

Product Category	Forecast \$		Book Quarter			
	Unweighted	Weighted	Jul/01 - Sep/01	Oct/01 - Dec/01	Jan/02 - Mar/02	Apr/02 - Jun/02
Client Software						
<i>FTP Clients</i>						
Adding a new Medical Lab/Childrens National Medical Center (50%)	47,500	23,750		2,500		
Library Internet Access/University of California (70%)	11,500	8,050			1,750	
<i>WS FTP</i>						
Getting office wired/Regardie Brooks and Lewis (100%)	10,500	10,500				3,750
WS FTP	10,500	10,500	0	0	0	3,750
FTP Clients	69,500	42,300	0	2,500	1,750	3,750
<i>Telnet Clients</i>						
Adding a new Medical Lab/Childrens National Medical Center (50%)	47,500	23,750		2,500		
Library Internet Access/University of California (70%)	11,500	8,050			1,750	
<i>Van Dyke CRT</i>						
<i>Secure CRT</i>						
Getting office wired/Regardie Brooks and Lewis (100%)	10,500	10,500				4,500
Secure CRT	10,500	10,500	0	0	0	4,500
Van Dyke CRT	10,500	10,500	0	0	0	4,500
Telnet Clients	69,500	42,300	0	2,500	1,750	4,500
<i>Web Browsers</i>						
Getting office wired/Regardie Brooks and Lewis (100%)	10,500	10,500				2,250
Library Internet Access/University of California (70%)	11,500	8,050			1,750	
Web Browsers	22,000	18,550	0	0	1,750	2,250
Client Software	161,000	103,150	0	5,000	5,250	10,500
Office Suites						
<i>Microsoft Office Suites</i>						
MS Office Upgrade for English Dept/George Washington University (90%)	40,000	36,000				36,000
Win95 to Win98 Upgrade/Comprehensive Financial Services (100%)	300,000	300,000				250,000
<i>Office 2000 Premium UPGRADE</i>						
Office 2000 Upgrade/Bernstein and Levinsworth (70%)	12,900	9,030		9,030		
Office 2000 Premium UPGRADE	12,900	9,030	0	9,030	0	0
Microsoft Office Suites	352,900	345,030	0	9,030	0	286,000
<i>WordPerfect Office 2000</i>						
Property Software/DC Housing and Urban Development (70%)	250,000	175,000			175,000	
WordPerfect Office 2000	250,000	175,000	0	0	175,000	0
Office Suites	602,900	520,030	0	9,030	175,000	286,000
Operating Systems						
<i>Microsoft</i>						
Computer Science Course/American University (60%)	60,000	36,000		18,000		

Product Category	Forecast \$		Book Quarter			
	Unweighted	Weighted	Jul/01 - Sep/01	Oct/01 - Dec/01	Jan/02 - Mar/02	Apr/02 - Jun/02
<i>Opportunity/Account</i>						
<i>Windows 95</i>						
New Hospital Wing/Shady Grove Adventist Hospital (10%)	25,000	2,500				200
Windows 95	25,000	2,500	0	0	0	200
<i>Windows 98</i>						
Clerical Staff Computer Update/Widgets, Incorporated (30%)	1,000	300		300		
Computer purchase from CMP/Regardie Brooks and Lewis (30%)	5,450	1,635		1,200		
Library Internet Access/University of California (70%)	11,500	8,050			2,800	
Rockville Office/Regardie Brooks and Lewis (80%)	213,000	170,400				160,000
Win95 to Win98 Upgrade/Comprehensive Financial Services (100%)	300,000	300,000				50,000
Windows 98	530,950	480,385	0	1,500	2,800	210,000
<i>Windows NT</i>						
<i>Windows NT Server</i>						
Rockville Office/Regardie Brooks and Lewis (80%)	213,000	170,400				2,400
Windows NT Server	213,000	170,400	0	0	0	2,400
<i>Windows NT Workstation</i>						
Computer purchase from CMP/Regardie Brooks and Lewis (30%)	5,450	1,635		435		
New Legal Software/Bernstein and Levinsworth (70%)	8,750	6,125			3,675	
Windows NT Workstation	14,200	7,760	0	435	3,675	0
Windows NT	227,200	178,160	0	435	3,675	2,400
Microsoft	843,150	697,045	0	19,935	6,475	212,600
<i>Unix</i>						
<i>AIX</i>						
New Hospital Wing/Shady Grove Adventist Hospital (10%)	25,000	2,500				300
AIX	25,000	2,500	0	0	0	300
<i>Linux</i>						
Computer Science Course/American University (60%)	60,000	36,000		18,000		
Linux	60,000	36,000	0	18,000	0	0
<i>Solaris</i>						
Adding Servers/Regardie Brooks and Lewis (50%)	34,500	17,250			2,500	
Adding a new Medical Lab/Childrens National Medical Center (50%)	47,500	23,750		18,750		
Rockville Office/Regardie Brooks and Lewis (80%)	213,000	170,400				8,000
Solaris	295,000	211,400	0	18,750	2,500	8,000
Unix	380,000	249,900	0	36,750	2,500	8,300
Operating Systems	1,223,150	946,945	0	56,685	8,975	220,900
<i>Server Software</i>						
<i>Databases</i>						

Product Category	Forecast \$		Book Quarter			
	Unweighted	Weighted	Jul/01 - Sep/01	Oct/01 - Dec/01	Jan/02 - Mar/02	Apr/02 - Jun/02
Opportunity/Account						
New Legal Software/Bernstein and Levinsworth (70%)	8,750	6,125			2,450	

Oracle Server 8.0

Enterprise Edition

Adding Servers/Regardie Brooks and Lewis (50%)	34,500	17,250			11,000	
Navigation system/Centurian Limousine (30%)	22,000	6,600				6,600
Enterprise Edition	56,500	23,850	0	0	11,000	6,600
Oracle Server 8.0	56,500	23,850	0	0	11,000	6,600
Databases	65,250	29,975	0	0	13,450	6,600

Web Servers

Netscape Enterprise Server

NES, Solaris

Adding Servers/Regardie Brooks and Lewis (50%)	34,500	17,250			3,750	
NES, Solaris	34,500	17,250	0	0	3,750	0
Netscape Enterprise Server	34,500	17,250	0	0	3,750	0
Web Servers	34,500	17,250	0	0	3,750	0
Server Software	99,750	47,225	0	0	17,200	6,600
Grand Totals:	2,086,800	1,617,350	0	70,715	206,425	524,000

