Solutions Ltd.
MPR Teltech Ltd.
Nissi Technologies Inc.
Orca Software
Orchard Software (Canada) Inc.
OSIware Inc.
Pathfinder Software Inc.
PMC Telesystems Inc.
Promark Software Inc.
Quartech Systems Ltd.
Real Data Systems
Richmond Technologies & Software Inc.
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Sierra Systems Consultants Inc.
Solo Microsystems Ltd.
Sorenson Computing Ltd.
South Pointe Software
Stellar Systems Group Inc.
Stratford Software Corp.
P.M. Sulcs and Associates Ltd.
Synertech Systems Corporation
Teal Communications International Inc.
Tetrad Computer Applications Ltd.
TLD Computers Ltd.
Unitrol Data Protection Systems Inc.
Western Integrated Technologies Inc.

Health Care / Medical

Acquired Intelligence Inc.
ComputerWise Consulting Inc.
Conway Information Systems Inc.
Creighton Mackay Management Inc.
Cube Computer Systems Ltd.
Dante Group Software Inc.
Datex Services Ltd.
Evergreen International Technology Inc.
Eyetel Communications Inc.
Folkstone Design Inc.
Fraser Valley Computer Applications
Gamma Communications Corp.
Gemcom Services Inc.

Health Care / Medical (continued)

GetC Software Inc.	Pathfinder Software Inc.
Glen Cooper & Associates Ltd.	Pick C-Far Systems Ltd.
Graphicstext Applications	PMC Telesystems Inc.
Health Care Systems Inc.	Real Data Systems
HTS Hi-Tech Systems Ltd.	Sierra Systems Consultants Inc.
Inmax Publishing Ltd.	Stellar Systems Group Inc.
Intelligent Software Engineering	Synergy Computer Consulting
Intermedic Services	Tetrad Computer Applications Ltd.
MedCal Data Systems Ltd.	Unitrol Data Protection Systems Inc.
Mindtech Computer Solutions Ltd.	Vorum Research Corporation
MPR Teltech Ltd.	Zarcom Software Corp.
Neural Systems Incorporated	

Home / Consumer

Evergreen International Technology Inc.	InfoDisk Technology Corp
Folkstone Design Inc.	Inmax Publishing Ltd.
Gamma Communications Corp.	PMC Telesystems Inc.
GetC Software Inc.	Sierra Systems Consultants Inc.
Giampa TextWare Corp.	Stratford Software Corp.
Graphicstext Applications	Virtual Access Corp.

Insurance

Acquired Intelligence Inc.	Orchard Software (Canada) Inc.
Altec Design Group Ltd.	Pick C-Far Systems Ltd.
Creighton Mackay Management Inc.	PMC Telesystems Inc.
DataGuard Computer Management Ltd.	Real Data Systems
Datex Services Ltd.	Richmond Technologies & Software Inc.
Evergreen International Technology Inc.	Rydex Industries Corporation
GetC Software Inc.	Sierra Systems Consultants Inc.
Giampa TextWare Corp.	Synertech Systems Corporation
Metasoft Systems	Unitrol Data Protection Systems Inc.

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Legal

Acquired Intelligence Inc.	Gamma Communications Corp.
Altext Conversions Inc.	GetC Software Inc.
Arctic Data Corporation	Giampa TextWare Corp.
Creighton Mackay Management Inc.	Meta Data Pacific Ltd.
Dante Group Software Inc.	Orchard Software (Canada) Inc.
DataGuard Computer Management Ltd.	Pick C-Far Systems Ltd.
ESI Software Inc.	PMC Telesystems Inc.
Evergreen International Technology Inc.	Rydex Industries Corporation
Fountain Software Ltd.	Sierra Systems Consultants Inc.
	Solo Microsystems Ltd.
	Unitrol Data Protection Systems Inc.

