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1995 RESOURCE CATALOG

A guide to Software and Hardware Products/Services

*For
DBMS Users of:*

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uniVerse
PI/open
Reality
Advanced Revelation
and other related DBMSs*



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1995 RESOURCE CATALOG

A Comprehensive guide to software and hardware products/services for DBMS users of PICK, UniData, uniVerse, REALITY; Prime INFORMATION; PI/open, Advanced Revelation, and DOS.

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EDITOR'S NOTE:

The 1995 RESOURCE CATALOG is intended to serve as a guide to software and hardware services / products available to users of PICK and PICK-like database management systems. The contents of this book are based on information provided by the vendors/resellers and the information contained herein is not deemed an endorsement of any product or service by the editors and/or publishers.

This catalog is a result of dedication and commitment of several people and organizations. We hope to have minimized the possibility of any errors, but if information contained is inaccurate or out of date, we humbly apologize, and will correct information based on the feed-back of our users and vendors.

Vendors wishing to submit listing information for the 1996 RESOURCE CATALOG or for the INTERNET version, may apply to Thurman Marketing Services, Inc. at any of the addresses listed below.

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Michael M. Sigman

DBMS ACCOUNTING

The DBMS ACCOUNTING application package includes Accounts Receivable, Accounts Payable and General Ledger, along with Office Automation. These stand-alone modules are color capable, menu-driven with table driven control parameters, and may optionally be integrated. DBMS ACCOUNTING includes lookup windows for easy access to data items by entering part of a name, description, etc. Full file maintenance, inquiry, processing, and reporting are included with complete audit trails. Optional integration with customized billing facilities, discounts, and flexible user formatting are a few of the many features which round out this user-friendly software. The REPORTIX report generator is included. Now available in SB+ version.

Compatibility: All Pick

Pricing: \$5,000

Company: DBMS Inc.
P.O. Box 19647
Shreveport, LA 71149
Tel: 318/635-0757
Fax: 318/635-8738

Contact: Keith Grill

FINANCIAL MANAGEMENT AND CONTROL+ (FMC+)

FMC is a set of integrated accounting modules - Accounts Payable, Accounts Receivable, General Ledger, Payroll, Fixed Assets - for individual and multiple companies. With over 2,500 installations, FMC is adaptable to many environments and may be integrated with other third-party applications.

Compatibility: Advanced PICK; UniData; uniVerse; R91; PC networks; UNIX; Windows NT; VMS. BASIC and System Builder 4GL.

Pricing: \$1,000-\$25,000.
Accommodates 2,500+ users.

Company: Escom, Incorporated
10502 N.E. 37th Circle
Kirkland, WA 98033
Tel: 206/828-0995
Fax: 206/827-2297

Contact: Kurt A. Wold

INTEGRATED ACCOUNTING SYSTEM (IAS)

IAS is a fully integrated set of programs designed to handle Accounts Payable, Accounts Receivable, Payroll and General Ledger. The system is menu driven and features extensive use of cross-reference files and on-line documentation as well as a complete set of User Manuals. The system is totally flexible in its handling of code files, account numbers, Financial Statements, journals and schedules. A Report Writer is included for user defined reporting.

Compatibility: All Pick-based systems; UniData; uniVerse

Pricing: Call for information.

Company: Delta Data Solutions, Inc.
5115 Covington Way #5
Memphis, TN 38134
Tel: 901/377-5511

Contact: John Vetter

INTEGRATED ACCOUNTING SYSTEM (IAS)

See the IDBMA award-winning IAS re-engineered using SYSTEM BUILDER! Boasting powerful core accounting systems, the landmark IAS consists of A/P, A/R, & G/L modules which can be easily integrated with other software and/or complemented by our Fixed Assets, Inventory, Purchasing and Payroll systems.

Compatibility: PICK R83; uniVerse; UniData

Pricing: Call for information

Company: The Software Group, Inc.
7400 East Orchard Road Suite 120
Englewood, CO 80111
Tel: 303/290-8844
Fax: 303/290-8522

Contact: H. William Gail or
Laura G. Mutton

PWS/FMS - FINANCIAL MANAGEMENT SYSTEM

Fully integrated, user-defined financial management system for PICK and UNIX that meets the individual needs of an organization while conforming to accepted accounting procedures.

Compatibility: UNIX, PICK, VMS

Pricing: Contact Cogent

Company: Cogent Information Systems, Inc.
220 South Orange Ave., P.O. 461
Livingston, NJ 07039
Tel: 201/992-8000
Fax: 201/992-8788

Contact: William McCarthy

SOFTWARE PRODUCT LISTINGS**General****ACCOUNTING / FINANCIAL****DEBT COLLECTION
COM-COLLECT**

Allows for systematic management of Collectors' performance & tracking of prior & current debtor information. Assigns past due accounts to collectors for handling based on past due balance, age, alpha assignment, & special term codes. Generates ticklers, comments, collectors scheduling, statistics, reports, letters, aging history of accounts & customer's account detail.

Compatibility: PICK; UniData; uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information

Pricing: Depends on number of users.
Call for further information.

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800/635-7523

Contact: John E. Winchester, Jr. or
Michael M. Sigman

Tel: 410/997-6100 Fax: 410/997-2063

**FIXED ASSETS
FIXED ASSETS & BUDGETING**

Fixed Assets and Budgeting system.

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse
--

Company: Systems Solutions, Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800/232-0026

Contact: Dr. Tony Kakar or Randy Land

Fax: 602/955-0085

**PAYABLES
COM-PAYABLE**

Processes for multiple companies on multiple bank accounts, records purchases & expenses with G/L distributions. Automatically calculates discount rates & due dates, allows partial & recurring monthly payments, flexibility reports, & cash requirements. Selectively calculates & prints checks & maintains up to three years of invoice & payment history.

Compatibility: PICK; UniData; uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information
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Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800-635-7523

Pricing: Pricing depends on number of users.

Contact: John E. Winchester, Jr. or Michael M. Sigman
Tel: 410/997-6100 Fax: 410/997-2063

**PAYROLL
COM-PAY**

Processes payrolls & maintains H/R profile history for multiple departments & companies (unlimited) for any pay period, calculates earnings & deductions (401K, section 125, etc.) from user-defined codes, compiles all MTD, QTD, & YTD figures, calculates benefit accruals, accumulates FUTA, SUTA, & worker's compensation expenses with three years of history.

Compatibility: PICK; UniData; uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information
--

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800-635-7523

Pricing: Pricing depends on number of users.

Contact: John E. Winchester, Jr. or Michael M. Sigman
Tel: 410/997-6100 Fax: 410/997-2063

ONLY A PICK TIME CLOCK CAN GIVE YOUR PICK MANUFACTURING SYSTEM INSTANT LABOR COSTS!!

Eliminate The Labor-Intensive and Error-Prone Bottleneck of Getting The Time Clock and Job Sheet Data Into Your Computer. Stop Losing Time Polling Clocks and Downloading Validation Tables!

- Security Locks
- Overtime Calculations
- Shift Differentials
- Gross Earnings
- Labor Distribution
- Easy Interface Layouts
- On-line History
- On-duty Inquiry Showing
- What Job and How Long
- Audit Trail
- Barcode/Magnetic Strip Readers
- Job Costing Analysis
- Piece Tracking
- Cost and Time per Piece
- EEOC Tracking
- Multi-language Prompting
- Automatic Reporting
- Report Writer

Designed to be interfaced with Manufacturing and Payroll systems, the Metron Time Clock system has been in use by Fortune 500 companies for almost a decade. Metron time clocks are currently interfacing millions of dollars of gross earnings every month.

Metron Time Clock Company (714) 544-1628

METRON TIME CARD CALCULATOR

Specifically designed for the payroll office, this will be the one tool that does all of your time card calculations! Enter raw data directly from the employee time cards and job sheets, then immediately run reports that will give you: Gross Pay and Overtime information, ready for Payroll Processing; Job Costing Labor Distribution and Work-in-Process information in detail or summary; on-line History of each employee's hours worked and gross earnings in detail.

No limit to the number of employees you can have on file, the number of pay policies your company uses, the number of pay cycles or shifts, or the number of reports you can create and store on file. Easy to upgrade to the full Metron Time Clock system. Single-user PICK DOS license is included in price.

Compatibility: DOS

Pricing: \$499

Company: Metron Time Clock Co
Box 358
Silverado, CA 92676
Tel: 714/544-1628

Contact: John Bethune or Susan Read

SOFTWARE PRODUCT LISTINGS**General****ACCOUNTING / FINANCIAL****METRON TIME CLOCK SYSTEM**

The Metron Time Clock System captures employee clock-in and out times, including labor distribution, job costing and job tracking, providing instant Labor Distribution costs - as well as instant gross hours and earnings information for the Payroll department.

Overtime and shift differentials are automatically spread into job and piece costs. All information is held in a centralized file, immediately available to management. Polling time clocks, downloading validation tables and restrictions of memory at the time clock is eliminated! Management programs allow for the maintenance of employee time cards and the easy retrieval of information through Metron's Report Writer. Metron supports standard terminals and provides a "time clock" unit that is a simple RS232 terminal. Nine levels of security and a complete audit trail are two additional new features of this release. The Metron Time Clock system is designed to be interfaced to other Manufacturing, Human Resource and Payroll software systems.

Compatibility: PICK R83; PICK OA
Advanced PICK; uniVerse

Pricing: \$3,500

Company: Metron Time Clock Co.
Box 358
Silverado, CA 92676
Tel: 714/544-1628

Contact: John Bethune or Susan Read

PayMASTER

PayMASTER is a multi-state payroll system designed to handle the processing requirements of multi-state enterprises. Developed using the powerful SB+, it can be used stand-alone or integrated with the HR:Open Human Resource System. Through PayMASTER's flexibility and extensive & powerful features, it addresses all the complexities facing today's payroll professional.

Compatibility: PICK R83; PICK OA; Advanced PICK;
UniData; uniVerse; Mentor

Pricing: Please Call

Company: F. W. Davison & Company Inc.
100 Bedford St. P.O. Box 450
East Bridgewater, MA 02333
Tel: 800/966-4792

Contact: Craig S. Babigian

Tel: 508/378-0050 Fax: 508/378-0089

PAYROLL PERSONNEL MANAGEMENT SYSTEM (PPMS)

Comprehensive payroll features multiple companies, simultaneous processing of multiple pay cycles, automatic timecard generation, manual / void checks, adjustments, direct deposits, check reconciliation, quarterly tax reporting, W2's, 1099's, tape reporting, G/L interface, unlimited user-defined earnings types and deduction types including 401K and S125, all state/local income taxes. Optional interface to personnel module.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; UniData; uniVerse

Company: Abacus, Inc.
1510 Bailey Morrison Drive
Somerville, TN 38068
Tel: 901/465-7990
Fax: 901/465-7962

Pricing: Installation Dependent

Contact: Dana Pittman

TIMETrak

TIMETrak is a full featured time and Attendance System with multi-company & multi-location capabilities. Developed with the powerful SB+ 4GL, it can be used stand alone or integrated with the PAYMASTER Payroll System. Amongst TIMETrak's many features, its user-defined shifts, work groups and work weeks make it extremely flexible.

Compatibility: PICK R83; PICK OA; Advanced PICK; UniData; uniVerse; Mentor

Pricing: Please call.

Company: F. W. Davison & Company Inc.
100 Bedford St. P.O. Box 450
East Bridgewater, MA 02333
Tel: 800/966-4792
Tel: 508/378-0050

Contact: Craig S. Babigian

Fax: 508/378-0089

RECEIVABLES**COM-RECEIVABLE**

Produces daily invoices, monthly statements, and aged trial balance reporting. Allows review of customer statistics (all transactions & balances) with reports providing a quickened billing process, improved cash flow, and lower outstanding balances. Batch controlled to ensure validity of data & audit trails. Shows summary & detail. Maintains history (any period).

Compatibility: PICK; UniData; uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information

Pricing: Depends on number of users.
Call for further information.

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800/635-7523
Tel: 602/955-0085

Contact: John E. Winchester, Jr. or
Michael M. Sigman

Fax: 410/997-2063

SALES TAX COMPLIANCE**VERTEX-FOR-PICK**

The only complete "cradle-to-grave" sales tax compliance system available for PICK and other compatible systems, including uniVerse, UniData and ADDS Mentor. Calculates all state, country, and city rates, and applies each jurisdiction's exception and exemption rules. Allows you to specify your own industry-specific exceptions. Even creates signature-ready returns!

Compatibility: PICK and PICK-compatibles; UniData; uniVerse
--

Pricing: \$10,000 (U.S.) Plus subscription to
Vertex update service.

Company: R.O.I. Syngineering
2540 Tennyson Court
Thousand Oaks, CA 91360
Tel: 805/493-5388
Fax: 805/493-5389

Contact: David Hamilton or Bob Roy

ARCHIVAL/RETRIEVAL / BARCODE

ARCHIVAL / RETRIEVAL SYSTEM

ARS ARCHIVAL/RETRIEVAL SYSTEM

The DMI Archival & Retrieval System (ARS) solves the problem of economically storing large amounts of historical information which must be kept for many years, yet must be available on short notice when required. When connected to a business's existing multi-user computer system, ARS allows the complete records of a business to be transferred to optical storage, and external paper documents can be scanned into the same set of archival optical platters for permanent retention.

The archival records are indexed as an extension of the host database, and can be retrieved from a terminal or workstation attached to the host system. It is not necessary to go to a separate system to retrieve or view the archived records, and it is also unnecessary to learn the operation of a new database in order to handle archived records and reports. Microfiche is eliminated because the archival reports and data can now be sent electronically to ARS instead of being printed or converted to magnetic tape and sent out for microfiche conversion.

The ARS system in its basic form is an optical server connected to the host as an asynchronous terminal. Most of the computer workload of the system is handled by the ARS server, which periodically polls the host to look for messages which initial archiving or retrieving. The host has very little to do except to initiate the control message, and many ARS installations result in a speed up of an overloaded host, since a substantial reduction in host data base size immediately takes place. The ARS server runs continuously unattended and operates as an extension of the host system.

Compatibility: Pick; DOS; UNIX

Pricing: Call for information.

Company: DMI
1 Hughes
Irvine, CA 92718
Tel: 714/583-1800
Fax: 714/583-9381

BAR CODE

PRINTBAR

You can easily add regular and Post Office bar code printing to any application using PRINTBAR software. PRINTBAR runs on Printronix, HP, Epson and OKI printers with no additional hardware. From the people who put PICK and Bar Codes together.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; PRIME Information; PI/open; UniData; uniVerse
--

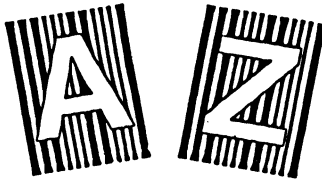
Pricing: Starts @ \$495

Company: SKP Electronics
1232 S. Village Way #E
Santa Ana, CA 92705
Tel: 714/972-1727
Fax: 714/972-4964

Contact: Henry Herman

From A to Z, We've Got Barcoding Covered

- Data Collection Application
- Time & Attendance Application
- Job Costing Application
- Order Tracking Application
- Barcode Printing Application



- Inventory Control Application
- Hardware Independence
- System Integration
- Education & Training
- And More

INSTANT DATA SYSTEMS

250 North Sunnyslope Road • #300 • Milwaukee WI 53003
800-959-2959 • FAX 414-421-6797

Data Collection For All Reasons

RADIO FREQUENCY BAR CODE SOLUTIONS

The TaLus Group is a company and concept that has brought together the very best products and services of the leading bar code vendors, VARs, and PICK contractors in the industry today. The TaLus Group brings the strengths, and not the weaknesses, of only applicable resources together for your bar coding project. The TaLus Group's proven coordinated concept provides the best integrated solution to your company — on time, and at the best possible price.

Integrating radio frequency (RF) and non-RF bar coding solutions isn't as simple as many would claim, nor as difficult as others would portray. Even packages and interfaces that say they are "plug-and-play" require an implementation plan and system design. At TaLus, we work for you as supplier, consultant, integrator, and project manager. Our expertise allows us to work quickly with you to design your success, introduce you to relevant technologies, and bring the project to successful conclusion.

Compatibility: PICK R83; PICK OA; Advanced PICK;
PI/open; UniData; uniVerse

Pricing: Call for information

Company: The TaLus Group
19145 NE Woodinville-Duvall Rd.
Suite D176
Woodinville, WA 98072
Tel: 206/788-2650
Fax: 206/788-5237

Contact: Paul Neel

THE PEOPLE WHO PUT **PICK & Bar Codes** TOGETHER
ARE NOW PUTTING **PICK & Windows®** TOGETHER

For more information call:



SKP Electronics
1232 South Village Way Ste. E
Santa Ana, CA 92705
Voc (714) 972-1727
Fax (714) 972-4964

SOFTWARE PRODUCT LISTINGS**General****BENEFITS ADMINISTRATION****BENEFITS ADMINISTRATION****FACTS™**

Fully automated and integrated managed care administration system. Offers complete administration of medical, dental, vision, drug, disability and COBRA claims for triple option plans (HMO, PPO and Indemnity). Full claims processing; MICR laser check/EOB encoding; optical imaging/IOCR; automatic adjudication; claims editing; electronic claim submission; over 300 reports; ad-hoc report generator.

Compatibility: PICK OA, Advanced PICK

Pricing: Call for information

Company: FACTS Services, Inc.
 1575 San Ignacio, Suite 406
 Coral Gables, FL 33146
 Tel: (305) 284-7400
 Fax: (305) 661-6710

Contact: Jose A. Lopez

FACTS125™

Fully automated Section 125-flexible benefits administration system. Offers administration of a full range of flexible benefit programs, from spending accounts to a full cafeteria plan. Allows for spending account calculations and full benefit credit program with core plans. Fully automated enrollment, detailed benefit accounting, and year-end allocation of funds.

Compatibility: PICK OA, Advanced PICK

Pricing: Call for information

Company: FACTS Services, Inc.
 1575 San Ignacio, Suite 406
 Coral Gables, FL 33146
 Tel: (305) 284-7400
 Fax: (305) 661-6710

Contact: Jose A. Lopez

FACTS COMP™

Fully automated, comprehensive and flexible workers' compensation claims administration system. Integrates claims processing routines for medical, indemnity, vocational rehabilitation, lump-sum settlements, legal and miscellaneous expenses. The inherent system supports administrative processing codes, state fee schedules and benefit parameters, special fund allocations and allows for unlimited expansion throughout.

Compatibility: PICK OA, Advanced PICK

Pricing: Call for information

Company: FACTS Services, Inc.
 1575 San Ignacio, Suite 406

 Coral Gables, FL 33146
 Tel: (305) 284-7400
 Fax: (305) 661-6710

Contact: Jose A. Lopez

BUSINESS SYSTEM**UHL GENERAL BUSINESS SYSTEM**

UHL is a fourth generation language application that provides a customized General Business System that will manage any data base, large or small, efficiently and economically. The complete General Business System is fully integrated and includes General Ledger, Accounts Receivable, Accounts Payable, Order Processing, Inventory Control, Purchasing and Payroll.

Compatibility: PICK R83; Advanced PICK; uniVerse; ADDS

Pricing: Prices range as follows:

\$700-\$1450 for 1 user;
\$2100-\$4350 for 3 users;
\$11,900 to \$24,650 for 17 users;
\$17,500-\$36,250 for 25 users.

Company: UHL Software Inc.
1505 NW Gilman Blvd., Suite 2
Issaquah, WA 98027
Tel: 206/392-9373
Fax: 206/392-1799

Contact: Parker K. Ashurst or
Lynne Landers

CATALOG MANAGEMENT / DIRECT MAIL**CATALOG MANAGEMENT SYSTEM**

Zircon's Catalog Management System is a comprehensive system for today's growing direct marketing company. The system has a complete set of integrated modules designed to support the overall operational, analytical and managerial needs of both consumer and business-business direct marketers. Call us to receive an informative brochure.

Compatibility: uniVerse

Pricing: \$25,000 - \$100,000

Company: Zircon Company, Inc.
26 Princess Street
Wakefield, MA 01880
Tel: 617/246-5000

Contact: Mark Flory or Elizabeth Tierney

Fax: 617/246-2115

COMMUNICATIONS**BasicFax**

BasicFax lets you send text-documents from your Pick machine painlessly. Just add 2 lines of text to your documents, and send them to a designated spooler queue. BasicFax includes both 132 and 80 column fonts, time delay and broadcast options, IBM graphics support, and provides a delivery receipt. Best of all, BasicFax uses standard low-cost class-two fax modems.

Compatibility: Pick

Pricing: \$199

Company: Repton Data
15 S. Britton Road
Springfield, PA 19064
Tel: 610/544-6304

Contact: Sam Anderson

Fax: 610/544-2597

SOFTWARE PRODUCT LISTINGS

General

COMMUNICATIONS

E-MAIL for PICK

E-MAIL for PICK is a low cost fully featured intra-system Electronic Mail package which may be easily integrated into the end user's application software or may be run stand-alone. Easy install, and all Basic source code is included. Runs on any PICK or PICK-like platform.

Compatibility: PICK R83; PICK OA; Advanced PICK, REALITY; uniVerse, Unidata, PRIME Information; PI/open; and all compatibles.

Company: Weaver Consulting
366 Nottingham Way
Campbell, CA 95008-0842
Tel: 408/377-8076
Fax: 408/377-3512

Pricing: \$495

Contact: Dave Weaver

FaxLink Gold

FaxLink Gold software runs in a personal computer attached to a multi-user computer system via a RS232 serial connection. All users share the device just as they share system printers.

Users send purchase orders, quotations, invoices and general correspondences complete with letter heads, logos, and existing business forms. Documents are sent with crisp detail and superior clarity.

Get the real FAX!!!

Don't be fooled by "look-alike" products that can't deliver on their promises! **FaxLink Gold** is the leader in dependable professional-quality faxing. Give your company the best in value and performance. Join the tens of thousands of users at over 800 sites worldwide who use **FaxLink Gold**.



Intuitive Technology, Inc.
30 Colony Park Circle, Galveston, Tx. 77551

800-324-4415

Non-priority documents can be broadcast at night when phone charges are lowest. The system is economical, easy to use, and easy to integrate. In businesses where daily fax volume amounts to 10 or more transmissions per day, FaxLink Gold pays for itself quickly.

Compatibility: PICK R83; PICK OA; Advanced PICK; Reality; PRIME Information; PI/Open;

Pricing: \$1295 retail & up (site license)

Dealer program available to qualified Advanced Revelation; UniData; uniVerse; UNIX resellers.

Company: Intuitive Technology, Inc.
30 Colony Park Circle
Galveston, TX 77551
Tel: 409-762-8456
Fax: 409-765-7073

Contact: Bill Adriance

E-MAIL for PICK

Powerful New Version 4 Has Many New Features Including:

- Send to GROUPS
- Send to multiple CCs
- Broadcast to all mailboxes
- Send to "Public Notices"
- Our Full Screen Editor or JET
- Multi-Printer & Slave Support
- Hooks to Your Application
- Assign Assistant for Reads
- Print, Forward, Reply, Archive
- Personal Preferences
- Personal Announcement
- Easy Install / Configuration
- All Pick Basic Code, Included!
- And much more! Call!

♦ Over 11,000 Happy Users! On All Pick Platforms! ♦

ONLY \$495.00 - UNLIMITED USERS!

Add-On Phone Messages and Calendar Management available

Ask for our FREE CATALOG - over 100 Pick Utility Programs

For more information call or write:

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PHONE: 408/377-8076 FAX: 408/377-3512

Authorized Monolith dealer - Authorized Dickens dealer

FAXFX

Devcom's FAXFX is the leading UNIX-based facsimile software system for all major UNIX hardware systems. FAXFX offers send, receive, view, print and route capabilities. Fax and data on the same line as well as first and second call fax back are standard. Options include OCR and Client/Server. Trial available.

Compatibility: UniData; uniVerse; PI/open

Pricing: \$1,200 - \$5,000

Company: Devcom Mid America Inc.
2603 W. 22nd St. Suite 23
Oakbrook, IL 60521 Tel: 708/574-3600

Contact: Ronald G. Diener
Fax: 708/572-0508

WaveLink 2.0

WaveLink 2.0 is today's leading turn-key wireless ADK solution for Pick users worldwide. It includes all the tools you need to create efficient wireless applications using your own RDBMS. With a client-server architecture and a limited learning curve, creating your very own wireless solution has never been easier. WaveLink is your connection to success.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; Prime INFORMATION; PI/open;
Advanced Revelation; UniData; uniVerse; Unix.

Company: Point Information Network
1201 Market Street
Kirkland, WA 98033
Tel: 206/822-0111

Pricing: \$3,495

Fax: 206/827-7885 Contact: Erik Kennedy

DATABASE MANAGEMENT

DATABASE MANAGEMENT

Advanced Pick :Open Database

Advanced Pick :Open Database is designed specifically for data management applications that require shared access of central files, records, transactions and reports. With Advanced Pick's easy-to-use application development tools, you need not be a computer expert to create, modify and maintain your software applications.

Advanced Pick :Open Database maximizes the useful power of your hardware through its efficient use of disk and memory. From a few users sharing a single Intel PC to thousands running on mid-range systems from leading hardware vendors, Advanced Pick provides an environment where any number of users can share a common application and data.

Compatible with MS/DOS, OS/2 and many implementations of Unix, Advanced Pick is truly an "Open System". You can also run an Advanced Pick application without a host operating system on Intel 80386, 80486, and Pentium processors.

With Advanced Pick :Open Database, you'll have access to business applications in English, French, Spanish, Portuguese, Chinese, Russian and other languages.

Advanced Pick :Open Database provides the application development tools your need, including:

- MS-Windows based Graphical User Interface.
- Built-in multi-user support.
- Enhanced BASIC programming language.
- Client/Server architecture.
- Update and Output document processors.
- Simple English syntax query and report language.
- Industry standard SQL. (optional)
- ODBC integration.
- Interface with the C development environment for any Unix applications.
- Full System utilities for conversion, communication, backup and other system administration functions.

Current popular AP implementations include:

- AP/Native - 80286, 80386, 80486 and Pentium
- AP/Pro (Protected Mode) - 80386, 80486 and Pentium
- AP/DOS - "PICK over DOS"
- AP/SCO - "PICK over UNIX" - Intel version
- AP/Mid Range - "PICK over UNIX" on such platforms as IBM RS/6000 & PowerPC, Data General AViiON, Motorola 88/Open, Hewlett-Packard 9000, Siemens/Nixdorf MIPS, AT&T/GIS 3000, Fujitsu DS90 and Fujitsu/ICL DRS 6000.

Compatibility: R83 and OA (Open Architecture) forward compatible.

Pricing: Varies based on implementation; call for information.

Company: Pick Systems
 1651 Browning
 Irvine, CA 92714
 Tel: 714/261-PICK
 Tel: 800/FOR-PICK
 Fax: 714/250-8187

Sequoia Systems' Implementation of Pick Open Architecture

Sequoia System's implementation of the Pick Open Architecture provides a solution for a wide range of on-line computing needs. Because of Sequoia's multiprocessing hardware platform, combined with the integration of Pick and UNIX, Sequoia provides a platform designed specifically for high performance and totally availability.

Pick OA is a native implementation of the popular Pick operating environment. As a native port, not a Pick emulation, Sequoia's Pick is fully compatible with other Pick environments. Sequoia has vastly improved the original software to increase the robustness and data integrity of Pick, while integrating Pick with UNIX.

Performance Enhancements

Sequoia's high performance with Pick is due to significant development improvements and a high level of integration to Sequoia's UNIX operating system.

Compatibility of Applications and Software Tools

Sequoia's native Pick port allows the use of all Pick third-party software packages. Scribe, JET, Accuplot, Compusheet, ScreenGen, Newproc, and Update are bundled with the Sequoia system. Most other products such as Laguna Connection, ViaVision, RPL, Cue-bic, Forge, Keyword, PK Harmony, and most others are running on Sequoia systems today. Compatibility extensions support Ultimate systaxes, Prime Information, ADS and many McDonnell Douglas functions.

Pick/UNIX Integration

Full integration with UNIX allow both file transfer and interprocess communications. This allows the user to take advantage of useful UNIX facilities such as a full range of communications and networking capabilities. On the other hand, unlike some of the "Pick emulations", the user is never forced to learn UNIX internals. This is a significant benefit for the traditional Pick user that is simply looking for a more reliable and higher performance Pick platform.

Software Development Flexibility

Multiple, logical Pick machines allow separate development, training, and production environments. This allows the user to control the testing of new Pick software releases without interfering with the live production machine.

Device independent disk, tapes, terminal, and printer interfaces support virtually any peripheral hardware. Device driver software is UNIX's responsibility. this frees the Pick development group to work on more meaningful user features while speeding your access to new hardware technology.

High Performance Software for Tape, Disk and Peripherals

High performance file saves and incremental saves that can be run on all tape drives simultaneously speed backup. Additionally, use of the Sequoia transaction logger allows full use of the system including updates during file saves while creating a valid database image for restores.

Vastly expanded spooler limits, named form queues, and a user-friendly menu-driven spooler interface improve spooler usability. Multiple Pick virtual machines can share physical printers and can use the UNIX spooler facilities.

Performance Monitoring and Quality Assurance

Sequoia provides an unprecedented level of customer performance monitoring and tuning tools. Included are tools at the machine level, the application or job level, and the individual program/subroutine levels. These performance measurement, tracking, and tuning tools take the guess work out of optimization and allow configuration and growth planning from a solid knowledge base.

For more information contact Sequoia Systems at 800/562-0011

Reliable Distributors of Pick Related Products

- ✓ Fast Delivery of Pick Operating Systems
- ✓ A Wide Variety of Books and Pamphlets
- ✓ Low Cost Communications Software
- ✓ Competitive Prices on Serial Cards
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- ✓ Terminals, Modems and Other Peripherals
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- ✓ Most Items in Stock for Prompt Delivery



Repton Data
15 S. Britton Road
Springfield, PA 19064

Phone: 610-544-6304
Fax: 610-544-2597

UniData

The UniData® RDBMS and application development environment is based on the first commercial implementation of the nested data model, a technology that offers flexible data storage, improved performance, simplified ASL access, and the native ability to quickly and fully integrate complex object data structures into existing applications.

Compatibility: UniData

Pricing: Call Unidata for information

Contact: Terry Truman or Heidi Boettcher

Company: Unidata, Inc.
1099 18th St., Suite 2500
Denver, CO 80202
Tel: 303/294-0800
Fax: 303-293-8880

uniVerse

The uniVerse post relational database management system provides such features as variable length fields and records, multi-values and associated sub-values. Release 8 is compliant with ANSI SQL-89 Level 1 with extensions; and also contains many features of SQL-92. As a member of the SQL Access Group, VMARK is active in the standard setting process of the next generation SQL-3. A full range of client/server products and features are available. With the *uV/SQL Client and Server* options, standards-based links can be formed with other data sources to provide ODBC-level connections for seamless interoperability. *HyperSTAR* offers object-oriented connectivity between Windows tools and applications and various data sources. *Co*STAR*, *New Look* and *InterCALL* offer increasing capabilities for incorporating various client features with uniVerse applications.

