

Questions

Research Board

#2 9/24/92

- 3 key differentiators for customers
- Alliances - are we serious?
- How to attract ISVs
- Are you down-sizing fast enough? (Wang example)
- Rather have your focus on applications, not industries -
- What are you going to stop doing?
- Why not be a software Co. only?
- How are you better than Andersen + FDS?

1. E.C.
2. Copy Research Board

Aetra
Aleva
Sabre (AA)
Bank of Am.
Dow
Eaton
Hartford Ins.
Kraft
Levi Strauss
Mellihen
P & G
Royal Trust of Canada
SIAC

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