Maintenance / Facilities Management

ComputerWise Consulting Inc.	Promark Software Inc.
DataGuard Computer Management Ltd.	Real Data Systems
DATAP Systems	Rydex Industries Corporation
Evergreen International Technology Inc.	Sierra Systems Consultants Inc.
Folkstone Design Inc.	M. W. Sigalet and Associates
Gamma Communications Corp.	Sorenson Computing Ltd.
GetC Software Inc.	South Pointe Software
Graphictext Applications	Stellar Systems Group Inc.
GRSI Graphic Response Systems Inc.	P.M. Sulcs and Associates Ltd.
Inmax Publishing Ltd.	Synaptec Corp.
MPR Teltech Ltd.	Synertech Systems Corporation
PMC Telesystems Inc.	TIAC Systems Inc.
	Unitrol Data Protection Systems Inc.
	Western Integrated Technologies Inc.

Manufacturing

Acquired Intelligence Inc.	Byronix Computer Controls Inc.
Alois Technologies Corp.	Creighton Mackay Management Inc.
AMT Research Inc.	Dante Group Software Inc.
Arctic Data Corporation	DataGuard Computer Management Ltd.
Aurel Systems Inc.	DEST: Computer Aided Design
Bennett Environmental Consultants Ltd.	Dynapro Systems Inc.

Manufacturing (continued)

Eos Systems Inc.	P.J. Software Inc.
Epic Data Inc.	Pathfinder Software Inc.
Evergreen International Technology Inc.	Pick C-Far Systems Ltd.
Gamma Communications Corp.	PMC Telesystems Inc.
Gemcom Services Inc.	Progressive Solutions Inc.
GetC Software Inc.	Reach Industries Ltd.
Graphictext Applications	Real Data Systems
Group West Systems Ltd.	Rydex Industries Corporation
GRSI Graphic Response Systems Inc.	Samco Software Inc.
InfoDisk Technology Corp	Sierra Systems Consultants Inc.
Inmax Publishing Ltd.	M. W. Sigalet and Associates
MacDonald Dettwiler	Skana Software
Mainframe Assoc.	Softac Systems Ltd.
Metasoft Systems	Sonnet Systems Ltd.
Micro Computer Services Ltd. (MCS)	P.M. Sulcs and Associates Ltd.
Modatech Systems Inc.	Synaptec Corp.
Neural Systems Incorporated	Terrascience Systems Ltd.
Optionware Business Systems Inc.	Unitrol Data Protection Systems Inc.
OSIware Inc.	Zarcom Software Corp.

Printing & Publishing

Acquired Intelligence Inc.	GetC Software Inc.
Altext Conversions Inc.	Giampa TextWare Corp.
Arctic Data Corporation	Lehdar Systems Corp.
Creighton Mackay Management Inc.	Modatech Systems Inc.
Datex Services Ltd.	PageAhead Software Corporation
Epic Data Inc.	PMC Telesystems Inc.
Evergreen International Technology Inc.	Promark Software Inc.
Gamma Communications Corp.	Real Data Systems
Gemcom Services Inc.	Sierra Systems Consultants Inc.
	Softwords, Ltd.

Real Estate

Acquired Intelligence Inc.	Creighton Mackay Management Inc.
Boran Software Corporation	Datex Services Ltd.

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Real Estate (continued)

Evergreen International Technology Inc.	Richmond Technologies & Software Inc.
Eyetele Communications Inc.	Sierra Systems Consultants Inc.
Gamma Communications Corp.	Stratford Software Corp.
GetC Software Inc.	Tetrad Computer Applications Ltd.
Hart Software Support Ltd.	TLD Computers Ltd.
MPR Teltech Ltd.	Zarcom Software Corp.
PMC Telesystems Inc.	