Compatibility: uniVerse

Pricing: Call for information.

Company: VMARK Software, Inc.
50 Washington Street
Westboro, MA 01581
Tel: 508/366-3888

Fax: 508/366-3669

uniVerse For PI/open Databases

VMARK databases from WordMark across different platforms provide a powerful three-dimensional PostRelational data model with multi-value fields and variable length records. PI/open compatible with Prime INFORMATION. Great values from WordMark as low as \$235/user on UNIX. WordMark is an authorized VMARK distributor.

Compatibility: Prime INFORMATION; PI/open

Pricing: From \$235/user on UNIX

Company: WordMark International Corporation
Ten Almaden Blvd., Suite 1400
San Jose, CA 95113
Tel: 800/835-2400
Tel: 408/975-1100
Fax: 408/975-1111

Contact: WordMark Sales

SOFTWARE PRODUCT LISTINGS

General

DATABASE MANAGEMENT / DESKTOP PUBLISHING

UniVision™

UniVision is a powerful multi-user database management system designed to run the extensive library of applications available for the Pick data model. UniVision is an efficient and high-performance database management system, implemented utilizing state-of-the-art object-oriented programming techniques. UniVision is designed for the open systems environment, and is written in the C++ programming language.

Business applications can operate on industry-standard platforms with full access to all open systems facilities including symmetrical multi-processing, industry standard networking protocols, and client-server technologies.

Included with UniVision is a suite of productivity, development and interoperability tools normally unavailable from a single vendor. Productivity tools include office automation, word processing, and financial modelling systems. A powerful Windows-based development tool called WinLink is included with UniVision, as is an ODBC and SQL driver.

Compatibility: AT&T UNIX SVR4; UnixWare SVR4.2; IBM AIX; Motorola DeltaPro System V/88.
--

Future ports include: Data General; BULL; Digital; Sequent; SUN; ICL; Windows NT; and Siemens. Database interoperability: SQL and ODBC; and Merchant RDBMS.

Pricing: \$199 per user.

Company: Objectware, Inc.
350 Motor Parkway Suite 308
Hauppauge, NY 11788
Tel: 516/231-1144
Fax: 516/231-1241

Contact: Bill Lichtwald, Mgr. Product Mktg.

DESKTOP PUBLISHING

LASER WORKS

LASER WORKS family of products provide PICK with many publishing features. Print laser quality documents on Hewlett Packard (or compatible) laser printers. There are four easy-to-use menu driven products to fit specific needs.

LASER WORKS 3.0 includes a document editor, a font downloader, an image downloader and printer management tools. LW FORMS is an economical forms generator with a Forms Template Catalog. LW DOWNLOADER is an image and soft font downloader program with fonts and images. IMAGE GRABBER is a graphics conversion and downloader program, which converts DOS images into standard PICK items.

Compatibility: PICK R83; Advanced PICK (for Image Grabber).

Pricing: Prices range for \$149 to \$2,500

Company: Brock & Associates
676 Bockman Road, Suite F
San Lorenzo, CA 94580-3024
Tel: (510) 317-8140

Contact: Gary Brock

Fax: (510) 317-8142

DISPATCH / SERVICE**COM-DISPATCH**

Performs service scheduling, automatic service assignments, & cost distributions. Service History includes model & serial numbers, warranty & service agreement terms, maintenance history, PM schedule, & contacts. Exception reporting profitability, for parts & equipment from standard. Service scheduling by zone, speciality, availability, & user criteria. Service billing information provided.

Compatibility: PICK; UniData; uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information

Pricing: Pricing depends on number of users. Call for further information.

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800/635-7523

Fax: 410/997-2063

Contact: John E. Winchester, Jr. or Michael M. Sigman

SERVICE/DISPATCH

Service/Dispatch software.

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse

Pricing: Call for information

Company: Systems Solutions, Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758

Tel: 800/232-0026 Fax: 602/955-0085 Contact: Dr. Tony Kakar or Randy Land

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DISTRIBUTION

DISTRIBUTION

ADVANCED DISTRIBUTION SYSTEM

Prelude Systems' Advanced Distribution System offers a complete software solution for distributors. PSI's fully integrated modules include: complete financials, inventory management, EDI, bar coding, sales force automation and bill of materials/light manufacturing. Our 4GL software provides instant response, incredible speed, a PC look and feel, and extensive on-line help.

Compatibility: UNIX platform, PICK, IBM RS6000, Data General
--

Pricing: Call for pricing information.

Company: Prelude Systems, Inc.
 16901 Dallas Pkwy #100
 Carrollton, TX 75006
 Tel: 214/931-9005
 Tel: 800/922-0099 Fax: 214/931-8310

Contact: John Clark

ADVANTAGE™ Advanced Distribution System

ADVANTAGE™ Advanced Distribution software. Open systems, parameter-driven business solution with fully-integrated modules:

- Order Processing
- Inventory Control
- Purchasing
- Sales Analysis
- Payroll
- GL
- AP
- AR
- Serial Number Tracking
- Work Order Processing

Innovative features include: EDT (e-mail, fax capabilities), Windows Interface, Freeform™ connective, Checks, Preferred Customer Systems, Barcode Technology, and Live PO/SO link.

Compatibility: PICK R83; PICK OA; Advanced PICK

Pricing: \$20,000 for 16 users; \$625 for each additional user over 16

Company: Progressive Systems, Inc.
 1980 112th Ave. NE Suite 200
 Bellevue, WA 98004
 Tel: 206/454-6800
 Fax: 206/454-9008

Contact: Ron Miller/Gary Bustinduy

COM-BINES

An integrated system for wholesalers, distributors, office products, business machine dealers comprised of: selection of software modules, user-defined customization, accommodation for multiple departments & companies, data conversion option, full financials, O/E, A/R, A/P P/R, G/L, H/R, bar code scanning, EDI purchasing, inventory control, and all necessary modules for complete management control.

Compatibility: PICK; UniData, uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information

Pricing: Pricing by number of users. Call for further information.

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800/635-7523
Fax: 410/997-2063

Contact: John E. Winchester, Jr. or
Michael M. Sigman

DAC - DISTRIBUTION AND ACCOUNTING CONTROL

The DAC software solution is designed primarily for the HVAC/PHCP (cooling, heating, electrical & plumbing) wholesale distributor. The following software modules are offered: Maintenance Procedures, Accounts Payable, Accounts Receivable, Payroll, General Ledger, Order Processing, Order Quotation, Warranty Processing, Over The Counter Sales, Floor Plan Processing, Serial Number Processing, Special Processing, Gross Margin Reporting, Sales Analysis Reporting, Inventory & Purchasing Processing, Inter Branch Processing, and Month End Processing.

The DESQTOP - Office Productivity System from Monolith Corporation is also fully integrated into the DAC software package.

Compatibility: MENTOR PRO 4.0

Pricing: \$7,200 - 6 users; \$10,800 - 12 users; \$14,400 - 18 users; \$16,800 - 24 users.

Company: Olstin & Associates
1325 Sanden Ferry Drive
Decatur, GA 30033-3376
Tel: 404/939-0306
Fax: 404/939-0306

Contact: Paul Olstin

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SOFTWARE PRODUCT LISTINGS**General****DISTRIBUTION****DISPAC**

DISPAC is an on-line transaction processing system for wholesale distribution and light manufacturing. DISPAC operates on PC, supermicro, mini and mainframe systems and has over 1000 procedures in 25 fully integrated modules. Unique features include:

- Real-time Pricing & Discounts
- Real-time Credit Control
- Real-time Inventory Control
- Multiple Warehouse & Financial Reporting Locations
- Division Reporting
- Serial # and Lot Code Tracking
- Order Scheduling & Backorder Processing
- Integrated BOM & Production Control System
- Comprehensive Sales person Commission Processing
- Electronic Data Interchange
- Inventory Ageing
- Remote Ship From Capability
- Cost Variance Reporting
- Contract, Columnar & Margin Pricing
- General Ledger & Real-time Financials
- Manifest System Interface
- Extensive Price Quoting
- Bar Code Reading & Printing

Compatibility: PICK R83; PICK OA; Advanced PICK

Pricing: Varies. Please call for more information.

Company: Laguna Software & Consulting, Inc.
17671 Irvine Blvd. #202
Tustin, CA 92680
Tel: 714/669-1092
Fax: 714/669-0611

Contact: Bill Wulff or
Steve Lambert

DISTRIBUTION

Distribution System

Compatibility: Call

Pricing: Call for information

Company: Systems Solutions, Inc.
2108 Eat Thomas Rd.
Phoenix, AZ 85016
Tel: 800/232-0026

Contact: Dr. Tony Kakar or
or Randy Land
Fax: 602/955-0085

DISTRIBUTION MANAGEMENT SYSTEM (DMS)

The Distribution Management System (DMS) is a complete information management solution for the wholesale distribution industry. The DMS system features multi-company/multi-warehouse integration which includes modules such as Order Processing, Invoicing, Purchasing, Inventory Control (with LIFO, FIFO, Standard or Average costing methods), Kit Building, Work Orders, Sales Reporting, A/R, A/P, G/L including full financial reporting, and Shipping. DMS provides a parameterized system with many options for customization. This system utilizes a relational database and can be installed on PCs for a few users, and Networked PCs or mini/mainframe systems for hundreds of users so you'll never outgrow your software investment.

Compatibility: PICK R83; PICK OA; AP/PICK; REALITY; Prime INFORMATION;
PI/open Advanced Revelation; UniData; uniVerse

Pricing: \$3,895 and up

Company: Software Co-Op, Inc.
1284 N. Broad Street
Hillside, NJ 07205
Tel: 908/355-7700

Contact: Bruce Bender
Fax: 908/355-7706

DISTRIBUTION MANAGER

The DISTRIBUTION MANAGER application package from DBMS Inc. includes Order/Inquiry Processing, Inventory Control, Purchasing, A/P, A/R, G/L, and Office Automation. These stand-alone modules are color capable, menu-driven with table-driven control parameters, and may optionally be integrated.

DISTRIBUTION MANAGER includes lookup windows for easy access to data items by entering part of a name, description etc. Full file maintenance, inquiry, processing, and reporting are included with complete audit trails. The multi-division, multi-warehouse Inventory module handles FIFO, LIFO, AVG or STD costing, and cycle counting. Requisitions, discounts, and flexible user formatting are a few of the many features which round out this user-friendly software. The REPORTIX report generator is included. Now available in SB+ version.

Compatibility: All Pick

Pricing: \$15,000

Company: DBMS Inc.
P.O. Box 19647
Shreveport, LA 71149
Tel: 318/635-0757

Contact: Keith Grill

Fax: 318/635-8738

MasterWorks

A.L.A. Information Systems provides complete information solutions throughout the wholesale distribution industry with its field proven *MasterWorks* suite of application software. Incorporating ten years of development in its design, MasterWorks functionality includes such standard features as multi-warehouse operation, multiple inventory access, comprehensive pricing capability, routing, weights and measures conversion to standards SKU's and a host of additional features to address the most demanding of distribution requirements.

Compatibility: All Intel Platforms; RS6000; DG; HP
--

Pricing: Call for current information

Company: A.L.A. Information Systems Inc.
5845 Luke Road, Suite 201
Mississauga, Ont. L4W 1T2
Canada

Contact: Jim Lewis

Tel: 905/670-8601 Fax: 905/670-8606

PVF DISTRIBUTION MANAGER

The PVF DISTRIBUTION MANAGER application package from DBMS Inc. is a special "flavor" of our DISTRIBUTION MANAGER software geared towards supply houses and with particular attention to those who sell Pipe, Valves, Fittings and Flanges. (Please see our DISTRIBUTION MANAGER listing). Inventory Control and Order / Inquiry Processing are especially oriented towards the complex item descriptions which confound the product lookup and search facilities of more "generic" packages. The SB+ versions of product lookup and Order/Inquiry processing are optionally mouse driven on the assumption that "Supply House salesmen don't type". An option for your customers to dial-in to your system, lookup product, track inquiries and place their own orders with a mouse from their PC is also available.

Compatibility: All Pick

Pricing: \$20,000

Company: DBMS Inc.
P.O. Box 19647
Shreveport, LA 71149
Tel: 318/635-0757

Contact: Keith Grill

Fax: 318/635-8738

DISTRIBUTION**QUALITY ASSURANCE DISTRIBUTION**

Job Costing tied to the quality standards that integrates with 75% of ISO9000 standards. QA/RMS provides all the elements of a well designed, totally integrated system. Modules include: Inventory Control, Purchasing, Sales, Payroll, Accounts Receivable, Accounts Payable, Assets Management Standards. These modules are all tied to the Quality Assurance reporting element that provides ISO9000 Contract Review, Supplier Assessment, Document Control, Non Conformance and Corrective Actions and many others.

Compatibility: All Pick-based; UniData; uniVerse

Pricing: Call for pricing

Company: American Computer Techniques
8508 Beechmont #6
Cincinnati, OH 45255
Tel: 513/474-2188

Contact: Pat Williams

RETURN ASSET MANAGEMENT (RAM1)

The Return Asset Management system processes returned goods for distributors. The system scans bar codes or accepts input of either your assigned item number or the vendor assigned item number to sort the product into selected groupings. The selected groupings can represent a section of the warehouse, a vendor, return to vendor, or other such designation. Each return can be tracked by customer and a "credit memo" can be issued. Reports assist you in determining the return rate by client or by item. RAM1 can receive/send data to other systems.

Compatibility: PICK R83; Advanced PICK; UniData; uniVerse

Pricing: \$15,000-35,000 for one user; \$3,500 for additional users. (Hardware, including laser scanners, included in price.)

Company: Return Asset Management Division
14050 21st Avenue North Suite D
Minneapolis, MN 55447
Tel: 612/553-2655

Contact: David Ziturs

Fax: 612/553-2658

SHIMS® - SUPPLY HOUSE INFORMATION MANAGEMENT SYSTEM

SHIMS is a comprehensive management application package designed specifically for hardgoods distributors and wholesalers. Taking full advantage of the latest RISC-based processors, SHIMS allows distributors to fully control their entire business by combining the System Builder 4GL environment with VMark's uniVerse post-relational database. The system is designed to completely automate the day-to-day tasks of a distributor, and offers hundreds of standard reports to support purchasing, inventory, and accounting.

Compatibility: uniVerse

Pricing: Software from \$20,000; Systems from \$60,000

Company: Ultimate Data Systems
1505 LBJ Freeway Suite 210
Dallas, TX 75234

Contact: John Sehnert

Tel: 214/484-7800

Fax: 214/484-9466

Tel: 800-22-SHIMS

TBS - MEMORY CONTROL

Complete sales, distribution and management package for computer parts and memory distributors. Includes extensive sales/order entry and sales analysis programs as well as purchasing, inventory control, shipping, A/P, A/R and General Ledger functions.

Compatibility: Pick R83; Advanced Pick

Pricing: Call for information

Company: Tower Systems, Inc.
17461 Irvine Blvd.
Tustin, CA 92680

Tel: 714/731-0491;

Contact: Tim Kendall

Fax: 714/731-8634

TOTAL DISTRIBUTION CONTROL (TDC)

TDC is a fully integrated, parameterized wholesale distribution system which was designed with extensive use of cross-reference files, menu drivers and on-line documentation. The system includes multiple warehousing, backorder processing, matrix pricing, kits, substitutions, quotes, complete sales analysis, serial # control, purchasing, receiving, and a sophisticated inventory analysis module. All TDC modules are fully integrated with Accounts Receivable, Accounts Payable, Inventory, Order Entry, Payroll and General Ledger.

Compatibility: All Pick; UniData; uniVerse

Pricing: Call for pricing

Company: Delta Data Solutions, Inc.
5115 Covington Way #5
Memphis, TN 38134

Contact: John Vetter

Tel: 901/377-5511

SHIMS

Supply House Information Management System

In today's competitive distribution environment, information management can make the difference between success and failure in business. That's why hundreds of the nation's most aggressive hardgoods distributors use SHIMS, and consistently lead the industry in productivity, customer service and profitability.

For over a decade, SHIMS has helped thousands of distributors become more productive and efficient - with better management of inventory, sales, accounts receivable and purchasing - the business functions that are critical profit centers in your business.

Whether you are a large multi-branch distributor or a smaller growing business, SHIMS is the industry's most proven system to grow with. To learn more details about how SHIMS can help your distribution business, call today. 1-800-22-SHIMS.

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DOCUMENT MANAGEMENT

DOCUMENT MANAGEMENT

EDICTS (Electronic Distribution Image Control Transaction System)

The EDICTS application provides a complete client/server based document control system that incorporates the following characteristics:

- Utilizes Axis Information's App. Server to provide multiple client GUI support.
- Provides revision/version control for CAD (vector) files, word processing documents, faxes and images (raster).
- Incorporates user defined document routing utilizing "DYNAMIC" routing techniques.
- Server application code written in "BASIC" with source code availability.
- Implements XEROX Imaging Systems "ScanWorx" for document scanning and directly interfaces to their OCR module.
- Integrates Motorola's WaveSoft Imaging system which provides for annotation, teleconferencing and wireless image communication.
- Utilizes Devcom's FaxFx software for integrated fax support.
- Supports user defined trigger point action processing that's incorporated within the EDICTS routing module.
- Easily integrates other third party software packages.

Compatibility: UniData; uniVerse; PI/open; ORACLE; SYBASE

Pricing: \$20,000 + (depending on modules)

Company: Axis Information
1027 Forest Lane
Lemont, IL 60439
Tel: 708/574-3600
Fax: 708/572-0508

Contact: Orval Jacobsen

VIRTUAL DOCUMENT

Virtual Document is an image management system that directly attaches images to PICK records. Multiple indexes are available to save and display the images along with the PICK data. SKP Electronics also carries a full line of scanning and permanent optical storage subsystems.

Compatibility: PICK R83; PICK OA; Advanced PICK; UniData; uniVerse

Pricing: Starts at \$5,995

Company: SKP Electronics
1232 S. Village Way #E
Santa Ana, CA 92705
Tel: 714/972-1727
Fax: 714/072-4964

Contact: Henry Herman

HUMAN RESOURCES**HR:OPEN**

The HR:OPEN Human Resource System is designed to automate the Personnel Department of any size business. Developed with the powerful SB+ 4GL, it can be used stand-alone or integrated with the PayMASTER Payroll System. Amongst HR:OPEN's many features, it includes the administration of EEOC, COBRA, OSHA, Workers Comp. and more!

Compatibility: PICK R83; PICK OA; Advanced Pick; UniData; uniVerse; Mentor

Pricing: Please call

Company: F. W. Davison & Company, Inc.
100 Bedford Street
P. O. Box 450
East Bridgewater, MA 02333
Tel: 800/966-4792
Tel: 508/378-0050
Fax: 508/378-0089

Contact: Craig S. Babigian

HUMAN RESOURCE SOFTWARE SOLUTIONS

featuring

- ☐ Multi-State Payroll System
- ☐ Fully Integrated HRIS
- ☐ Automated Time & Attendance
- ☐ Comprehensive Security
- ☐ Developed with SB+
- ☐ MS/Windows Interface
- ☐ Client/Server Architecture

Davison
financial and human resource software

F.W. Davison & Company, Inc.
100 Bedford Street
East Bridgewater, MA 02333
800/966-4792

PAYROLL PERSONNEL MANAGEMENT SYSTEM (PPMS)

Comprehensive personnel system features complete employee histories, salary planning and administration, compensation analysis, flexible benefits administration including 401K and S125 programs, education/training/career profile retention, skill inventory management, manpower planning, performance appraisal, absentee tracking, EEO compliance, applicant tracking, COBRA administration, user-defined coding. Optional interface to payroll module.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; UniData; uniVerse

Pricing: Installation Dependent

Company: Abacus, Inc.
1510 Bailey Morrison Drive
Somerville, TN 38068
Tel: 901/465-7990
Fax: 901/465-7962

Contact: Dana Pittman

SOFTWARE PRODUCT LISTINGS**General****HUMAN RESOURCES****SAFARI HEADHUNTING SYSTEM**

The SAFARI HEADHUNTING SYSTEM is a complete, AUTOMATED software system for Temp and Perm Agencies. Feature-packed, yet easy and quick to use. Installation and on-site training available.

Includes:

- Intelligent text searching
- Integrated scanner
- Daily planners
- Desk and agency management tools/reports
- Word Processor
- Spellchecker
- Menu driven
- Most commands operate from the touch of one button
- Fast
- Excellent Technical Support provided

Compatibility: PICK R83, PICK OA, Advanced PICK, UNIX, ADDS/Mentor

Pricing: System 1: \$995; System 3: \$3,195, SAFARI-MAX: \$6,995

Company: Safari Software Systems
420 E. Lake Street
Horicon, WI 53032
Tel: 414/485-4100
Fax: 414/485-2444

Contact: Carl Fausett, C.P.C.

SAFARI HR (Human Resources)

SAFARI HR will control all your personnel functions from within a single software package. Track your openings and the applicants matched to each easily. Register each applicant with its origin and avoid fee complications. Searches your files easily using powerful SYNONYM, GROUP, and IMPLICATIONS in combination or alone. Disabled/Veterans/Minority status fields, customizable screens. Payroll for all employees is automatic, with W-2 and 1099's produced in print or magnetic media as your State requires. Detailed management and accounting reports.

Compatibility: PICK R83, PICK OA, Advanced PICK, UNIX, ADDS/Mentor

Pricing: \$16,995. No required Annual Maintenance contract or mandatory Technical Support contract.

Company: Safari Software Systems
420 E. Lake Street
Horicon, WI 53032
Tel: 414/485-4100
Fax: 414/485-2444

Contact: Carl Fausett, C.P.C.

IMAGING**ARCHIVAL/COLD**

1IMAGE, a comprehensive electronic imaging system, provides storage/archival for scanned/faxed documents/character storage. Hierarchical Storage automatically migrates rarely accessed documents to less expensive media, retaining frequently used documents on-line. 1COLD captures, stores, prints, faxes and retrieves data, which is captured/stored as compressed ASCII data, minimizing storage.

Compatibility: Unidata, uniVerse

Pricing: \$24,000 minimum, then based on number of users.

Company: 1IMAGE Software, Inc.
6486 South Quebec Street
Englewood, CO 80111
Tel: 303/773-1424
Fax: 303/796-0587

Contact: Brooke Wittenburg

AV IMAGE/ARS DOCUMENT MANAGER

The AV IMAGE/ARS DOCUMENT MANAGER product allows scanned images to be integrated into an organization to reduce the amount of time and money associated with paper storage and retrieval. The AV Image/ARS Document Manager allows a business to add imaging to its existing multi-user computer with a minimum of disturbance to normal computer use or daily operations, and at minimum cost. Eliminated is the need for archival tapes and documents and also for costly microfiche services and equipment, while making the document images available on any user's desktop.

The Document Manager is a client/server product designed to provide all the tools necessary to "image-enable" a legacy application.

Compatibility: PICK; DOS; UNIX

Pricing: Call for pricing information

Company: DMI
1 Hughes
Irvine, CA 92718
Tel: 714/853-1800
Fax: 714/583-9381

SOFTWARE PRODUCT LISTINGS**General****IMAGING****ENVISION**

The leading optical disk-based image management system, utilizing PC-based Windows workstations, designed specifically for integration with existing PICK/Unix applications. ENVISION manages document images such as orders, sales documents, loans, applications, signatures, and photographs in both black and white and color. ENVISION supports single and multiple optical disk drives and jukeboxes. Images can be accessed from any terminal, PC, and printer connected to the PICK/Unix computer including remote sites. ENVISION includes a PICK Databasic API toolkit for easy integration.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; UniData; uniVerse
--

Pricing: Call for information

Company: Capital Software, Ltd.
420 Lexington Ave.
New York, NY 10170
Tel: 212/867-2077

Contact: Linda Block or
John Walsh

Fax: 212/867-6220

IMAGING DOCUMENT & MANAGEMENT SYSTEM

1IMAGE is a comprehensive uniVerse-based electronic document imaging and management system that integrates seamlessly with your legacy application software. 1IMAGE offers APIs (Application Program Interfaces) that are uniVerse or Unidata subroutines to image-enable existing applications. Features include: 1SCAN, 1FAX, 1OCR, 1BAR CODE, Hierarchical Storage, 1COLD, 1Forms Template and 1Rendition Reporting.

Compatibility: Unidata, uniVerse

Pricing: \$24,000 minimum, then based on number of users.

Company: 1IMAGE Software, Inc.
6486 South Quebec Street
Englewood, CO 80111
Tel: 303/773-1424

Contact: Brooke Wittenburg

Fax: 303/796-0587

RECOGNITION TECHNOLOGIES

1IMAGE, a comprehensive electronic imaging system, offers recognition technologies providing keyless data entry into uniVerse or Unidata applications. Scanned or faxed documents are read automatically, converted into ASCII information and entered directly into uniVerse or UniData applications. 1IMAGE offers optical character, intelligent character, optical mark and bar code recognition.

Compatibility: Unidata, uniVerse

Pricing: \$24,000 minimum, then based on number of users.

Company: 1IMAGE Software, Inc.
6486 South Quebec Street
Englewood, CO 80111
Tel: 303/773-1424
Fax: 303/796-0587

Contact: Brooke Wittenburg

VIRTUAL DOCUMENT

Virtual Document is an image management system that directly attaches images to PICK records. Multiple indexes are available to save and display the images along with the PICK data. SKP Electronics also carries a full line of scanning and permanent optical storage subsystems.

Compatibility: PICK R83; PICK OA; Advanced PICK; UniData; uniVerse

Pricing: Starts at \$5,995

Company: SKP Electronics
1232 S. Village Way #E
Santa Ana, CA 92705
Tel: 714/972-1727
Fax: 714/972-4964

Contact: Henry Herman

INVENTORY CONTROL**GOLDEN LION SERIAL INVENTORY CONTROL SYSTEM**

The Golden Lion Inventory Control System is a multi-company and multi-warehouse system. It features purchasing, order entry, equipment maintenance and warranty repair. It is completely integrated with accounts receivable, accounts payable and general ledger.

Compatibility: PICK R83; PICK OA; Advanced PICK; UniData; uniVerse
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Pricing: Call for information

Company: Data Images, Inc
3027 N. 49th Court
Phoenix, AZ 85018-6593
Tel: 602/808-8637
Fax: 602/808-8635

Contact: Dr. C. David Fischer, Jr.

LOANS / CONTRACTS**LOANS / CONTRACTS MANAGEMENT**

Loans / Contracts Management software.

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse
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Company: Systems Solutions, Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800/232-0026
Fax: 602/955-0085

Contact: Dr. Tony Kakar or
Randy Land

Pricing: Call for information

SOFTWARE PRODUCT LISTINGS

General

MAINTENANCE / MATERIAL MANAGEMENT

MAINTENANCE / MATERIAL MANAGEMENT

GP Mate

GP Mate is a true multi-user PC/LAN maintenance and material management system. Modules include work requests, work orders, equipment, inventory, work and safety procedures, personnel, purchasing, bar coding and CAD interfaces. GP Mate is a corporate standard for numerous Fortune 500 companies.

Compatibility: Advanced Revelation

Pricing: Prices available on request

Company: GP Solutions, Inc.
10400 Little Paxtuent Parkway, Suite 480
Columbia, MD 21044
Tel: 410/930-9661
Fax: 410/730-9679

Contact: David Whitten

FUNCTIONALITY THAT SPANS THE GLOBE

The world's most widely installed maintenance management system means a world of difference to companies using it. Differences that include increased productivity and equipment reliability, reduced inventories -- and more accurate cost accounting. ► On average these clients report a 40% increase in planned maintenance and a 40% decrease in backlogs. They also enjoy

fewer emergencies, less waiting, more lead time and predictable maintenance -- and improved safety records. ► Open client/server architecture. Native implementations. Enabling technologies. No wonder ours is the global CMMS solution of choice. ► To find out how The System Works can help you meet your business objectives, call 800-868-0497.

functionally
rich

The System Works
Achieving Results

MAINTENANCE PLANNING & CONTROL (MPAC)

The world leader in client/server plant performance software and services, The System Works (TSW) addresses the capacity, quality and safety requirements of Maintenance Planning and Control (MPAC) System maximizes maintenance resources - people, tools and replacement parts - for increased productivity and equipment reliability, reduced inventories and accurate cost accounting. MPAC offers over 20 integrated modules including Curator - a versatile, state-of-the-art imaging system. MPAC handles preventive maintenance and related activities, manages a backlog of planned work, predetermines labor and materials needs, confirms parts, tools and labor availability up front, tracks historical data and trends, and collects and analyzes equipment history.

Compatibility: PRIME Information; Advanced Revelation; UniData; uniVerse; Oracle; Sybase; Ingres; RdB

Pricing: Call for information

Company: The System Works
3301 Windy Ridge Parkway
Atlanta, GA 30339
Tel: 404/954-8444
Fax: 404/955-2977
Contact: Karen Kharleed - Tel: 404/989-4091;
800/868-0497

MAINTENANCE / MATERIAL MGMT. / MANUFACTURING

PEM^{EX} Maintenance Management Software

PEM^{EX} is a UNIX and DEC VAX-based maintenance and material management system. Modules include work orders, preventive maintenance, equipment, inventory control, personnel and purchasing. Powerful inquiry and approval routing provides a paperless management system. Capabilities include bar coding, EDI, budgeting, general ledger and multi-plant functionality.

Compatibility: UniData

Pricing: Available upon request

Company: GP Solutions, Inc.
10400 Little Patuxent Parkway, Suite 480
Columbia, MD 21044
Tel: 410/730-9661
Fax: 410/730-9679

Contact: James Brenza/David Whitten

MANUFACTURING**ADAPTABLE Manufacturing Software**

ADAPTABLE, a fully integrated MRP II management information system conforming to APICS standards, is designed to satisfy the needs of most types of manufacturers and easily handles make to stock and make to order scenarios. ADAPTABLE includes:

- | | |
|------------------------------|---|
| • Sales Lead Management | • Repetitive |
| • Quotations | • ISO 9000 Quality Assurance |
| • Sales Order Processing | • Labor Analysis |
| • Configuration Management | • Costing (Budget, Standard, Actual, Job) |
| • Bills of Material | • Material Requirements Planning |
| • Routings | • Infinite & Finite Capacity Planning |
| • Work Centers | • Sales Analysis |
| • Purchasing | • Accounts Receivable |
| • Inventory | • Accounts Payable |
| • Work Order Processing | • Payroll |
| • Engineering Change Control | • Fixed Assets |
| • Tool Management | • Budgeting |
| • Warranty & Repair | • General Ledger |

ADAPTABLE includes full on-line help, security, documentation and most source code. Friendly utilities give users control of screens, menus, inquiries and reports in a true post-relational 4GL environment. Integration with bar coding, EDI and networked client/server environments is also available.

