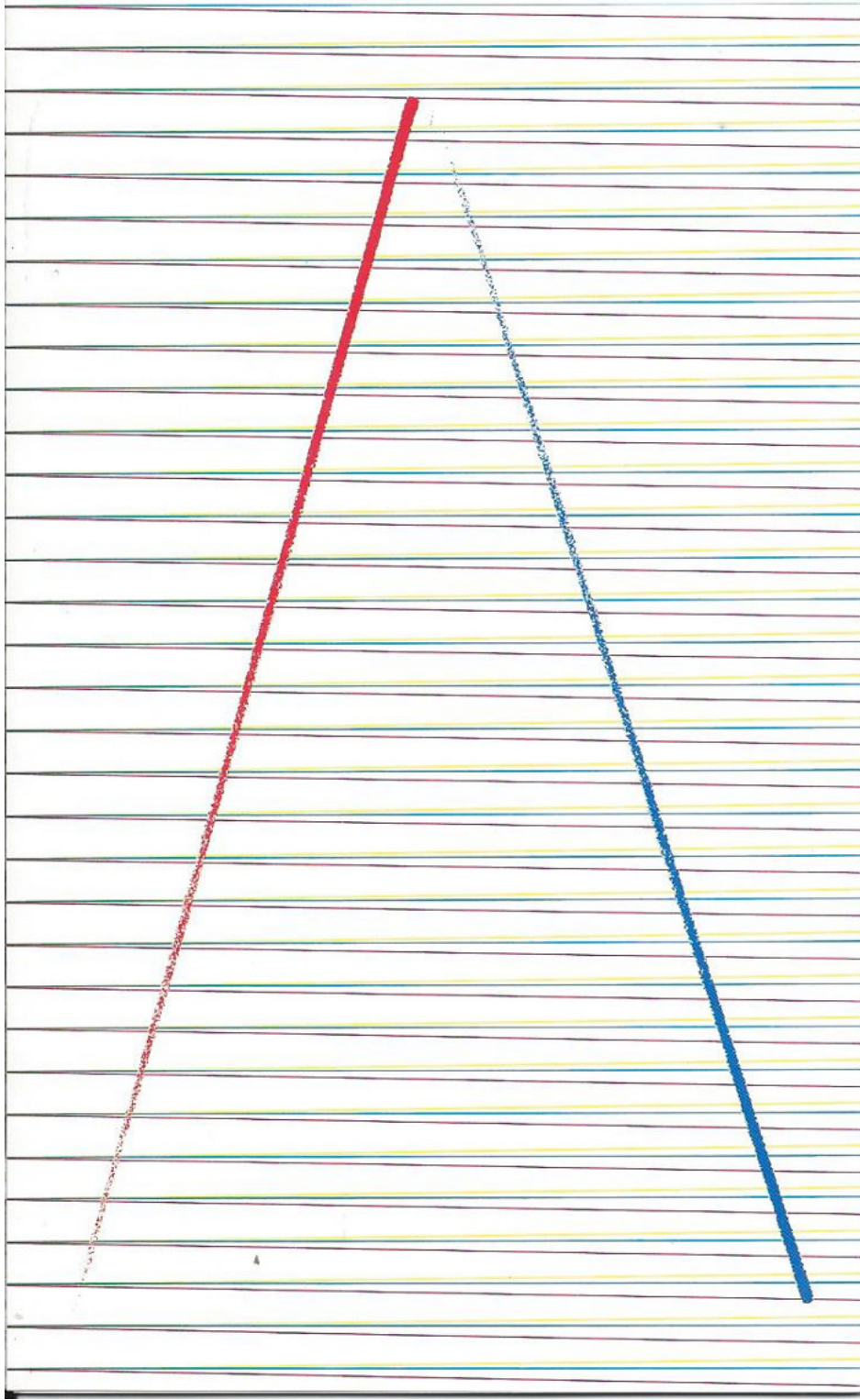


*Altos
Computer
Systems*

World Leader
in Multi-User
Computer Systems



Altos: A distinctive contender worldwide

Altos Computer Systems was founded upon a strategy combining technological innovation and focused business growth.

