Centurion

CENTURION

OVERVIEW

Centurion
Computer Corporation®

COMPANY PHILOSOPHY

THE APPROACH OF SELLING THROUGH INDEPENDENT COMPUTER DEALERS HAS BEEN FOLLOWED SINCE 1975, AND CURRENTLY THERE ARE DEALERS ACROSS THE UNITED STATES AND INTERNATIONALLY, AS WELL.

SINCE THE COMPANY BEGAN TO EXPAND, IT HAS FOLLOWED A POLICY OF CONTROLLED GROWTH. IT WAS FELT THAT A TOO RAPID GROWTH RATE WOULD HAVE AN ADVERSE IMPACT UPON THE GOALS OF HIGH QUALITY PRODUCTS AND SOLID DEALER SUPPORT. THIS SUPPORT INCLUDES ADVERTISING, TRAINING, DOCUMENTATION, SALES PRESENTATION MATERIALS, HARDWARE AND SOFTWARE SUPPORT. QUALITY BACKING OF THIS KIND IS UNIQUE, AND REMAINS UNSURPASSED IN THE INDUSTRY. THE BETTER WE SUPPORT OUR DEALERS, THE BETTER THEY CAN TAKE CARE OF THEIR CUSTOMERS, WHO ARE THE ULTIMATE END-USERS OF CENTURION EQUIPMENT.

CENTURION COMPUTER CORPORATION

A BRIEF HISTORY

1971

CENTURION COMPUTER CORPORATION, FOUNDED BY JAMES H. "BUD" SMITH AND JOHN WARREN, BEGAN IN 1971 PROVIDING CONSULTING AND PROGRAMMING SERVICES AS WARREX COMPUTER SERVICES.

1972

AS WARREX COMPUTER CORPORATION, THE COMPANY BEGAN TO SELL AND SUPPORT MAGNETIC TAPE CASSETTE SYSTEMS. MARKETING TOOK PLACE THROUGH A DIRECT SALES OFFICE IN DALLAS, TEXAS.

1974

BY MID 1974, THE COMPANY HAD DESIGNED AND MANUFACTURED ITS FIRST MINICOMPUTER. COMBINED WITH PERIPHERALS AND SOFTWARE, IT WAS MARKETED AS THE FIRST IN THE LINE OF CENTURION SMALL BUSINESS COMPUTERS.

1975

BY 1975, WITH OFFICES IN DALLAS, SAN ANTONIO, AND MIDLAND, TEXAS, IT WAS DETERMINED BY WARREX MANAGEMENT THAT LONG-TERM GROWTH AND EXPANSION COULD BEST BE ACCOMPLISHED THROUGH INDEPENDENT COMPUTER DEALERS, AS OPPOSED TO DIRECT SALES. THE FIRST CENTURION DEALERS WERE ESTABLISHED AND DIRECT SALES OFFICES WERE DISCONTINUED.

1979

IN OCTOBER, THE FIRST 6000 SERIES SYSTEM WAS DELIVERED. CENTURION SIGNED ITS FIRST INTERNATIONAL DEALERSHIPS IN CANADA AND MEXICO.

1980

IN MARCH OF 1980, AS A RESULT OF INDUSTRY IDENTIFICATION WITH THE CENTURION NAME, THE OFFICIAL COMPANY NAME WAS CHANGED TO CENTURION COMPUTER CORPORATION.

1981

ON JANUARY 29, 1981, CENTURION COMPUTER CORPORATION WAS ACQUIRED BY ELECTRONIC DATA SYSTEMS CORPORATION (EDS), A DALLAS-BASED COMPUTER SERVICES COMPANY WITH OPERATIONS WORLDWIDE. CENTURION OPERATED AS A WHOLLY OWNED SUBSIDIARY OF EDS. IN SEPTEMBER, CENTURION ANNOUNCED THE MICROPLUS, A FLOPPY DISK-BASED MINI COMPUTER SPECIFICALLY DEVELOPED FOR THE SMALL BUSINESS MARKET.

1982-1983

DUE TO THE LACK OF DEALER UNDERSTANDING, BUSINESS WAS FLAT AND NO NEW PRODUCTS WERE INTRODUCED.

1984

IN MARCH, THE CENTURION ASSETS WERE ACQUIRED BY SOME OF THE ORIGINAL STOCKHOLDERS, INCLUDING JAMES H. "BUD" SMITH AND HENRY R. ARNOLD.

AT THE SAME TIME A COMPLETE NEW PRODUCT LINE WAS INTRODUCED INTO THE DEALER NETWORK. THE NEW STATE-OF-THE-ART PRODUCT IS FULLY COMPATIBLE WITH THE OLDER EQUIPMENT.

RESEARCH AND DEVELOPMENT PHILOSOPHY

CENTURION COMPUTER CORPORATION'S RESEARCH AND DEVELOPMENT ENGINEERING PHILOSOPHY IS ONE OF SYSTEMS INTEGRATION AND PACKAGING. IT IS EVIDENT THAT FULL CIRCUIT DESIGN AND DEVELOPMENT HAS BECOME TOO COSTLY AND TIME CONSUMING FOR A SMALL COMPANY TO EFFECTIVELY MEET THE MARKETS VOLATILE DEMANDS. BY USING THE INDUSTRY STANDARD IEEE-796 (MULTIBUS), CENTURION ENGINEERING CAN TAKE ADVANTAGE OF OVER 1,500 COMPATIBLE LOGIC BOARD DESIGNS AND DOES NOT HAVE TO INVOLVE ITSELF IN THE DESIGN AND DEVELOPMENT OF CIRCUIT BOARDS. THEREFORE, CENTURION'S ENGINEERING STAFF DEDICATES ITS TIME TO THE PACKAGING AND OPERATING SYSTEM ASPECTS OF A PROJECT.

THE PACKAGING OF A SYSTEM IS THE MAJOR PART OF CENTURION'S HARDWARE DESIGN. THE HARDWARE PHASE INCLUDES, THE DESIGN OF THE CABINET METAL WORK, DESIGN AND ROUTING OF ALL AC AND DC CABLES, U.L. SAFETY LISTING AND FCC CERTIFICATION. THIS PHASE OF ENGINEERING REQUIRES PROFESSIONALLY TRAINED ENGINEERS IN BOTH ELECTRICAL AND MECHANICAL DESIGN. ALSO INCLUDED, ARE THE TESTING, EVALUATION, AND SPECIFICATION OF POWER SUPPLIES, PERIPHERAL DEVICES AND PERIPHERAL DEVICE INTERFACES. SINCE ENGINEERING USES THE IEEE-796 (MULTIBUS) INDUSTRY STANDARD, AND REQUIRES LITTLE LOGIC DESIGN, ANY DESIGN AND DEVELOPMENT NEEDS ARE CONTRACTED TO OUTSIDE ENGINEERING FIRMS.

