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October 17, 1983

FOR IMMEDIATE RELEASE

**ABASIC INTRODUCED BY POINT 4
FOR IRIS BUSINESS BASIC USERS**

POINT 4 Data Corporation announced the release of its new ABASIC extension to IRIS Business BASIC, the programming language used on POINT 4's MARK series of multi-user computers. ABASIC improves the flexibility and ease-of-use of Business BASIC, POINT 4's commercial implementation of BASIC, one of the most widely used programming languages in the world today.

"ABASIC is more than an ease-of-use feature for the BASIC user," says Robin Ollivier, Vice President of Marketing, "it also greatly improves productivity. The INCLUDE function, for example, may be employed to incorporate standard, proven, debugged routines from a library to cut down on repetitive programming chores. When taken together with mnemonic labels and variable names and multi-line source statements, ABASIC

represents a significant enhancement to POINT 4," he said, "and is part of POINT 4's ongoing program of continuing product line enhancements."

ABASIC allows the programmer the use of mnemonic variable names which are more meaningful and recognizable when editing or changing a program. Labels, rather than standard line numbers, can also be used, facilitating the maintenance and readability of the program while still having the full power of the IRIS Business BASIC for debugging.

To use ABASIC, the user creates a source text file which uses labels and variable names within IRIS Business BASIC statements. The source file and any source code to be INCLUDED is then passed to the ABASIC preprocessor which creates an output file. The file is then LOADED and SAVED as a standard, executable BASIC program.

ABASIC is offered for use with the IRIS Operating System Revision 8.2 or later and is available from POINT 4's network of resellers. POINT 4 Data Corporation markets its family of multi-user business computers and software products through distributors, systems houses and value-added resellers.

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Marketing Communications Specialist

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INDIANA VAR SIGNS WITH POINT 4

TUSTIN, CA (July 24, 1987) . . . Midwest Management Systems, Inc. of Dyer, Indiana, has signed as a Value Added Reseller (VAR) with POINT 4 Data Corporation, a leading manufacturer of quality, multi-user minicomputer systems and software products for business applications.

Mr. Van Jump, President of Midwest Information Management Systems, noted that his company is now offering clients specialized software packages for manufacturing, interior design, and outdoor sign advertising, on the full line of POINT 4 computers, which support up to 128 users.

Midwest Information Management Systems was founded in 1985 to provide software to local businesses in targeted markets. Last year the company expanded into supplying full systems. Van Jump has 17 years experience as an IBM and Basic Four programmer. Client companies include Parma-Green (manufacturing), Carol Guess & Associates (interior designers), and Key Outdoor (outdoor advertising).

Headquartered in Tustin, CA, POINT 4 Data Corporation designs and manufactures a full line of software compatible multi-user computers. System capabilities include support of 1 to 128 users and CPU performance up to 15.76 million instructions per second (MIPS). POINT 4's MARK series of business computers run under IRIS, a performance-optimized operating system. The company has a 17-year history of successfully serving the automated data processing needs of business and industry.

POINT 4 is actively recruiting Value Added Resellers to add to its existing international network of over 350 VARs. With over 28,000 installations in more than 25 countries, POINT 4 is a recognized world leader in providing low cost per user minicomputers.

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FOR IMMEDIATE RELEASE

**HORNBLOWER YACHTS PROVIDES SOME OLD WORLD CHARM
VIA NEW WORLD HIGH TECH**

TUSTIN, CA (July 31, 1987) . . . Hornblower Yachts has incorporated a POINT 4 MARK 5 computer to fully automate their reservation and ticketing system on their old world dinner and charter cruises.

The reservation system was designed by Mike Eggers of "Computers That Work", Walnut Creek, CA. Hornblower's goal was for total processing during one phone call, and this unique innovative software was completely customized to do just that.

Hornblower Yachts relies on the POINT 4 computer system to control their operations in San Diego, San Francisco, and (linked by telephone) in Berkeley. Terry MacRae and Mike Watson, owners of Hornblower Yachts, have had great success using this system. Their gross sales have climbed from \$417,600 in 1980 to more than \$8 million in 1986. Originally started with the chartering of just two catamarans, they now have 200 employees and compounded annual growth rate of 65%.