Compatibility: Pick R83, Advanced Pick, UniData, uniVerse, ADDS, General Automation

Pricing: Pricing based on selected modules and number of users. Please call for additional information.

In Canada:

Adaptable Business Systems
51 Toro Road, Suite 200
North York, Ont. M3J 2A4
Tel: 416/631-7700
Fax: 416/631-9858

Contact: John Hinkley

In U.S.A.:

Adaptable Business Systems
One Palma Avenue
La Selva Beach, CA 95076
Tel: 408/684-0785
Contact: Rene Eris

SOFTWARE PRODUCT LISTINGS**General****MANUFACTURING****CAMM/plus**

CAMM/plus is a complete integrated manufacturing package which covers all aspects of a manufacturers business. CAMM/plus is a proactive system providing 4GL tools to accommodate repetitive, JIT Job Shop environments. CAMM/plus will run on any platform that supports a UNIX or NT Operating System.

CAMM/plus is easy to use, providing full screen data entry, Query-By-Example and data browsing on-line. Some of CAMM/plus unique features include proactive E-Mail, Auto-Faxing and Imaging available in any module. CAMM/plus is the only software on the market designed to be modified yet still accept upgrades and full service support.

Compatibility: uniVerse, or any platform supporting UNIX or NT Operating System.
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Company:	CAMM, Inc. 10 Executive Drive Framingham, CT 06032 Tel: 203/674-2600 Fax: 203/674-2619	Pricing: Call for information. Contact: Robert Kennedy
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CLASSIC MANUFACTURING & ACCOUNTING SYSTEM

Classic Manufacturing and Accounting System is a highly integrated, multi-user accounting system designed to meet the operations and accounting needs of any company. Using expert system design and on-line transactional processing, the system does most of the work for the user thereby eliminating 80% to 90% of the manual functions normally encountered in a light manufacturing environment. Features include integrated return-to-stock, credit and collections with complete tracking capability, automatic creation of purchase orders, instant database lookup, complete system security, electronic mail, support for multiple warehouses and/or selling locations, sub-assembly production, off-site sub-contractor tracking, and more. The standard package includes work order, bill of materials and bill of operations processing, order entry processing, order credit processing, inventory/warehouse control, shipping and receiving, return-to-stock processing, purchase order processing, accounts payable, accounts receivable, credit and collections and electronic mail processing modules.

Compatibility: Call for platforms

Pricing: Call for information

Company:	Classic Solutions 19800 MacArthur Blvd. #1450 Irvine, CA 92715	Contact: Randall Christian Tel: 800/962-1589; Fax: 714/854-0937
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DATAFLO MANUFACTURING SYSTEM

The Dataflo manufacturing system is a fully integrated enterprise resource planning (ERP) solution for discrete and repetitive manufacturers. This robust system offers a unique balance of depth and breadth of functionality combined with advanced technology making it particularly easy to use. Dataflo's strengths include 32 modules that empower the user.

Compatibility: (Platforms) H-P 9000, DEC Alpha, IBM RS/6000 & PCs, Data General AViiON, NCR 3000, AT&T, Sun; (Operating Systems) DOS, UNIX, AIX, H-P UX, VMS, Alpha OSF/1, DG/UX, Novell, SCO.

Pricing: Call for information.

Company:	Datworks 5910 Pacific Center Blvd. #300 San Diego, CA 92121 Tel: 619/546-9600	Contact: Tracey Denney Tel: 800/413-2797 Fax: 619/546-9774
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ERP SOFTWARE

Solutions for Today's Manufacturer.

ROI's focus is on customer-driven, short cycle manufacturing. Our fully integrated ERP software includes EDI, configure-to-order, lead-time management and JIT, and runs on Multiple UNIX servers under Windows 3.1 or ASCII terminals. Applications include financial, purchasing, master production scheduling, inventory management, bar coded data collection, order processing, and sales analysis.

Compatibility: Call for platforms

Pricing: Call for information

Company: ROI Systems, Inc.
435 Ford Road
Minneapolis, Mn 55426-4913
Tel: 612/595-0500;

Tel: 800-554-7849

Fax: 612/595-9450

FOUNDATION

Full featured application for manufacturing and/or distribution companies. Supports main & regional offices via WAN. Provides for multi-company and multi-warehouse operations. Allows multiple modes of manufacturing. Includes all financials. Runs on inexpensive PC hardware and mini-computers. No artificial restraints on number of concurrent users. Written in TPH 4GL. Contains sophisticated security module, ad-hoc report-writer, and the TOOLBOX utilities.

Compatibility: PICK R83; PICK OA; Advanced PICK;
REALITY; uniVerse; Revelation "G"

Price:\$20,000 - optional annual support

Company: Applications Liberate Hardware
2830-A W. Segerstrom Ave.
Santa Ana, CA 92704
Tel: 714/662-5866

Contact: Steven Davies-Morris

MAN-FACT II

MAN-FACT II is one of the first integrated manufacturing business software systems to run on Microsoft's Windows NT, providing users with unmatched ease of use and flexibility. Typical users of MAN-FACT II include the custom/job shop manufacturing with annual sales from \$5-100 million. Key features: job costing, finite capacity planning.

Compatibility: (Platforms) H-P 9000, DEC Alpha, IBM RS/6000 & PCs, Data General AViiON, Sun, Motorola, AT&T, Intel;
(Operating Systems) DOS, UNIX, Windows NT, AIX, Alpha OSF/1, Ultrix, H-P UX, DG/UX, Novell, SCO, Sun OS.

Pricing: Call for information

Company: Dataworks
5910 Pacific Center Blvd. #300
San Diego, CA 92121
Tel: 619/546-9600
Tel: 800/413-2797

Contact: Tracey Denney

Fax: 619/546-9774

SOFTWARE PRODUCT LISTINGS**General****MANUFACTURING****MANUFACTURING**

Manufacturing software.

Compatibility: Call for platforms

Pricing: Call for information

Company: Systems Solutions, Inc.
 2108 East Thomas Road
 Phoenix, AZ 85016-7758
 Tel: 800/232-0026
 Fax: 602/955-0085

Contact: Dr. Tony KaKar or
 Mr. Randy Land

MANUFACTURING MANAGEMENT AND CONTROL+ (MMC+)

MMC provides for all the functions discrete and repetitive manufacturing plants are likely to computerize including engineering entry, sales entry, master scheduling, inventory planning (net change MRP), work order launching, purchasing, work-in-process costing, cost accounting, shop floor control and capacity planning. It features an on-line interactive database with easy to use screen entry, complete reporting and on-line help throughout. Barcode data entry included. Also includes Accounts Payable, Accounts Receivable, Payroll, General Ledger, Fixed Assets.

Compatibility: Advanced PICK; UniData; uniVerse; R91; PC networks;
 UNIX; Windows NT; VMS. BASIC and SystemBuild 4GL. 250 users.

Pricing: \$15,000 and up.

Company: Escom, Incorporated
 10502 N. E. 37th Circle
 Kirkland, WA 98033
 Tel: 206/828-0995
 Fax: 206/827-2297

Contact: Kurt A. Wold

OHM-WARE

Close-loop, totally integrated "turnkey" solution with 28 modules, including Bar Code Data Collection, Time and Attendance, and strong financials; Multiple warehouse locations, serial number tracking, configurator and a What If planner.

Built-in powerful 4GL development tool. Standard data conversion program to facilitate conversion from one system to another. Totally on-line; can be integrated to OHMWorks, OHM's office automation package. Available in standard character or complete GUI ability.

Compatibility: PICK R83; PICK OA; Advanced PICK; PRIME Information;
 PI/open; Advanced Revelation; UniData; uniVerse; Mentor; PC/OS

Pricing: Call for current pricing information

Company: OHM Systems, Inc.
 10250 Chester Road
 Cincinnati, OH 45215
 Tel: 513/771-0008

Contact: C. Anbil
 Fax: 513/771-0101

PARTNER

A customer configurable manufacturing system. Partner is fully integrated and manages all financial, shop control, forecasting, purchasing, inventory and sales processes. Partner is the result of 10 years of evolution based on real-world input from 200 customer applications and is a proven, comprehensive tool for complete control of all departments.

Compatibility: AP Native; AP DOS; AP/UNIX; Intel 486 & Pentium; RS/6000; HP9000; DG AViion

Pricing: Module prices range from \$795 depending on # of users. System Prices range from \$10K to \$100K.

Company: ABBA Computer Systems
23161 Mill Creek Drive Suite 360
Laguna Hills, CA 92656
Tel: 714/830-5113
Fax: 714/830-1304

Contact: Wendell Sawyer

QUALITY ASSURANCE MANUFACTURING

QUALITY ASSURANCE MANUFACTURING is tied to the quality standards that integrates with 75% of ISO9000 standards. QA/RMS provides all the elements of a well designed, totally integrated system. Modules include: Bill of Materials, MRP Production Control, Capacity Planning, Service Managements, Inventory Control, Purchasing, Sales, Payroll, Accounts Receivable, Accounts Payable, Assets Management Standards. These modules are all tied to the Quality Assurance reporting element that provides ISO9000 Contract Review, Supplier Assessment, Document Control, Non Conformance and Corrective Actions and many others.

Compatibility: All Pick-based systems; UniData; uniVerse

Pricing: Call for pricing

Contact: Pat Williams

Company: American Computer Techniques
8508 Beechmont #6
Cincinnati, OH 45255
Tel: 513/474-2188

JOB SHOP**JOB COST / JOB SHOP**

Job Cost / Job Shop software.

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse

Pricing: Call for current pricing

Company: Systems Solutions, Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800/232-0026
Fax: 602/955-0085

Contact: Dr. Tony Kakar or
Randy Land

MANUFACTURING**JOB SHOP MANAGEMENT AND CONTROL+ (JMC+)**

JMC performs all the operational functions a typical job shop is likely to computerize including estimating/quotation, job/quote history, material control, bill of material, purchasing, shop floor control, work-in-process, cost analysis, shipping, invoicing. JMC features easy to use screen entry, complete reporting and on-line help with an on-line interactive database throughout. Barcode data entry included. Also includes Accounts Payable, Accounts Receivable, General Ledger, Payroll, Fixed Assets.

Compatibility: Advanced PICK; UniData; uniVerse; R91. PC networks; UNIX; Windows NT; VMS. BASIC and SystemBuilder 4GL. 250 users.
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Pricing: \$15,000 and up.

Company: Escom, Incorporated
 10502 N.E. 37th Circle
 Kirkland, WA 98033
 Tel: 206/828-0995
 Fax: 206/827-2297

Contact: Kurt A. Wold

QUALITY ASSURANCE JOB COSTING

Job Costing tied to the quality standards that integrates with 75% of ISO9000 standards. QA/RMS provides all the elements of a well designed, totally integrated system. Modules include: Job costing, Service Managements, Inventory Control, Purchasing, Sales, Payroll, Accounts Receivable, Accounts Payable, Assets Management Standards. These modules are all tied to the Quality Assurance reporting element that provides ISO9000 Contract Review, Supplier Assessment, Document Control, Non Conformance and Corrective Actions and many others.

Compatibility: All Pick-based systems; UniData; uniVerse
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Pricing: Call for pricing

Company: American Computer Techniques
 8508 Beechmont #6
 Cincinnati, OH 45255
 Tel: 513/474-2188

Contact: Pat Williams

Are You *INTERNET* enabled?

. . . . Have access to the *WORLD WIDE WEB*?

Then you'll want to check out the up-to-date **RESOURCE CATALOG** on the "WEB"

Access all the newest information available from software vendors and resellers.

Looking for Software or Hardware Products? Or just want to see what's new?

You'll be able to dial in to the **COMPUTING News&Review HOME PAGE** and locate valuable information about the **DBMS marketplace**.

Watch the **COMPUTING News&Review** in March, '95 for more information about how to access this new facility for database users.

PRODUCTIVITY

CrowFlite™ ...the shortest path between you and the data you need.

If you can write an Excel formula, you already know how to use CrowFlite to interactively bring data from your PICK or PICK-like host directly into your spreadsheet. Bring attributes, values or sub-values or the results of a host BASIC subroutine into any cell. Use a host save-list to dynamically maintain your spreadsheet. Upload spreadsheet rows into formatted host items.

Only CrowFlite optimizes the interaction between Excel and your host, providing Macintosh and Windows users unprecedented access to host data for analysis, presentations and reporting.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; UniData; uniVerse; Windows; Macintosh
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Pricing: \$495 for 2 user licenses; additional licenses are \$150 each.

Company: Eversoft Solutions Group, Inc.
9725 S W Gemini Drive
Beaverton, OR 97005
Tel: 503/643-4062
Fax: 503/520-6971

Contact: Phil Gerber

Cuebic

Cuebic Systems is an international organization which develops and markets powerful software development tools and unique middleware Client/Server technology. The Cuebic product set is database independent and provides seamless integration with Microsoft Windows. It comprises 5GL development (Cuebic Developer), an operating environment with embedded security (Cuebic OE), business modules (Cuebic Financials) and Expert Systems development (Decisions).

Compatibility: Compatible with most PICK and UNIX-based platforms.
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Pricing: Pricing varies across the product range and is also dependent on system size. Details available on application.

Company: Cuebic Systems Inc.
1633 Mount Vernon Road
Atlanta, GA 30338
Tel: 404/393-8550
Fax: 404/393-3691

Contact: Meredith Sims

SOFTWARE PRODUCT LISTINGS**General****PRODUCTIVITY****DESQTOP 3.0 Office Productivity System**

Fast becoming the de facto standard for communication in the Pick world, Monolith's DESQTOP 3.0 is a powerful set of office productivity tools providing automated on-line fax capability, electronic mail, and data communications. Day Minder for control of schedules and resources; Project Manager and Do List for planning, implementing and tracking projects; LetterWriter, an easy-to-learn word processor; Rotary File for quick access to contact data bases; and other features. A Unix-Mail Gateway is provided for access to the Internet, along with a library of subroutines for adding these capabilities to existing applications.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY;
PRIME Information; PI/open; UniData; uniVerse.
Hardware platforms include: ADDS, Alpha Micro, Altos, C.ltoh,
Fujitsu, General Automation, IBM RT; McDonnell Douglas;
Sanyo/Icon; Sequoia; Stratus, Ultimate.

Pricing: Call for information

Company: Monolith Corporation
5275 Capital Boulevard
Raleigh, NC 27604
Tel: 919/878-1900
Fax: 919/878-8844

Contact: John Armstrong

HORIZONTAL PRODUCTIVITY SOFTWARE

Orion Pacific, as a Pick distributor, carries a full stock of the most popular PICK and UNIX productivity packages including word processors, spreadsheets, communication, windows integration, and client server software. Manufacturers include Wordperfect Corp., Lotus Corp., Pick, VMARK, Unidata, SS Software, Via Systems and many many more.

Call a knowledgeable Orion Pacific representative to find out how you can take advantage of these powerful software packages, and which ones are the right ones for your business.

Compatibility: All R83 and Advanced Pick systems.

Pricing: Call for pricing

Company: Orion Pacific Technologies
3146 Redhill Ave. #110
Costa Mesa, CA 92626
Tel: 1-800-858-6479
Tel: 714/708-8122
Fax: 714/708-8115

Contact: Jeff Hunt

OFFICE AUTOMATION

Office Automation software.

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse

Pricing: Call for current pricing

Company: Systems Solutions, Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800/232-0026

Contact: Dr. Tony Kakar or
Randy Land

Fax: 602/955-0085

WaveLink Wireless ADK 2.0

The WaveLink Wireless 2.0 increases productivity by bringing your company online through access to realtime information. The implemented power and speed of RF between your host and mobile, hand held terminals means a surge in inventory efficiency and control. The WaveLink solution offers the advantages you need at lower costs. WaveLink is your connection to success.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; Prime INFORMATION; PI/open; Advanced Revelation; UniData; uniVerse; Unix.

Pricing: Call for information

Company: Point Information Network
1201 Market Street
Kirkland, WA 98033
Tel: 206/822-0111

Contact: Erik Kennedy

Fax: 206/827-7885

PROJECT COSTING**PROJECT COSTING**

Project Costing provides the capability to track actual costs against income. The system also provides invoices and interfaces to payroll and accounting systems.

The system accumulates all charges against a project. The charges can be labor, expenses, laboratory, or other charges. Each is assigned a job code, a cost, and a standard billing rate. As each project is set up, override billing rates for specific job codes can be entered. The job codes are summarized for invoicing purposes. Each employee is entered with their payroll rate. When the labor time sheets are entered, along with expenses and other charges, the data is used to create invoices and to pass data to payroll systems. Preliminary invoices can be printed for review, modified, and then finalized. The final invoice data is used to calculate the profit/loss of each project as well as to pass information to accounting systems.

Compatibility: PICK R83; Advanced PICK; UniData; uniVerse; UNIX/AIX

Pricing: \$7,000 for 1 user; \$1,200 for additional users.

Company: Modern Age Consultants, Inc.
14050 21st Avenue North, Suite D
Plymouth, MN 55447
Tel: 612/553-2655

Contact: David Zitur

Fax: 612/553-2658

PURCHASING**COM-LINK**

E.D.I Customer Order Entry utilizes PC Unix-based software to allow your customers to enter, print, & then transmit orders to your system utilizing standard transmission protocols & ANSI X.12 standards. Products & pricing files are PC resident. FOR ANY BUSINESS PURCHASING APPLICATION.

Compatibility: PICK; UniData; uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information
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Pricing: Depends on number of users. Call for further information.

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800/635-7523
Fax: 410/997-2063

Contact: John E. Winchester, Jr. or Michael M. Sigman

SOFTWARE PRODUCT LISTINGS**General****PURCHASING / RETAIL SALES****COM-EDI**

Wholesale order processing utilizes UNIX-based EDI software to transmit your purchase orders in any format, ANSI X.12 or proprietary formats utilizing standard and/or non-standard transmission protocols. Scripts may be written (customized to transmit to and from VANS or directly to your wholesaler's system. Wholesalers, Distributors, Office Products Dealers & Business Machine Dealers.

Compatibility: PICK; UniData, uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information

Pricing: Depends on number of users. Call for further information.

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800/635-7523
Fax: 410/997-2063

Contact: John E. Winchester, Jr. or
Michael M. Sigman

RETAIL SALES**KEY-P. O. S.**

KEY-P. O. S. includes POS, Inventory, Accounting and Management modules. The system can employ a high degree of automation including bar code scanning, automatic PLU, on-account credit limits, automatic billing, customer special pricing and more. Transaction processing includes; sales, refunds, voids, backorders, special orders and layaways. Pop up search windows for customers, inventory, accounts and help. KEY-P. O. S. is the most complete, full-featured and powerful system available in it's price range. It is extraordinarily easy to learn and use and is constantly being enhanced.

Compatibility: All Pick

Pricing: \$5,000

Company: DBMS Inc.
P.O.Box 19647
Shreveport, LA 71149
Tel: 318/635-0757
Fax: 318/635-8738

Contact: Keith Grill

POINT OF SALE

Point of Sale software and utilities. Integration of RS-232 devices for POS systems. POS software and accounting for small and large companies. 20 years experience in PICK and non-PICK systems. TURN.KEY, Customization and Integration services.

Compatibility: R83; AP; PICK64+; MENTOR O/S

Pricing: Call for pricing

Company: Taurus Computer Group
6701 Manlius Center Road P.O. Box 89
East Syracuse, NY 13057
Tel: 315/431-0212
Fax: 315/431-0214

Contact: Dan Wagner

RETAIL POS AND ACCOUNTING

Point of Sale, Inventory, Sales Analysis Accounting for most retail environments. TURNKEY, Customization and Integration Services. 20 years experience PICK and non-PICK systems.

Compatibility: R83; AP; PICK64+; MENTOR O/S

Pricing: Call for pricing

Company: Taurus Computer Group
461 Manlius Ctr. Rd. P. O. Box 89
East Syracuse, NY 13057
Tel: 315/431-0212
Fax: 315/431-0214

Contact: Dan Wagner

RETAIL SYSTEM

The Retail System provides inventory control in a retail environment. It tracks purchase orders as well as sales and cost of sales. Security is required for price override and void transactions. Full cash box control and barcode scanning are standard in the system.

Compatibility: PICK R83; Advanced PICK; UniData; uniVerse; UNIX/AIX

Pricing: \$2,995 for 1 user; \$700 for additional users

Company: Modern Age Consultants, Inc.
14050 21st Avenue North, Suite A
Plymouth, MN 55447
Tel: 612-553-2655
Fax: 612-553-2658

Contact: David Zitur

RMAX (Rent-To-Own)

The RMAX System manages a centrally-controlled, multi-store rental business. Remote store operations utilize multi-user, PC-based systems which are polled by the central host computer system during a nightly, unattended communications session. A complete database of information is maintained at the host location allowing composite reporting down to the contract level and highly focused demographic analysis. Daily backup at the store level is not required.

Available features include: extended warranty tracking, extended agreements (telecommunications air time), distributed purchase orders, service operations management, fax server interface, vehicle maintenance, electronic mail, financial management, fixed assets accounting, accounts payable and payroll. All modules support multi-company operations

Compatibility: Host: UNIX/AP; UNIX/Mentor; AP Native; R83 PICK.
Remote: AP /PICK, Mentor PRO, R83/PICK

Pricing: Host- \$15K-\$80K
Remote- \$1,500-\$3,995

Company: Computermex
P.O.Box 3683/2033 North Ocoee Street
Cleveland, TN 37320-3683
Tel: 615/476-9148
Fax: 615/476-9140

Contact: Wayne Wilhelm

SOFTWARE PRODUCT LISTINGS**General****RETAIL SALES / RISK MANAGEMENT / SALES AUTOMATION****SellMate**

SellMate is a comprehensive retail store management system fully interfaced to perform all functions of a retail environment including general merchandise inventory management, point of sale processing, credit card processing, customer database, accounts payable, accounts receivable, and general ledger, with an optional textbook inventory control module for the college bookstore.

Compatibility: ADDS Mentor OS

Pricing: \$9,995 to \$16,390 for up to 4 registers; \$500 for each additional register.

Projected annual maintenance from :\$600 to \$1,920 for up to 4 registers; \$50 each additional register.

Company: ABS Corporation
 1936 North Shiloh Drive
 Fayetteville, AR 72704
 Tel: 501/443-9205

Contact: Bill Carter or Tim Baker

Fax: 501/442-3064

RISK MANAGEMENT**GenIRIS**

GenIRIS integrated risk information system adjudicates workers' compensation, property & casualty, and group medical claims. Open architecture links GenComp, GenPac, and GenMed modules, plus other vendor's complementary products and services, including managed care and bill review systems. Facilitates pro-active treatment management for work-related and non-work related accidents and illnesses.

Compatibility: Call for platforms

Pricing: Call for information

Company: California Interactive Computing, Inc.
 25572 Ave Stanford
 Valencia, CA 91355-1102
 Tel: (805) 294-1300

Contact: Ralph M. Flygare

Fax: (805) 294-1310

SALES AUTOMATION**COM-PROSPECT**

Prospect Control and Telemarketing tracks prior, current, & future sales information. Selectively creates mailing lists & labels, maintains contact history, and categorizes prospects for statistical reporting. Variable list processor creates & formats reports & display inquiries. Facilitated by prompts & menu options. Allows remote sales force on PCs or Notebooks, or anyone to pick-up sales effort & eliminate covering same ground.

Compatibility: PICK; UniData; uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information
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Pricing: Call for information

Company: J. E. Winchester & Company, Inc.
 5550 Sterrett Place Suite 200
 Columbia, MD 21044-2626
 Tel: 800-635-7523

Contact: John E. Winchester, Jr. or
 Michael M. Sigman

Fax: 410/997-2063

LEADtrack-for-Pick™

An integrated system to manage the corporate sales effort. Track leads (and make sure the inquiries get fulfilled!), keep inventories on sales literature, and print follow-up call lists for each salesman. Analyze the performance of your advertisements. Even create your own reports with our built-in report writer!

Compatibility: Pick and Pick compatibles

Pricing: \$4,995 (U.S.)

Company: R.O.I. Syngineering
2540 Tennyson Court
Thousand Oaks, CA 91360
Tel: 805/493-5388

Contact: David Hamilton or Bob Roy

Fax: 805/493-5389

LEAD TRACKING

Keep your prospects updated with vital information, comments and reminders. Lookup a prospect by company or contact, or update all leads selected for follow-up. Print summaries, detail reports or labels by follow-up or contact date; interest level, status or priority. Custom versions for F. W. Dodge Leads, automotive and others.

Compatibility: PICK R83; Advanced PICK;
REALITY; PRIME Information

Pricing: Single-user systems start at \$195

Company: Specialty Software
4137 E. North Street
Tucson, AZ 85712
Tel: 602/326-0250

Contact: Lori Carroll

Fax: 602/327-9710 (New Area Code '520' effective March 19th)

SECURITY**PADLOK**

Padlok prevents unauthorized access to your system by protection before the logon prompt. Access through modems can easily be secured by requiring passwords and callback. Also, custom logon screens can be created for each port utilizing the terminal emulation's full video characteristics to give your logon access a complete new look!

Compatibility: PICK R83; Advanced PICK

Pricing: Call for information

Company: Logitek Systems
1405 Corte Clasica
San Marcos, CA 92069
Tel: 619/727-5517

Contact: Troy Bus

Fax: 619/727-4508

OPUS

Opus offers complete system security by providing the system supervisor with methods to control and monitor all user access. Five utilities, available separately are: *Watcher* where TCL commands may be selectively recorded and reviewed; *Syspass* provides for maintenance of encrypted logon passwords; verbs may be password protected and the passwords maintained with Password; items or files may be encrypted with Greek; and complete control is provided over the <break> key on all ports with Utility.

Company: Jensoft Technologies
12223 Santa Teresa Dr.
San Ramon, CA 94583
Tel: 510/551-0130

Compatibility: Call for details

Contact: Call Jensoft

SOFTWARE PRODUCT LISTINGS**General****SERVICE MANAGEMENT / SHIPPING/MAILING****SERVICE MANAGEMENT****QUALITY ASSURANCE SERVICE MGMT.**

Service Management tied to the quality standards that integrate with 75% of ISO9000 standards. QA/RMS provides all the elements of a well designed, totally integrated system. Modules include; Job Costing, Service Managements, Inventory Control, Purchasing, Sales, Payroll, Accounts Receivable, Accounts Payable, Assets Management Standards. These modules are all tied to the Quality Assurance reporting element that provides ISO9000 Contract Review, Supplier Assessment, Document Control, Non Conformance and Corrective Actions and many others.

Compatibility: All Pick-based systems; UniData; uniVerse
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Pricing: Call for information

Company: American Computer Techniques
8508 Beechmont #6
Cincinnati, OH 45255
Tel: 513/474-2188

Contact: Pat Williams

SHIPPING / MAILING**GLOBAL GAZETTEER**

The Global Gazetteer is a large (600,000+) file of places around the world with data on administrative area (state, province, etc.), postcode, telephone dialling code, latitude/longitude and population. Data can be used for address validation, town name validation, postcoding, as well as various GIS, mapping and planning applications. Data is available in PICK T-Dump format or as a DOS file.

Compatibility: PICK or DOS file format
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Pricing: Call for information

Company: ALLM Systems & Marketing
21 Beechcroft Road, Bushey
Watford, UK WD2 2JU
Tel: 44 (0) 1923 230150
Fax: 44 (0) 1923 211148

Contact: Alan Pritchard

OutBound

The OutBound Manifest System is a fully automated parcel shipping system that can seamlessly integrate with an existing application. It eliminates duplicate data entry and the traditional paper trail from order entry to shipping to accounting. OutBound is multi-carrier, multi-company, bar code ready, and can be interfaced to specific order entry data files. Some of its unique features include user maintainable tables, rate-shopping, split shipments, in-house charges, detailed inquiry and function key integration. Carriers supported are UPS, RPS, and USPS/ Most zip/zone-based carriers can be added. Call for the availability of air carriers. An optional Contents Tracking module is also available. It is designed to eliminate picking errors, and can be further integrated to perform automatic backordering and inventory relief.

Compatibility: PICK R83; Advanced PICK; REALITY; PI/open; Advanced Revelation; UniData; uniVerse

Pricing: Call for information

Company: Pick Professionals, Inc.
P. O. Box 1825
Maryland Heights, MO 63043
Tel: 314/739-1503
Fax: 314/739-0290

Contact: Brian Dwyer

QuiZip™

ZIP code database and inquiry system. B-tree structured database includes all deliverable location names. Overlaying ZIP boundaries are handled correctly: if a ZIP code falls into multiple locations, QuiZip will return multi-valued strings containing all the choices to your application. Even returns county names!

Compatibility: Pick and Pick compatibles; UniData; uniVerse

Pricing: \$995 (U.S.)

Company: R.O.I. Syngineering
2540 Tennyson Court
Thousand Oaks, CA 91360
Tel: 805/493-5388
Fax: 805/493-5389

Contact: David Hamilton or Bob Roy

SCI PARCEL SHIPPING SYSTEM (PSS)

The SCI Parcel Shipping System (PSS) provides automatic rating and reporting of shipments via small parcel (eg. UPS) and LTL (eg. Yellow Freight) carriers. It's a host-based system which can be installed on many different platforms or on a stand-alone PC. PSS provides the ability to interface directly with the user's database, allowing automatic retrieval of data from, and updating to, the user's files. PSS handles multiple weightstations and warehouses, and has user-maintainable rates. PSS is modular allowing selection from a variety of software and hardware options including interactive packing stations; carton contents tracking; and label, barcodes, and forms printing.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY;
PRIME Information; PI/open; Advanced Revelation; UniData; uniVerse

Pricing: \$3,895 and up

Company: Software Co-Op, Inc.
1284 N. Broad Street
Hillside, NJ 07205
Tel: 908/355-7700
Fax: 908/355-7706

Contact: Michael Devine

ZIP-IT

ZIP-IT is a Pick formatted data-base of all the zip-codes in the U.S. Each record contains the zip-code, official place-name and state-code. Using ZIP-IT can save thousands of key-strokes per day.

- ZIP-IT2 is an extended version containing all legal place-names for each zipcode, as well as county name and number. Detail-oriented marketers use this version.
- ZIP-IT3 is the most extensive version, adding area code, time zone, longitude, latitude, air-mile co-ordinates, ADI and SMSA zones, and limited population statistics.

Compatibility: Pick

Pricing: ZIP-IT1: \$179; ZIP-IT2: \$329; ZIP-IT3: \$465

Company: Repton Data
15 S. Britton Road
Springfield, PA 19064
Tel: 610/544-6304

Contact: Sam Anderson

Fax: 610/544-2597

SOFTWARE PRODUCT LISTINGS**STATISTICS - SYSTEM MANAGEMENT (CONNECTIVITY)****General****SPREADSHEET****DIGITOUCH**

Digitouch is a Lotus-like spreadsheet which runs directly under Pick, uniVerse and UniData. It has the same features as popular DOS spreadsheets but stores data in Pick format. Data can be read and written directly to your accounting and other data base files. Programs written in Basic can be called directly from a spreadsheet, allowing simple and complete integration with existing software. Installation is completed in minutes and users who are familiar with Lotus will not need training. Originally released in July of 1990, it has a large and quickly growing base of satisfied users.