THE OPERATING SYSTEM DESIGN, DEVELOPMENT AND MAINTENANCE IS PROVIDED FOR BY CENTURION'S SYSTEMS SOFTWARE DEPARTMENT. AS CENTURION MOVES TO MEET MARKET NEEDS WITH PRODUCT ENHANCEMENT, THE SYSTEMS SOFTWARE ENGINEERS MUST ADD THE NECESSARY "HOOKS" IN THE OPERATING SYSTEM TO INTELLIGENTLY COMMUNICATE WITH THE NEW PRODUCTS. THE SOFTWARE ENGINEERS MUST DESIGN AND DEVELOP NEW UTILITIES, DEVICE DRIVERS, AND OTHER SOFTWARE PRODUCTS AS NEEDED FOR A MARKETABLE SYSTEM. THIS PHASE OF ENGINEERING REQUIRES HIGHLY TRAINED PROFESSIONALS IN COMPUTER SCIENCE RELATED FIELDS

RESEARCH AND DEVELOPMENT PHILOSOPHY CONTINUED

WITH SYSTEM SOFWARE EXPERIENCE. HOWEVER, CENTURION DOES CONTRACT WITH OUTSIDE ENGINEERING FIRMS FOR SPECIALIZED SOFTWARE, SUCH AS HIGH LEVEL COMPILERS.

ALTHOUGH CENTURION HAS THE ABILITY TO PROVIDE ENGINEERING FROM DESIGN LEVEL THROUGH TO FINISHED SYSTEM, WE CONCENTRATE MORE EFFORT ON THE SYSTEM INTEGRATION ASPECT. DEALING WITH THE MAJOR COMPONENTS OF SYSTEMS DESIGN ALLOWS CENTURION TO MOVE FASTER AND MORE RELIABLY PRODUCE A COMPETITIVE SYSTEM FOR TODAYS DEALER AND END-USER NEEDS.

CENTURION SALES & MARKETING OVERVIEW

CENTURION SALES AND MARKETING IS THE DEALER SALES, MARKETING AND SUPPORT ENTITY OF CENTURION COMPUTER CORPORATION. THE CHARTER OF CENTURION SALES AND MARKETING IS THE SALES, MARKETING AND SUPPORT OF CENTURION COMPUTER HARDWARE AND SOFTWARE APPLICATIONS TO EXISTING AND NEW CENTURION DEALERS.

CENTURION SALES AND MARKETING SUPPORTS OVER 30 DEALER CITIES IN THE CONTINENTAL UNITED STATES, MEXICO AND CANADA, PLUS AN AVERAGE OF 10-15 NEW DEALERS PER YEAR. TO SUPPORT THE NEW AND EXISTING DEALERS, CENTURION SALES AND MARKETING IS DEPARTMENTALIZED TO BEST MEET THE NEEDS OF EACH DEALER FROM SALES AND MARKETING, DEALER SUPPORT, AND SOFTWARE SUPPORT.

DEALER SUPPORT IS RESPONSIBLE FOR MANNING THE 800 DEALER SOFTWARE "HOTLINE". THE HOTLINE RESPONDS TO ALL DEALER SOFTWARE PROBLEMS, LOGS THEM, DUPLICATES AND VERIFIES IF THERE IS A PROBLEM OR NOT. THROUGH SOFTWARE ALERTS, ALL DEALERS ARE NOTIFIED OF THE PROBLEM AND WHEN CENTURION WILL HAVE A PERMANENT FIX.

SOFTWARE SUPPORT HAS A TWO-FOLD RESPONSIBILITY, FIRST TO GUARANTEE THAT ALL CENTURION SOFTWARE IS OF THE HIGHEST STANDARDS IN THE INDUSTRY. IF AND WHEN A PROBLEM DOES EXIST, IT IS FIXED AND PROPERLY DOCUMENTED AND DISTRIBUTED TO THE FIELD. SECOND, IS THE TECHNICAL SOFTWARE SUPPORT TO SALES AND MARKETING.

CENTURION SALES & MARKETING OVERVIEW CONTINUED.

THE SALES AND MARKETING GROUP ASSISTS THE DEALERS IN LEARNING THE NEW AND OLD CENTURION HARDWARE AND SOFTWARE APPLICATIONS. THIS TRAINING ALSO INCLUDES SALES ASSISTANCE ("DEMO'S"), TEACHING INSTALLATION PEOPLE HOW TO INSTALL SOFTWARE AS WELL AS ALL ASPECTS OF PRODUCT KNOWLEDGE. THE DIRECTOR OF SALES AND MARKETING INITIATES THE SEARCH FOR NEW DEALERS THROUGHOUT THE COUNTRY VIA TRADE-SHOWS, DIRECT MAILING AND ADVERTISING. THE SALES AND MARKETING GROUP AND DIRECTOR THEN IMPLEMENT THE TRAINING PROGRAM FOR THE SALES AND MARKETING ORGANIZATION OF THE NEW DEALERS.

ENCOMPASSED WITHIN THE SALES AND MARKETING GROUP, IS THE ORDER ENTRY DEPARTMENT. THIS DEPARTMENT SERVES AS AN INTERFACE BETWEEN DEALERS AND CENTURION WITH REFERENCE TO PLACING THE ORDER THROUGH FINAL PRODUCT DELIVERY. UPDATES ON PRICING POLICIES AND PROCEDURES FLOW FROM CENTURION'S MANAGEMENT THROUGH THE DEPARTMENT TO DEALER TO ASSIST IN PRODUCT AWARENESS.

