

1993 Total Sales for the Channel

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD % of Total Channel Sales	YTD % of Total RP/Corp Sales
<b>DOMESTIC DISTRIBUTORS</b>														
J&M	\$13,567,356.13	\$6,083,562.99	\$14,741,355.44	\$3,206,170.42	\$4,649,153.33	\$7,137,107.10	\$6,475,966.34	\$10,177,930.93					30.1%	28.3%
Kenil	2,200,914.08	2,304,716.49	4,491,700.41	3,333,914.16	697,971.97	12,549,432.87	2,686,303.76	2,339,097.73					12.2%	11.4%
Merlot	6,901,500.33	8,007,351.80	12,971,521.30	1,838,310.99	1,634,674.86	15,232,172.33	10,648,344.15	7,541,007.60					23.8%	24.1%
Software Sys.	238,272.84	87,581,789	46,581,789	18,679,817	146,580.49	1,291,671.16	73,297.60						1.9%	1.8%
<b>TOTAL DOMESTIC DIST.</b>	<b>\$22,959,866.40</b>	<b>\$17,169,467.41</b>	<b>\$33,635,468.72</b>	<b>\$18,337,211.48</b>	<b>\$7,039,729.33</b>	<b>\$41,569,616.74</b>	<b>\$22,394,133.41</b>	<b>\$26,705,733.31</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>71.0%</b>	<b>69.8%</b>
<b>CANADIAN DISTRIBUTORS</b>														
IMD Canada	\$1,081,009.14	\$2,126,335.75	\$648,299.71	\$232,372.46	\$12,394.86	\$603,163.87	\$782,035.87	\$1,344,223.80					3.8%	2.6%
J&M	\$7,887,466	\$75,584.96	\$1,679,845.53	\$5,442.74	\$91,600.88	\$1,447.91	0.00	0.00					1.7%	1.6%
Merlot Canada	474,904.41	\$74,394.76	3,208,134.72	\$28,200.87	\$5,263.93	\$278,418.24	\$316,782.31	\$3,316,491.68					4.3%	4.3%
Int'l Alliance	0.00	6,177.30	0.00	0.00	24,853.23	\$18,213.06	48,000.32	0.00						
<b>TOTAL CANADIAN DIST.</b>	<b>\$2,465,481.21</b>	<b>\$3,881,392.87</b>	<b>\$8,163,884.66</b>	<b>\$1,365,991.67</b>	<b>\$7,531,614.04</b>	<b>\$2,111,249.08</b>	<b>\$2,147,846.90</b>	<b>\$4,660,715.48</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>9.1%</b>	<b>8.6%</b>
<b>LARGE CORPORATE BUYERS</b>														
ComputerLink	\$113,172.38	\$165,985.10	\$1,378,891.30	\$528,607.46	\$384,390.33	\$10,390.34	\$415,312.59	\$193,564.33					1.5%	1.4%
Eightech	1,251,472.80	\$1,117.56	65,464.79	67,232.60	2,405,511.11	6,253,303.94	3,151,991.42	896,690.37					3.5%	3.2%
Intel Electronics	332,713.37	\$17,483.71	411,291.82	\$23,866.12	\$74,299.84	\$81,265.68	\$72,598.49	\$54,799.43					1.5%	1.4%
Software Systems	\$8,392.43	46,933.67	33,262.37	\$3,226.69	\$16,695.87	\$3,561,173.33	\$1,820,083.61	\$1,134,905.64					2.4%	2.3%
<b>TOTAL L/R</b>	<b>\$2,401,510.73</b>	<b>\$883,729.84</b>	<b>\$3,176,976.66</b>	<b>\$1,600,440.87</b>	<b>\$3,239,216.54</b>	<b>\$9,252,967.31</b>	<b>\$5,725,414.11</b>	<b>\$2,397,939.79</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>10.9%</b>	<b>10.2%</b>
<b>ADDITIONAL REVENUES</b>														
GTE	\$18,010.39	\$300,502.50	\$177,400.12	\$10,236.88	\$441,303.39	\$398,741.83	\$793,332.00	\$553,544.94					0.9%	0.9%
300 Software	21,834.88	\$9,844.06	\$6,899.31	73,892.48	112,610.84	167,851.14	491,372.81	\$74,092.83					0.6%	0.6%
ASAP	33,899.33	48,874.07	60,171.80	13,939.47	27,399.64	73,715.62	30.00	115,790.87					0.2%	0.2%
Corporate Software	135,464.69	12,070.13	146,343.76	92,371.24	63,266.72	633,884.96	1,744,160.32	1,400,291.84					1.4%	1.4%
SelfMkt	13,307.59	34,748.97	26,038.92	43,244.00	\$69,893.80	\$43,824.23	\$31,244.32	1,010,831.78					1.4%	1.4%
Software Sys.	0.00	0.00	0.00	0.00	0.00	35,000.00	0.00	0.00						
NAGSCORP	188,103.84	133,656.93	203,342.38	19,886.31	\$8,887.86	133,800.79	1,834,066.81	713,404.52					1.6%	1.6%
<b>TOTAL I.R.</b>	<b>\$402,817.63</b>	<b>\$500,417.30</b>	<b>\$682,637.69</b>	<b>\$73,471.64</b>	<b>\$1,603,167.93</b>	<b>\$2,440,503.59</b>	<b>\$4,614,216.26</b>	<b>\$4,339,906.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>6.6%</b>	<b>5.6%</b>
<b>TOTAL CHANNEL SALES</b>	<b>\$27,877,415.99</b>	<b>\$21,894,173.84</b>	<b>\$46,706,503.47</b>	<b>\$23,718,997.59</b>	<b>\$12,711,229.88</b>	<b>\$53,799,819.72</b>	<b>\$34,075,403.88</b>	<b>\$32,374,333.18</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>100.0%</b>	<b>100.0%</b>
<b>RP TOT NO. AMERICAN SLES</b>	<b>\$12,333,516.00</b>	<b>\$24,562,677.00</b>	<b>\$47,315,463.00</b>	<b>\$29,031,120.00</b>	<b>\$19,754,107.00</b>	<b>\$47,478,916.00</b>	<b>\$42,676,903.00</b>	<b>\$42,676,903.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>N/A</b>	<b>100.0%</b>
<b>TOT CHANNEL % OF SALES</b>	<b>84.10%</b>	<b>76.09%</b>	<b>84.20%</b>	<b>81.20%</b>	<b>64.93%</b>	<b>81.63%</b>	<b>84.65%</b>	<b>84.65%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>N/A</b>	<b>N/A</b>