Retail

Arctic Data Corporation	Pick C-Far Systems Ltd.
Creighton Mackay Management Inc.	PMC Telesystems Inc.
Datalynx Software Systems	Promark Software Inc.
Evergreen International Technology Inc.	R&D Business Systems Ltd.
Fraser Valley Computer Applications	Real Data Systems
GetC Software Inc.	Richmond Technologies & Software Inc.
Hoopand Software Development	Samco Software Inc.
InfoDisk Technology Corp	Sierra Systems Consultants Inc.
Inmax Publishing Ltd.	Tetrad Computer Applications Ltd.
Mainframe Assoc.	Timeac Computer Systems Inc.
Micro Computer Services Ltd. (MCS)	TLD Computers Ltd.
Microtron Software	Unitrol Data Protection Systems Inc.
P.J. Software Inc.	Zarcom Software Corp.

Scientific / Technical

Acquired Intelligence Inc.	Digital Resource Systems (Canada) Ltd.
Alois Technologies Corp.	Eos Systems Inc.
Arctic Sciences Ltd.	Evergreen International Technology Inc.
Aurel Systems Inc.	Expertware Development Corp.
Barrodale Computing Services Ltd.	Fortrends Consulting Inc.
Bennett Environmental Consultants Ltd.	Gamma Communications Corp.
Capilano Computing Systems Ltd.	Gemcom Services Inc.
DEST: Computer Aided Design	

Scientific / Technical (continued)

GetC Software Inc.	Sierra Systems Consultants Inc.
Glen Cooper & Associates Ltd.	Softwords, Ltd.
Graphictext Applications	South Pointe Software
Inmax Publishing Ltd.	Synaptec Corp.
Jasco Research Ltd.	Terrascience Systems Ltd.
Lynx Geosystems Inc.	Tetrad Computer Applications Ltd.
MacDonald Dettwiler	TIAC Systems Inc.
MPR Teltech Ltd.	Tony Clark Consulting
Neural Systems Incorporated	Unitrol Data Protection Systems Inc.
PMC Telesystems Inc.	Weir-Jones Engineering
Real Data Systems	Xinhua And Associates

Transportation

Acquired Intelligence Inc.	Metasoft Systems
Creighton Mackay Management Inc.	Neural Systems Incorporated
DataGuard Computer Management Ltd.	Oracle Communications Inc.
Datalynx Software Systems	OSIware Inc.
Digital Dispatch Systems Inc.	Pick C-Far Systems Ltd.
Epic Data Inc.	PMC Telesystems Inc.
Evergreen International Technology Inc.	Progressive Solutions Inc.
Gamma Communications Corp.	Promark Software Inc.
Gemcom Services Inc.	Real Data Systems
GetC Software Inc.	Rydex Industries Corporation
GRSI Graphic Response Systems Inc.	Sierra Systems Consultants Inc.
InfoPro Systems Corp.	M. W. Sigalet and Associates
Inmax Publishing Ltd.	Silent Witness Enterprises Ltd.
MacDonald Dettwiler	Stellar Systems Group Inc.
McCarney Technologies Inc.	Synaptec Corp.
	Terrascience Systems Ltd.
	Tetrad Computer Applications Ltd.

Wholesale / Distributor

Arctic Data Corporation	Datex Services Ltd.
Creighton Mackay Management Inc.	Epic Data Inc.
DataGuard Computer Management Ltd.	ESI Software Inc.

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Wholesale / Distributor (continued)

Evergreen International Technology
Inc.

Eyetele Communications Inc.

GetC Software Inc.

Group West Systems Ltd.

Hart Software Support Ltd.

Hoopand Software Development

InfoDisk Technology Corp

InfoPro Systems Corp.

Mainframe Assoc.

Micro Computer Services Ltd. (MCS)

Microtron Software

Modatech Systems Inc.

Pick C-Far Systems Ltd.

PMC Telesystems Inc.

Progressive Solutions Inc.

Promark Software Inc.

Quartech Systems Ltd.

R&D Business Systems Ltd.

Real Data Systems

Rydex Industries Corporation

Samco Software Inc.

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