CORPORATE DIRECTION

* **PROVIDE 3 PRODUCTS TO DEALERS**
  1. GOOD HARDWARE
  2. EXCELLENT SOFTWARE
  3. EXCELLENT HARDWARE AND SOFTWARE SUPPORT

* **FLEXIBILITY**
  1. USE ONLY STANDARD PRODUCTS
  2. MOVE QUICKLY UNDER MARKET DEMANDS
  3. STAY COMPETITIVE, YET PROFITABLE

* **GROWTH**
  1. SLOW AND CONTROLLED
  2. PROPERLY FINANCED
  3. DISTRIBUTE ONLY THROUGH DEALERS
  4. USE OF ONLY QUALIFIED EMPLOYEES
  5. MAINTAIN PERSONAL RELATIONSHIP WITH DEALERS

* **EQUITY**
  1. HELP DEALER GROW HIS COMPANY FOR ALL OUR LONGEVITY
  2. EASIER TO DO BUSINESS WITH THOSE WE KNOW
  3. DEALER CAN LOOK FORWARD TO MORE THAN JUST A JOB

* **HARDWARE**
  1. STAY UP WITH THE "STATE-OF-THE-ART" TECHNOLOGY, NEVER BE ON "LEADING-EDGE"
  2. INTEGRATE, NEVER DESIGN FROM SCRATCH
  3. EDUCATE OURSELVES, AS WELL AS DEALERS, ON HARDWARE COMPETITION
  4. UNIX APPEARS TO BE THE O.S. OF THE FUTURE. CENTURION WILL CONTINUE WITH CPL, BUT, WILL START SHIFTING TOWARDS STANDARD LANGUAGES RUNNING UNDER UNIX

* **SOFTWARE**
  1. MARKET "VERTICAL MARKET SOFTWARE"
  2. MARKET EXCELLENT SOFTWARE FROM PROVEN SOFTWARE SOURCES
  3. TEST THE MARKET AND PRODUCTS PRIOR TO RELEASING
  4. USE DEALERS INPUT TO DETERMINE PRODUCT NEEDS

* **SOFTWARE SUPPORT**
  1. KEEP QUALIFIED EMPLOYEES
  2. PROPERLY TRAIN THE EMPLOYEES
  3. KEEP GOOD COMMUNICATION LINES OPEN
  4. RESPONSIVENESS TO DEALER NEEDS, NO MATTER HOW IRRELEVANT THE REQUEST

* **HARDWARE SUPPORT**
  1. MAINTAIN PARTS AND IN-HOUSE EXPERTISE TO REPAIR ALL EQUIPMENT WE SELL
  2. QUICK TURN-AROUND ON REPAIRS (3 DAYS, IF POSSIBLE)
  3. KEEP WELL TRAINED, MOTIVATED TECHNICIANS
  4. ADEQUATE TRAINING FOR DEALER'S STAFF

GROW WITH THE DEALER

AND BE

ALL THINGS TO A FEW PEOPLE

WHY CENTURION ? ? ?

INSTALLED BASE	-	OVER 5,000
PRODUCTS:	-	INTELLIGENT WORK STATIONS SUPER MINI
DEALER DISCOUNTS	-	33% - 48% INDUSTRY AVERAGE - 30%
SERVICE	-	DEALER
DEALER ONLY	-	100%
CONTRACT	-	3 YEAR EVERGREEN
SOFTWARE	-	6 CURRENT VERTICAL 2/3 VERTICAL PER YEAR
SALES	-	MARKETING - ON DEALER SITE
SUPPORT	-	HARDWARE & SOFTWARE - 800 NUMBER
FIELD SERVICE	-	BOARD REPAIR - AVERAGE 3 DAY TURN AROUND - LAST 2 YEARS
FUTURE PRODUCTS	-	8,000

CENTURION IS COMMITTED!

Centurion
Computer Corporation®

CENTURION DEALER CITIES

AMARILLO, TX
ATLANTA, GA
BALTIMORE, MD
BATON ROUGE, LA
CHARLOTTE, NC
CINCINNATI, OH
DALLAS, TX
DENVER, CO
FORT WORTH, TX
HONOLULU, HA
INDIANAPOLIS, IN
KNOXVILLE, TN
LAFAYETTE, LA
LAKELAND, FL
LONG ISLAND, NY
LOS ANGELES, CA
MIAMI, FL
MILWAUKEE, WI
NEW ORLEANS, LA
MIDLAND/ODESSA, TX
PHILADELPHIA, PA
SAN ANTONIO, TX
SAN FRANCISCO, CA
SMYRNA, GA
STRATFORD, CT
TEMPLE, TX
TULSA, OK
VICTORIA, TX
COUNTRY OF CANADA
COUNTRY OF MEXICO

NEW DEALER TARGET CITIES

ALBUQUERQUE, NM

ATLANTA, GA

AUSTIN, TX

BIRMINGHAM, AB

BOSTON, MA

CHARLOTTE, NC *

CHICAGO, IL

CLEVELAND, OH

DENVER, CO *

DES MOINES, IO

DETROIT, MI

KANSAS CITY, MO

MEMPHIS, TN

MINNEAPOLIS/ST. PAUL, MN

NASHVILLE, TN

ORLANDO, FL

PHOENIX, AR

PITTSBURGH, PA

PORTLAND, OR

ST. LOUIS, MO

SAN DIEGO, CA

SAN FRANCISCO, CA

SALT LAKE CITY, UT

SEATTLE, WA

NEW DEALER QUALIFICATIONS

1. DEDICATED SALES REPRESENTATIVE
2. DEDICATAED SERVICE TECHNICIAN
3. IN-HOUSE SOFTWARE PEOPLE
4. FIVE (5) YEARS IN BUSINESS
5. OFFICES
6. FINANCIAL STRENGTH

VERTICAL MARKET STRATEGY

MARKETING REPRESENTATIVES

TRADE SHOWS

ADVERTISING

Centurion
Computer Corporation®

VERTICAL MARKET STRATEGY

TEAM PLAYERS

SALES & MARKETING REPRESENTATIVES

HARRIETT PARKS - TRACS

MIKE PASCHALL - SIS/RENTLAND

ROD TRAVERS - MICRO SERIES SPECIALIST

OPEN - UNILAW/CENTURION OFFICEPLUS

OPEN - CPA

OPEN - HEALTH CARE SYSTEM

CASH

(CENTURION ACCOUNTING SYSTEMS FOR HOSPITALS)

PHARMACY (IN-PATIENT & OUT-PATIENT)

EXTENDED HEALTH CARE

PATIENT CARE

PHYSICIAN

THEIR CHARTER IS TO:

1. EDUCATE
2. TRAIN
   - -NEW SALES PEOPLE
   - -INSTALLATION PLANNING
   - -OVERVIEW OF CENTURION TO NEW DEALERS
3. ASSIST IN SALES EFFORTS
   - -DEMO's
   - -TRADE SHOWS
   - -SEMINARS
   - -SALES BLITZ
4. GENERATE ENTHUSIASM IN THEIR VERTICAL PACKAGE
   - -COMMISSION STRUCTION
   - -IF YOU SELL - THEY BENEFIT

THEY ARE HERE TO SUPPORT YOU.....THE DEALER!