Compatibility: All PICK & PICK-like systems

Pricing: \$495-\$995

Company: Northtec Consulting Group
48 Lebanon Hills Drive
Pittsburgh, PA 15228
Tel: 412/341-7022

Contact: James D. Paul

Fax: 412/341-2638

STATISTICS**QUAL-STAT SPC SYSTEM**

Qual-Stat is a multi-user, real-time package for Statistical Process Control. Charts & reports for both Variable & Attributes data are provided, as well as stoplight color warnings when data violates rules for Statistical control. The system provides manual and automatic data collection and may be run stand-alone or with an existing database.

Compatibility: PICK R83; PICK OA; Advanced PICK; PRIME Information; PI/open; UniData; uniVerse

Pricing: Call for pricing information

Company: SLO-TOWN Systems
180 Indian Knob Road
San Luis Obispo, CA 93401
Tel: 805/595-9248

Contact: Kevin McRill

SYSTEM MANAGEMENT - Connectivity***AccuTerm for Windows***

AccuTerm for Windows is the most advanced and hassle free terminal emulator available. Advanced features include: Multiple concurrent sessions using the Windows standard Multiple document Interface; User selectable font with automatic font with automatic font scaling; Easy to install and use; Standard file transfer protocols including ASCII, Kermit, XModem, YModem, and ZModem; Multiple network interfaces; Accurate, high performance emulations; On-line help; Support up to 160 columns by 60 rows with 25 pages per session; Quick access to functions with tabbed set-up dialog boxes; Advanced color mapping; Built-in auto dialer; and economical corporate and site licenses.

Compatibility: Pick; Pick-like systems
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Pricing: Call for information

Company: AccuSoft
8041 Foothill Blvd.
Sunland, CA 91040
Tel: (818) 951-1891

Fax: (818) 951-3606

General**BLACKSMITH OPENNET™**

OPENNET gives you distribution independence. OPENNET is a multithread, open server. OPENNET performs disk I/O and procedures on heterogeneous remote nodes. With OPENNET you can relocate your files, programs and users without application program change.

Compatibility: PRIME Information; PI/open; UniData; uniVerse; UNIX

Company: Stauffer Information Systems
121 N. Fir Street
Ventura, CA 93001
Tel: 805/641-1400
Fax: 805/641-0813

Pricing: Call for information
Contact: Pat Mullen

CommTerminal (Version 4.0)

CommTerminal connects Macintosh computers to most PICK or PICK-like DBMS's. The product is a combination terminal emulator and file transfer/conversion utility. ADDS, Prism, Wyse, VT100, ANSI and Regent emulations are supported. File transfers allow PICK files to be used by Macintosh word processing, spreadsheets, and databases.

Compatibility: Most PICK or PICK-like DBMS's.

Pricing: Per copy - \$245 with file transfer or \$95 terminal emulation only. Site licenses are available.

Company: Comm Specialists
Tel: 615/443-3040
Fax: 615/443-3040 Ext. 11

Contact: Jack Leftwich

EDI*Port

EDI*Port is a flexible, complete EDI management package. By accommodating non-standard transmissions, EDI*Port allows exchange with every potential partner. EDI*Port solves current EDI problems, expands to meet growing needs with minimum programming effort, and custom fits each trading partner.

Compatibility: PICK OA; PRIME Information; UniData, uniVerse

Company: Userbase Systems, Inc.
9051 Executive Park Drive #200
Knoxville, TN 37923
Tel: 615/691-0823
Fax: 615/531-1737

Pricing:
Contact: Jenny Ball

INFOLINKE

INFOLINKE features KERMIT and XMODEM protocols for UNIX/DOS.

- Proprietary multiplexed protocol for PICK communications allowing up to 32 concurrent transfers on a single communications line.
- Easy to use menus with embedded help.
- All commands available at TCL.
- Full BASIC interface support provided.

Compatibility: ICON-68k; ICON-88k; ICON-Up; PC-R83; AP-Native; GA; AP-SCO; OA-Alpha Micro; uniVerse; UniData; and more.

Pricing: Call for current pricing.

Company: Sables Associates
5645 N. 43rd Ave.
Phoenix, AZ 85019
Tel: 602/973-4811

Contact: Chuck Sables

SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (CONNECTIVITY)****General****LIBERTY ODBC DRIVER FOR PICK**

The Liberty ODBC Driver for PICK databases gives PICK users the ability, through Open Database Connectivity (ODBC), access to their PICK Data in a Client/Server environment using Microsoft Windows. Liberty gives PICK installations the freedom to choose the development platform they wish from a choice of ODBC compliant Windows applications. PICK data is accessed using standard ODBC/SQL language syntax. The Liberty ODBC Driver handles multi- and single-level PICK files with ease. Liberty provides support for SQL syntax such as JOIN and GROUP-BY while still allowing access to PICK internal dates, decimals, time, and correlatives. Windows applications combined with Liberty gives the PICK user the ability to report and query in a graphical user interface (GUI). The Liberty Driver gives the PICK user the ability to do color graphing, advanced spreadsheet analysis with click and drag ease.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; UniData; uniVerse; JBASE; Ultimate

Pricing: By individual quotation

Company: Liberty Software Corp.
230-1122 Mainland St.
Vancouver, B.C., Canada V6B 5L1
Tel: 604/682-8293
Fax: 604/682-8499

Contact: Charles P. Doucet or
Antoon Houben

LinkMark

LinkMark is a PC-to-host connectivity and terminal emulation product, with seamless two-way document transfer between PC's and host. LinkMark may reside inside WordMark and can be activated via a simple menu selection. LinkMark is an easy way to move any document or binary file between host and PCs.

Compatibility: UNIX; DOS; PRIMOS; VMS; Prime INFORMATION
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Pricing: From \$235/user on UNIX

Company: WordMark International Corporation
Ten Almaden Blvd., Suite 1400
San Jose, CA 95113
Tel: 408/975-1100
Fax: 408/975-1111
Sales Tel: 800/835-2400

Contact: WordMark Sales

Mac-TO-PICK

Macintosh/PICK connectivity software.

Compatibility: Pick-based systems

Pricing: Call for information

Company: Carnation Software, Inc.
(Address withheld by request)

Tel: 206/333-4288
Fax: 206/333-4902

General

SYSTEM MANAGEMENT (CONNECTIVITY)

PiE (Pick Interface to EDI)

PiE (Pick interface to **EDI**) is a Pick application interface that works with a PC or Unix front end translator to bridge the gap between your Pick system and those of your trading partners. Adhering to all ANSI standards, PiE is an easy-to-use package that will save months of programming development time and programming cost. The seamless transfer of information operates unattended while you concentrate on other aspects of your business. PiE is designed to allow the continual addition of new trading partners and transaction sets with minimal effort.

Compatibility: Pick; Unix

Pricing: Call for information

Company: The Camry Group, Inc.
875 Avenue of the Americas
New York, NY 10001
Tel: 212/268-8675

Contact: Terri Boyle

Fax: 212/268-8679

PK HARMONY

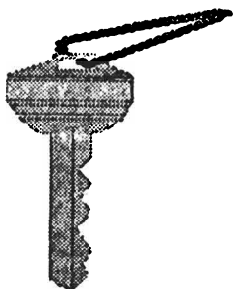
Comprehensive easy-to-use suite of programs provides PC to PICK connectivity including terminal emulation and bi-directional file transfer with automatic data reformatting. File formats include latest releases of Microsoft Excel, Lotus 1-2-3, Dbase, and word processing packages. Powerful scripting language and command API enable automated communications and control of your PC.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY;
REALITY X; uniVerse; Sequoia; Mentor PC/OS

Pricing: Single user: \$595; 2-20 users: \$175 per user; 21-40 users: \$150 per user.

Company: Synex Systems Corporation
800-1188 West Georgia Street
Vancouver, B.C., Canada V6E 4A2
Tel: 604/688-8271 Ext 333
Fax: 604/688-1286

Contact: Pierre Bourbonnais



PiE

Unlocking Your Pick EDI Potential

PiE (Pick interface to **EDI**) is a Pick application interface that works with a PC or Unix front end translator to bridge the gap between your Pick system and those of your trading partners. Adhering to all ANSI standards, PiE is an easy-to-use package that will save months of

programming development time and programming cost. The seamless transfer of information operates unattended while you concentrate on other aspects of your business. PiE is designed to allow the continual addition of new trading partners and transaction sets with minimal effort..

Some of the Benefits of EDI:

- Increased Sales and Customer Service
- Reduced Manual Data Entry and Entry Cost
- Improved Accuracy of information

The CAMRY GROUP, INC.

875 Avenue of the Americas NEW YORK, NY 10001
(212) 268-8675

EDI/EDGE

Pick is a trademark of Pick Systems, Inc.

SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (CONNECTIVITY)****General****PK HARMONY NETWORK PLUS**

Networked PC-PICK connectivity including terminal emulation and bi-directional file transfer with automatic data reformatting into Excel, 1-2-3, Dbase, and word processing file formats. Powerful scripting language and command API enable automated communications and control of your PC. TCP/IP, INT14 or ACS versions support networks including Novell Netware and Microsoft LAN-Manager.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; REALITY X; uniVerse; Sequoia; Mentor PC/OS

Pricing: \$1795

Company: Synex Systems Corporation
800-1188 West Georgia Street
Vancouver, B.C., Canada V6E 4A2
Tel: 604/688-8271 Ext 333
Fax: 604/688-1286

Contact: Pierre Bourbonnais

PK TERM

Provides superior terminal emulation of 16 terminal types. Connect your PC to your host computer via direct serial cable or modem! Features: 132 column display, mouse support, 256 host and menu colors, 42 programmable function keys, script language, AutoDial, multiple security levels, up to 38400 baud, slave print and more.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; REALITY X; uniVerse; Sequoia; Mentor PC/OS

Pricing: 1-24 users: \$99 per user; 25-49 users: \$89 per user; 50-99 users: \$79 per user.

Company: Synex Systems Corporation
800-1188 West Georgia Street
Vancouver, B.C., Canada V6E 4A2
Tel: 604/688-8271 Ext 333
Fax: 604/688-1286

Contact: Pierre Bourbonnais

PowerComm

PowerComm is a high performance data communications software package for Pick-to-Pick data communications. It includes full TCL command and user mode interfaces for maximum flexibility. In addition, an automated multi-node data transfer interface is provided that makes it easy to move data between systems under program control.

Compatibility: PICK R83; Advanced PICK
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Pricing: Call for details

Company: Logitek Systems
1405 Corte Clasica
San Marcos, CA 92069
Tel: 619-727-5517
Fax: 619-727-4508

Contact: Troy Bus

SOFTWARE PRODUCT LISTINGS

SYSTEM MANAGEMENT (CONNECTIVITY)

General

spEDI* suite of products

St. Paul Software is a full-service supplier of Electronic Data Interchange products and services. Supports all UNIX/PC-based platforms, all standards. Offers translation software with advanced mapping, GUI visual mapping tool, client/server control system, EDI scheduler. EDI-to-FAX and FAX-to-EDI options, EDI service bureau.

Compatibility: UNIX; PCs; Client/Server

Pricing: Translation software- \$2,700 to \$18,150 depending on CPU

Company: St. Paul Software
754 Transfer Road
St. Paul, MN 55114
Tel: 612/641-0963
Fax: 612/641-0609

Contact: Larry Haisting

VIA DUCT FOR DOS 1.4

Terminal emulation and file transfer utility optimized for the PICK database environment. Wide variety of emulations for communication with PICK, Advanced PICK, uniVerse, UniData, PRIME Information and all compatibles. Transfers data from PICK to DOS, DOS to PICK and PICK to PICK. Converts data into DOS spreadsheet, work processing, database and ASCII formats. Required serial or Ethernet connection to database host system.

Compatibility: PICK R83; Advanced PICK, uniVerse, UniData, PRIME Information and all compatibles.

Pricing: \$295

Company: Via Systems, Inc.
660 Southpointe Court Suite 200
Colorado Springs, CO 80906
Tel: 719/579-6800
Fax: 719/576-7246

Contact: Simon Langlais

VIA DUCT FOR WINDOWS 2.1

Terminal emulation and file transfer program optimized for the PICK database environment. Also supports PICK-like systems such as uniVerse, UniData, PRIME Information and Advanced PICK. Transfers data from PICK to DOS, DOS to PICK, and PICK to PICK. Imports PICK information into DOS spreadsheet, word processing and database programs. Only PICK to DOS program of its type with Microsoft Windows certification.

- Requires connection to host database system; TCP / IP communications available through DISTINCT TCP / IP driver software, purchased separately.

Compatibility: PICK R83; Advanced PICK, uniVerse, Unidata, PRIME Information and all compatibles.

Pricing: \$295

COMPANY: Via Systems, Inc.
660 Southpointe Court Suite 200
Colorado Springs, CO 80906
Tel: 719/579-6800

Contact: Simon Langlais

Fax: 719/576-7246

SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (CONNECTIVITY)****General****WinLink**

The best selling and least costly Windows to PICK client/server connectivity tool presently available. WinLink software uses Visual Basic to read and write PICK data from a PC running Windows. SKP Electronics is the California WinLink Dealer. We will install and customize WinLink to your specifications.

Compatibility: PICK R83; PICK OA; Advanced PICK; UniData; uniVerse
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Pricing: Call for pricing information

Company: SKP Electronics
 1232 S. Village Way #E
 Santa Ana, CA 92705
 Tel: 714/972-1727
 Fax: 714/972-4964

Contact: Henry Herman

WinLink & VIA ODBC

WinLink is the easiest and most economical way of bringing the power of Microsoft Windows to your Pick-based applications. WinLink is a sophisticated combination of DDE, Drag and Drop, and DLL routine calls and it can be used with any Windows-based development language or application. With VIA ODBC you can instantly update data between Windows and the Pick host. Dynamic Link Libraries allow anyone to develop his own Windows applications. Combinations such as Visual BASIC and WinLink make for a fast, powerful and familiar programming environment.

Compatibility: PICK-based applications
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Pricing: From \$249 for single user

Company: Via Systems, Inc.
 660 Southpointe Court #200
 Colorado Springs, CO 80906
 Tel: 719/579-6800
 Fax: 719/576-7246

Contact: Simon Langlais

wlntegrate™

wlntegrate provides intelligent, user-definable terminal emulation, full scripting for the power of a Windows-based GUI for character-based applications, and support for Windows-based cooperative processing. wlntegrate delivers support for a full 3-D Windows "look and feel;" server-based licensing; Pick, Prime, and uniVerse compatibility; international language support; new data transfer protocols; Tecktronics graphics; user-definable keyboard remapping; and support for PicLan, Digital Pathworks, and Novell LAN workplace for DOS.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; Prime INFORMATION; Advanced Revelation; UniData; uniVerse
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Pricing: Call for pricing

Company: UniData, Inc.
 1099 18th Street #2500
 Denver, CO 80202
 Tel: 303/294-0800
 Fax: 303/293-8880

Contact: Terry Truman or
 Heidi Boettcher

DEVELOPMENT / INTEGRATION TOOLS**App.Server**

The App.Server is a Client / Server application development system that incorporates the following characteristics:

- Provides cross-platform GUI support for Mac, Windows, NT, OS2 Presentation Manager, MOTIF, OPENLOOK and POWERPC platforms.
- Supports event driven, transaction oriented methodology providing superior application performance.
- Automatically generates server application code for PICK oriented DBMS's.
- Incorporates WaveSoft; Motorola's Wireless Imaging System supporting enterprise wide imaging applications.
- Supports FaxFx; Devcom's Fax product and was incorporated within FaxFx to provide cross-platform, GUI portability for Devcom's product.
- Required NO client based run time royalties.
- Client GUI development is based on XVT's Portability Tool Kit which is acknowledged as the best cross-platform client development system available and supports ODBC interfaces.
- Q295 client support for Oracle and SysBase server databases.
- Provides standard window controls plus the following customized controls: spreadsheets, cross platform bit maps, tool and status bars, free format text edits, multivalued fields, and hypertext help facility.

Compatibility: PI/open; UniData; uniVerse; Oracle; SyBase

Pricing: \$10,000

Company: Axis Information
1027 Forest Lane
Lemont, IL 60439
Tel: 708/574-3600
Fax: 708/572-0508

Contact: Orval Jacobsen

ASD/EDI

Alternative Software Design's ASD/EDI is a powerful data translator used as an interface between PICK-based systems and Sterling Software's family of EDI products. Sterling Software is the world's largest provider of EDI solutions and services, and ASD/EDI allows PICK users to take full advantage of the Sterling products with complete integration.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; PRIME Information; PI/open; Advanced Revelation; UniData; uniVerse

Pricing: Call for information

Company: Alternative Software Design, Inc.
P. O. Box 144
Mt. Arlington, NJ 07856
Tel: 201/770-4273
Fax: 201/770-4831

Contact: Terri Sikora/Scott Wilson

SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (DEVELOPMENT / INTEGRATION TOOLS)****General****BLACKSMITH DEVELOPER™**

DEVELOPER creates and maintains complete applications through a menu driven process. Screens, menus, reports and update processes are developed with this non-procedural 4GL, which is extensible with BASIC, C, and other procedural languages. DEVELOPER applications are independent of database type and structure, choice of user interface, system topology, platforms (e.g., UNIX, PRIMOS), distribution architecture (e.g., client / server), and security implementation.

Compatibility: PRIME Information; PI/open; UniData; uniVerse; UNIX
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Pricing: Call for pricing

Company: Stauffer Information Systems
121 N. Fir Street
Ventura, CA 93001
Tel: 805/641-1400
Fax: 805/641-0813

Contact: Pat Mullen

CUEbic DEVELOPER

CUEbic enables seamless access to relational and non-relational databases, provides for the use of Embedded SQL in legacy Basic code: supports Microsoft Windows and GUI forms; and allows existing Pick and Pick look-alike applications to run as native C executables, providing greater portability and speed of execution.

Compatibility: Most Pick and UNIX-based platforms

Pricing: Varies across product range and is dependent on system size. Call for details.

Company: CUEbic Systems, Inc.
1633 Mt. Vernon Road
Atlanta, GA 30338
Tel: 404/393-8550
Fax: 404/393-3691

FORGE

Opsys/Forge is a 4th generation integrated development environment. It has the same dictionary structure as Pick, so Forge is extremely easy to learn and use. Forge permits editing on any field and allows the user to use the screen painter, keyboard and arrow keys to move just as you would in DOS. Customize menus, screens and reports without worrying about database corruption because Forge uses intra and inter-file relationships.

Plus, Forge has the fastest runtime of any Pick-based application system, requiring only one copy of the program for all users.

Compatibility: All Pick versions and provides an upgrade path for Ultimate UPDATE users.
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Pricing: 8-user system: \$1,195

Company: Opsys
44 Page Street, Suite 604E
San Francisco, CA 94102
Tel: 415/864-5557

Contact: Chandru Murthi

General**SYSTEM MANAGEMENT (DEVELOPMENT / INTEGRATION TOOLS)****GPS_Server/VB**

GP Solution's GPS_Server/VB product is an integration tool to enable client / server application development with Microsoft's Visual Basic clients and UniData servers. The product includes a Visual Basic Custom Control for establishing connections and sessions with the server. Also included is a set of Visual Basic Functions that can be used to handle the dynamic variable structure of UniData records in the Visual Basic environment. A feature of this system is the ability to execute UniBasic and ECL Programs, call UniBasic subroutines and utilize server record locking functions from the Visual Basic client. This product makes use of high performance TCP/IP connections between the clients and servers and does not require SQL command formats. Migration of this product to other PICK-based systems is planned.

Compatibility: UniData

Pricing: Pricing available upon request.

Company: GP Solutions, Inc.
10400 Little Patuxent Parkway, Suite 480
Columbia, MD 21044
Tel: 410/730-9661
Fax: 410/730-9679

Contact: James Brenza

MULTI-THREADED VERSION of uniVerse

The "threaded" version of uniVerse is a completely standard version of VMARK's uniVerse database from an applications perspective. It has been modified to take advantage of "POSIX-compliant threads" in today's most current versions of UNIX - like DG/UX. Threads enables users to create applications which make much more efficient use of Symmetric Multiprocessor (SMP) systems. In applications and queries using explicit/implicit SORTing, a threads-based database can provide significant performance advantages without requiring changes by the user.

The non-threaded version of uniVerse reads and sorts keys sequentially. The new threaded version multitasks reading and sorting, allocating these sub-processes across all available CPUs in a system. We have seen dramatic improvements in performance as a result.

Other modifications include:

- Optimization of TRANS cache to speed up report generation
- Improved performance of string comparisons
- Optimization of commonly used BASIC opcodes
- Performance enhancements to dynamic array EXTRACT

This is the version of uniVerse that Data General now ships to customers purchasing or upgrading an existing license.

Compatibility: uniVerse

Pricing: Call for current information.

Company: Data General Corporation
4400 Computer Drive
Westboro, MA 01580
Tel: 508/898-6675
Fax: 508/898-2684/4424

Contact: Kammy Sturtevant

SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (DEVELOPMENT / INTEGRATION TOOLS)****General****OHM 4GL TOOLS**

Set of 4GL building blocks to design and develop application systems. Self-evident, self-documenting, and flexible. Ease of maintenance with a complete subroutine library. Quick retrieval screens to display data from one or many files; Forms and Report Management; Security and Audit controls. Includes OHMWorks office automation package.

Compatibility: PICK R83; PICK OA; Advanced PICK; PI/open; Advanced Revelation; UniData; uniVerse; Mentor; PC/OS
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Pricing: Call for information

Company: OHM Systems, Inc.
10250 Chester Road
Cincinnati, OH 45215
Tel: 513/771-0008 or Info-only Line: 800/878-0646
Fax: 513/771-0101

Contact: C. Anbil

QuiVer™

An integrated toolset that provides for both easy prototyping and full featured development. Utilizing efficient, reusable code and flexible parameter tables, Quiver builds menus, inquiries, data entry screens and reports. Other features include: help screen builder, customizable hot-keys, access control (by file or application), and file update logging.

Compatibility: Pick and Pick compatibles
--

Pricing: \$4,995 (U.S.)

Company: R.O.I. Syngineering
2540 Tennyson Court
Thousand Oaks, CA 91360
Tel: 805/493-5388

Contact: David Hamilton or Bob Roy

Fax: 805/493-5389

REGEN

Lost your PICK/BASIC source code and need to change the programs or transfer them to another system? No Problem! REGENerate them with REGEN. REGEN installs quickly and works like magic. Original variable names will also be REGENerated! Versions available for PCs and several mini-computers. Custom programming and consulting also available.

Compatibility: PICK/BASIC

Pricing: Call for current pricing

Company: Sensible Solutions
2648 E. Workman Ave. Suite 219
West Covina, CA 91791
Tel: 818/331-2323

Fax: 818/951-3236

SB+

SB+ is a comprehensive 4GL-based application development and executive environment with powerful 4GL tools to facilitate building UNIX-, VMS-, Windows-, and DOS-based applications in less time than by using conventional, third-generation (3GL) language interfaces.

Compatibility: UniData

Pricing: Call for information

Company: Unidata, Inc.
1099 18th St., Suite 2500
Denver, CO 80202
Tel: 303/294-0800

Contact: Terry Truman or Heidi Boettcher

Fax: 303/293-8880

TOADS (Application Development)

Easy to learn; change existing screens and systems quickly; override any features when wanted. Screens display quickly; built-in online help tools; advanced alternate key lookups include ISAM and key intersection; never have to remember codes or IDs. A true user-friendly Report Writer. GUI supports PCs, Macintoshes, and non-PCs too!

Compatibility: Call for platforms

Pricing: Call for information

Company: USC Software Systems
3500 S. Figueroa #208
Los Angeles, CA 90007
Tel: 213/743-0091

Contact: Kerry O'Rear

Fax: 213/747-5451

THE TRANSLATOR

The Translator is a highly effective way to replace Qantel systems while allowing the user's important application programs to continue unchanged. Programs are converted to generic PICK-style BASIC and data files to the generic PICK relational database format. "Translate the best and replace the rest." Allows you to escape proprietary Qantel hardware and operating system. Translation is much less expensive than reprogramming.

Compatibility: PICK R83; PICK OA; Advanced PICK; UniData; uniVerse

Company: J. Glaser & Co., Inc.
180 N. LaSalle Street
Chicago, IL 60601
Tel: 312/578-0377

Pricing: Call for pricing

Contact: Joseph Glaser
Fax: 312/578-0635

V. B. C. The Visual Basic Connection

The Visual Basic Connection converts PICK Basic into Microsoft's Visual Basic. Code can be easily extended with a graphic user interface using Visual Basic. Database access is via serial or TCP/IP connection to a PICK database. Better than a terminal emulator! Source included. Requires Visual Basic and TCP/IP software.

Compatibility: PICK R83; PICK OA; Advanced PICK; Reality;
Prime Information; PI/Open; Advanced Revelation; UniData; uniVerse.

Pricing: \$99 per
Windows user

Company: Interconnect Software
1927 N 400 E
Orem, UT 84057
Tel: 801/225-8626

Contact: Randolph Walsh

Fax: 801/225-8626

WIZARD 4GL

WIZARD 4GL is a complete applications development environment for all Advanced PICK, uniVerse, UniData, Univision and all R83 PICK platforms (Ultimate, GA, ADDS, etc.).

Professional programmers use WIZARD 4GL's power and speed to quickly develop complete commercial systems. WIZARD 4GL is also so simple that users develop and extend systems themselves.

Company: Pick Products
Level 2 #2, 4-10 Bridge Street
Pymble, NSW 2073
Australia Tel: 61 2 975 6566

Contact: Bob Guthrie

Fax: 61 2 975 3101

SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (DEVELOPMENT / INTEGRATION TOOLS / GUI)****General****WordMark For VMARK (uniVerse or PI/open)**

A seamless word processing link which selects, accesses and incorporates database information into word processing documents. WordMark resides inside the data base so mail merges become a simple task and output fonts are supported. Import/export facilities to PC word processors are also included.

Compatibility: UNIX; DOS; PRIMOS; uniVerse; PI/open; VMS; Prime INFORMATION

Pricing: \$100 to \$250/user on UNIX

Company:	WordMark International Corporation Ten Almaden Blvd., Suite 1400 San Jose, CA 95113 Tel: 408/975-1100 Fax: 408/975-1111	Contact: WordMark Sales Sales Tel: 800/835-2400
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GUI**BLACKSMITH CLIENT™**

CLIENT bolts onto your character-based applications, giving you full graphical user interface on Windows. Legacy applications can be remodeled with CLIENT to provide mouse control, dialog boxes, radio buttons, list and combo boxes, icons, cut and paste, charts and moving images with sound. The DDE feature includes host data extraction and links host data to graphical applications, such as EXCEL and WORD. CLIENT complies with the Visual Basic Custom Controls (VBX) standard.

Compatibility: PRIME Information; PI/open; UniData; uniVerse; IBM PC Windows
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Company:	Stauffer Information Systems 121 N. Fir Street Ventura, CA 93001 Tel: 805/641-1400 Fax: 805/641-0813	Pricing: Contact: Pat Mullen
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BLACKSMITH FUSION™

FUSION gives you client / server and full graphical user interface. FUSION transforms BLACKSMITH applications developed for character-based terminals into Windows and Macintosh. FUSION gives your users mouse control, dialog boxes, push buttons, scroll bars and DDE (hot, warm and cold links to host). With FUSION the same application programs work with both character terminals and graphic stations. With FUSION your client / server decisions are made when the application is deployed, not during design and programming. FUSION works for applications developed with BLACKSMITH DEVELOPER and workstation tools, such as Visual Basic.

Compatibility: PRIME Information; PI/open; UniData; uniVerse; IBM PC Windows
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Company:	Stauffer Information Systems 121 N. Fir Street Ventura, CA 93001 Tel: 805/641-1400 Fax: 805/641-0813	Pricing: Call for information Contact: Pat Mullen
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General**GraPICK**

Get GraPICK Aware! Advanced Pick users of releases 5.5, 6.1 or later can upgrade to GraPICK and take advantage of these features:

- Rapid Windows development.
- Wrap Pick/BASIC applications.
- Graphic image support.
- 3-D effects.
- Event list handling

And there is much, much more to GraPICK. See how good Pick can look. Look at GraPICK.

Compatibility: Advanced Pick 5.5, 6.1, or later.

Company: Pick Systems
1691 Browning
Irvine, CA 92714
Tel: 714/261-PICK
800/FOR-PICK
Fax: 714/250-8187

ProTerm v 1.2

ProTerm is a powerful Graphical User Interface for any PICK host computer. It provides a highly integrated Microsoft Windows programming and runtime environment for your PICK applications. ProTerm provides data/file transfer between your PICK host computer and your PC. ProTerm is probably the best GUI solution for PICK.

Compatibility: Pick R83, Pick OA, Advanced Pick, Reality,
Prime Information, PI/Open, UniData, uniVerse.

Pricing: Call for pricing

Company: DigiSoft
27731 Motherlode Ct.
Laguna Niguel, CA 92677
Tel: (714) 831-8431
Fax: (714) 831-1380

Contact: Sean Tehrani

DO YOU HAVE A "DAY 10000" DATE PROBLEM?

DAYXM is an inexpensive utility to assist PICK users with evaluating problem areas arising out of the increased size of the internal date. Does IN MINUTES what might take days or weeks if done manually!

The **DAYXM** dictionary analysis feature reviews the dictionaries of all data files in multiple accounts, looking for date oriented fields and storing significant information in a single file used for review and even automatically changing justifications from left to right.

The source code analysis feature examines multiple source code libraries searching for LOCATE and SORT verbs as well as STRING commands which extract 4 characters, i.e. [x,4]. The results are stored in a file containing the names of ACCOUNTS, LIBRARIES, PROGRAMS with the line number and text of the code. Designed for standard PICK platforms. Source code is included so it can be adapted to your unique platform.

Price: \$50 on 3-1/2" or 5-1/4" diskette, or transmitted by modem with additional charges for phone time.

CALL:



1-800-730-0840 or 714-525-0840

SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (INFORMATION RETRIEVAL)****General****INFORMATION RETRIEVAL****GIS INTERFACE**

The GIS Interface is a bi-directional facility that permits users to query or update data in the database using the Environmental Systems Research Institute Inc. (ESRI) "ARC/INFO" Geographical Information System (GIS) product.

This interface provides a means to relate spatial (GIS) and tabular (database) data to the same map or geographic structure such as a county, highway, sales territory or group of buildings. In the past, separate databases and GIS windows could be opened on a single workstation, but actions performed in one environment could not affect changes in the other. Now, changes made within either ARC/INFO or the database can be reflected in the other product.