Corporate clients who book conferences, incentive cruises and holiday trips represent 80% of Hornblower Yachts revenues. Frequently, corporations will charter a Hornblower yacht for special promotional events and to introduce new products.

The success is a combination of incomparable, atmospheric dining and the ability to keep track of a myriad of essential details. "Even though we're dealing with a vast number of people, we still keep the service very personalized," said owner MacRae. "Thanks to our POINT 4 computer system, the maitre d' knows the name of each guest before they arrive and the occasion that they may be celebrating. They are greeted by name and treated like a special guest of honor."

The POINT 4 MARK 5 provides tremendous advantages over other computers. The most noticeable is the superior data handling capability within a very small amount of memory and the maintaining of quick access/retrieval items, even with many users connected. Up to 128 "booking" agents can be adequately served with only 128K of memory. The nicest surprise in gaining these important business advantages for Hornblower Yachts is that this system was priced at the same level as other business systems with far less capability.

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FOR IMMEDIATE RELEASE

TRAVEL WHOLESALERS CLIMBING ABOARD POINT 4 EXPRESS

Tustin, CA (August 28, 1987) . . . An automated travel wholesale package consisting of a POINT 4 MARK 12 combined with the "Speed Res System" software package distributed by Stu Bernstein and Amnon Gibly, owners of Tech 7 Systems, Inc., Tigard, Oregon, is now fully operational in a large number of travel package wholesalers throughout the United States.

With the Tech 7 Speed Res System running on POINT 4 's powerful top-of-the-line MARK 12, wholesale travel agents across the country are discovering that virtually their entire operation is no longer manual but completely computerized. The system handles pricing, room inventories, air departures and arrivals, invoicing, ticketing and vouchers. Within the office, the system takes care of accounting, marketing reports, proposals, mailing lists, financial reports, and of course, word processing.

The system also figures agent commissions and automatically tabulates in foreign currency. With the Speed Res system's power and flexibility, it is easy to understand the system's popularity among travel wholesalers.

This type of specialized vertical market penetration has resulted in POINT 4's dramatic growth in recent years, with more than 12,500 POINT 4 systems installed worldwide. The product line ranges from the entry-level MARK 2E, supporting up to 17 ports, to the top-of-the-line MARK 12 which supports 128 ports. All systems employ POINT 4's own IRIS operating system. IRIS was designed as a multi-user multi-tasking operating system for the business environment. Travel wholesalers using the POINT 4 system include: Gramercy Singleworld (NY), Adventures On Skis (MA), All About Travel (OR), Tour Express (CO), and Sun Makers (WA).

For additional information, contact:

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FOR IMMEDIATE RELEASE

POINT 4 PROMOTES BABOID TO DIRECTOR OF MARKETING

TUSTIN, CA (Feb. 14, 1986) . . . Robin Ollivier, Vice President, Sales & Marketing for POINT 4 Data Corporation, a major supplier of quality multi-user computer systems and software products to the business community, today announced the promotion of Lawrence C. Baboid to the newly-created position of Director of Marketing.

In his new position, Mr. Baboid will be responsible for the direction of the product marketing, marketing communications, and marketing education activities of the firm. He will work closely with the directors of engineering and sales and coordinate the development and implementation of the marketing activities of the Company's line of multi-user business computer systems and software products on a world-wide basis.

Mr. Baboid joined POINT 4 in early 1983 as Manager of Product Marketing. He was responsible for coordinating new product development with engineering and providing technical support to POINT 4's direct sales force and world-wide network of Value

Added Resellers. Prior to joining POINT 4, Mr. Baboid gained valuable experience at Honeywell Information Systems, Inc., where he held such key Marketing positions as Merchandising Manager for Distribution Sales Operation and National Product Manager for General Systems Operation.

POINT 4 Data Corporation manufactures a full line of multi-user computers, ranging from the entry-level MARK 2, supporting up to 7 users, to the top-of-the-line, high-speed, 15 MIPS MARK 12, supporting over 100 users.