CENTURION COMPUTER CORPORATION

ADVERTISING PLANS FOR 1985

MAJOR OBJECTIVE:

- COMPANY AND PRODUCT AWARENESS
- GENERATE SALES LEADS

MINOR /OTHER OBJECTIVES:

- SERVE AS A DOOR OPENER FOR DEALER SALESPEOPLE
- SERVE IN REPRINT FORM AS MAILERS AND PIECES OF PRESENTATIONS
- ENTER NEW MARKETS (NEW DEALERS)
- ATTRACT NEW USERS
- INCREASE TRAFFIC AT TRADE SHOWS

I. PUBLICATIONS FOR VERTICAL MARKETS!

A. TRACS

THE WHOLESALER

TABLOID - Readers are plumbing, Piping, Valve and Fitting, Heating, Air-Conditioning & Refrigeration Industry

CIRCULATION: 25,000

MONTHLY CIRCULATION

1/4 PAGE AD - BLACK & WHITE

ALTERNATE WITH:

INDUSTRIAL DISTRIBUTION

MAGAZINE -READERS ARE WHOLESALE TOOL, PIPE TUBING, POWER TRANSMISSION, ELECTRIC & ELECTRONIC EQUIPMENT

CIRCULATION: 35,000+

MONTHLY CIRCULATION

1/4 PAGE AD - BLACK & WHITE

B. UNILAW

THE NATIONAL LAW JOURNAL

CIRCULATION: 36,000+

WEEKLY CIRCULATION

1/4 PAGE AD - BLACK & WHITE

C. RENTLAND

RENTAL EQUIPMENT REGISTER

CIRCULATION: 27,000

WEEKLY CIRCULATION

1/4 PAGE AD - BLACK & WHITE

D. SIS

CONTRACTOR MAGAZINE

ESSENTIAL NEWS OF MECHANICAL CONTRACTING, AIR CONDITIONING, PLUMBING AND HEATING

CIRCULATION:

TWICE MONTHLY

1/4 PAGE AD - BLACK & WHITE

II. AD SLICKS/VELOXES AND DECALS

A. WE ARE MAKING AD SLICKS AVAILABLE FOR ALL VERTICAL MARKETS

-B/W GLOSSY PHOTOGRAPH (7200, RSD/FSD, 700, 730)

B. CENTURION VELOXES FOR ADVERTISING

C. CENTURION DECALS FOR OFFICE WINDOWS AND/OR FRONT DOORS

-EACH DECAL IS 6" X 20"

D. CENTURION NEWS BRIEFS

III. TRADE SHOWS

A. SHOWS ALREADY ATTENDED

1. <u>COMDEX</u>

   -LEADS - DEALER
   -RECOGNITION
   -NOVEMBER 11 - 18, 1984

2. <u>TRACS</u>

   -WISCONSIN RETAIL LUMBERMEN'S ASSOCIATION
   95TH ANNUAL BUILDING PRODUCTS & HOME
   CENTER EXPOSITION, MILWAUKEE, WI
   JANUARY 9 - 11, 1985

   -NAT'L ASSOCIATION OF ELECTRICAL DISTRIBUTORS
   SAN ANTONIO, TX

   -SOUTH TEXAS INDUSTRIAL SHOW
   SAN ANTONIO, TX

3. <u>SIS</u>

   -CMC (Computers for Mechanical Contractors)
   CHICAGO, IL
   ATTENDEES: 3,417
   NOVEMBER 12 - 15, 1984

4. -NATIONAL HARDWARE SHOW
   CHICAGO, IL
   AUGUST 11 - 15, 1985

5. RENTLAND

-ARA (American Rental Association)
ANAHEIM, CA
ATTENDEES: 6,000+
FEBRUARY 10 - 14, 1985

6. SIS

-ASHRAE (Am.Society of Heating, Refrigerating & Air-Conditioning engineers)
CHICAGO, IL
ATTENDEES: 25,000 - 30,000+
JANUARY 28 - 30, 1985

7. UNILAW

-LEGAL TEC `85
NEW YORK, NY
JANUARY 28 - 30, 1985

-LEGAL TECH `85
LOS ANGELES, CA

B. FUTURE SHOWS

1. UNILAW
   CHICAGO, IL
   NOVEMBER 5 - 7, 1985

2. CMC (MECHANICAL CONTRACTOR)
   HOUSTON, TX
   OCTOBER 15 - 18, 1985

3. TRACS SCHOOL
   ALLEN, TX

4. LEGAL TECH
   CHICAGO, IL
   NOVEMBER 12 - 14, 1985

CENTURION'S

MARKET PLACE

Centurion
Computer Corporation®

THE FOLLOWING INFORMATION HAS BEEN EXTRACED

FROM AN INDUSTRY REPORT PUBLISHED BY:

INTERNATIONAL DATA CORPORATION

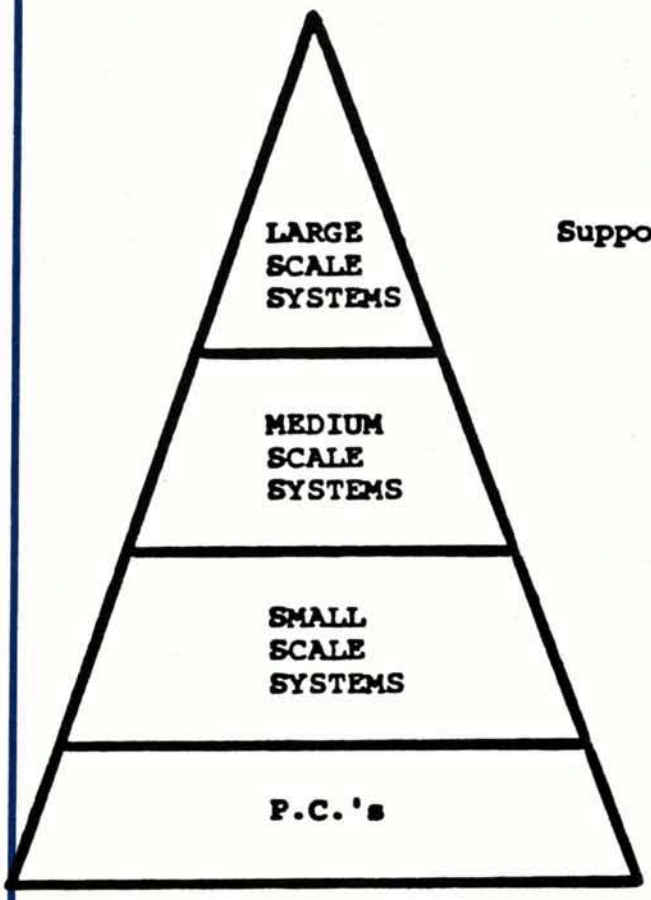
POST OFFICE BOX 955

FIVE SPEEN STREET

FRAMINGHAM, MA

Centurion
Computer Corporation®

NEW MARKET DEFINITION



Supports over 128 users
Priced $1 million and up

Supports 17 to 128 users
Priced $100 thousand to $1 million

Supports 2 to 16 users
Priced $10 thousand to $100 thousand

Mostly single user & networks
Priced $1 thousand to $10 thousand

NO LONGER CLASSIFYING MINI's, MICRO's, AND P.C.'s.

1983 WORLDWIDE SHIPMENTS $43.9 BILLION DOLLARS

P.C.'s	= 32.9%	IBM DOMINATES
SMALL SCALE SYSTEMS	= 21.6%	WIDE OPEN
MEDIUM SCALE SYSTEMS	= 19.1%	WIDE OPEN
LARGE SCALE SYSTEMS	= 26.4%	IBM DOMINATES

FIVE YEAR GROWTH RATE PROJECTIONS

P.C.'s	=	30%
SMALL SCALE SYSTEMS	=	20%
MEDIUM SCALE SYSTEMS	=	10%
LARGE SCALE SYSTEMS	=	9%

IBM's SHARE IN WORLDWIDE SHIPMENTS FELL

IN 1983 TO 38.5%, DOWN FROM 47% IN 1982.

IDC - FORECASTS

IBM - MARKET SHARE WILL CONTINUE TO FALL IN 1984.

1984 WORLDWIDE SHIPMENTS -

$53.2 BILLION, UP 21.1% OVER 1983.

1984-1989 WORLDWIDE SHIPMENTS -

WILL GROW AT COMPOUND ANNUAL RATE OF 18.7%.

1989 WORLDWIDE SHIPMENTS -

$122 BILLION

(NOTE: Only 16 countries in the world had a 1983 GNP over $122 billion)

DOMESTIC

SMALL SCALE SYSTEMS

1983 THROUGH 1989 FACTS AND FORECASTS

- 20% PER YEAR EXPANSION
- WILL BE FIRST MAJOR UNIX USERS
- FIRST MARKET FOR SOFTWARE HOUSES DUE TO A PRICE THAT MARKET WILL BEAR
- CUSTOMERS WILL PAY A PREMIUM FOR "TOP-TO-BOTTOM" COMPATIBILTY

- FEELING HEAT FROM P.C.'s, BUT RETREAT NOT LIKELY DUE TO PRICE-PERFORMANCE

  1) MULTI-USER SYSTEMS ARE MUCH MORE COST EFFECTIVE THAN GIVING EVERYONE A P.C.

  2) LOCAL AREA NETWORK MARKET IS CONFUSED AND LACKING SOFTWARE THAT MULTI-USER SYSTEMS HAVE.

- IBM IS THE LEADING S.S.S. VENDOR, BUT BARELY

- 14 VENDORS HAVE BETWEEN 1 AND 7 PERCENT OF THE SMALL SCALE SYSTEMS MARKET SHARE

- UNLIKE LARGE SCALE SYSTEMS AND P.C.'s, THE TOP FIFTEEN VENDORS CAN CHANGE SIGNIFICANTLY FROM YEAR TO YEAR

- DUE TO GOOD APPLICATIONS, 32 BIT SYSTEMS WILL BE SLOW TO COME

ANALYSIS OF THE 1983 WORLDWIDE S.S.S. SHIPMENTS

VENDOR	$MILLION SHIPMTS	UNITS SHIPPED	AV.SELLING PRICE	%-AGE
IBM	1,881	23,536	79,920	22
DEC*	1,195	37,460	31,900	14
H.P.	554	13,177	42,043	6.6
BURROUGHS	431	6,250	68,960	5.1
WANG	360	8,907	40,418	4.3
NCR	322	5,920	54,392	3.8
T.I.*	309	11,200	27,589	3.7
D.G.*	276	10,453	26,404	3.3
DATAPOINT*	188	9,972	18,853	2.2
PRIME*	162	3,230	50,155	1.9
ALTOS*	136	14,785	9,199	1.6
FORTUNE*	99	13,310	7,438	1.2
COMPUPRO*	91	13,000	7,000	1.0
SPERRY*	89	866	10,277	1.0
BASIC 4*	87	2,762	31,499	1.0
CENTURION*	5	300	16,667	.05
SUBTOTAL	6,185	175,128	35,317	
OTHERS	2,244	200,959	11,166	27
TOTAL	8,428	376,087	23,242	100

NOTE: VENDORS WERE NOT BROKEN APART AS FAR AS DEALER SALES AND END-USER SALES, THEREFORE, IT IS LIKELY THAT THE ABOVE COMPARISON'S INCLUDE SOME DEALER COST COMPARED TO END-USER PRICE.