This unique product is especially valuable for trend analysis where database data can be quickly transferred to an electronic map, thereby eliminating resource intensive operations like plotting datapoints from a printout to a hardcopy map. Requires no alteration of programs or datafiles.

Compatibility: AViiON uniVerse; UniData; and PI/open
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Pricing: Call for current information

Company: Data General Corporation
4400 Computer Drive
Westboro, MA 01580
Tel: 508/898-6675
Fax: 508/898-2684/4424

Contact: Kammy Sturtevant

MISSING LINK

MISSING LINK is proven B-tree logic. Easy-to-use PICK/BASIC subroutine maintains and accesses index files. Features: ADD, DELETE, FIND, PREVIOUS / NEXT, multiple keys per data record and index file, keys on multi-valued fields. Offers complete flexibility in designing keys to reference data in any sequence. Incorporates into existing applications with little effort.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; UniData; uniVerse
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Pricing: \$400 - 10 users; 700 - 24 users; 1000 - 50 users; 1500 - Over 50 users

Company: Abacus, Inc.
1510 Bailey Morrison Drive
Somerville, TN 38068
Tel: 901/465-7990
Fax: 901/465-7962

Contact: Dana Pittman

General

SYSTEM MANAGEMENT (INFORMATION RETRIEVAL)

OPEN FILE SYSTEM FOR ORACLE V1.4

Allows the capability to read, write, and select Oracle data from within UniData UniBasic programs using standard read and write statements. Works with Unidata V3.15 and SQL^NET drivers.

Compatibility: UniData

Pricing: Call for information

Company: Tesseract Software Systems, Inc.
542 Harvey Road
Manchester, NH 03103
Tel: 603/627-2499

Contact: John Deaver

SEEK/RETRIEVE

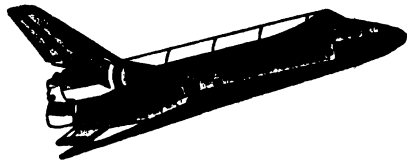
GP Solution's SEEK product is an application development environment targeting very large database input and retrieval systems. SEEK makes use of sophisticated indexing technologies (inverted file and tree structures) to provide inter- and intra-field boolean search capabilities. The response times are nearly independent of file sizes, with implementations handling over 5 million records with 100+ active users. RETRIEVE is a subroutine set of SEEK Indexing and Retrieval functions for integrating with existing software applications.

Compatibility: PICK R83, PICK OA, PRIME Information, PI/Open, UniData, uniVerse.

Pricing: Available upon request.

Company: GP Solutions, Inc.
10400 Little Patuxent Parkway, Suite 480
Columbia, MD 21044
Tel: 410/730-9661
Fax: 410/730-9679

Contact: James Brenza or
David Whitten



Discovery Computer Systems

Discover the best in PICK, UNIX, and UniData education with *Discovery Computer Systems*. *Discovery* specializes in quality education designed to enhance your computer experience, ranging from introductory through advanced levels. Books and videotapes are also available. For more information or to enroll, contact:

Marcie Gebauer
Discovery Computer Systems
626-A Grant Street, Herndon, VA 22070
(703) 318-0845 FAX: 703-318-7581

SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (PERFORMANCE TOOLS)****General****PERFORMANCE TOOLS****BLACKSMITH INTERCEPT™**

INTERCEPT gives you better performance and a choice of databases and operating systems. INTERCEPT is a high performance operating environment that is open and interoperable. INTERCEPT users have been able to achieve tenfold performance improvements. INTERCEPT enables applications to operate on multiple operating systems, such as UNIX and Windows. INTERCEPT enables applications to use multiple database types, such as Oracle and uniVerse, concurrently.

Compatibility: PICK R83; PICK OA; Advanced PICK; Prime INFORMATION; PI/open; UniData; uniVerse; UNIX

Pricing: Call for information

Company: Stauffer Information Systems
121 N. Fir Street
Ventura, CA 93001
Tel: 805/641-1400
Fax: 805/641-0813

Contact: Pat Mullen

VELOCIS

Velocis is a high performance database engine for client / server applications. Velocis provides the benefits of an embedded engine (extremely fast response times, efficient memory utilization, flexible schemas, low-level access) with the requirements for client / server (ODBC, modular design, scalability, remote procedure calls, support for C++, C/S optimizers). Available on NetWare, Windows NT, OS/2 Windows, AIX, Solaris, HP-UX, and SCO.

Compatibility: NetWare; Windows NT; OS/2 Windows; AIX; Solaris, HP-UX; and SCO

Pricing: Call for pricing

Company: Raima Corp.
1605 NW Sammamish Road #200
Issaquah, WA 98027
Tel: 206/557-5205
Fax: 206/557-5200

Contact: Dave Morse

Announcing . . .

The **1995 RESOURCE CATALOG** on the *INTERNET*

Watch **COMPUTING News&Review** for access information!
Coming Spring, 1995

SOFTWARE PRODUCT LISTINGS

SYSTEM MANAGEMENT (TAPE BACKUP)

General

TAPE BACKUP

9 TRACK

9 TRACK is fast reliable tape backup for Advanced Pick Native & R83. Includes Tape Controller and Software for the PICK PC.

Compatibility: AP Native & R83

Pricing: \$995

Company: The Computer Clinic
17852 Jamestown Ln.
Huntington Beach, CA 92647
Tel: 714/841-3879
Tel: 800/841-3879
Fax: 714/842-2909

Contact: Tom McTeer

AP/ODI

The ap/ode package adds support for the Overland Data TX-8-1/2" tape controller to Advanced Pick/Native. This provides 1/2" tape media compatibility for AP users that need reliable backup/restore, data interchange with other PICK-based systems as well as mainframe class systems. PICK PC R83 package also available.

Compatibility: Advanced PICK; PICK Native

Pricing: Call for pricing

Company: Kraft Enterprises, Inc.
5200 Char-Mar Lane
Evansville, IN 47720-1910
Tel: 812/936-5732
Fax: 812/963-8973

Contact: Toby Kraft

AP/SCSI

The ap/scsi package adds support for scsi-based tape systems to the Advanced Pick/Native operating system. Reliable, fast, large capacity drives can be used with the AP system. Major controller and drive manufacturers supported. Pick PC R83 package also available.

Compatibility: Advanced PICK; PICK Native

Pricing: Call for pricing

Company: Kraft Enterprises, Inc.
5200 Char-Mar Lane
Evansville, IN 47720-1910
Tel: 812/936-5732

Contact: Toby Kraft

Fax: 812/963-8973

SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (TAPE BACKUP / UTILITIES)****General****TAPE BACKUP DRIVER FOR AP & R83**

- Back up over parallel printer port or SCSI port
- Back up multiple systems, multiple sites & multiple operating systems
- All standard Pick functions supported
- Plug & play
- Drivers also available for DOS, Windows, Mac, UNIX, OS/2, Novell & Peer to Peer.

Compatibility: Pick R83, Advanced Pick

Pricing: Call for information

Company: Analog & Digital Peripherals, Inc.
P.O.Box 499
Troy, OH 45373

Contact: Lyle Ellicott, Mkt. Mgr.

Tel: 513/339-2241

Tel: 800/758-1041

Fax: 513/339-0070

UTILITIES**BLANKIT**

BLANKIT - screen saver for Pick.

Compatibility: AP Native & R83

Pricing: \$75

Company: The Computer Clinic
17852 Jamestown Ln.
Huntington Beach, CA 92647
Tel: 714/841-3879
Fax: 714/842-2909

Contact: Tom McTeer

Tel: 800/841-3879

CLASS

CLASS is a COLD (Computer Output to LaserDisc) product designed specifically for integration with existing PICK/Unix applications. CLASS archives information including reports, statements, invoices, and data which can be subsequently retrieved from any terminal or PC connected to the PICK/Unix computer. CLASS features include Windows compatibility, advanced compression, high-speed Ethernet communication, user security, and forms overlay. CLASS includes a PICK Databasic API toolkit for easy integration. Single and multiple optical disk drives and jukeboxes are supported.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; UniData; uniVerse

Pricing: Call for information

Company: Capital Software, Ltd.
420 Lexington Ave.
New York, NY 10170
Tel: 212/867-2077

Contact: Linda Block or
John Walsh

Fax: 212/867-6220

DAY 10000 Diagnosis

Will your applications survive The Day 10000 - May 18, 1995? The Day 10000 Diagnosis identifies problems in programs, dictionaries and data files, and The Day 10000 Survival Guide enables your MIS staff to fix them. Protect your investment in information systems. Call today for a free brochure.

Compatibility: All Pick-like

Pricing: Call for information

Company: Multi-Value Products
5880 SW 74th Terrace, 8B
Miami, FL 33143
Tel: 305/662-6002

Contact: David P. Hochman

Fax: 305/663-9891

DAYXM - DAY 10000 ANALYSIS

Do you have a "DAY 10000" problem? DAYXM is an inexpensive utility designed to evaluate problem areas arising out of the increased size of the internal date. Does IN MINUTES what might take days or weeks if done manually! The dictionary analysis feature reviews the dictionaries of all data files in multiple accounts, looking for date oriented fields and storing significant information in a single file used for review and even automatically changing justifications from left to right.

The source code analysis feature examines multiple source code libraries searching for LOCATE and SORT verbs as well as STRING commands which extract 4 characters (i.e., [x,4]). The results are stored in a file containing the names of ACCOUNTS, LIBRARIES, PROGRAMS with the line number and text of the code.

Compatibility: Standard PICK platforms. Source code included.

Price: \$50 on 360k diskette or transmitted by modem with additional charges for phone time.

Company:	ASPR 2090 Palisades Dr. Fullerton, CA 92631 Tel: 800-730-0840	Contact: Eugene R. Varcados Tel: 714/525-0840
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FAST, File Analysis and Sizing Tool

FAST, File Analysis and Sizing Tool for uniVerse and UniData reduces the time required for file maintenance, validates file integrity, provides THE BEST type recommendation and automates the resize process. FAST ensures maximum system performance and efficient use of disk space. Full statistical analysis. On-site installation and training are always included.

Compatibility: uniVerse; UniData.

Pricing: Call for pricing

Company:	Fitzgerald & Long, Inc. 12341 East Cornell Ave. #18 Aurora, CO 80014-3323 Tel: 303/755-1102	Contact: Bee Fiore Fax: 303/755-1703
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HyperSpace

Workspace extension utility.

Compatibility: PICK R83; PC

Pricing: \$149

Company:	The Computer Clinic 17852 Jamestown Lane Huntington Beach, CA 92647 Tel: 714/841-3879 Tel: 800/841-3879 Fax: 714/842-2909	Contact: Tom McTeer
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SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (UTILITIES)****General****MICROworks™ REPORTER**

MICROworks REPORTER gives you access to sophisticated reports. This system will allow you to define and produce reports that cannot be run with ACCESS or RECALL. You can define regular printers or laser printers (HP compatible), multiple run-time prompts, password protection, and you can select reports using keywords.

Compatibility: uniVerse; Advanced Pick; ADDS MOE; R83 Pick; REALITY; and others

Company: S & S Business Services
20306 NE 89th Ave.
Battle Ground, WA 98604
Tel: 360/573-4677

Pricing: Call or write for information.

Contact: Steve Nickel

POWER WITNESS

Disaster strikes! There's a power failure in the computer room. Data is lost in the blink of an eye, unless...

Power Witness is auto shutdown software for PICK-based PCs and mini-computers. Power Witness saves active data and safely shuts down your system.

Compatibility: PICK R83; PICK OA; Advanced PICK; UniData; uniVerse; AM/PICK 64

Pricing: \$395 to \$595

Company: Atkin/Jones Computer Service, Inc.
1815 E. Wilshire Avenue, Suite 909
Santa Ana, CA 92705
Tel: 714/953-4351 or 800-487-4490

Fax: 714/953-0676

PRECISION MATH

An assembly code package which extends the standard system arithmetic functions to handle numbers of any magnitude. In addition to full support of all existing operations and functions, the ability is provided to compare and format large magnitude numbers and to convert to and from numbers of the standard system size. Operations may be performed on numbers in exponential notation format for higher speed or on strings containing any number of decimal digits when absolute accuracy is necessary to the last digit.

Compatibility: Call for details

Pricing: Call for information

Company: Jensoft Technology
12223 Santa Teresa Dr.
San Ramon, CA 94583

Tel: 510/551-0130

PROGRAMMING UTILITIES

Programming Utilities.

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse

Company: Systems Solutions Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800-232-0026
Fax: 800-602-955-0085

Contact: Dr. Tony Kakar or
Mr. Randy Land

Pricing: Call for pricing

General**SYSTEM MANAGEMENT (UTILITIES)****QuiChe™**

Analyzes source code and PROC libraries and builds a database of system relationships. Which program calls each subroutine and where? Which files are updated by each program? What PROC's read what files? And more! Highly useful in a busy shop where no one has time to document code changes. Information available both in reports and on-line.

Compatibility: Pick and Pick compatibles

Pricing: \$2,495 (U.S.)

Company: R.O.I. Syngineering
2540 Tennyson Court
Thousand Oaks, CA 91360
Tel: 805/493-5388

Contact: David Hamilton or Bob Roy

Fax: 805/493-5389

REGEN

Lost your PICK/BASIC source code and need to change the programs or transfer them to another system? No Problem! REGENerate them with REGEN. REGEN installs quickly and works like magic. Original variable names will also be REGENerated! Versions available for PCs and several mini-computers. Custom programming and consulting also available.

Compatibility: PC R83; Advanced Pick, Pertec; Ultimate; Call for additional platforms.

Pricing: Starts under \$500

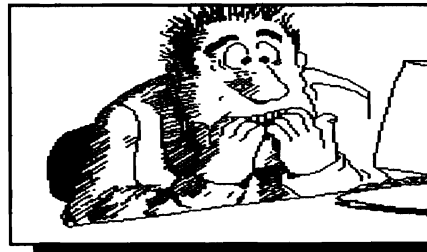
Pricing: Starts under \$500

Company: Sensible Solutions
2648 E. Workman Ave.
Suite 219
West Covina, CA 91791
Tel: 818/331-2323
Fax: 818/951-3236

Contact: Alan Fields

OH NO!

**I CAN'T FIND MY
PICK/BASIC
SOURCE CODE!
WHAT DO I DO NOW?**



CALL 1-800-80-REGEN

REGEN examines your running PICK/BASIC object code and REGENerates the missing programs, including the original variable names, allowing you to make changes to the programs or transport them to another PICK or PICK-like machine. Versions currently available for R83, AP-Native, Ultimate, Pertec and others. Pricing starts under \$500.00.

For additional information
and orders...

toll-free: (800) 807-3436
local: (818) 331-2323
fax: (818) 915-3236
E-mail: ag931@lafn.org

SENSIBLE SOLUTIONS
2648 E. WORKMAN AVE. SUITE 219
WEST COVINA, CA 91791

SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (Utilities)****General****REPORTIX**

REPORTIX is an advanced interactive report generator system for computers running the PICK system. REPORTIX asks questions, gives answers and through a series of commands and selection menus, helps guide and assist the non-technical user through the creation of ACCESS reports. REPORTIX is an enhancement to the ACCESS language for use by both beginners and seasoned professionals alike.

Compatibility: All Pick

Pricing: \$395

Company: DBMS Inc.
P.O.Box 19647
Shreveport, LA 71112
Tel: 318/635-0757
Fax: 318/635-8738

Contact: Keith Grill

SIMPLE-RESIZER

SIMPLE-RESIZER is a file sizing utility that automatically resizes either a single account or your entire systems. . . affordably. This simple product is perfect for the novice user, or the experienced user with basic sizing needs.

Compatibility: Pick

Pricing: Call for current information

Company: Repton Data
15 S. Britton Road
Springfield, PA 19064
Tel: 610/544-6304
Fax: 610/544-2597

Contact: Sam Anderson

SOFTWARE / DATA ENCRYPTER

Extremely fast - Only encrypts enough information to make it unreadable. Transposition key changes: Document by Document; Group by Group; Line by Line. Use our key or create your own. Source code included.

Compatibility: Call for information

Pricing: Call for pricing

Company: Repton Data
15 S. Britton Road
Springfield, PA 19064
Tel: 215/544-6304
Fax: 215/544-2597

Contact: Sam Anderson

General**SPEX**

Allows examination and editing of spooled reports. Contains a built-in archival control mechanism. Spool screen reports directly into SPEX for review. Easy to operate without any programming knowledge. Provides page up and page down review of any report, including ACCESS. Jump left and right through reports which are wider than 80 columns. Automatic display of wide reports in 132 column mode on supported CRTs. Perform string search operations to review only what you want to see. Print a range of pages, or pages containing a searched-for string. Grant access to saved reports by user, group, or account privileges. Consistent single key-stroke and bar-menu interface. Fast cross-reference lookup of any saved report. Easy printing of any saved report while you review it on-screen. Allows 1-n copies of a report to be printed. Always know who reviewed a report, and when it occurred. Operates as a stand-alone package in a SPEX account. Verbs and pointers can be loaded directly to the MD of any account. Can be integrated via subroutine calls into your BASIC application. Full set of built-in system support utilities.

Compatibility: R83; PICK OA; Advanced PICK; REALITY; uniVerse; Revelation "G"

Pricing: \$975 per single site license. Multiple site discounts available.

Company: Applications Liberate Hardware
2830-A W. Segerstrom Ave.
Santa Ana, CA 92704
Tel: 714/557-8799

Contact: Steven Davies-Morris

Fax: 714/662-5866

TOOLBOX UTILITIES

Assorted programming utilities and tools. Includes callable TCL shell; menu processor; security module; night-time processor; file-resizer; enhanced SET-FILE processor; indexing; report-writer front-end; BASIC pre-compiler; data encryptor/decryptor. Numerous system support PROCS and BASIC function subroutines. All with source code. Available on floppy disk. Specify 5-1/4" or 3-1/2".

Compatibility: PICK R83; PICK OA; Advanced PICK;
REALITY; uniVerse; Revelation "G"

Pricing: \$95 per copy

Company: Applications Liberate Hardware
2830-A W. Segerstrom Ave.
Santa Ana, CA 92704
Tel: 714/662-5866

Contact: Steven Davies-Morris

TWEDITOR™

Source code comparison tool. Splits screen in half vertically and loads a program into each window. Compare mode highlights the differences. Each window can be positioned independently. Many commands available, including BLOCK moves, drops and copies. Works with SELECT lists. Saves vast amounts of programmer time! Also useful for comparing data records.

Compatibility: Pick and Pick compatibles

Pricing: \$795 (U.S.)

Company: R.O.I. Syngineering
2540 Tennyson Court
Thousand Oaks, CA 91360
Tel: 805/493-5388
Fax: 805/493-5389

Contact: David Hamilton or Bob Roy

SOFTWARE PRODUCT LISTINGS**SYSTEM MANAGEMENT (UTILITIES)****General****UN-BASIC**

A utility to quickly turn PICK/BASIC object code into complete formatted source code. Original variable names can even be retrieved into the uncompiled source code. UN-BASIC will uncompile REPEAT loops and extended FOR..NEXT loops, as well as CASE statements. This utility also makes an excellent source code reformatter. Turn current multi-statement lines of 'spaghetti' code into more readable single statement lines of source code. Current supported systems include R83-PC, Fujitsu, ADDS Mentor, General Automation, Ultimate, Altos, Datamedia, C.Itoh, OA and Advanced PICK.

Compatibility: PICK R83; PICK OA; Advanced PICK

Pricing: Call for current information

Company: Software By Malone
13939 Gold Circle
Omaha, NE 68144-2359
Tel: 402/333-6783
FAX: 402/333-6931

Contact: David Andreasen

UTILITIES

Over 120 PICK Utilities available for all PICK platforms, for end users, programmers, analysts, and system managers. Basic source code is included with all utilities. Free catalog available upon request by mail, fax or phone. Catalog includes information on E-MAIL for PICK, all other utilities, and hardware and services information.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; Prime INFORMATION; PI/open; UniData; uniVerse; all others
--

Pricing: various

Company: Weaver Consulting
366 Nottingham Way
Campbell, CA 95008-0842
Tel: 408/377-8076

Contact: Dave Weaver

Fax: 408/377-3512

WaveLink Wireless ADK 2.0

The WaveLink Wireless 2.0 increases productivity by bringing your company online through access to realtime information. The implemented power and speed of RF between your host and mobile, hand held terminals means a surge in inventory efficiency and control. The WaveLink solution offers the advantages you need at lower costs. WaveLink is your connection to success.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; Prime INFORMATION; PI/open; Advanced Revelation; UniData; uniVerse; Unix.

Pricing: \$3,495

Company: Point Information Network
1201 Market Street
Kirkland, WA 98033
Tel: 206/822-0111

Contact: Erik Kennedy

Fax: 206/827-7885

General**TELEMARKETING / TELEPHONE CALL ACCOUNTING****TELEMARKETING****CALL CENTER TELEMARKETING / FULFILLMENT**

Call Center Telemarketing / Fulfillment

Provides for high-volume telemarketing / fulfillment with uniquely flexible scripts and order taking scenarios. Designed to efficiently handle service bureaus with multiple clients. Can also handle in-house operations for companies that do it themselves.

Compatibility: PICK R83; PICK OA; Advanced PICK; UniData; uniVerse

Pricing: Call for information

Company: J. Glaser & Co., Inc.
180 N. LaSalle Street
Chicago, IL 60601
Tel: 312/578-0377
Fax: 312/578-0635

Contact: Joseph Glaser

TEL-ATHENA TELEMARKETING SOFTWARE

TEL-ATHENA is a menu-driven application generator for developing user-defined applications for telemarketing, telesales, market research, interviewing and fund raising. Features include: flexible screen generation and scripting, total database and list management, extensive reporting capabilities, complete telephone number management and fulfillment. TEL-ATHENA can be used with character-based or windows-based workstations

Compatibility: PICK R83, PRIME Information, UniData, uniVerse.

Pricing: \$25,000 plus \$1,200 per user.

Vendor provides training and system integration and ongoing system support.

Company: CRC Data Systems
435 Hudson Street
New York, NY 10014
Tel: (212) 620-5678
Fax: (212) 989-3856

Contact: Harold Zawadski

TELEPHONE CALL ACCOUNTING**TELEPHONE CALL ACCOUNTING**

Identify and control costs of telephone service. Summarizes call detail reports from your telephone system, produces menu-selected reports describing telephone usage, calling patterns, traffic statistics. Outgoing calls are priced. An important new tool to allocate and reduce costs, control abuse and misuse, increase productivity, analyze system efficiency, optimize LD carrier mix.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY

Pricing: Call for current information

Company: VIP Software
Box 80
Great Falls, VA 22066-0080
Tel: 703/759-5281

Contact: Jack Hardman

SOFTWARE PRODUCT LISTINGS**TIME MANAGEMENT / WAREHOUSE INVENTORY / WIRELESS****General****TIME MANAGEMENT & BILLING****TIME MANAGEMENT & BILLING**

Time Management and Billing software.

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse

Pricing: Call for current information.

Company: Systems Solutions, Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800-232-0026

Contact: Dr. Tony Kakar or
Randy Land
Fax: 602/955-0085

WAREHOUSE INVENTORY**WAREHOUSE INVENTORY LOCATION SYSTEM (WILS)**

The Warehouse Inventory Location System (WILS) provides an independent random location system within the warehouse. WILS maintains the list of available locations and assigns received product to open locations. As product is moved, locations are automatically updated. WILS supports multiple terminals for access of data throughout the warehouse.

Compatibility: PICK R83; Advanced PICK; UniData; uniVerse; UNIX/AIX

Pricing: \$2,995 for 1 user; \$700 for additional users

Company: Modern Age Consultants, Inc.
14050 21st Avenue North, Suite D
Plymouth, MN 55447
Tel: 612/553-2655

Contact: David Zitur
Fax: 612/553-2658

WIRELESS**WaveLink 2.0**

Point Information Network's WaveLink 2.0 is *the* solution for today's competitive business. In an age where information accuracy and speedy retrieval are crucial factors to success, WaveLink defines the standards for the superior wireless solution in both performance and affordability. With fifteen years experience, it's no wonder why WaveLink is the leading Pick wireless solution for businesses worldwide.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; Prime INFORMATION;
PI/open; Advanced Revelation; UniData; uniVerse; Unix.

Pricing: \$3,495

Company: Point Information Network
1201 Market Street
Kirkland, WA 98033
Tel: 206/822-0111

Contact: Erik Kennedy
Fax: 206/827-7885

WORD PROCESSING

4-WORD

4-Word offers Pick users a DOS look and feel alternative to traditional wordprocessors. Those who have used WordStar 4.0 will feel at home with the same edit keys, a help banner, and extensive pop-up help. Standard features include security backups, mail-merge, spell-checker, multiple-columns, and support for most terminals and printers. The next release will also support proportional fonts.

Compatibility: Most Pick platforms

Pricing: \$395 for most PC systems

Company:	Repton Data	Contact: Sam Anderson
	15 S. Britton Road	
	Springfield, PA 19064	Tel: 610/544-6304
		Fax: 610/544-2597

JET - The Works®

JET - the best word processing software ever created for the Pick operating system is available from VMARK Software. JET allows Pick users ease of use and the ability to integrate data directly from the database into a document. Users love the ability to work in either the traditional alpha key mode or the function key mode. JET offers global search/replace feature, mail merge, multiple printer spooling ability, online help screens, fonts and spell checker. JET also provides a migration path to systems running uniVerse, too.

Compatibility: Pick R83; Alpha Microsystems; ADDS, Advanced PICK PC Native; DOS, SCO, IBM RS 6000, HP 9000, DG AViion, and other platforms. Call for availability.
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Company:	VMARK Software	Pricing: Call for information
	50 Washington Street	
	Westboro, MA 01581	Tel: 508/366-3888
		Fax: 508/366-3669

WordMark Classic (formerly Composer+)

An easy-to-use full-featured, customizable character-based word processor with desktop publishing output (fonts) from dumb terminals for UNIX, PRIMOS, VMS, and DOS operating systems. WordMark can be easily customized to be a part of your application. Also a valuable Email or programmers editor.

Compatibility: UNIX; DOS; PRIMOS; uniVerse; PI/open; VMS; Prime INFORMATION

Pricing: \$100 to \$250/user on UNIX

Contact: WordMark Sales

Company:	WordMark International Corporation
	Ten Almaden Blvd., Suite 1400
	San Jose, CA 95113
	Tel: 408/975-1100
	Tel: 800/835-2400
	Fax: 408/975-1111

WordMark WiziWord

A graphical word processor with full WYSIWYG on-screen editing. Available in UNIX, PC Windows and Macintosh versions. Includes *WiziDraw*, a technical illustrator, data-driven business graphics and robust drawing package, and *WiziTeX*, a powerful equation editor, both available separately. Also import/export facilities to PC word processors.

Compatibility: UNIX; PC Windows; Macintosh
--

Pricing: \$575-Windows; \$695-UNIX; \$395-Mac

Company:	WordMark International Corporation	Contact: Jeff Weidler
	Ten Almaden Blvd., Suite 1400	
	San Jose, CA 95113	
	Tel: 408/975-1100	Fax: 408/975-1111

Large or Small . . .

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- ♦ *Customer Training*
- ♦ *System Upgrades*

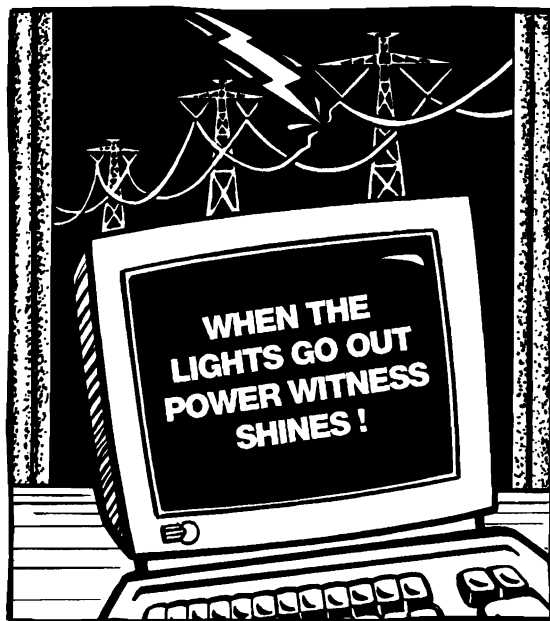
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Systems
Integration**

450 Newport Center Drive
Suite 420
Newport Beach, CA 92660
(800)382-5183 (714)644-9844

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- ♦ *SCO UNIX*
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RIGHT FROM THE START.



ATKIN/JONES
COMPUTER SERVICE

**Disaster strikes!
There's a power failure
in the computer room.
Data is lost in the blink
of an eye, unless...**

Power Witness is auto shutdown software for PICK-based PC's and mini-computers.

When disaster strikes, Power Witness saves active data and safely shuts down your system.

Don't wait for the lights to go out. Avoid the hidden cost of downtime. Call Atkin/Jones for information today.

(800) 487-4490 U.S.A.

(714) 953-4351
(714) 953-0676 fax

Vertical**VERTICAL INDUSTRY APPLICATIONS****APPAREL INDUSTRY****Reactive Apparel Manufacturing System (RAM)**

The Reactive Apparel Manufacturing System (RAM) is modular in design. There are four groups of programs:

- Labor
- Material
- Retail
- Accounting

Each of these groups can be installed independently of or in combination with the others. Each group has modules which can be installed separately.

RAM Labor addresses the grouping of labor standards into a Bill of Labor or Routing. From this piece work, tickets are produced (barcoding optional) which are entered into the system to develop gross payroll. Each bundle, job, and operation captures the actual data and the system calculates the actual cost versus planned. The operation variance is accumulated and is used to highlight operations with major variances. Modules include Operations, Routing/Costing, Labor Reporting, and Job Tracking & Analysis.

RAM Material addresses the grouping of material requirements into a Bill of Material (BOM). Utilizing the BOM and either forecasts and/or actual orders the system can detail the time phased requirements for each material item including trim if desired. Full inventory control of piece goods, finished goods, and trim are offered. Modules include Inventory, Purchasing, Capacity Planning, Physical Inventory, Master Scheduling, Order Entry, and Material Requirements Planning.

RAM Accounting consists of modules for Accounts Receivable, Accounts Payable, and General Ledger. RAM Material and Labor can be interfaced to your existing accounting package if you desire.

RAM Retail is an inventory control system designed for retail stores. It tracks sales and cost of sales on a daily, weekly, and monthly basis. Security levels are provided for price overrides and voids. Full cash box and point of sale support, including scanning of bar codes is provided. RAM Retail supports multiple cash boxes and terminals within one store. RAM Retail operates independently of RAM Material, but multiple RAM Retail systems can be tied into RAM Material if desired.

Compatibility: Pick R83, Advanced Pick, UniData, uniVerse

Pricing: \$15,000 to \$75,000 for up to 10 users. \$1,000 each additional user.