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FOR IMMEDIATE RELEASE

KRAEMER JOINS POINT 4 AS VICE PRESIDENT OF ENGINEERING

TUSTIN, CA (June 12, 1986) . . . William F. Rigby, President and CEO of POINT 4 Data Corporation, a manufacturer of high-performance multi-user computer systems and software products sold exclusively through Value Added Resellers, today announced the appointment of Alan D. Kraemer to the position of Vice President of Engineering. Based at the firm's Southern California headquarters facility, Mr. Kraemer will be responsible for all software and hardware product development.

Mr. Kraemer brings an extensive technical background in both hardware and software development to POINT 4. Before joining POINT 4, Mr. Kraemer was Senior Software Manager for Northrop Electronic Division, where he managed a 200 person programming group and was responsible for MX Missile system software development. Prior to his position at Northrop, Mr. Kraemer held several management positions at Technology Marketing Incorporated (TMI), including Vice President of Engineering.

"Alan's unique combination of both software and hardware engineering experience will enable us to develop the new products required to maintain our competitive advantage and that of our VARs, and to meet the shifting needs within the information management industry," said Rigby.

Headquartered in Tustin, CA, POINT 4 Data Corporation designs and manufactures a full line of software compatible multi-user computers. Their capabilities include support of 1 to 128 users, with system performance up to 15.6 Million Instructions Per Second (MIPS), and run under POINT 4's performance-optimized operating system, IRIS. POINT 4 has a 17 year history of successfully serving the automated data processing needs of business and industry.

The Company is actively recruiting Value Added Resellers to add to its existing international network of over 300 VARs. With over 25,000 installations in more than 25 countries, POINT 4 is a recognized world leader in providing low cost-per-user minicomputers.

*Julie Nakata - Mgr of Financial Planning & Analysis
Accts Payable*

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FOR IMMEDIATE RELEASE

POINT 4 PROMOTES PEARCE TO CONTROLLER

TUSTIN, CA (June 19, 1986) . . . Dan Campbell, Vice President, Finance for POINT 4 Data Corporation, a manufacturer of high-performance multi-user computer systems and software products sold exclusively through Value Added Resellers, today announced the promotion of Mike Pearce to the position of Controller.

Based at the firm's headquarters facility in Tustin, CA, Mr. Pearce will be responsible for coordination of budgets, financial planning and analysis, fixed asset control and all financial reporting activities.

Mr. Pearce joined the company in September 1983 as Accounting Manager.

POINT 4 Data Corporation designs and manufactures a full line of software compatible multi-user computers. Their capabilities range from support of 1 to 128 users, with performance up to

15 MIPS, and use POINT 4's performance-optimized operating system, IRIS. POINT 4 has a 17 year history of successfully serving the automated data processing needs of business and industry.

The Company is actively recruiting Value Added Resellers from around the U.S. and the world to add to its existing international network of over 300 VARs. With over 25,000 installations in more than 25 countries, POINT 4 is a recognized leader in providing low cost-per-user minicomputers.

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August 11, 1986

Dear POINT 4 Customer,

It is with mixed emotions that I inform you of a personnel change in POINT 4's Eastern Region.

After nearly four years of service with POINT 4, Ned Colson is leaving to pursue new opportunities, effective August 15th. He leaves with my appreciation for his contribution to our customers and to our Company. I wish Ned great success with his future endeavors.

The new Eastern Region Sales Manager, effective immediately, is Gerald Bosch. During the past year Gerald has functioned as an independent consultant to POINT 4's VAR network. Prior to that, Gerald was Western Regional Sales Manager for POINT 4 where he built an outstanding record for providing a high level of sales support to his Value Added Resellers. Gerald's office is as follows:

POINT 4 DATA CORPORATION
11 Roads End
Pittsboro, NC 27312
(919) 968-9977

Please join me in welcoming Gerald to your Eastern Region.

Very truly yours,



Ted Cooper
Director of Sales

TC/ld

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Contact: Matt Stein

FOR IMMEDIATE RELEASE

POINT 4 NAMES VOGEL MIDWEST REGIONAL SALES MANAGER

TUSTIN, CA (August 12, 1986) . . . Ted Cooper, National Sales Director of POINT 4 Data Corporation, a manufacturer of high-performance multi-user computer systems and software products sold exclusively through Value Added Resellers, today announced the appointment of Gary Vogel to the position of Midwest Regional Sales Manager. Mr. Vogel's primary responsibilities are to provide POINT 4's Midwestern customers with the support necessary to achieve maximum sales productivity.