* - PROBABLE DEALER SALES

Centurion Computer Corporation®

SMALL-SCALE SYSTEMS POPULATION AS OF JANUARY 1, 1984

Name of Manufacturer	Computer Model	Old Size Class	New Size Class	Average Purchase Price ($K)	Date of 1st Install.	Number Install. in U.S.	Number Install. Outside U.S.	Total Number Installed
IBM	Series 1	TM	S	20	11/76	37,700	54,600	92,300
	System/32	SB	S	42	03/75	4,400	4,250	8,650
	System/34	SB	S	64	12/77	38,000	35,500	73,500
	System/36	SB	S	56	10/83	3,000	1,000	4,000
	8100	P	S	140	08/79	5,980	4,600	10,580
	System 3-4	A2	S	61	06/76	50	25	75
	System 3-6	A2	S	78	12/70	215	55	270
	System 3-8	A2	S	105	06/75	470	625	1,095
	System 3-10	A2	S	120	01/70	1,985	660	2,645
	System 3-12	A3	S	181	03/76	850	860	1,710
	System 3-15	A3	S	234	03/74	2,050	1,030	3,080
	360/20	A3	S	142	12/65	280	115	395
	360/22	A3	S	182	07/71	5	6	11
	360/25	A3	S	409	10/68	17	70	87
	370/115	A3	S	470	04/74	120	530	650
	System 38-3	A2	S	146	07/80	860	770	1,630
	System 38-4	A3	S	157	08/81	1,600	1,430	3,030
	System 38-5	A3	S	293	07/80	4,500	3,410	7,910
	4321, 4331-1	A3	S	225	03/82	4,860	3,450	8,310
	1130	A2	S	125	02/66	460	245	705
	1401	A3	S	186	09/60	210	27	237
	1401 G-H	A2	S	111	05/64	1	0	1
	1440	A3	S	237	04/63	8	3	11
	1620	A3	S	135	09/60	20	11	31
					TOTAL	107,641	73,272	180,913
Digital Equipment Corp.	PDP-8/a, e, f, m	TM	S	15	04/71	45,120	22,930	68,050
	PDP-8/i, l, s	TM	S	27	05/65	5,765	3,685	9,450
	PDP-9, 9L	TM	S	50	12/66	290	160	450
	PDP/LSI-11/03, PDP/LSI-11/23	TM	S	5	06/75	62,300	38,750	101,050
	PDP-11/04, 05, 10, 15, 20	TM	S	17	03/70	32,380	18,120	50,500
	PDP-11/24	TM	S	37	10/81	5,700	5,090	10,790
	PDP-11/34, 35, 40	TM	S	40	01/73	25,505	36,350	61,855
	PDP-11/44	TM	S	60	—/80	13,450	8,045	21,495
	PDP-11/45, 50, 55	SM	S	91	04/72	4,550	1,460	6,010
	PDP-11/60	SM	S	75	06/77	1,185	1,085	2,270
	PDP-11/70	SM	S	175	07/75	8,520	3,750	12,270
	VAX-11/730	SM	S	42	06/82	1,400	1,050	2,450
	PDP-12	TM	S	46	04/69	510	225	735
	VAX-11/725	SM	S	30	10/83	300	100	400
	2020	A3	S	324	07/78	420	185	605
					TOTAL	217,095	130,985	348,080
Hewlett-Packard	250	SB	S	28	09/78	2,219	4,259	6,478
	300	SB	S	58	09/78	220	310	530
	2100A	TM	S	15	06/71	7,900	3,400	11,300
	2100S	TM	S	36	03/73	1,825	1,425	3,250
	2114/15/16	TM	S	29	11/64	2,495	1,145	3,640
	1000-M (RX-M, X)	TM	S	25	06/74	8,446	6,597	15,043
	1000-E (RX-E)	TM	S	60	01/77	13,763	13,737	27,500
	1000-F	TM	S	95	09/78	5,661	4,026	9,687
	1000-L, XL	TM	S	10	06/79	1,590	1,360	2,950
	3000-33	SM	S	122	01/79	728	312	1,040
	3000-30	SM	S	80	10/79	1,067	458	1,525
	3000-40	SM	S	100	11/81	1,416	944	2,360
	3000-44	SM	S	170	08/81	2,760	750	3,510
	9020, 9030, 9040	SM	S	35	01/83	2,000	1,200	3,200
	3000-42	SM	S	120	12/83	43	28	71
					TOTAL	52,123	39,951	92,084
Burroughs	880, 890	SB	S	29	11/76	10,240	15,760	26,000
	890	SB	S	33	12/79	0	0	0
	8700	SB	S	68	03/73	1,800	1,900	3,300
	8800	SB	S	51	06/77	5,712	3,208	8,920
	8900	SB	S	36	08/80	2,195	1,105	3,300
	1710	A2	S	145	12/75	180	235	415
	1720	A3	S	284	02/73	120	120	240
	2/3/500	A3	S	329	11/61	65	30	95
	1815/25/30	A2	S	127	06/77	280	560	840
	1855/60/70/85	A3	S	265	06/77	710	225	935
	1905	A2	S	103	04/80	245	140	385
	1955/1985	A3	S	304	04/80	2,105	1,615	3,720
					TOTAL	23,582	24,298	47,880
Wang	2200	SB	S	19	04/73	12,040	9,460	21,500
	2200 SVP, LVP	SB	S	30	09/80	7,380	3,795	11,175
	2200 VP, MVP	SB	S	51	09/76	10,713	8,412	19,125
	VS-80	SB	S	104	01/77	2,434	1,925	4,359
	VS-45	SB	S	55	10/82	800	520	1,320
	VS-25	SB	S	35	12/82	425	365	790
					TOTAL	33,792	26,687	60,479

Centurion Computer Corporation®

SMALL-SCALE SYSTEMS POPULATION AS OF 1-1-84 (Continued)