Company: Apparel Industry Management Systems
14050 21st Ave. North Suite D
Minneapolis, MN 55447
Tel: 612/553-2658
Fax: 612/553-2658

Contact: David Zitour or Mike Francois

SOFTWARE PRODUCT LISTINGS**AUTOMOTIVE****Vertical****AUTOMOTIVE SUPPLIERS****AUTO SALVAGE**

The Auto Salvage system assists the operator to answer questions about which parts are available at what price. The system accepts information about vehicles and the availability of parts. Information about a specific model, year, color, engine, etc. can be easily accessed by input selection criteria. Each vehicle in inventory with the selected criteria is displayed on the screen in sequence of input date. A list of parts to be removed, the description and location of the vehicle are printed for the yard crew. If desired, invoices can be prepared for each sale.

Compatibility: PICK R83; Advanced PICK; UniData; uniVerse; UNIX/AIX
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Pricing: \$5,000 for 1 user; \$1,200 for additional users. Prices include hardware.

Company: Modern Age Consultants, Inc.
14050 21st Avenue North, Suite D
Plymouth, MN 55447
Tel: 612/553-2655
Fax: 612/553-2658

Contact: David Zitur

TRANS4M

TRANS4M: a complete manufacturing management system designed for the repetitive manufacturer incorporating traditional MRP II functionality with integrated EDI, release management, release-based purchasing, financial control and shop floor data collection. TRANS4M is designed to operate in single or multi-site environments. It supports a relational database and query/retrieval report writer. TRANS4M provides the tools to facilitate JIT as well as trigger on-going cost reductions, improve efficiency and quality in your operations.

Standard modules:

- Automotive Release Control System
- Financial Control System
- Purchasing: Discrete and Repetitive
- Shop Floor Data Collection
- Supplier Performance System
- Level-Load Production Planning
- Repetitive Manufacturing System
- Electronic Data Interchange
- Currency
- A/P Consolidation
- Stock Room
- Quotation Management

CMI offers a full range of implementation, training, and consulting services to ensure the system provides maximum value. Our professional staff is dedicated to providing quality products and services to meet the needs of automotive suppliers.

Compatibility: UniData; UNIX

Pricing: Call for information

Contact: Kimberly Mankel or Ray Nadolski

Company: CMI-Competitive Solutions, Inc.
3940 Peninsular Dr. SE - Suite 100
Grand Rapids, MI 49546
Tel: (616) 957-4444
Tel: 800-727-2641

Fax: 616/957-3924

Vertical**BOOKSTORE MGMT / CAR-BUS DEALERS / CERTIFIED PUBLIC ACCTG****BOOKSTORE MANAGEMENT****ComText**

ComText is a comprehensive textbook management system designed to perform all functions of textbook inventory control within the college bookstore environment including PUBNET/EZLINK processing, wholesale title database, course processing, ordering, receiving, returns, and buyback processing. ComText is also available as an integral module of the SellMate Store Management System.

Compatibility: ADDS Mentor PC/OS

Pricing: \$3,495 Projected annual maintenance: \$600

Company: ABS Corporation
1936 North Shiloh Drive
Fayetteville, AR 72704
Tel: 501/443-9205 Ext 361

CAR / BUS DEALERS**AUTOCOMP**

AUTOCOMP includes Parts, Accounting and Service Merchandising Software for Car Dealers and Bus Dealers. It runs on Advanced PICK and supports all platforms from PCs to mid-range computers. Fully integrated, it includes the same functionality as more expensive systems at a fraction of the price.

Compatibility: Advanced PICK; PCs to mid-range.

Pricing: Available in multi-user and single-user versions starting at \$99 per month.

Company: Autocomp Software, Inc.
1409 Hunting Horn Lane
Frederick, MD 21702
Tel: 301/695-2700
Fax: 301-698-8136

CERTIFIED PUBLIC ACCOUNTING**COM-ACCOUNT**

An integrated system for Certified Public Accountants comprised of: A/P, A/R, Professional Time Record Keeping, Client G/L, Client's Payroll, Production Worksheet, Payroll & G/L Financial Reporting. Data is maintained autonomously or may be used comparatively with three years on-line history. Accommodates unlimited number of Clients & data.

Compatibility: PICK; UniData, uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information

Pricing: Pricing depends on number of users. Call for further information.

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800-635-7523
Fax: 410/997-2063

Contact: John E. Winchester Jr. or
Michael M. Sigman

SOFTWARE PRODUCT LISTINGS**CHURCH / COLLECTIONS****Vertical****CHURCH****CRISS**

CRISS is a church management system including household and individual databases with gift processing and receipting, multiple pledge management, visitors, attendance, contacts management, and facilities scheduling. Features standard giving reports, mail merge, labels, and user-defined codes. Customizing, support, and training available.

Integrates with FRISS Fund Accounting and word processing.

Compatibility: PICK R83; PICK OA; Advanced PICK; Advanced Revelation; ADDS Mentor
--

Pricing: \$1,500 for one user; \$2,500 to \$3,000 for 2 users

Company: Samuelson Computer Services Co.
350 S. Schmale Rd.
Carol Stream, IL 60188
Tel: 708/668-1598

COLLECTION / DEBT RECOVERY**COLLECTIONS**

Collection software.

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse
--

Company: Systems Solutions Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800/232-0026
Fax: 602/955-0085

Pricing: Call for current pricing

Contact: Dr. Tony Kakar or
Randy Land

THE COLLECTOR SYSTEM

Columbia Ultimate Business Systems is a full-service data processing company that provides the leading automated collection software technology available. The "Collector System" is a comprehensive, fully-integrated, flexible collection software with features including: collection management, pre-collect and forwarding, debtor and client update, trust accounting, on-line credit reporting and skip tracing, auto packeting, payment plans, and a complete legal package.

In addition, we offer our family of Quantum Call Management Centers (which are fully-integrated with The Collector System Software), optical archiving, optical imaging, office productivity software, as well as UB and HCFA medical claims processing. Our quality products, unsurpassed support, continual research and development, and regular upgrades can streamline businesses and improve their profitability.

Compatibility: PICK R83; PICK OA; Advanced PICK; uniVerse.
--

Pricing: \$10,000 and up

Company: Columbia Ultimate Business Systems, Inc.
14300 S. E. First Street
Vancouver, WA 98684
Tel: 360-256-7550

Contact: R. Fred Houston

Fax: 360-256-2613

Vertical**CONSIGNMENT / CONSTRUCTION / CONTRACTOR ACCTG.****CONSIGNMENT****CONSIGNMENT**

Consignment software for: Furniture, Art, etc.,

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse

Pricing: Call for current pricing

Company: Systems Solutions Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800/232-0026
Fax: 602/955-0085

Contact: Dr. Tony Kakar or
Randy Land

CONSTRUCTION ESTIMATING**EstiMate**

EstiMate is constructed so that jobs can easily and accurately be estimated and bid. Then the 'job' becomes an integral part of the entire flow of the company. Actual materials and labor are posted, the customer invoiced and then all of this information is consolidated into meaningful management analysis reports that zero in on profitability. AllEstiMate modules are fully integrated with Accounts Payable, Accounts Receivable, Inventory, Purchasing, Timekeeping, Certified Payroll and General Ledger.

Compatibility: All PICK, UniData, uniVerse

Pricing: Call for information

Company: Delta Data Solutions, Inc.
5115 Covington Way #5
Memphis, TN 38134
Tel: 901/377-5511

Contact: John Vetter

CONTRACTOR ACCOUNTING**COM-TRAC**

An integrated system for Contractor's Accounting comprising: Job Costing providing revenue & cost reporting, Inventory which controls the quantity & movement of materials, Purchasing, A/R, Sales Analysis, Service & Warranty Agreements, Service Dispatch, Prospect Control and Telemarketing. Vehicle Fleet Management, A/P, Payroll & H/R, and G/L Financial Reporting.

Compatibility: PICK; UniData, uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information

Pricing: Pricing depends on number of users. Call for further information.

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800-635-7523

Contact: John E. Winchester, Jr. or
Michael M. Sigman

Fax: 410/997-2063

SOFTWARE PRODUCT LISTINGS**COUNTRY CLUB / DRY CLEANING / FOOD****Vertical****COUNTRY CLUB / GOLF COURSE****ClubPro**

ClubPro Country Club and Public Course Management System has been installed in over 25 locations throughout the world from Florida, Colorado, and Georgia to Kuala Lumpur and Singapore. It is a very tightly integrated package that handles all aspects of the Country Club and Public Course environment, including the Membership Database and Billing, the Golf Pro Shop, the Tennis Pro Shop, the Food & Beverage Departments, and the Grounds Maintenance areas, along with all the back office account modules required.

Compatibility: PICK

Pricing: Call for information

Company: ClubPro Solutions, LLC
10405 Town & Country Way, Suite 406
Houston, TX 77024
Tel: 713/973-0707

Contact: David Royston

Fax: 713/827-0804

DRY CLEANING**CLEANER**

Point of sale system to manage all business operations for dry cleaners and tailors. Supports front-counter "drop-off" and back-counter "mark in" modes of use. Supports both wholesale and hotel businesses. Runs on inexpensive PC hardware integrating numerous CRT & printer types, and software-driven cash drawers. Written in TPH 4GL for 3 - 17 users. Contains sophisticated security module and the TOOLBOX utilities. Easily adaptable to other point of sale service businesses.

Compatibility: PICK R83; PICK OA; Advanced PICK; REALITY; uniVerse; Revelation "G"

Pricing: \$5,000 per single site license. Multiple site licenses available. \$500 per year per site for automatic software upgrades and "no charge" telephone support.

Company: Applications Liberate Hardware
2830-A W. Segerstrom Ave
Santa Ana, CA 92704
Tel: 714/662-5866

Contact: Steven Davies-Morris;
S. Gill; D. Thompson**FOOD DISTRIBUTION****FoodDistribute DISTRIBUTION AND FINANCIAL SYSTEM**

This food-specific system is used by food distributors and processors from \$10 million to \$3 billion. Modules include: Order Processing, Pricing, AR, Commissions, Sales Analysis, Purchasing, Deals, AP, Warehouse Management, Inventory Control, Delivery Management, Lot Profitability, Yielding/Bill of Materials, Food Shows, GL, Budgets. Flexibility from extensive user-definability. Client server options. Implementation services, support, user documentation provided.

Compatibility: Call for platforms

Pricing: Call for information

Company: Advanced FoodSystems, Inc.
4201 North 24th Street, Suite 380
Phoenix, AZ 85016
Tel: 602/957-9770

Contact: Leslie Lerman or
Pamela Brunke

Fax: 602/957-9828

Vertical**FUND RAISING****FUND RAISING**

A wealth of alternate keys to find IDs and codes. Quick response on large volumes. FASB compliant; gift receipts reflect new tax laws. Real-time posting to online General Ledger. Donor interrelationships with other donors clearly shown. Non-duplicated addresses for targeted mailings. Extensive online Help; GUI supports non-PCs as well.

Compatibility: Call for information

Pricing: Call for information

Company: USC Software Systems
3500 S. Figueroa #208
Los Angeles, CA 90007
Tel: 213/743-0091

Contact: Kerry O'Rear

Fax: 213/747-5451

RISS

RISS is a fund raising system including donor database, gift processing and receipting, major donor database, contacts tracking, multiple pledge campaigning management, and management reports. Features include mail merge, labels, and user-defined codes. Modified version for premium/sales and inventory. Customizing, support, and training available.

Integrates with FRISS Fund Accounting and word processing.

Compatibility: PICK R83; PICK OA; Advanced PICK; Advanced Revelation; ADDS Mentor

Pricing: \$1,500 for one user; \$2,500 to \$3,000 for 2 users

Company: Samuelson Computer Services Co.
350 S. Schmale Rd.
Carol Stream, IL 60188
Tel: 708/668-1598

Contact: Katherine Samuelson

GLASS**THE LePic GLASS SYSTEM**

From the LePic look-up package to the full LePic Glass System, our software is designed to handle all your business needs from the initial quote to final billing. A system that is tailored to the way you do business now and the versatility to adapt in the years to come.

Compatibility: MS DOS, PC/OS, AP, R83, R91, AP/DOS, Monolith, GA, IBM

Pricing: From \$795

Company: Classic Business Software, Inc.
11370 Springfield Pike #500
Cincinnati, OH 445246
Tel: 513/771-2322

Contact: Elizabeth Matthews

Fax: 513/771-2379

SOFTWARE PRODUCT LISTINGS**GOVERNMENT / GRANT APPLICATION / HMO****Vertical****GOVERNMENT****GovernMENTOR**

GovernMENTOR is an innovative governmental management information system designed to meet the needs of local government. Applications include:

- Payroll
- Fund Accounting
- Utilities
- Taxes
- Remittance Control
- Fixed Assets
- Personnel
- Voter Registration
- Appraisal
- Business License
- Permits
- Code Enforcement
- Investments
- Project Accounting
- Inventory Control
- Accounts Receivable
- Ambulance Billing
- Cemetery
- Recorder
- Municipal Court
- Police

Compatibility: PICK R83; Advanced PICK; Prime INFORMATION; uniVerse

Company: GovernMENTOR SYSTEMS, INC.
 16006 East 23rd Street
 Independence, MO 64055
 Tel: 800-274-0614
 Tel: 816/254-7610

Pricing: Call for information

Contact: James L. Carter or Diane Geisinger
 Fax: 816/254-0758

GRANT APPLICATION**GRANT APPLICATION MANAGEMENT**

Each agency's forms stored electronically; exact, correctly formatted form printed for signatures after online review and approval. Information common to more than one proposal (like CVs for Pls) entered once. Simultaneous review from different workstations, automatic electronic routing to obtain approvals. "Effort Analysis" optimizes staff utilization. Accommodates cost sharing.

Compatibility: Call for information

Pricing: Call for information

Company: USC Software Systems
 3500 S. Figueroa #208
 Los Angeles, CA 90007
 Tel: 213/743-0091

Contact: Kerry O'Rear

Fax: 213/747-5451

HMO**FACTS HMO™**

FACTS HMO™ provides all of the necessary managed care components for an integrated benefits administrative tool. Independent physician election options for employee and dependent; primary care provider profiling; physician referral and patient encounters tracking; physician capitation and sub-capitation payments; risk pool monitoring and more. Fully integrated to work with the FACTS® health claim processing system.

Compatibility: PICK OA, Advanced PICK

Pricing: Call for current pricing

Company: FACTS Services, Inc.
 1575 San Ignacio, Suite 406
 Coral Gables, FL 33146
 Tel: (305) 284-7400

Contact: Jose A. Lopez

Fax: (305) 661-6710

Vertical**INSURANCE / MEDICAL / HOSPITAL / HEALTHCARE****INSURANCE****CHAMELEON CLAIMS MANAGEMENT SYSTEM**

The Chameleon Claims Management System (CCMS) provides a flexible structure for Worker's Compensation, General Liability, and Auto Liability claims administration. Claim entry, adjusting, and payment features are well suited for third-party administrators or self-insured entities. Other features include diary functions, check and voucher printing, detailed loss reports, and more.

Compatibility: PICK R83, PICK OA, Advanced PICK, uniVerse.

Pricing: \$1,500/user 1-10 users; \$500/user 11-20 users; \$250/user 21+ users.

Company: InfoQuest, Inc.
921 State Street
Garland, TX 75040
Tel: 214/494-6060
Fax: 214/494-5738

Contact: Russell E. Duckworth

INSURANCE

Insurance software for: Billing, Claims Management, etc.

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse

Pricing: Call for current pricing

Company: Systems Solutions, Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800/232-0026

Contact: Dr. Tony Kakar or
Randy Land
Fax: 602/955-0085

MEDICAL MANAGEMENT / HOSPITAL / HEALTHCARE**COM-CARE**

For TPA's. Provides on-line claims adjudication with quick, accurate claims payment capability & meaningful specific & aggregate reporting. Clients report production of 3-5 times over previous software. Accommodates multiple: Plans (self-funded, fully insured, & PPO), Check Groups & Funds, PPO Fee Schedules, with Flexible Plan Definition & user-defined customization.

Compatibility: PICK; UniData, uniVerse; ULT PLUS, UNIX, REALITY; PRIME Information

Pricing: Pricing depends on number of users. Call for further information.

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800-635-7523
Fax: 410/997-2063

Contact: John E. Winchester, Jr. or
Michael M. Sigman

SOFTWARE PRODUCT LISTINGS

MEDICAL / HOSPITAL / HEALTHCARE

Vertical

Confidence®

The Confidence® healthcare system includes patient, operational, financial, networking, imaging, and community clinical information products.

Compatibility: Call for platforms

Pricing: Call

Company: Management Systems Associates, Inc.
5580 Centerview Drive
Raleigh, NC 27606
Tel: 919/851-6177
Fax: 919/851-5991

Contact: Christa Veno

DSG MULTI-CLAIMS PROCESSOR (MCP)

The Data Systems Group (DSG) has been involved in development of electronic claims processing systems for healthcare providers since 1980. Recognizing the benefits of pre-billing, editing and a more rapid adjudication process. DSG focused on hospitals that required high volume claims processing and sophisticated editing capabilities. The DSG Multi-Claims Processor (MCP) offers a total all-payor electronic claims and remittance advice solution. DSG's commitment to custom development efforts is a key factor in our willingness to address unique requirements as part of our installation effort. Electronic remittance modules available. Applies to Medicaid, Medicare, Commercial carriers and HMO's managed care environments

Compatibility: PICK R83; Advanced PICK

Pricing: \$10,000 Minimum
Monthly licenses.

Company: The Data Systems Group
2322 Capitol Avenue
Sacramento, CA 95816
Tel: 916/443-4944
Fax: 916/443-8254

Contact: John R. Baird

HEALTH SERVICES

Health Services software for: Pharmacies, Medical / Dental Billing, Etc.

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse

Company: Systems Solutions, Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800/232-0026

Pricing: Call for current pricing
Contact: Dr. Tony Kakar or Randy Land
Fax: 602/955-0085

MD/S MEDICAL

Medical System.

Compatibility: Call for platforms

Pricing: Call for information

Company: PCS
7825 La Sierra
Jacksonville, FL 32256
Tel: 904/459-3536

Contact: Kenny Hutchins

Fax: 904/221-4993

Vertical**HelpNet (Medical Information and Billing)**

Insurance capture that works! Appointment scheduling automatically generates patient chart requests; keeps personal and professional schedules. Dictations matched to events, updatable online. Clinical Capture and Billing, Credentialing, Priveleging - truly comprehensive. Powerful alternate key features. Popup windows allow limitless comments. Both mouse point-and-click, and non-PC terminals. Downloading fully supported.

Compatibility: Call for platforms

Pricing: Call for information

Company: USC Software Systems
3500 S. Figueroa #208
Los Angeles, CA 90007
Tel: 213/743-0091
Fax: 213/747-5451

Contact: Kerry O'Rear

MEDICAL MANAGEMENT SYSTEMS (MMS)

(MMS) Medical Management Systems, a turnkey solution to your medical billing and accounts receivable needs. Specializing in groups, hospital based physicians, clinics, HMO's, PPO's. Provides electronic claims submission for medicare, medicaid and group insurance. MMS systems are based on balance forward and open item. Special modules for offices and imaging centers.

Compatibility: PICK R83; PICK OA; Advanced PICK; DOS

Pricing: \$2,500 for 3 users (DOS); \$8,500 for 16 users (OA, AP, R83); \$13,500 for 32+ users

Company: Medical Management Solutions
4522 Rinetti Lane
La Canada, CA 91011
Tel: 818/790-8781
Fax: 818/790-8715

Contact: Mitchell C. Kisacky

MED*SOURCE

MED*SOURCE is a complete medical office management package with over fifteen years of use and development. Many time saving features minimize data input time and effort. Extensive business reports detail profitability of HMO, IPA or PPO membership, track revenues generated by department or provider. Electronic billing and patient eligibility verification streamline efficiency and cashflow.

Compatibility: Pick R83; Advanced Pick

Pricing: Ranges from \$5000 to \$8500 for 3 - 5 users.

Company: Tower Systems, Inc.
17461 Irvine Blvd.
Tustin, CA 92680
Tel: 714/731-0491
Fax: 714/731-8634

Contact: Tim Kendall

SOFTWARE PRODUCT LISTINGS

MOTOR REWIND / MUSEUMS / NON-PROFIT ORG.

Vertical

MOTOR REWIND

QUALITY ASSURANCE MOTOR REWIND

Motor Rewind is tied to the quality standards that integrates with 75% of ISO9000 standards. QA/RMS provides all the elements of a well designed, totally integrated system. Modules include: Job Costing, Motor Testing, Inventory Control, Purchasing, Sales, Payroll, Accounts Receivable, Accounts Payable, Assets and Management Standards. These modules are all tied to the Quality Assurance reporting element that provides ISO9000 Contract Review, Supplier Assessment, Document Control, Non Conformance and Corrective Actions and many others.

Compatibility: All Pick, UniData, uniVerse

Pricing: Call for information

Company: American Computer Techniques
8508 Beechmont #6
Cincinnati, OH 45255
Tel: 513/474-2188

Contact: Pat Williams

MUSEUMS / ART GALLERIES

THE MUSEUM COLLECTION

The Museum Collection is an integrated software package for museums and attractions. System modules include ticket reservations, credit card authorization, membership, development, fund accounting, and scheduling. Ticket Reservations software is designed to handle capacity control, multi-venue and general admission ticketing with advanced reservations and group sales functionality.

Compatibility: uniVerse

Pricing: Call for current information

Company: Paciolan Systems, Inc.
2875 Temple Ave
Long Beach, CA 90806
Tel: 310/426-7884

Contact: Geri Frankenstein or
Charles Woodard

Fax: 310/595-7900

NON PROFIT ORGANIZATIONS

FRISS - Fund Accounting Software

FRISS is a fund accounting system including General Ledger, Accounts Payable, user calculated payroll, and optional Accounts Receivable. Features unlimited funds, debit/credit interpreter, controlled posting, closing at any time to any period, budget building, parameter driven financial statements, cash or accrual accounting, and multiple voucher distributions. Customizing, support, and training available.

Compatibility: PICK R83; PICK OA; Advanced PICK;
Advanced Revelation; ADDS Mentor

Pricing: \$1,500 for one user; \$2,500 to \$3,000 for 2 users

Company: Samuelson Computer Services Co.
350 S. Schmale Rd.
Carol Stream, IL 60188
Tel: 708/668-1598

Contact: Katherine Samuelson

Vertical**NURSING HOME / LONG TERM CARE****COM-CARE**

Complete automation of Nursing Home or Long Term Care Facility comprised of: Automatic Billing & Receivables, Medical Billing for Patient Care, Patient Admissions, Automatic Billing for Private & Government programs, Patients A/R, Analysis of Future Revenues, Minimum Data Ser, Physician's Orders, Physician's Scheduling interfaced to G/L, & Financial Reporting.

Compatibility: PICK; UniData, uniVerse; ULT PLUS, UNIX, REALITY; Prime INFORMATION

Pricing: Depends on # of users.
Call for further information.

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800-635-7523
Fax: 410/997-2063

Contact: John E. Winchester, Jr. or
Michael M. Sigman

OIL & GAS / PETROLEUM**PWS / IDEAS**

Multi-lingual, multi-currency AREV accounting system for international petroleum operations. A family of fully integrated, industry-specific accounting and operation modules. Available in English, Russian and Spanish.

Compatibility: Advanced Revelation

Pricing: Call for current pricing

Company: Cogent Information Systems, Inc.
220 South Orange Ave, P.O. Box 461
Livingston, NJ 07039
Tel: 201/992-8000

Contact: William McCarthy

Fax: 201-992-8788

PREFERRED PROVIDER ORGANIZATIONS**COM-CARE**

For Preferred Provider Organizations. Provides Member Enrollment, Group Financial Reporting, Member Satisfaction System, PPO Authorization/Encounter System, G/L, A/P, P/R, H/R, and options for all (TPA) affiliated Claims Processing. Allows PPOs to pre-price claims and bill ultimate payee.

Compatibility: PICK; UniData; uniVerse; ULT PLUS, UNIX, REALITY; Prime INFORMATION
--

Pricing: Depends on number of users. Call for further information.

Company: J. E. Winchester & Company, Inc.
5550 Sterrett Place Suite 200
Columbia, MD 21044-2626
Tel: 800-635-7523
Fax: 410/997-2063

Contact: John E. Winchester, Jr. or Michael M. Sigman

SOFTWARE PRODUCT LISTINGS**PRINTING / PUBLIC RECORDS SEARCH / PUBLISHING****Vertical****PRINTING INDUSTRY****PRIMAC Printing Industry Management and Control System**

PRIMAC - Printing Industry Management and Control System is an on-line interactive, fully integrated, and comprehensive system running in RDBMS on UNIX platforms. PRIMAC is installed in over 100 printers - commercial sheet/web, book, direct mail, label, insert, publication, flexographic, carton, and forms printers. Modular including Estimating, Quick Plan estimating, Job Costing, Scheduling & Job Tracking, GUI to Scheduling, SFDC, Job Jackets, Inventory with Barcode, Order Processing/Fulfillment, Purchasing, GL, AR, AP, Payroll/401K, Fixed Assets, Financial Report Writer. SQL query tools, and PC connectivity tools. Source code and development tools provided. PRIMAC is highly table driven, allowing maximum flexibility. More of the largest 500 printers use PRIMAC than any other solution.

Compatibility: UNIX systems - primarily RS 6000, some HP, DG, NCR

Company: PRIMAC Systems Inc.
5501 LBJ #730
Dallas, TX 75240

Tel: 214/661-9336

Pricing: \$40K - \$300K depending on # users
Contact: John H. Knowlton

Fax: 214/960-2461

PUBLIC RECORDS SEARCH**SearchTec System™**

The SearchTec System™ provides order entry and tracking for three related industries: Public Record Searching, Real Estate Appraisals, and Real Estate Titles. Remote users (e.g. banks and mortgage companies) place orders on-line. Orders are parsed by county and auto-faxed to the assigned searcher/appraiser. Information gathered from the appropriate source is then entered into the database. Final search reports are auto-faxed or e-mailed back to the customer. Another module tracks documents (mortgages, deeds, UCCs) that are being recorded. An additional feature (The Searcher Network™) allows electronic inter-connection amongst companies using this system.

Compatibility: PICK R83; Advanced PICK
--

Pricing: Single fee of \$13,500. (*FAX-LINK must be purchased separately.)

Company: SearchTec Systems Inc.
211 N. 13th Street, Suite 703
Philadelphia, PA 19107-1625

Contact: Steve Oleck/Marc Lovenworth
Tel: 215/963-0888 Fax: 215/851-8775

PUBLISHING / DISTRIBUTION**CIS.PUB**

The CIS.PUB Open Publishing System, operating in Unix, Windows, Novell and other environments, integrates the various business activities of a publisher. It connects every department of your business (order fulfillment, inventory, finance, marketing, warehouse, etc.) with a network of interactive programs. These programs then work together dynamically sharing information, they include: (1) Order Fulfillment, (2) Standing and Back Order Processing, (3) Comprehensive Discounting, (4) Kit/Set Processing, (5) Inventory Control, (6) Accounts Receivable, (7) Accounts Payable, (8) General Ledger, (9) Direct Mail and List Management, (10) Marketing and Sales Analysis, (11) Subscription Processing; and (12) Royalties. Optional modules include Subscriptions, Telemarketing, Book Club, Bar Coding, Electronic Data Interchange (EDI), and Credit Card Transaction Processing (CIS.LINK).

Compatibility: PICK R83; Advanced PICK; Prime INFORMATION; PI/open; UniData; uniVerse

Company: Computing Information Services, Inc.
11225 N. 28th Drive #A-208
Phoenix, AZ 85029
Tel: 602/993-5811

Pricing: Call for information

Contact: Bryan Pellegrini
Fax: 602/866-9154

Vertical**REAL ESTATE / RESTAURANT / RETIREMENT COMMUNITY****REAL ESTATE****PROPERTY MANAGEMENT/TRUST ACCOUNTING**

Property management, trust accounting, and cash management system for realestate involved companies who want instant, on-line management, accounting and bank account (cash) information maintained by front line employees. Get billing, receivables, payroll, payables, financial reporting, bank account management, and process documentation systems.

Compatibility: Call for compatibility

Pricing: Call for information

Company: Integrated Systems, Inc.
Post Office Box 3545
Lacey, WA 98503
Tel: (206) 923-4838

Contact: Deborah or Bill Haskett

Fax: (206) 923-4839

RESTAURANT**RESTAURANT**

Restaurant pre-check, cashier & bar point of sale. Kitchen & Bar printers. Easy-to-use and learn. TIP reporting, Time keeping, Sales Analysis. Eliminates errors and reduces administrative time. Optional food costing, payroll and accounting.

Compatibility: R83; AP; PICK64+; MENTOR O/S

Pricing: Call for pricing

Company: Taurus Computer Group
6701 Manlius Center Road P. O. Box 89
East Syracuse, NY 13057
Tel: 315/431-0212

Contact: Dan Wagner

Fax: 315/431-0214

RETIREMENT COMMUNITY/HOME**RETIREMENT COMMUNITY CONTROL SYSTEM (RCCS)**

RCCS incorporates the essential ingredients for the successful operation and control of Retirement Communities. RCCS includes a Sales Prospects, Accounts Receivable, Residential Rental System and Meal Planning. RCCS is fully integrated with Financial Management, Accounts Payable, Payroll and Inventory. All programs are menu driven and feature extensive use of cross-reference files and include on-line documentation as well as user manuals.

Compatibility: All Pick, UniData, uniVerse

Pricing: Call for current information

Company: Delta Data Solutions, Inc.
5115 Covington Way #5
Memphis, TN 38134
Tel: 901/3775511

Contact: John Vetter

REAL ESTATE**RESTAURANT****RETIREMENT COMMUNITY**

SOFTWARE PRODUCT LISTINGS**SCHOOL MANAGEMENT / TEMPORARY EMPLOYMENT / TICKETING****Vertical****SCHOOL MANAGEMENT****ACADEMY**

Private schools software.

Compatibility: Call for Platforms

Pricing: Call for information

Company: PCS
 7825 La Sierra
 Jacksonville, FL 32256
 Tel: 904/459-3536

Contact: Kenny Hutchins
 Fax: 904/221-4993

SCHOLAR

This School Management software is fully integrated to handle: Student Records; Student Scheduling; Attendance; Attendance; Academic Progress; Financial Accounting and Class Master Scheduling. The system is menu-driven, user-friendly and features extensive use of cross-reference files and provides on-line documentation along with a complete set of user manuals. Code files and their meanings are user-defined. A report generator is included to allow users to customize special reports.

Compatibility: All Pick, UniData, uniVerse

Pricing: Call for current pricing

Company: Delta Data Solutions, Inc.
 5115 Covington Way #5
 Memphis, TN 38134
 Tel: 901/3775511

Contact: John Vetter

TEMPORARY EMPLOYMENT**AlphaTemp**

Modular or integrated management software including Scheduling, Bill/Pay, AP/GL, Sales/Lead Tracking, Electronic Office for temp and employee leasing services covering medical, home health, technical, contract, industrial and clerical. Features include: Search & Retrieval, Employee Calendars, Management Reporting, Workers Comp and Payroll Tax Reporting, Performance & Productivity Monitoring.