Gary will be based at POINT 4's new regional office located at the Bemiston Tower, 231 South Bemiston, Suite 800, Clayton, Missouri 63105, (314)725-7290.

Gary replaces Scott McDonald who has joined CMAC, a POINT 4 VAR in Mt. Vernon, Illinois. Gary brings an extensive sales management background to POINT 4.

Before joining POINT 4, he was District Manager for NCR where he was responsible for recruiting and supporting VARs in the Midwest. Previously, Gary was Sales Manager for a major Fortune dealer, and a District Manager for Olivetti.

"Gary's comprehensive experience in VAR recruitment and support, coupled with his end-user sales record, will be a measurable asset to POINT 4's sales management team," said Cooper.

Headquartered in Tustin, CA., POINT 4 Data Corporation designs and manufactures a full line of software compatible multi-user computers. System capabilities include support of 1 to 128 users and system performance up to 15.6 Million Instructions Per Second (MIPS). POINT 4's MARK line of fully featured business computers run under POINT 4's performance-optimized operating system, IRIS. The company has a 17 year history of successfully serving the automated data processing needs of business and industry.

POINT 4 is actively recruiting Value Added Resellers to add to its existing international network of over 300 VARs. With over 25,000 installations in more than 25 countries, POINT 4 is a recognized world leader in providing low cost-per-user minicomputers.

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POINT 4 NAMES MASHIKIAN VICE PRESIDENT ENGINEERING

TUSTIN, CA (January 19, 1987) . . . William F. Rigby, President and CEO of POINT 4 Data Corporation, today announced the appointment of Vic Mashikian as Vice President, Engineering. Vic will be based at the firm's headquarters facility in Tustin, and will be responsible for all hardware and software development related to POINT 4 products.

Vic brings twenty years of in-depth computer engineering experience to POINT 4. His most recent position was that of Vice President of Engineering for Adaptive Data Systems, Inc. Adaptive Data is an industry leader in the development of advanced custom chips used in industry-standard controllers. Prior to this, Vic was Director of Large Systems Engineering at MAI/Basic Four where he was responsible for the design and development of the current family of Basic Four large systems and associated operating system software.

Prior to joining MAI/Basic Four, Vic held engineering positions at several companies, including Ford Motor Company and Burroughs Corporation.

Vic received his Bachelor of Science degree in Electrical Engineering from the University of Michigan and has done graduate work in Computer Science at the University of Southern California.

In making the announcement, Rigby stated, "Vic's background in developing advanced system architecture, coupled with his recent experience in utilizing advanced custom gate array technology, makes him an excellent choice for the position of Vice President of Engineering at POINT 4 Data Corporation. We are very pleased that Vic is joining POINT 4."

Headquartered in Tustin, California, POINT 4 Data Corporation designs and manufactures a full line of software compatible multi-user computers. System capabilities include support of 1 to 128 users, with system performance up to 15.6 Million Instructions Per Second (MIPS), and run under POINT 4's performance-optimized operating system, IRIS. POINT 4 has a 17 year history of successfully serving the automated data processing needs of business and industry.

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FOR IMMEDIATE RELEASE

MEREDITH JOINS POINT 4 AS MARKETING PRODUCT MANAGER

TUSTIN, CA (February 6, 1987) . . . Larry Baboid, POINT 4 Director of Marketing, today announced the appointment of Larry Meredith to the position of Product Manager. Larry will be based at the firm's headquarters facility in Tustin, California and will be responsible for the marketing activities related to POINT 4's IRIS Operating System and MARK Series of multi-user minicomputers.

Larry brings a unique blend of over twenty years of product management and field sales experience to his new position. His background covers a broad spectrum of computer hardware and software product lines. His most recent position was that of Product Manager for Alpha Microsystems, where he had responsibility for the 680X0-based products, Bisync and LAN products, as well as two vertical markets.