We emerged to capture a major position in the small business systems market, achieving a level of international coverage and penetration that few companies our size can claim. Over 65,000 Altos systems have been shipped to 58 countries around the world.

Throughout, Altos did what few other computer companies have done—remained profitable. Since our incorporation in 1977, year after year, we've reported consecutive profits. Our debt-to-equity ratio is one of the lowest in the industry. The company has over \$55 million in cash reserves, enabling us to respond appropriately to the needs of our market.

Matching market needs with practical solutions

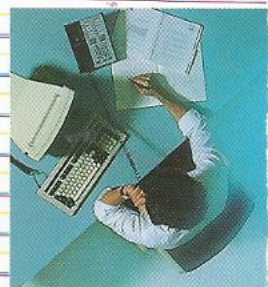
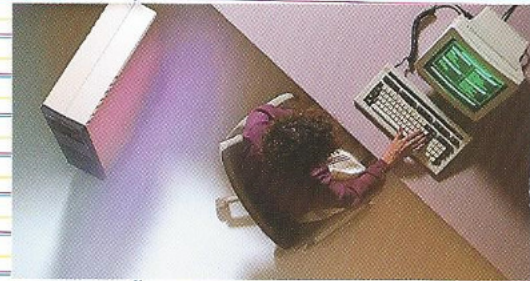
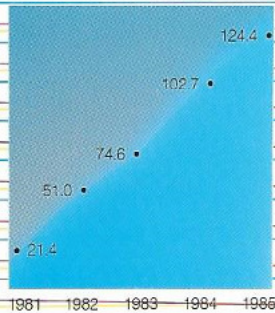
In 1977, Altos stepped forward to do what no other manufacturer had even thought to do—create a multi-user microcomputer to fill the gap between single-user, personal computers and more expensive minicomputer and mainframe systems. With Altos' advanced multi-user systems, businesses gain the advantage of having a number of users share expensive software, peripherals and high-powered central processing units in a cost-efficient manner.

Consistently our approach to technology has been customer oriented:

- Low cost per user, to provide cost-effective systems solutions with maximum reliability and quality.
- Software compatibility, to preserve our customers' investment.
- Expandability, so an appropriate growth path is available to accommodate future needs.
- Serviceability, to make infrequent repair of the systems fast, simple and inexpensive.



Net Sales
(in millions of dollars)



Technological innovation: leading the industry

The Altos 8-bit computer system opened up the small business marketplace. Then, to support our customers' growth we developed a compatible 16-bit product family using the most advanced technology available, the Intel 80286. Next, we introduced a 32-bit machine using the powerful Motorola MC68020 microprocessor. Today, Altos' product family encompasses computer systems for one to thirty users.

Altos had foresight in software: anticipating the industry standard multi-user operating system—UNIX™/XENIX®; introducing

efficient networking and communications between Altos systems, mainframes and even PC's; and providing the finest multi-user applications software available, including an integrated office automation package, Altos Office Manager (AOM), database management and accounting systems software.

Additionally, the Altos Software Availability Program—ASAP, maintains an ongoing evaluation of third party XENIX-based general business and industry specific/vertical market software packages.

Altos adds value

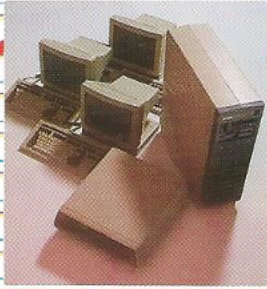
Altos' definition of our total system solution extends beyond hardware and software, to include education, service and support. The Altos Education Center provides resellers and major customers with valuable information on all Altos hardware and software products, and courses in sales, business management and vertical marketing. Our technical support program for software is tailored to the speed of response and technical information required. For hardware

service in the United States, Altos uses TRW—the world's largest maintenance organization as well as select resellers from our nationwide network.

Choose a company that has more than just the right products. We will meet your needs today and in the future.



World Leader in Multi-User Microcomputer Systems



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