Compatibility: Pick R83, Advanced Pick

Pricing: Prices depend on # of modules.

Company: Alpha Site, Inc.
 6642 Owens Drive
 Pleasanton, CA 94588
 Tel: 510/460-0703

Contact: John Raffaelli, VP
 Fax: 510/460-0484

TICKETING / RESERVATIONS**TICKETING**

Paciolan Systems provides two ticketing software products, each geared to a specific ticketing operation. Reserved Seat Ticketing supports single event, subscription, series, point-of-sale, and phone sales processing. The Ticket Reservations product is designed to handle capacity-control, multi-venue, general admission ticketing with bar-coded membership validation and coupon processing.

Compatibility: uniVerse

Pricing: Call for current information.

Company: Paciolan Systems, Inc.
 2875 Temple Ave.
 Long Beach, CA 90806
 Tel: 310/426-7884

Contact: Robin Hall or Mark Adamson
 Fax: 310/595-7900

SOFTWARE PRODUCT LISTINGS

Vertical

UTILITY BILLING / WINDOW MFG. / WINERY-SPIRITS

UTILITY BILLING

UTILITY BILLING

Utility billing system for: Water, Waste, Refuse.

Compatibility: PICK R83, PICK OA, Advanced PICK, UniData, uniVerse

Pricing: Call for current pricing

Company: Systems Solutions Inc.
2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800/232-0026

Contact: Dr. Tony Kakar or Randy Land

Fax: 602/955-0085

WINDOW MANUFACTURING

WINDOW MANUFACTURING SOFTWARE

Call for information

Compatibility: Call for information

Company: Custom Business Systems, Inc.
P. O. Box 15436
Tampa, FL 33684
Tel: 813/886-2193

Fax: 813/886-9737

WINE / SPIRITS

TSM - Vintage System

The Vintage System package is an integrated, comprehensive winery and spirit management system. The Vintage System covers: Multi-companies; wineries; Vineyard planting data; Vineyard intake planning; Daily allocation to growers; Receipt of the grapes; Tracking of grapes through juice to wine and fortification through all production processes, to shipment of the final product; Composition by variety, source, etc.; Complete traceability of all operations, additives and chemical tests performed through the life of the product; Cellar operation requests and chemistry tests are created within the system, their progress maintained, and results updated on-line; Production tracking of bulk wine and small wood; Payment to the growers for fruit deliveries; Costing of wine from intake to bottling; Complete tracking for brandy and spirits; All customs/excise requirements; Federal and state reporting compliance; and Integration with all other TMS software modules.

Compatibility: PI/open; uniVerse

Pricing: Available upon request.

Company: Modular Information Systems
3160 Crow Canyon Place, Suite 130
San Ramon, CA 94583
Tel: 510/244-5930
Fax: 510/867-1580

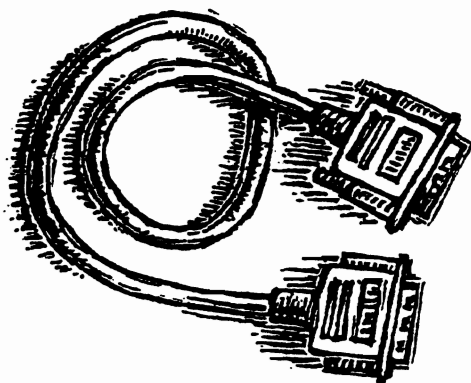
Contact: Lisa Levsen, Bruce Corbett

More Than Maintenance

Businesses rely on NCE Computer Group to provide quality computer services. Businesses such as Wells Fargo Bank, Airborn and the Salvation Army count on NCE for hardware maintenance and a whole lot more!

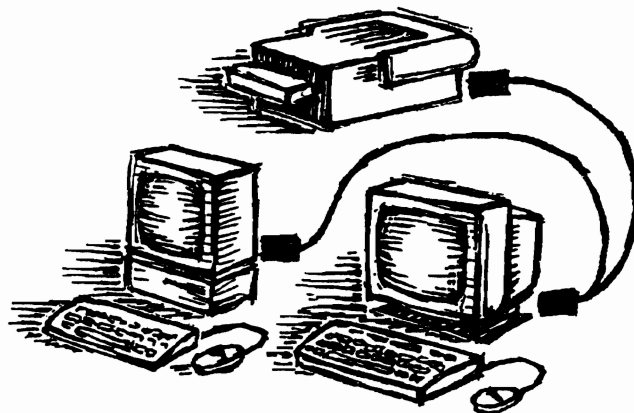
Network & Cable Solutions

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- Facility wiring and cabling
- Installation



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- Includes preventative maintenance
- Includes parts and labor
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- System upgrades
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- Peripherals

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Software support includes assistance with evaluation and resolution of:

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- Operating system problems
- Application software problems

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800-446-6456



NCE
computer group

Company Locator

SOFTWARE VENDORS / RESELLERS

Company	Phone# / Fax#	Titles	Page #
1IMAGE Software, Inc. 6486 South Quebec Street Englewood, CO 80111	Tel: 303/773-1424 Fax: 303/796-0587	• Imaging Document & Managment System . 50 • Recognition Technologies 50 • Archival / COLD 49	
Abacus, Inc. 1510 Bailey Morrison Dr. Somerville, TN 38068	Tel: 901/465-7990 Fax: 901/465-7962	• Missing Link B-Tree Indexing 84 • Payroll Personnel Mgmt System - Payroll ... 24 • Payroll Personnel Mgmt System - HR 47	
ABBA Computer Systems 23161 Mill Creek Dr., #360 Laguna Hills, CA 92653	Tel: 714/830-5113 Fax: 714/830-1304	• Partner - Manufacturing System 59	
ABS Corporation 1936 North Shiloh Drive Fayetteville, AR 72704	Tel: 501/443-9205 Fax: 501/442-3064	• ComTexT 101 • SellMate 66	
AccuSoft 8041 Foothill Blvd., Sunland, CA 91040	Tel: 818/951-1891 Fax: 818/951-3606	• AccuTerm for Windows 70	
Adaptable Business Systems 1 Palma Avenue La Selva Beach, CA 95076	Tel: 408/684-0785 US	• ADAPTABLE Manufacturing 53	
Adaptable Business Systems 51 Toro Road, Suite 200 North York, ONT M3J 2A4 Canada	Tel: 416/631-7700 Fax: 416/631-9858	• ADAPTABLE Manufacturing 53	
Advanced FoodSystems, Inc. 4201 North 24th Street, #380 Phoenix, AZ 85016	Tel: 602/957-9770 Fax: 602/957-9828	• FoodDistribute Distribution/Financial Sys. 104	
A.L.A. Information Systems 5845 Luke Road, #201 Mississauga, ON L4W 1T2 Canada	Tel: 905/670-8601 Fax: 905/670-8606	• MasterWorks - Wholesale Distribution 43	
ALLM Systems & Marketing 21 Beechcroft Road, Bushey Watford, UK WD2 2JU	Tel: 44 0 1923 230150 Fax: 44 0 1923 211148 EMail: aprichard@cix.compulink.co.uk	• Global Gazetteer 68	
Alpha Site, Inc. 6642 Owens Drive Pleasanton, CA 94588	Tel: 510/460-0703 Fax: 510/460-0484	• AlphaTemp 114	
Alternative Software Design, Inc. P. O. Box 144 Mt. Arlington, NJ 07856	Tel: 201/770-4273 Fax: 201/770-4831	• ASD/EDI 77	
American Computer Techniques 8508 Beechmont, #6 Cincinnati, OH 45255	Tel: 513/474-2188	• Quality Assurance Distribution 44 • Quality Assurance Manufacturing 59 • Quality Assurance Job Costing 60 • Quality Assurance Motor Rewind 110 • Quality Assurance Service Management 68	

Company Locator

SOFTWARE VENDORS/RESELLERS

Company	Phone# / Fax#	Titles	Page #
Analog & Digital Peripherals, Inc. P. O. Box 499 Troy, OH 45373	Tel: 513/339-2241 Fax: 513/339-0070	• Tape Backup Driver for AP & R83	88
Apparel Industry Mgmt. Sys. 14050 21st Ave. North, #D Minneapolis, MN 55447	Tel: 612/553-2658 Fax: 612/553-2658	• Reactive Apparel Mfg. Sys. (RAM)	99
Applications Liberate Hardware 2830-A W. Segerstrom Ave. Santa Ana, CA 92704	Tel: 714/557-8799 Fax: 714/662-5866	• CLEANER - Dry Cleaning • FOUNDATION • SPEX • TOOLBOX Utilities	104 57 93 93
ASPRA Application Systems Prog. 2090 Palisades Dr. Fullerton, CA 92631	Tel: 800/730-0840 Tel: 714/525-0840	• DAYXM - Day 10000 Analysis	89
Atkin/Jones Computer Svc., Inc. 1815 E. Wilshire Ave. , #909 Santa Ana, CA 92705	Tel: 800/487-4490 Tel: 714/953-4351 Fax: 714/953-0676	• Power Witness Auto Shutdown	90
Autocomp Software, Inc. 1409 Hunting Horn Lane Frederick, MD 21702	Tel: 301/695-2700 Fax: 301/698-8136	• AUTOCOMP for Car & Bus Dealers	101
Axis Information 1027 Forest Lane Lemont, IL 60439	Tel: 708/574-3600 Fax: 708/572-0508	• App.Server • EDICTS	77 46
Brock & Associates 676 Bockman Rd., #F San Lorenzo, CA 94580	Tel: 510/317-8140 Fax: 510/317-8142	• LASER WORKS	36
Calif. Interactive Computing, Inc. 25572 Avenue Stanford Valencia, CA 91355	Tel: 805/294-1300 Fax: 805/294-1310	• GenIRIS	66
CAMM, Inc. 10 Executive Dr. Farmington, CT 06032	Tel: 203/674-2600 Fax: 203/674-2619	• CAMM/plus	54
Camry Group, Inc., The 875 Avenue of the Americas New York, NY 10001	Tel: 212/268-8675	• PiE (Pick interface to EDI)	73
Capital Software, Ltd. 420 Lexington Ave. New York, NY 10170	Tel: 212/867-2077 Fax: 212/867-6220	• CLASS (Computer Output to Laser Disk • Envision Image Management	88 50
Carnation Software, Inc. (Address withheld by request)	Tel: 206/333-4288 Fax: 206/333-4902	• Mac-TO-PICK	72
Classic Business Software, Inc. 11370 Springfield Pike #500 Cincinnati, OH 45246	Tel: 513/771-2322 Fax: 513/771-2379	• LePic Glass	105

Company Locator

SOFTWARE VENDORS / RESELLERS

Company	Phone# / Fax#	Titles	Page #
Classic Solutions 19800 MacArthur Blvd., #1450 Irvine, CA 92715	Tel: 800/962-1589 Fax: 714/854-0937	• Classic Distribution & Acctg. System 17 • Classic Manufacturing & Acctg. System 54	
ClubPro Solutions, LLC 10405 Town & Country Way Suite 406 Houston, TX 77024	Tel: 713/973-0707 Fax: 713/827-0804	• ClubPro Country Club & Golf Course Mgmt. 104	
CMI - Competitive Solutions, Inc. 3940 Peninsular Dr. SE, #100 Grand Rapids, MI 49546	Tel: 616/957-4444 Tel: 800-727-2641 Fax: 616/957-3924 E-Mail: kmankel@cmi-c.s.mbs.compuserve.com	• TRANS4M - Manufacturing Mgmt. Sys. 100	
Cogent Information Sys., Inc. 220 South Orange Ave. P.O. Box 461 Livingston, NJ 07039	Tel: 201/992-8000 Fax: 201/992-8788 E-Mail: robinh@access.digex.net	• PWS/IDEAS - Petroleum System 111 • PWS/FMS - Financial Management Sys. 21	
Columbia Ultimate Systems, Inc. 14300 S.E. First Street Vancouver, WA 98684	Tel: 360/256-7550 Fax: 360/256-2613	• The Collector System 102	
Comm Specialists (Address not listed)	Tel: 615/443-3040 Fax: 615/443-3040 ext. 11	• Comm Terminal V4.0 71	
Computing Information Svcs., Inc. 11225 N. 28th Drive, #A-208 Phoenix, AZ 85029	Tel: 602/993-5811 Fax: 602/866-9154	• CIS.PUB Open Publishing 112	
Computer Clinic, The 17852 Jamestown Ln. Huntington Beach, CA 92647	Tel: 800/841-3879 Tel: 714/841-3879 Fax: 714/842-2909	• BLANKIT 88 • HyperSpace 89 • 9 TRACK 87	
Computermax, Inc. 2033 N. Ocoee St. P. O. Box 3683 Cleveland, TN 37320	Tel: 615/476-9148 Fax: 615/476-9140	• RMAX System - (Rent-to-Own) 65	
CRC Data Systems, Inc. 435 Hudson Street New York, NY 10014	Tel: 212/620-5678 Fax: 212/989-3856	• TEL-ATHENA Telemarketing Software 95	
CUEbic Systems, Inc. 1633 Mount Vernon Road Atlanta, GA 30338	Tel: 404/393-8550 Fax: 404/393-3691 E-Mail: COMPUSERV 73764,3110	• CUEbic Developer 78 • CUEbic 61	
Custom Business Systems, Inc. P. O. Box 15436 Tampa, FL 33684	Tel: 813/886-2193 Fax: 813/886-9737	• Window Manufacturing Software 115	
Data General Corporation 4400 Computer Drive Westboro, MA 01580	Tel: 508/898-6675 Fax: 508/898-2684 E-Mail: commonsense@dg.com	• GIS Interface 84 • Multi-threaded Version of uniVerse 79	

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Data Images, Inc 3027 N. 49th Court Phoenix, AZ 85018	Tel: 602/808-8637 Fax: 602/808-8635	• Golden Lion - Serial Inventory Control 51	
Data Systems Group, The 2322 Capitol Ave. Sacramento, CA 95816	Tel: 916/443-4944 Fax: 916/443-8254	• DSG Multi-Claims Processor (MCP) 108	
DataWorks 5910 Pacific Center Bl. #300 San Diego, CA 92641	Tel: 619/546-9600 Tel: 800-413-2797 Fax: 619/546-9774 E-Mail: taylor@dataworks.com	• Dataflo Manufacturing 54 • MAN-FACT II Manufacturing 57	
DBMS Inc. P.O. Box 19647 Shreveport, LA 71149	Tel: 318/635-0757 Fax: 318/635-8738	• DBMS Accounting 18 • Distribution Manager 43 • PVF Distribution Manager 43 • KEY-P.O.S. - Retail POS 64 • REPORTIX - Report Generator 92	
Delta Data Solutions, Inc. 5115 Covington Way, #5 Memphis, TN 38134103	Tel: 901/377-5511 Fax: 901/377-5914	• EstiMate 103 • Integrated Acctg. System 21 • Retirement Community Control System 113 • Scholar - School Mgmt. System 114 • Total Distribution Control 45	
Devcom Mid America Inc. 2603 W. 22nd St., #23 Oakbrook, IL 60521	Tel: 708/574-3600 Fax: 708/572-0508 E-Mail: uunet!devcom.com!fax-info	• FAXFX - Facsimile software 31	
Digisoft 27731 Motherlode Ct. Laguna Niguel, CA 92656	Tel: 714/831-8431 Fax: 714/831-1380	• ProTerm V 1.2 - GUI 83	
DMI 1 Hughes Irvine, CA 92718	Tel: 714/583-1800 Fax: 714/583-9381	• ARS Archival/Retrieval System 26 • AV IMAGE/ARS Document Manager 49	
Escom, Incorporated 10502 N.E. 37th Circle Kirkland, WA 98033	Tel: 206/828-0995 Fax: 206/827-2297	• Job Shop Mgmt. and Control+ (JMC+) 60 • Financial Mgmt. and Control + (FMC+) 18 • Mfg. Mgmt. and Control+ (MMC+) 58	
Eversoft Solutions Group, Inc. 9725 S.W. Gemini Dr. Beaverton, OR 97005	Tel: 503/643-4062 Fax: 503/520-6971 E-Mail: eversoft@hevanet.com	• CrowFlite™ 61	
FACTS Services, Inc. 1575 San Ignacio, #406 Coral Gables, FL 33146	Tel: 305/284-7400 Fax: 305/661-6710	• FACTS™ 28 • FACTS 125™ 28 • FACTS COMP™ 28 • FACTS HMO™ 106	
Fitzgerald & Long, Inc. 12341 East Cornell Ave., #18 Aurora, CO 80014	Tel: 303/755-1102 Fax: 303/755-1703	• FAST - File Analysis and Sizing Tool 89	

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F. W. Davison & Company, Inc. 100 Bedford St. P.O. Box 450 E. Bridgewater, MA 02333	Tel: 800/966-4792 Tel: 508/378-0050 Fax: 508/378-0089	• HR:Open - Human Resource 47 • PayMASTER 24 • TIMETrak 25	
GovernMENTOR SYSTEMS, INC. 16006 East 23rd St. Independence, MO 64055	Tel: 800/274-0614 Tel: 816/254-7610 Fax: 816/254-0758	• GovernMENTOR 106	
GP Solutions, Inc. 10400 Little Patuxent Pky, #48 Columbia, MD 21044	Tel: 410/730-9661 Fax: 410/730-9679	• GP Mate 52 • GPS_Server / VB 79 • PEM^{EX} Maintenance Management 53 • SEEK / Retrieve 85	
InfoQuest, Inc. 921 State St. Garland, TX 75040	Tel: 214/494-6060 Fax: 214/494-5738	• Chameleon Claims Management System . 107	
Interconnect Software 1927 N. 400 E. Orem, UT 84057	Tel: 801/224-7420 Fax: 801/225-8626	• V.B.C. - The Visual Basic Connection 81	
Integrated Systems, Inc. P. O. Box 3545 Lacey, WA 98503	Tel: 360/923-4838 Fax: 360/923-4839	• Property Management/Trust Acctg. 113	
Intuitive Technology, Inc. 30 Colony Park Circle Galveston, TX 77551	Tel: 409/762-8456 Fax: 409/765-7073	• FaxLink Gold 30	
Jensoft Technologies 12223 Santa Teresa Dr. San Ramon, CA 94583	Tel: 510/551-0130	• Opus 67 • Precision Math 90	
J. E. Winchester & Company, Inc. 5550 Sterrett Pl., #200 Columbia, MD 21044	Tel: 800/635-7523 Tel: 410/997-6100 Fax: 410/997-2063	• COM-BINES 41 • COM-ACCOUNT 101 • COM-CARE for TPAs 107 • COM-CARE for Nursing Home 111 • COM-CARE for PPOs 111 • COM-DISPATCH 39 • COM-COLLECT 22 • COM-FINANCIAL 18 • COM-EDI 63 • COM-PAYABLE 22 • COM-RECEIVABLE 25 • COM-PAY 22 • COM-PROSPECT 66 • COM-LINK 64 • COM-TRAK 103	
J. Glaser & Co., Inc. 180 N. LaSalle St. Chicago, IL 60601	Tel: 312/578-0377 Fax: 312/578-0635	• Call Center Telemarketing/Fulfillment 95 • The TRANSLATOR 81	
Kraft Enterprises, Inc. 5200 Char-Mar Lane Evansville, IN 47720	Tel: 812/963-5732 Fax: 812/963-8973 E-Mail: 76317.3013@compuserve.com	• ap/odi - Tape Backup 87 • ap/scsi - Tape Backup 87	

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Liberty Software Corp. 230-1122 Mainland St. Vancouver, BC V6B 5L1 Canada	Tel: 604/682-8293 Fax: 604/682-8499	• Liberty ODBC Driver For PICK	72
Logitek Systems 1405 Corte Clasica San Marcos, CA 92069	Tel: 619/727-5517 Fax: 619/727-4508 E-Mail: sales@logitek.com	• Padlok - Security • PowerComm	67
Management Systems Assoc., Inc. 5580 Centerview Drive Raleigh, NC 27606	Tel: 919/851-6177 Fax: 919/851-5991	• Confidence® Healthcare System	108
Medical Management Solutions 4522 Rinetti Lane La Canada, CA 91011	Tel: 818/790-8781 Fax: 818/790-8715	• Medical Management Systems (MMS)	109
Metron Time Clock Co Box 358 Silverado, CA 92676	Tel: 714/544-1628	• Metron Time Card Calculator • Metron Time Clock System	23 24
Modern Age Consultants, Inc. 14050 21st Ave. North, #D Plymouth, MN 55447	Tel: 612/553-2655 Fax: 612/553-2658	• Auto Salvage • Project Costing • Retail System • Warehouse Inventory Location Sys. (WILS) ..	100 63 65 96
Modular Information Systems 3160 Crow Canyon Pl., #130 San Ramon, CA 94583	Tel: 510/244-5930 Fax: 510/867-1580 E-Mail: lisa@miscorp.com	• TSM - Vintage System	115
Monolith Corporation 5275 Capital Blvd. Raleigh, NC 27604	Tel: 919/878-1900 Fax: 919/878-8844	• DESQTOP 3.0 Office Productivity System ...	62
Multi-Value Products 5880 SW 74th Ter., #8B Miami, FL 33143	Tel: 305/662-6002 Fax: 305/663-9891 E-Mail: dphochman@aol.com	• The Day 10000 Diagnosis	88
Northtec Consulting Group 48 Lebanon Hills Drive Pittsburgh, PA 15228	Tel: 412/341-7022 Fax: 412/341-2638	• Digitouch Spreadsheet	70
Objectware, Inc. 350 Motor Parkway, #308 Hauppauge, NY 11788	Tel: 516/231-1144 Fax: 516/231-1241	• UniVision™	36
OHM Systems, Inc. 10250 Chester Road Cincinnati, OH 45215	Tel: 800/878-0646 Tel: 513/771-0008 Fax: 513/771-0101	• OHM-WARE • OHM 4GL Tools	58 80

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Opsys 44 Page Street, # 604E San Francisco, CA 94102	Tel: 415/864-5557 Fax: 415/864-5949	• OpSys/Forge - Development Environment . 78	
Orion Pacific Technologies 3146 Redhill Ave. #110 Costa Mesa, CA 92626	Tel: 800/858-6479 Tel: 714/708-8122 Fax: 714/708-8115	• Horizontal Productivity Software 62	
Paciolan Systems, Inc. 2875 Temple Ave. Long Beach, CA 90806	Tel: 310/426-7884 Fax: 310/595-7900	• The Museum Collection 110 • Ticketing 114	
PCS 7825 La Sierra Jacksonville, FL 32256	Tel: 904/459-3536 Fax: 904/221-4993	• ACADEMY - Private Schools software 114 • MD/S Medical 108	
Pick Products Level 2 #2, 4-10 Bridge St. Pymble, NSW 2073 Australia	Tel: 61 2 975 6566 Fax: 61 2 975 3101	• Wizard 4GL 81	
Pick Professionals, Inc. P. O. Box 1825 Maryland Hts., MO 63043	Tel: 800/423-9158 Tel: 314/739-1503 Fax: 314/739-0290	• OutBound Manifest System 68	
Pick Systems 1651 Browning Irvine, CA 92714	Tel: 800/FOR-PICK Tel: 714/261-7425	• Advanced Pick :Open Database 32 • GraPICK 83	
Point Information Systems 1201 Market Street Kirkland, WA 98033	Tel: 206/822-0111 Fax: 206/827-7885 E-Mail: PIN@Halcyon.com	• WaveLink 2.0 31, 94, 96 • WaveLink Wireless ADK 2.0 63	
Prelude Systems, Inc. 16901 Dallas Pkwy #100 Dallas, TX 75248	Tel: 800/922-0099 Tel: 214/931-9005 Fax: 214/931-8310	• Advanced Distribution System 40	
PRIMAC Systems, Inc. 5501 LBJ #730 Dallas, TX 75240	Tel: 214/661-9336 Fax: 214/960-2461	• PRIMAC - Printing Ind. Mgmt. & Ctl. Sys. .. 112	
Progressive Systems, Inc. 1980 112th Ave. NE, #200 Bellevue, WA 98004	Tel: 206/454-6800 Fax: 206/454-9008	• ADVANTAGE™ Advanced Distr. System 40	
Raima Corp. 1605 NW Sammamish Rd., #200 Issaquah, WA 98027	Tel: 206/557-5205 Fax: 206/557-5200	• Velocis - Client/Server Database Engine 86	
Repton Data 15 S. Britton Road Springfield, PA 19064	Tel: 610/544-6304 Fax: 610/544-2597	• 4-Word 97 • BasicFax 29 • Simple-Resizer 92 • Software/Data Encrypter 92 • Zip-It 69	

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Return Asset Management Div. 14050 21st Ave. North, #D Minneapolis, MN 55447	Tel: 612/553-2655 Fax: 612/553-2658	• Return Asset Management (RAM1)	44
R.O.I. Syngineering 2540 Tennyson Court Thousand Oaks, CA 91360	Tel: 805/493-5388 Fax: 805/493-5389	• LEADTrack-for-PICK™ • QuiChET™ • QuiVer™ • QuiZip™ • Tweditor™ • Vertex-for-Pick™	67 91 80 69 93 25
ROI Systems, Inc. 435 Ford Road, #700 Minneapolis, MN 55426	Tel: 612/595-0500 Fax: 612/595-9450	• ERP Software	57
S & S Business Services 20306 NE 89th Ave. Battle Ground, WA 98604	Tel: 360/573-4677 Fax: 360/254-7659	• MICROworks™ REPORTER	90
Sables Associates 5645 N 43rd Ave Phoenix, AZ 85019	Tel: 800/878-8806 Fax: 602/973-0062	• INFOLINKE	71
Safari Software Systems 420 E. Lake Street Horicon, WI 53032	Tel: 414/485-4100 Fax: 414/485-2436	• Safari Headhunting System • Safari HR (Human Resource System)	48 48
Samuelson Computer Svcs. Co. 350 S. Schmale Rd. Carol Stream, IL 60188	Tel: 708/668-1598	• CRISS - Church Management • FRISS - Fund Accounting • RISS - Fund Raising	102 110 105
SearchTec Systems Inc. 211 N. 13th St., #703 Philadelphia, PA 19107	Tel: 215/963-0888 Fax: 215/851-8775 E-Mail: SOleck@ix.netcom.com	• SearchTec System™	112
Sensible Solutions 26648 E. Workman Ave., #219 West Covina, CA 91791	Tel: 818/331-2323 Fax: 818/915-3236 E-Mail: ag931@lafn.org	• REGEN	91
Sequoia Systems, Inc. 400 Nickerson Rd. Marlborough, MA 01752	Tel: 800-562-0011 Tel: 508/481-8740	• Sequoia's Implementation of PICK OA	33
SKP Electronics 1232 S. Village Way, #E Santa Ana, CA 92705	Tel: 714/972-1727 Fax: 714/972-4964	• PRINTBAR • Virtual Document..... • WinLink	26 51 76
SLO-TOWN Systems 180 Indian Knob Rd. San Luis Obispo, CA 93401	Tel: 805/595-9248 Fax: 805/595-9248	• Qual-Stat Statistical Process Control	70
Software By Malone 13939 Gold Circle Omaha, NE 68144	Tel: 402/333-6783 Fax: 402/333-6931	• UN-BASIC	94

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Software Co-op, Inc. 1284 N. Broad St. Hillside, NJ 07205	Tel: 800/262-6110 Tel: 908/355-7700 Fax: 908/355-7706	• Distribution Management System (DMS) 42 • SCI Parcel Shipping System (PSS) 69	
Software Group, Inc., The 7400 E. Orchard Rd. #120 Englewood, CO 80111	Tel: 303/290-8844 Fax: 303/290-8522	• Integrated Accounting System (IAS) 21	
Specialty Software 4137 E. North Street Tucson, AZ 85712 [Note: New area code '520' replaces '602' effective March 19th]	Tel: 602/326-0250 Fax: 602/327-9710	• Lead Tracking 67	
Stauffer Information Systems 121 N. Fir Street Ventura, CA 93001	Tel: 805/641-1400 Fax: 805/641-0813	• BLACKSMITH CLIENT™ 82 • BLACKSMITH DEVELOPER™ 78 • BLACKSMITH FUSION™ 82 • BLACKSMITH INTERCEPT™ 86 • BLACKSMITH OPENNET™ 21	
St. Paul Software 754 Transfer Road St. Paul, MN 55114	Tel: 612/641-0963 Fax: 612/641-0609	• spEDI*suite of products 75	
Synex Systems Corporation 800-1188 W. Georgia St. Vancouver, B.C. V6E 4A2 Canada	Tel: 604/688-8271 EX333 Fax: 604/688-1286	• PK Harmony 73 • PK Harmony Network Plus 74 • PK Term 74	
Systems Solutions Inc. 2108 East Thomas Rd. Phoenix, AZ 85016	Tel: 800/232-0026 Fax: 602/955-0085	• Accounting 17 • Collections 102 • Consignment (Furniture, Art, Etc.) 103 • Distribution (Cosmetics, Apparel, Produce, etc.) 42 • Fixed Assets/Budgeting 22 • Health Services (Pharm., Med./Den. Billing) .. 108 • Insurance (Billing, Claims Mgmt., etc.) 107 • Job Cost/Job Shop 59 • Loans/Contracts Mgmt. 51 • Manufacturing 58 • Office Automation 62 • Programming Utilities 90 • Service/Dispatch..... 39 • Time Mgmt/Billing 96 • Utility Billing (Water, Waste, Refuse) 115	
System Works, The 3301 Windy Ridge Parkway Atlanta, CA 30339	Tel: 800/868-0497 Tel: 404/954-8444 Fax: 404/955-2977	• Maintenance Planning & Control (MPAC) 52	
TaLus Group, The 19145 NE Woodinville-Duvall Rd., #D176 Woodinville, WA 98072	Tel: 206/788-2650 Fax: 206/788-5237	• RF Bar Code Solutions 24	

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Tesseract Software Systems, Inc. 542 Harvey Road Manchester, NH 03103	Tel: 603/627-2499	Open File System For Oracle V1.4 85	
Tower Systems, Inc. 17461 Irvine Blvd. Tustin, CA 92680	Tel: 714/731-0491 Fax: 714/731-8634	- MED*SOURCE 109 - TBS - Memory Control 45	
UHL Software Inc. 1505 N.W. Gilman Blvd., #2 Issaquah, WA 98027	Tel: 206/392-9373 Fax: 206/392-1799	UHL General Business System 29	
Ultimate Data Systems 1505 LBJ Freeway, #210 Dallas, TX 75234	Tel: 214/484-7800 Fax: 214/484-9466	SHIMS® Supply House Info. Mgmt. Sys. 44	
Unidata, Inc. 1099 18th Street, #2500 Denver, CO 80202	Tel: 800/959-1221 EX4787 Tel: 303/294-4848 Fax: 303/293-8880	- SB+ 80 - UniData 35 - wnIntegrate™ 76	
USC Software Systems 3500 S. Figueroa, #208 Los Angeles, CA 90007	Tel: 213/743-0091 Fax: 213/747-5451	- Fund Raising 105 - Grant Application & Management 106 - HelpNet (Medical Information & Billing) 109 - TOADS (Total Online Application Dev. Sys.) 81	
Userbase Systems, Inc. 9051 Executive Park Dr., #200 Knoxville, TN 37923	Tel: 615/691-0823 Fax: 615/531-1737	EDI*Port 71	
Via Systems 660 Southpointe Court Colorado Spgs., CO 80906	Tel: 719/579-6800 Fax: 719/576-7246 E-Mail: sales@via.com	- Via Duct for DOS 1.4 75 - Via Duct for Windows 2.1 75 - WinLink & VIA ODBC 76	
VIP Software Box 80 Great Falls, VA 22066	Tel: 703/759-5281	Telephone Call Accounting 95	
VMARK Software 50 Washington Street Westboro, MA 01581	Tel: 508/366-3888 Fax: 508/366-3669	- JET - The Works 97 - uniVerse™ 35	
Weaver Consulting 366 Nottingham Way Campbell, CA 95008	Tel: 408/377-8076 Fax: 408/377-3512 E-Mail: Weaver@mediacity.com	- E-MAIL for PICK 30 - Utilities 94	
WordMark International Corp. Ten Almaden Blvd. 14th Fl. San Jose, CA 95113	Tel: 408/975-1100 Fax: 408/975-1111 Sales: 800/835-2400 E-Mail: wordmark@netcom.com	- LinkMark 72 - uniVerse for PI/open databases 35 - WordMark Classic (formerly Composer+) .. 97 - WordMark for VMARK (uniVerse or PI/open ... 97 - WordMark WiziWord 97	
Zircon Company, Inc. 26 Princess Street Wakefield, MA 01180	Tel: 617/246-5000 Fax: 617/246-2115	Catalog Management System 29	

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Pick Implementation Services provide comprehensive setup, configuration, and installation of uniVerse, PI/open, Advanced Pick, and UniData platforms on AViiON systems. Each service provides an orientation to the respective Pick/UNIX platform in the AViiON environment and addresses basic system administration, security, performance, operations, and site-specific issues, including storage management.