Prior to Alpha Microsystems, Larry served as Marketing Manager for Apple Computer where he had responsibility for communications, graphics and accessory products. Before Apple

Larry held marketing and sales positions at major companies, including Sperry Univac, Xerox, and Honeywell.

Larry holds a Bachelor of Science degree in Business Administration from California State University, Northridge and a Master of Business Administration, Marketing from the University of Southern California.

In making the announcement, Baboid stated, "Larry's combined hardware and software experience is a valuable asset. His knowledge and maturity will greatly improve the effectiveness of the Marketing Department's contribution to the attainment of the Company's business objectives. I am very pleased to have him on board."

POINT 4 Data Corporation designs and manufactures a full line of software compatible multi-user computers. System capabilities include support of 1 to 128 users, system performance of up to 15.6 Million Instructions Per Second (MIPS), and run under POINT 4's performance-optimized operating system, IRIS. POINT 4 has a 17 year history of successfully serving the automated data processing needs of business and industry.

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HIGGINS APPOINTED V.P. SALES & MARKETING

TUSTIN, CA (March 25, 1987) . . . William F. Rigby, President and CEO of POINT 4 Data Corporation, today announced the appointment of Jerald B. Higgins as Vice President of Sales & Marketing. Jerry will be based at the firm's headquarters facility in Tustin and will be responsible for the Worldwide sales and marketing activities for all POINT 4 products.

Jerry has extensive experience in the sales and marketing of computer systems, with emphasis on third party sales. His most recent position was that of senior Vice President and General Manager of the Zilog Systems Division.

Before Zilog, Jerry held senior field sales and home office marketing positions with Philip Business Systems, Inc. and Singer Business Machines.

Jerry received his Bachelor of Science degree from St. Louis University.

In making the announcement, Rigby stated, " Jerry is well qualified for his new position as Vice President of Sales &

Marketing. He brings over twenty-five years of solution selling experience to the job. We are very pleased that Jerry has joined POINT 4."

Headquartered in Tustin, California, POINT 4 Data Corporation designs and manufactures a full line of low-cost, high-performance, software-compatible multi-user minicomputers. System capabilities include support of 1 to 128 ports, with system performance up to 15.6 Million Instructions Per Second (MIPS), and run under POINT 4's performance-optimized IRIS operating system. POINT 4 has a 17 year history of successfully serving the automated data processing needs of business and industry.

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PROMOTIONS ANNOUNCED AT POINT 4

TUSTIN, CA (September 3, 1987) . . . POINT 4 Data Corporation Executive Vice President, Geza Gorgenyi today announced the promotions of Maria Atwood to Director of Material and Production Control, Melvin Weinstein to Director of Quality Assurance, and Steve Wittenberg to Director of Manufacturing.

Atwood began working at POINT 4 in 1978 as Supervisor of Material and Production Control. In 1982, she was promoted to Manager. Her formal background includes a Bachelor of Science degree from UC Irvine and a Management Development Training course at Computer Automation.

Weinstein, who has previously worked at Basic Four Corporation, Computer Automation, Conrac Corporation and Kavatron, joined POINT 4 in 1983 as Manager of Quality Assurance. Weinstein is a member of the American Society of Quality Control.

Wittenberg joined POINT 4 as Production Manager in 1979 and was promoted to Manufacturing Manager in 1981. He is credited with many outstanding achievements in the areas of manufacturing and

production. Wittenberg has earned a BS degree from UC Irvine and an MBA from Pepperdine University.

Promotions and hiring have escalated at POINT 4 due, in part, to the tremendous growth of the Company's multi-user product line, with over 12,500 system installations world-wide. The product line ranges from the entry-level MARK 2E system supporting up to 17 ports, to the top-of-the-line MARK 12 which supports 128 ports. All systems employ POINT 4's own IRIS operating system. IRIS' multi-key indexed file management facilities provide the ability to access vital business data according to a variety of needs. A wide range of business applications for vertical markets are available and are currently being utilized by over 28,000 users.

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POINT 4 INTRODUCES HIGH-SPEED ENTRY-LEVEL MULTI-USER SYSTEM

TUSTIN, CA (January 23, 1987) . . . William F. Rigby, President and CEO of POINT 4 Data Corporation, today unveiled the firm's newest, most powerful, entry-level multi-user business computer system, the **MARK 2E**.