Name of Manufacturer	Computer Model	Old Size Class	New Size Class	Average Purchase Price ($K)	Date of 1st Install.	Number Install. in U.S.	Number Install. Outside U.S.	Total Number Installed
BCR	Power 1632	TM	S	28	—/83	840	268	1,108
	8130, 40, 50	SB	S	23	02/77	937	3,600	4,537
	9010	SB	S	18	04/81	180	1,900	2,080
	9020	SB	S	28	03/81	2,330	4,650	6,980
	8200,30/31,50/51	SB	S	55	09/74	5,950	6,900	12,850
	8270	A2	S	91	11/79	435	660	1,095
	8350	A2	S	161	07/77	32	3	35
	8370	A3	S	281	07/78	4	0	4
	8410	A2	S	157	02/79	135	220	355
	8430	A3	S	259	06/78	75	240	315
	8450	A3	S	378	11/77	115	120	235
	8455	A3	S	270	04/79	187	340	527
	8555	A3	S	434	04/79	240	230	470
	8545 II	A3	S	329	04/82	24	65	89
	8550	A3	S	621	04/76	150	105	255
	8555 II	A3	S	418	04/82	150	175	325
	8535 II	A3	S	230	04/82	30	48	78
	9040	A2	S	120	05/81	375	1,330	1,705
	9050	A2	S	150	05/81	151	255	406
	Century 50	A2	S	84	02/71	50	55	105
	Century 75	A2	S	119	07/76	15	20	35
	Century 100	A3	S	164	09/68	55	45	100
	Century 101	A3	S	210	10/72	180	230	410
	Century 151	A3	S	302	02/75	70	85	155
	315/315/100	A3	S	0	05/62	0	1	1
					TOTAL	12,710	21,525	34,235
Texas Instruments	960-A/B	TM	S	20	12/71	4,000	1,900	5,900
	980-A/B	SM	S	40	10/72	4,050	1,800	5,850
	990/4	RM	S	8	06/76	8,255	2,960	11,215
	990/10	TM	S	23	03/76	21,315	9,695	31,010
	990/5	RM	S	10	03/79	7,485	3,140	10,625
	990/12	SM	S	52	11/79	4,180	2,875	7,055
	200	RM	S	9	08/82	275	200	475
	300	TM	S	14	01/83	2,700	1,500	4,200
	600	SM	S	60	08/82	2,400	1,225	3,625
	800	SM	S	54	01/83	500	270	770
					TOTAL	55,160	25,565	80,725
Data General	RP 100, 200, RP1 100	RM	S	3	05/79	1,000	200	1,200
	Micronova	RM	S	4	11/79	3,200	1,300	4,500
	Nova	TM	S	12	02/69	800	400	1,200
	Nova 2 Series	TM	S	10	10/73	7,280	2,720	10,000
	Nova 3/4	TM	S	16	01/76	3,395	2,805	6,400
	Nova 3/12	TM	S	18	01/76	16,470	5,180	21,650
	Nova 3/D	TM	S	26	10/76	2,340	2,140	4,480
	Nova 4/C, S, X	TM	S	20	03/79	13,600	8,900	22,500
	Nova 800/820	TM	S	60	03/71	1,620	580	2,200
	Nova 830/840	SM	S	44	01/73	520	280	800
	Nova 1200 Series	TM	S	11	12/70	10,870	4,130	15,000
	Supernova SC	TM	S	27	04/70	140	60	200
	Eclipse S100, 130, 140, AP/130	SM	S	30	02/75	5,950	3,005	8,955
	Eclipse S200, 230	SM	S	55	02/75	4,240	1,480	5,720
	Eclipse C/150	SM	S	120	12/78	800	200	800
	Eclipse MV/4000	SM	S	70	12/82	400	200	600
	DCC-112	TM	S	12	08/70	900	500	1,400
	DCC-116	TM	S	10	11/71	9,600	1,700	11,300
	DCC-416/616	TM	S	7	09/75	180	20	200
	DCC-Model 5	TM	S	6	02/76	90	10	100
	Desktop Generation 20, 30	DT	S	8	10/83	420	80	500
	S120	TM	S	20	—/82	630	400	1,030
	Eclipse 280	SM	S	80	—/83	300	200	500
	S 20	TM	S	12	—/82	1,000	500	1,500
					TOTAL	85,845	35,990	121,835
Datapoint	8800	P	S	40	08/80	3,386	1,800	4,386
	8600, 8625, 8635	P	S	17	04/81	6,211	2,000	8,211
	6400	P	S	10	—/72	1,500	2,500	10,000
					TOTAL	11,097	5,500	22,597
Prime	100	TM	S	12	04/73	910	960	870
	200	TM	S	22	11/72	630	210	840
	300	SM	S	58	09/73	650	160	810
	400	SM	S	207	06/76	220	180	400
	250 II	SM	S	75	06/80	910	230	1,040
	350	SM	S	116	07/78	200	120	320
	450	SM	S	75	02/79	500	120	620
	2250	SM	S	50	10/82	2,200	1,100	3,400
					TOTAL	5,530	3,370	7,900

ANALYSIS OF SMALL SCALE SYSTEMS

U.S. MARKET 1878 - 1988

YEAR	NUMBER OF SYSTEMS SHIPPED	$ MILLION VALUE SHIPPED	AVERAGE SELLING PRICE
1978	88,200	2,600	29,478
1979	102,500	3,200	31,220
1980	119,500	4,300	35,983
1981	147,800	5,000	33,829
1982	186,200	5,500	29,538
1983	233,600	5,100	21,832
1984	303,700	6,100	20,086
1985	391,800	7,500	19,142
1986	493,700	9,100	18,432
1987	607,200	10,900	17,951
1988	734,800	13,000	17,692

NOTE: NO INDICATION WHETHER THE VALUE SHIPPED IS AT WHOLESALE OR RETAIL, PROBABLY MIXED.

CENTURION IS AT THE RIGHT PLACE

AT THE RIGHT TIME

- COVERING THE ENTIRE PRODUCT RANGE
- COMPETITIVE PRICED
- LONG RANGE GOALS ARE ATTAINABLE

MicroPlus 700 Series

I. Dealer Support

A. Maintain a working relationship between myself and each dealer.

1. Dealer Database (Computerized)

a. Tracking log
b. Operating system and equipment serial no. log

2. Communication With Dealers

a. Memos and Bulletins / Updates

(1) Problem updates & fixes
(2) Equipment updates
(3) Updates on microcomputer market trends
(4) Suggested applications / peripherals
(5) Motivational information

b. Telephone Contact Schedule

(1) Once every week to two weeks or as demand requires.