LEXICON by FSC is a third-party software tool available from Data General which greatly increases the productivity of the code-porting process. By enabling programmers to make global changes to applications, LEXICON ensures clean compilation and successful execution of Pick programs in all

platform environments. It also contains extensive monitoring capabilities during the compilation and cataloging phases, and provides benchmarking functionality which helps optimize performance and determine system capacity.

Data General's U.S. Rehosting Centers are staffed by full-time expert technical professionals with significant expertise porting Pick from a variety of source hardware and platforms. The centers provide an extensive suite of hardware, software, and documentation resources, including Native Pick and Prime INFORMATION equipment, PC configurations, robust AViiON hardware with all Data General Pick platforms, LEXICON by FSC, and third-party Pick products for evaluation.

Data Technology Products

P. O. Box 3479

Costa Mesa, CA 92628

Tel: 714/650-7060 (Calif./Int'l)

800/336-7060 (U.S.)

Fax: 714/650-0346

Custom Systems and Components

Data Technology Products specializes in high performance custom configured systems and components for VARs, System Integrators, and Dealers. Turnkey systems custom configured to your specifications, fully tested, operating systems pre-loaded and ready to run.

Database Technology Inc.

610 Colcord Dr.

Oklahoma City, OK 73102

Tel: 405/236-8599

also: P.O. Box 515345

Dallas, TX 75251

Tel: 214/991-1427

Contact: Steve Platter

Pick Systems Dealer

Expertise in R83, AP/Native, AP/SCO, AP/AIX, AP/DOS

DPC/International Business Solutions, Inc.

800 N.W. 33rd Street

Pompano Beach, FL 33064

Tel: 305/783-9600

Fax: 305/783-9660

Contact: Cynthia Zak

Conversion, Globalization & Programming Services

IBS's off-shore development resources provide extensive experience and expertise in software design and implementation using proven engineering and re-engineering concepts to provide clients with trouble-free, comprehensive project planning and implementation. The development methodology conforms with customers' requirements, specifications and limitations at substantial cost reduction while assuring quality.

Egret Software

883 Del Vaile Court

Milpitas, CA 95035

Tel: 408/262-1381

Fax: 408/945-8362

Contact: Debra Buswell

Software Consulting and Programming

Egret Software is an independent consulting firm specializing in database programming. Egret also offers assistance in hardware and software selection and implementation. Application specialties include accounting, transportation, integrated manufacturing, and distribution. Databases supported: PICK-compatible, PICK, uniVerse, UniData, or other compatible databases.

CONSULTANTS / SYSTEM INTEGRATORS

Good Pickin'

4900 Waters Edge Drive #180

Raleigh, NC 27606

Tel: 919/233-3535

Fax: 919/233-3533

Contact: Mike Peters

Software Consultant / Integrator

Customize existing applications. Develop new applications. Seventeen years PICK experience. Sales and A/R reporting, Distribution, Property Tax Billing and Collections.

GP Solutions, Inc.

10400 Little Patuxent Parkway, # 480

Columbia, MD 21044

Tel: 410/730-9661

Fax: 410/730-9679

Contact: Jim Brenza

Application and Database Conversion Services

GP Solutions offers application and database conversion services from and to a wide range of PICK-based O/S implementations. Automated tools exist for the conversion. GP Solutions has a wide range of hardware platforms to insure adequate testing. Additionally GP Solutions can reengineer the application to make use of GUI front ends or full client / server functionality.

Holland Consulting

24212 Ensenada Lane

Mission Viejo, CA 92691

Tel: 714/768-8674

Contact: Tim Holland

Holland Consulting's expertise is to help you maximize the return on your existing MIS investments. Specializing in the larger end-user sites and helping VARS tune and port their applications, Mr. Holland is uniquely suited to help with his broad background in both business applications and operating systems. In the Pick community, Tim has held senior management positions with SMI, Pick Systems and Sequoia Systems.

This one-of-a-kind background plus strong abilities in design, coding, testing, problem resolution and quality control issues can help prevent or solve problems in all aspects of your systems. Specializing in working with and training your staff to handle problems in existing applications.

When serious people have serious problems, they call on Holland Consulting.

PICK / UNIX / Networking**SB+ *Expert* Consulting**

- 12 yrs in Pick/UNIX software devel.
- Application design & development
- Port/Maintain existing applications
- Wrapping existing applications
- Pick, UniData, uniVerse
- Advanced Pick specialists
- UNIX & networking specialists
- Client / Server Architectures

INNOVEX, Inc.**(714) 774-0027****FAX (714) 774-5312**

InfoQuest, Inc.

921 State Street
Garland, TX 75040

Tel: 214/494-6060

Fax: 214/494-5738

Contact: Russell Duckworth

Custom Software Development for the Insurance Industry

InfoQuest provides professional analysis, design, implementation, documentation, training, and support for custom software. Combining 20 years of PICK experience with a client's individual needs, we create perfectly tailored systems.

Our experience includes design, development, and support of:

- Insurance claims management systems for major credit card company offering programs for lost/damaged baggage, purchase protection, extended warranties, and stolen/damaged rental vehicles.
- Property damage system for asbestos claims management.
- Systems for municipality/tpa administration of worker's comp., general, and auto liability claims.
- Personnel scheduling system for the country's leading physician referral service.
- Activity billing/invoicing system for various systems.
- General accounting systems.

Innovex, Inc.

Tel: 714/774-0027

Fax: 714/774-5312

PICK/UNIX/Networking; SB+ Expert Consulting

J.E. Winchester & Company, Inc.

5550 Sterrett Place #200
Columbia, MD 21044

Tel: 800/635-7523

Fax: 410/997-2063

Contacts: John E. Winchester, Jr. or
Michael M. Sigman

Tel: 410/997-6100

Custom Programming, Systems Consulting, and Data Conversion services nationwide.

Since 1976, JWC has developed, de-bugged, and installed well over 14,000 custom programs for Accounting, Business, Wholesale & Distribution, Healthcare, and Marketing applications. That effort gives a company tremendous knowledge about software development and how organizations work and interact. All of this knowledge and expertise is just a telephone call away.

Laguna Software & Consulting, Inc.

17671 Irvine Blvd., # 202
Tustin, CA 92680

Tel: 714/669-1092

Fax: 714/669-0611

Contact: Bill Wulff or Steve Lambert

System Upgrades & Conversions

Laguna Software specializes in the installation of state-of-the-art computer systems with Advanced PICK or uniVerse. With 20 years experience with PICK, we convert R83 systems to the open systems environment in a timely manner. When Laguna Software oversees your system upgrade, you receive:

- Complete data and software conversion that duplicates your current environment
- Complete support through the transition
- Solutions to all problems as they arise
- A successful conversion

As a demonstration, we will convert a sample of your data and application in advance, load it in-house, and you can dial in and test the results.

CONSULTANTS / SYSTEM INTEGRATORS

Liberty Software Corp.

230-1122 Mainland St.
Vancouver, BC V6B 5L1 Canada

Tel: 604/682-8293

Fax: 604-682-8499

Contact: Charles P. Doucet or Antoon Houben

Client/Server Consulting

The principals and employees of Liberty Software have considerable experience in Client/Server installation, training and custom application programming, with its primary emphasis on PICK databases, Windows and Communications.

Liberty Software is a Microsoft Solution Provider and Lotus Business Partner.

Management Systems Associates, Inc.

5580 Centerview Drive
Raleigh, NC 27606

Tel: 919/851-6177

Fax: 919/851-5991

Contact: Christa Venio

Confidence®

Management Systems Associates is in its 25th year of service to the nation's healthcare providers and continues to be dedicated to the design, implementation, and support of the Confidence® healthcare system. Confidence includes patient, operational, financial, networking, imaging, and community clinical information products.

Modular Information Systems

3160 Crow Canyon Place, # 130
San Ramon, CA 94583

Tel: 510/244-5930

Fax: 510/867-1580

Contact: Lisa Levsen or Bruce Corbett

Consulting Services

Modular Information Systems offers a complete range of software consulting services for users of UNIX, DOS, uniVerse, PRIME Information and PICK-based businesses. From software design to project management, we have highly qualified consultants available.

Our corporate commitment is to provide technical excellence, on-time and warrantied.

Northtec Consulting Group

48 Lebanon Hills Drive
Pittsburgh, PA 15228

Tel: 412/341-7022

Fax: 412/341-2638

Contact: James D. Paul

Programming / Consulting Services

OHM Systems, Inc.

10250 Chester Road
Cincinnati, OH 45215

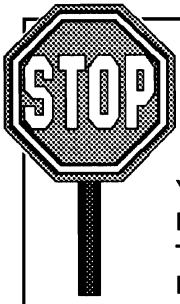
Tel: 513/771-0008

Fax: 513/771-0101

Contact: C. Anbil

Consulting Services

Specific expertise include: EDI, Bar Coding, ISO-9000, APICS, Networking. OHM's focus starts with the company's objectives, goes through to customer feedback, and includes all necessary controls and processes in between. Definition of business and system's requirements for manufacturing in job-shop, discrete, made-to-order, and mix-mode environments. Personalized plans and assistance based on client size and needs.



This ad is different from all the rest!

You already know me, I'm Tim Holland. I've been in the Pick community for over twenty years, in both applications and operating systems and I know the guts of these systems like no-one else. Today there is one significant difference - as an independent consultant, my accumulated skills and knowledge can be working directly for *your company* instead of for one of *your vendors*.

You made a great choice when you bought your Pick database and applications. Working with your staff, I can show you how to extend the life of your existing applications and hardware saving money and creating the time needed to properly research future directions. Lets discuss how together, we can improve every dimension of your departments productivity and quality.

- | | |
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| ◆ <i>MIS Organizational Reviews</i> | ◆ <i>Application Efficiency Audits</i> |
| ◆ <i>Quality Management Programs</i> | ◆ <i>Re-hosting/Right Sizing Planning</i> |
| ◆ <i>Project Requirements Reviews</i> | ◆ <i>Custom Training Programs</i> |
| ◆ <i>Hardware/Systems Efficiency Audits</i> | ◆ <i>Audit Preparation & Reviews</i> |

Holland Consulting (714) 786-8674

Pick Professionals, Inc.

3221 McKelvey Road, # 213

Bridgeton, MO 63044

Tel: 800/423-9158

Tel: 314/739-1503

Fax: 314/739-0290

Contact: Sherwood Farnham or David Wasylenko

Rehosting / Programming Services

Pick Professionals, Inc., (PPI) is a full service company specializing in the needs of Pick and Pick/Unix systems users. PPI provides a wide range of services and products to support these users. These services cover Distribution, Manufacturing, and more specialized areas like EDI, Barcoding, Electronic Faxing, Parcel Shipping systems, Collection systems and General Programming services. PPI has one of the largest staffs in the Midwest supporting PICK users. PPI has completed a dozen PICK to Unix conversions and installed over 20 Unix systems as of August 1994. PPI is a reseller for Sun Microsystems, HP, Intermec, and Motorola. Please call for more information.

Rands Consulting

1406 Oak Knoll Drive

San Jose, CA 95129

Tel: 408/725-1868

Contact: Judie Rands

Software Consulting

CONSULTANTS / SYSTEM INTEGRATORS

Red River Software

1429 Panola Drive
Mesquite, TX 75150

Tel: 214/686-7559

Tel: 800/577-2086

Fax: 214/686-5388

Database & Interface; PICK & Windows

Our group of PICK veterans leverage PICK-like database experience with access tools (Amaron's Winlink, multiple ODBC's, Vantage for Windows, wIntegrate, OpenInsight), Visual Basic & PowerBuilder, CASE tools (InfoModeler), sane project management, and GUARANTEED COST (black hole eliminated!) agreements. Call or fax us to receive our FREE Multimedia Presentation Disk.

Roy B. Rose, Consultants

1530 E. 1st Street #120

Santa Ana, CA 92701

Tel: 714/542-3070

Tel: 800/994-7377 Fax: 714/542-6147

Contact: Roy B. Rose or Phillip Goldstein

Consulting Services

18 years Pick O.S. experience. Systems design and programming for:

- Prime Information
- UniData
- Advanced Pick/R83
- uniVerse
- System Builder +
- AP SCO

Total system configuring and preparation of management reports for vendor evaluations. Areas of expertise include Reprographics, Wholesale Distribution, Finance Management, Medical Office Management and Mail List Management.

Samuelson Computer Services Co.

350 S. Schmale Rd.

Carol Stream, IL 60188

Tel: 708/668-1598

Contact: Roger Hughes

Support / Programming

Experienced PICK custom programming and support on platforms including Advanced PICK, R83, ADDS Mentor, Advanced Revelation, and Revelation G2b. 12+ years experience with data conversion, general ledger, accounts payable, accounts receivable, donor management, facility scheduling, inventory, and other custom applications. Have picked up support where the vendor is not available.

SLO-TOWN Systems

180 Knob Hill Lane

San Luis Obispo, CA 93401

Tel: 805/595-9248

Contact: Kevin McRill

Systems Integrator

Small Business Systems

P. O. Box 3448

Durham, NC 27702

Tel: 919/286-3445

Fax: 919-286-3335

Contact: Benjamin J. Stokes III

PICK Systems Consulting & Programming

Sorbello & Associates, Inc.

R.D.2 Box 27-S
Swedesboro, NJ 08085
Tel: 609/467-9725
Tel: 800/845-8865 Fax: 609/467-9743
Contact: Antoinette Malatesta or Jennie Sorbello

Personnel / Consulting / Software Purchase

Sorbello & Associates, Inc. supplies Information Systems Departments with permanent personnel, consulting services and software purchase assistance. With a department specializing in PICK, UNIX/PICK and similar operating systems, Sorbello and Associates, Inc. has experienced continued success and a growing list of satisfied clients.

Specialty Software

4137 E. North Street
Tucson, AZ 85712 [Note: New area code '520' replaces '602' effective March 19th]
Tel: 602/326-0250
Fax: 602/327-9710 Contact: Lori Carroll

Software Development / Consulting

Specialty Software, with over ten years of experience in PICK, consults for manufacturers, publishers, automobile dealerships and general businesses. Application specialties are: sales analysis, marketing, lead tracking, direct mail, productivity, inventory and order entry. We provide custom programming, technical support, software design, quality assurance, documentation, training, upgrades, conversions and installations.

Stauffer Information Systems

121 N. Fir Street
Ventura, CA 93001
Tel: 805/641-1400
Fax: 805/641-0813 Contact: Tony Reynolds

Prime and UNIX Consulting

Stauffer Consulting offers methodologies and experience to provide long-term support or just a few hours of specialized consulting. Partnership with the client in project management, application, development, conversions and ports, database design, performance and fine tuning, networking and systems integration. The capability to augment or upgrade internal staff skills, meet difficult deadlines and provide broad business and systems experience in a cost effective manner.

Systems Solutions Inc.

2108 East Thomas Road
Phoenix, AZ 85016-7758
Tel: 800/232-0026
Fax: 602/955-0085 Contact: Dr. Tony Kakar or Randy Land

Consulting / Integration Services

Since 1982, our team of consultants, technicians, and support staff have supplied the nation with many types of data processing services and technical solutions. Included are: Consultation; Systems Analysis & Integration; Networking & Communications; Software Sales; Custom Programming; Training; Software Maintenance; Computer Supplies; Computer Forms; Hardware Sales; Network Sales & Support; Hardware Maintenance & Repair; Installation & Custom Cabling; Computing Services & Conversions; and Timesharing / Rental-Lease Options.

CONSULTANTS / SYSTEM INTEGRATORS

Tag Consulting

5400 Newcastle Ave., #55
Encino, CA 91316

Tel: 818/344-0116
Fax: 818/344-2430

Contact: Bruce Johnson or Alisa Johnson

Consulting

TAG Consulting specializes in helping companies make the best use of today's technology. Our in-depth knowledge of post-relational databases combined with experience in leading-edge concepts such as client/server, GUI design and process re-engineering using PC tools like Visual Basic make TAG Consulting the right choice for solving today's problems.

T. N. Enterprises

12658 Hunnewell Ave.
Sylmar, CA 91342

Tel: 818/365-1522
Fax: 818/365-0553

Contact: Tom Newman

Contract Programming

Unidata, Inc.

1099 18th Street, #2500
Denver, CO 80202

Tel: 303/294-0800
Fax: 303/293-8880

Contact: Terry Truman or Heidi Boettcher

Unidata Consulting Services

Unidata® Consulting Services specializes in moving users to an open environment, integrating leading third-party tools, and researching and applying new technologies. Professionals help increase productivity and maximize price / performance of any system through expertise with UniData, PICK, uniVerse, Prime INFORMATION, open systems, and a variety of third-party tools, application environments, and desktop tools.

Weaver Consulting

366 Nottingham Way
Campbell, CA 95008

Tel: 408/377-8076
Fax: 408/377-3512

Contact: Dave Weaver

Full Service Dealer

Consulting, Programming, System acquisition, upgrades, Re-Hosting and Peripherals are all available. Authorized Monolith dealer. Authorized Dickens dealer. Specializing in Mentor PC O/S, UpBoard, and RS/6000 systems. GA and other systems available.

Programming for new or custom modifications available at reasonable rates.

Free estimates. A full service dealer.

MAINTENANCE & HARDWARE SERVICES

Atkin/Jones Computer Service, Inc.

1815 E. Wilshire Avenue, # 909

Santa Ana, CA 92705

Tel: 714/953-4351

Tel: 800/487-4490

Fax: 714/953-0676

Contact: Greg Atkin or Dan Andrews

Network Administration & Support

Make our certified engineers your virtual network support group for integration, administration, upgrades and emergency repairs. Novell and UNIX network platforms are hosting Pick applications at an ever increasing rate. Atkin/Jones is prepared for the complexity found in the new system designs.

Atkin/Jones is Southern California's PICK service specialists since 1978.

NCE Computer Group

9717 Pacific Heights Blvd.

San Diego, CA 92121

Tel: 619/452-7974

Fax: 619/452-3271

Contact: Diane B. Kahler Ext. 359

Full Service Computer Systems Support

NCE Computer Group, a national, independent computer services and sales organization, has been providing quality computer services for a variety of equipment types for over a decade.

NCE has divisions specializing in on-site support, service center repairs, system sales, network and cable solutions, and software support.

NCE is a Novell Authorized Service Center operating a network of 41 field service centers and two regional depot repair centers throughout the United States and Canada.

On-site maintenance agreements, depot repair service and time and material service are available through NCE Computer Group.

Revacomp, Inc.

9777 West Gulf Bank #20

Houston, TX 77040

Tel: 713/896-4191

Fax: 713/896-4325

Contact: Jim Scarborough

Hardware / Customer Support Services

By providing "Total Value Service" and "Full Service not Full Price," Revacomp has the reputation of being one of the leading service companies in the U.S. Revacomp has over 30 locations with 14 major depots strategically placed throughout the U.S. Services include: Hardware Maintenance; Depot Services; Time & Material; Equipment Sales; Network Service; System Integration; Software Support; Platform/Conversion; and Hot Site Back Up.

SCI Maintenance Corporation

1284 North Broad St.
Hillside, NJ 07205

Tel: 908/355-7700

Fax: 908/355-7706

Contact: Fred Capitanio

SCI Maintenance Corporation's Hardware Services include:

HARDWARE SERVICE

- CONTRACTS - T&M
- ONSITE & DEPOT SERVICE

EQUIPMENT SUPPORTED:

SYSTEMS

ALTOS 3068 • 68X • GENERIC PCs

PRINTERS

• DATAPRODUCTS • PRINTRONIX • MANNESMANN TALLY

ESPRIT TERMINALS • SYMBOL TECHNOLOGY LASER GUNS • OHAUS SCALES

TAPE DRIVES

• WANGTEK • ARCHIVE • TANDBERG

DISK DRIVES

• IDE • SCSI • ESDI • MFM

HARDWARE INTEGRATION / INSTALLATION

ACS Software Services, Inc.

One Bacton Hill Rd. Suite 203
Frazer, PA 19355

Tel: 610/644-2288

Fax: 610/644-9461

Contact: William A. McGarry

Hardware Integrator / Installation / Special Services

ACS Software Services, Inc. provides installation of new systems, startup of hardware and business application software packages for any PICK, UNIX or PC Lan-based users. Services throughout our network of branches.

DBMS Inc.

P.O.Box 19647
Shreveport, LA 71149

Tel: 318/635-0757

Fax: 318/635-8738

Contact: Keith Grill

Pick Dealer Hardware Sales and Service

DBMS, Inc. is a Pick Dealer and SB+ Dealer offering: Application Software - package & custom; Hardware Sales & Service; Systems Analysis and Design; Programming & General Support; and SB+ Development.

Orion Pacific Technologies

3146 Redhill Ave. #110
Costa Mesa, CA 92626

Tel: 714/708-8122

Fax: 714/708-8115

Migration and Data Conversion Services

Orion Pacific offers complete migration and data conversion from all Pick proprietary minicomputers into Intel or IBM RISC-based systems running Advanced Pick. Orion Pacific provides a comprehensive upgrade package including everything from pre-sales consultation and analysis all the way through hardware and software installation and on-going support. The end result - extensive savings and vastly improved performance.

HARDWARE PRODUCTS

BAR CODE

SKP Electronics

1232 S. Village Way #E
Santa Ana, CA 92705
Tel: 714/972-1727
Fax: 714/972-4964
Contact: Henry Herman

Bar Code Equipment

SKP Electronics carries a complete line of bar code printing, scanning and portable barcode equipment pre-configured for PICK and PICK-like computer systems. Receive the benefits of cost reductions and increased efficiency with knowledgeably installed barcode systems from the people who put Pick and Bar Codes together.

COMPUTER SYSTEMS

Adaptable Business Systems

51 Toro Road, # 200
North York, ONT M3J 2A4 Canada
Tel: 416/631-7700
Fax: 416/631-9858
Contact: John A. Hinkley

Hardware / Integration Services / Consulting

Adaptable Business Systems offers a wide variety of system services including:

- IBM RISC System/6000 Hardware
- IBM / Clone PC Hardware & Software
- EDI Consulting Services & Software
- Bar Coding Consulting Services & Hardware
- Miscellaneous Hardware - Printers, Terminals, etc.
- Manufacturing Consulting Services
- Manufacturing Education Services
- Network Consulting Services
- Network Integration Services
- Pick Education Services

HARDWARE PRODUCTS

Computer Management International

3256 W. 25th Street

Cleveland, OH 44109

Tel: 216/398-1922

Fax: 216/741-2469

Contact: Kevin Kennedy or Tim Unti

Computer Hardware Sales

We buy and sell:

SYSTEMS: McDonnell Douglas; ADDS/NCR; General Automation/C.ltoh; Prime; Ultimate; Fujitsu; Sequoia.

TERMINALS: Wyse; ADDS; Link; IBM; Televideo; Esprit; Qume.

PRINTERS: Printronix; Okidata; Genicom; Fujitsu; Dataproducts; Epson; Centronix; C.ltoh

also: *DISK DRIVES; PORTS; MEMORY; TAPE DRIVES*

J.E. Winchester & Company, Inc.

5550 Sterrett Place, # 200

Columbia, MD 21044

Tel: 800/635-7523

Tel: 410/997-6100

Fax: 410/997-2063

Contact: John E. Winchester, Jr., or Michael Sigman

Same Day Computer Quotes

JWC will quote prices for Mini and Mainframe computers and hardware upgrades (a direct dealer for eight major computer manufacturers on PICK, UniData, uniVerse, ULT PLUS, REALITY, & UNIX O/S). Don't assume your supplier is giving you the lowest price. Call in or fax hardware requirements and budget or best pricing.

Monolith Corporation

5275 Capital Boulevard

Raleigh, NC 27604

Tel: 919/878-1900

Fax: 919/878-8844

Contact: Nancy Hamilton

Monolith 3000 Series Supermicrocomputer

Monolith's 3000 Series supermicrocomputer delivers world-class performance and reliability. That's because the 3000 Series is integrated with Mentor PRO 4.0, a true 32-bit protected mode operating system, which achieves ultra-high performance by fully utilizing the available processor power. Mentor PRO 4.0 is widely regarded as the most reliable and feature-rich implementation of Pick available today on a supermicrocomputer architecture. Combining the super performing 32-bit Intel 80486 microprocessor with optimized I/O to support up to 256 simultaneous users. The 3400 Series is field upgradeable to the 3500 with a 64-bit Pentium processor for unmatched power and processing speed. The 3000 Series supports multiple connectivity options, including direct connection to Novell, Lantastic, Windows for Workgroups networks, via PicLan software.

Orion Pacific Technologies

3146 Redhill Ave. #110
Costa Mesa, CA 92626
Tel: 800/858-6479
Tel: 714/708-8122
Fax: 714/708-8115

Orion Pacific's 'VIP' Systems

The 'VIP' stands for 'Virtual memory Intensive Processing'. Orion Pacific offers a full line of i486 and Pentium based high powered 'VIP' systems. What separates the 'VIP' systems from other Intel based micros is that they are specifically optimized, built, and integrated for the unique requirements of the virtual memory (disk I/O intensive) operating systems - PICK and UNIX.

These VIP systems are built by Orion Pacific - the multiuser specialists. Both the award winning Xtended Xpress Intel platforms, and the Series 3000 budget priced systems carry the exclusive 'VIP' certification and performance guarantee. All systems include local bus caching controllers and/or high speed disk I/O bus mastering capabilities.

The 'VIP' systems, both the Xpress and Series 3000, come with a 100% parts and labor on-site warranty and labor through NWC Corp. and Orion Pacific.

PORT SHARING**SKP Electronics**

1232 S. Village Way #E
Santa Ana, CA 92705
Tel: 714/972-1727
Fax: 714/972-4964

Contact: Henry Herman

6/2 Port Sharing Unit

The 6/2 port expander allows six users to share two computer ports and it automatically logs off any idle users. Dial-in users are also protected because the modem is disconnected. Modem and local users may share the same computer ports and yet be at different baud rates.

TAPE SYSTEMS**Analog & Digital Peripherals, Inc.**

P.O.Box 499
Troy, OH 45373
Tel: 513/339-2241
Fax: 513/339-0070

Contact: Lyle Elliott

One For All® Tape Backup System For Pick AP Native & R83

For AP/Native & R83 - Capacities of 600 MEG and 1.2, 2, 4, 6, & 8 Gigabytes. All standard Pick Tape functions are supported. One for All systems also support DOS, Windows, OS/2, Mac, UNIX, Novell and peer to peer systems. Portable Systems can be used to back up multiple systems, sites, and operating systems.

HARDWARE PRODUCTS

Kraft Enterprises, Inc.

5200 Char-Mar Lane
Evansville, IN 47720
Tel: 812/963-5732
Fax: 812/963-8973
Contact: Toby Kraft

Tape Backup for Pick

- AP/ODI - 1/2" Tape
- AP/SCSI Tape Backup

Orion Pacific Technologies

3146 Redhill Ave. #110
Costa Mesa, CA 92626
Tel: 714/708-8122
Fax: 714/708-8115

Tape Drives for Pick Systems

Orion Pacific offers the complete line of both QIC-36 and SCSI tape units for Advanced Pick Native, SCO, R83 and Protected Mode. If you are in the market for a tape drive give us a call. Orion Pacific is a distributor for the SCSI connection units that feature Tandberg and Wangtek drives from 250 mb to 4 gigabytes.

The SCSI Connection tape systems are designed to support SCSI tape drives with Native Pick or Protected Mode. The tapes supported are 250mb, 525mb 1gb, 2gb, 2gb WangDAT and 4gb WangDAT. Pick Systems is officially recommending and sanctioning the SCSI Connection units for Protected Mode.

All tape drives come with a 2-year warranty, and they are guaranteed to operate with the Pick O/S. Compatibility with R83, AP/Native, AP/SCO, AP/Protected Mode and all Micro platforms.

TIME CLOCK TERMINALS

Metron Time Clock Co

Box 358
Silverado, CA 92676
Tel: 714/544-1628

Contact: John R. Bethune or Susan Read

Metron's Time Clock Terminal

Metron's terminals can be used for a multitude of applications. These are rugged, industrial strength terminals with either a magnetic or barcode internal slot reader. Size is 8" x 5" X 1.38", weight is 2.1 lbs. Large 16-char display and 12-key sealed membrane keyboard with "Enter" and "Clear" keys, plus "0" to "9" makes it easy to enter data accurately. The 12V power requirement enables the terminal to be powered through the communications cable, eliminating the need for power outlets at the terminal. Audio feedback is a single tone beeper to indicate data entry, or call attention to a displayed message.

BOOKS

Discovery Computer Systems

626A Grant Street
Herndon, VA 22070
Tel: 703/318-0845
Fax: 703/318-7581
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