"With an instruction execution speed of 3.6 Million Instructions Per Second (MIPS), the ability to support up to 17 users simultaneously, and the lowest cost-per user of any system in its class, the **MARK 2E** represents the "hottest" new product to be introduced in the last 12 months", said Rigby.

The **MARK 2E** combines minicomputer power with a low price to offer a starter system that can grow as needs change. It contains a Winchester disk with an unformatted capacity of up to 143 Megabytes. Backup and program load capabilities are provided by a streaming cartridge tape subsystem with a capacity of 60 Megabytes. An optional 1 Megabyte floppy disk drive is available.

The basic MARK 2E is configured with four asynchronous ports and can be expanded to 16 ports in 4-port increments. An optional 17th binarysynchronous port may be added to facilitate computer-to-computer communications.

The MARK 2E is supported by POINT 4's Interactive Real-time Information System, IRIS, with over 28,000 installations world-wide. IRIS is a high-performance, transaction oriented operating system capable of supporting a large number of concurrent users with rapid response times. Application software is written in IRIS Business BASIC, Basic Four Business BASIC*, and Thoroughbred BASIC* and makes use of the powerful IRIS data management facilities designed for business needs.

"The MARK 2E is the ideal system for the growing company. It can get into multi-user computing at the low 4-user price and have the starter system grow with the firm up to 17 users. When the need to expand beyond 17 users arrives, POINT 4 is there with compatible systems that will support up to 128 users. The software created for the MARK 2E is completely upward compatible and will function on our largest 128-user system, the MARK 12, with no modifications.", stated Rigby.

"The MARK 2E is our answer to our VAR network's request for a competitive, high-speed, high-performance entry-level business

system." The basic MARK 2E includes a 280 nanosecond CPU, 256 KBytes of RAM, 4-port multiplexer, ST-506 disk controller with QIC-02 streamer tape interface, 27 MByte hard disk, 60 MByte 1/4-inch tape streamer, desk-top enclosure and Mapped IRIS license. Suggested retail price is \$11,395 and delivery is 30 days ARO.

POINT 4 Data Corporation develops and manufactures a full line of high-performance, software-compatible, multi-user computer systems for businesses of all sizes, designed to support from 2 to 128 users in cost-effective incremental steps.

POINT 4 is actively recruiting Value Added Resellers to add to its existing international network of over 300 VARs. With over 28,000 installations in more than 25 countries, POINT 4 is a recognized world leader in providing low cost-per-user minicomputers.

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POINT 4 EXPANDS MARK SERIES COMPUTER LINE

TUSTIN, CA (August 7, 1987) . . . A new high-speed (6.25 MIPS) MARK series computer model, which greatly expands the number of users and provides increased storage capacity, has been announced by POINT 4 Data Corporation. The new addition to this popular multi-user business system line is the MARK 6. It runs POINT 4's IRIS operating system software and is ideal for medium sized businesses that require a large number of concurrent users (64+) and rapid response time.

This extremely powerful mid-range super-minicomputer can handle a number of simultaneous business tasks such as transaction processing and accounting, office management, and data management. The MARK 6 can execute the thousands of existing, proven applications software programs written in IRIS Business BASIC, Basic Four Business BASIC and Thoroughbred BASIC. BLIS/COBOL is also supported.

The free-standing MARK 6 supports 64+ DMA user ports, 1.35GB of Winchester disk storage, and up to 500 Mbytes of cartridge tape for backup. Its advanced pipeline architecture, combined with

the 160 nanosecond CPU, provide an operating speed of 6.25 Million Instructions Per Second (MIPS). The system's 32-bit memory bus and its 16Mbyte high-speed memory performs 16 times faster than conventional cache memory.

The POINT 4 IRIS operating system is currently being used in over 28,000 installations worldwide and offers a vast library of business applications as well as a wide range of programming tools to readily implement custom business tasks. The new MARK 6 computer is priced from \$35,000 and is available for immediate delivery. POINT 4 products are marketed through a worldwide network of Value Added Resellers (VARs).

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