(2) Same-day response (same hour if possible) to support questions/problems.

c. Personal Visits

(1) Training seminars (dealer site)
(2) Demonstrations of hardware and software
(3) Assist in first-time or unique/unusual installations.
(4) Training at Centurion headquarters

B. Instill Confidence and Reduce Apprehension About Microcomputers

1. Microcomputers make our product line more complete
2. Integration with our larger systems is easy
3. Off-The-Shelf software is compatible and abundant
4. Readily available support and training (Centurion)

MicroPlus 700 Series

II. Equipment Description

A. MicroPlus 700 Workstation

1. MS-DOS based, IBM-PC & PC-XT compatible
2. Integrated terminal
3. Suspend / Resume
5. File Transfer
6. Integration with larger Centurion equipment

B. MicroPlus 710

1. CP/M-86, M/PM-86, Concurrent CP/M-86 based
2. Excellent performance characteristics
3. Expandable
4. Intel MultiBus compatible
5. TIP backup system
6. Runs Excalibur Plus, WordStar, SuperCalc, and most popular off-the-shelf software

C. MicroPlus 720

1. MicroSoft / Santa Cruz Xenix 3.0 based
2. True Multi-User characteristics

   (a) Electronic Mail
   (b) Seperate directories
   (c) Security (passwords)
   (d) System use accounting

3. Expandable and network-ready
4. Development system and text processing tools
5. Centurion Legal System, OfficePlus, Multiplan, Informix, and many other popular packages available

D. MicroPlus 730

1. Z-BOS based, same as our 7000 series
2. Dealer familiarity
3. Runs reliable Centurion software
4. Supports file transfer with MicroPlus 700
5. Excellent price structure

COMPLETE FILE TRANSFER SOFTWARE NOW AVAILABLE

In the past weeks, we have received numerous calls regarding the file transfer capabilities of Centurion equipment. In response to those calls, we have assembled Centurion File Transfer Utilities, a collection of software which will allow the following hardware to transmit and receive files.

CPU-6
CPU-7
MicroPlus 700
MicroPlus 710
MicroPlus 720
MicroPlus 730

The Utilities package is composed of individual software modules, each written for a specific Centurion machine. Each software package uses the same file transfer protocol (XMODEM). A description of each module is below.

Module	Description
XMIT-6	Allows a CPU-6 to transmit a file to another (destination) CPU-6. The destination CPU-6 must have RCV-6.
RCV-6	Enables a CPU-6 to receive a file being transmitted from another (source) CPU-6. The source CPU-6 must have XMIT-6.
PCXMIT-6	Allows a CPU-6 to transfer a file to a MicroPlus 700 or EDS PC. The MicroPlus 700 must have FileTransfer 700. The EDS PC must have PC-TALK III or compatible XMODEM utility.
PCRCV-6	Allows a CPU-6 to receive a file from an EDS-PC or MicroPlus 700. The EDS-PC must have PC-TALK III or a compatible XMODEM utility. The MicroPlus 700 must have FileTransfer 700.
XMIT-7	Allows a CPU-7 to transmit a file to another (destination) CPU-7. The destination CPU-7 must have RCV-7.
RCV-7	Enables a CPU-7 to receive a file being transmitted from another (source) CPU-7. The source CPU-7 must have XMIT-7.

PCXMIT-7	Allows a CPU-7 to transfer a file to a MicroPlus 700 or EDS PC. The MicroPlus 700 must have FileTransfer 700. The EDS PC must have PC-TALK III or a compatible XMODEM utility.
PCRCV-7	Allows CPU-7 to receive a file from an EDS-PC or MicroPlus 700. The EDS-PC must have PC-TALK III or compatible XMODEM utility. The MicroPlus 700 must have FileTransfer 700.
FileTransfer 700	This program allows a MicroPlus 700 to transmit and receive files to and from a CPU-6, CPU-7, MicroPlus 710, MicroPlus 720, or another MicroPlus 700.
FileTransfer 710	Allows a MicroPlus 710 to transmit and receive files to and from a MicroPlus 700.
FileTransfer 720*	This program allows a MicroPlus 720 to transmit and receive files to and from MicroPlus 700.
PC-TALK III	This is a complete communications package which runs on the EDS-PC. This supports the same features as FileTransfer 700, plus terminal emulation. PC-TALK III is NOT included with Centurion File Transfer Utilities, but is available from an idependent vendor: Headlands Press Inc., PO Box 862, Tiburon, CA 94920, (415) 435-9775.

The Centurion File Transfer Utilities are available for a one time charge of $1595.00.

* Not yet available

We have the small company advantage. BACKGROUND

Centurion Computer Corporation evolved from a two-person software sales and hardware service company established in 1971. The manufacturing of disk-based minicomputers began in 1974 to fulfill an obvious need for an economical office-sized computer for the small business.

Centurion was a pioneer of the computer dealership selling philosophy. The Centurion dealer network was established in 1975. Quick and effective local sales and service was then readily available to Centurion customers. Personalized attention for dealers became and remains an important ingredient in Centurion's success.

James H. "Bud" Smith, who co-founded Centurion Computer Corporation and sold it to EDS three years ago, led a group of investors which included other key original Centurion employees, in the repurchasing of Centurion from EDS. According to Smith, president and chairman of Centurion Inc., the company will continue to service and expand the Centurion brand product line through existing and new dealers.

Centurion, with an installed base of over 4,000 systems, will continue the strong commitment to provide a quality product and remaining attentive to customer needs. We are already far along in producing new products designed for Intel's IEEE 796 Multibus, while maintaining compatibility with our older systems, particularly the software. With decades of specific product experience already backing up our management and development teams, the new, more responsive corporation will move quickly and smoothly.

Centurion®

We build quality computers.

Centurion manufactures computer hardware and software for the business environment. We have a reputation for providing:

- Highly reliable hardware assuring minimum downtime and maximum productivity
- Hardware systems that can be configured to handle businesses of various sizes
- Hardware and software systems with upward expandability and compatibility, eliminating the need for an entirely new system
- A six-month warranty on hardware products, which is unique in the industry
- A universal operating system (based on UNIX-3)
- A variety of programming languages, including:

  R/M COBOL
  "C" Language
  BASIC (microsoft compatible)
  Centurion Programming Language
  FORTRAN 77
  Extended FORTRAN
  Rational FORTRAN
  PASCAL
  SNOBOL
  PL/I

- Various application packages, including:

  Distribution Management
  Client Accounting
  Manufacturing
  Hospital Accounting
  Professional Billing
  Depreciation
  Accounts Receivable
  Accounts Payable
  Payroll
  General Ledger and Financial Statements
  Word Processing
  Program and Report Generator

- Professional documentation for application and systems software
- Sales and product training

We support our product.

SERVICE

Centurion gives complete support to our dealers in selling and maintaining the Centurion product. Our commitment includes:

Technical Support

- Three-day average turnaround time on factory board repair
- Quick response on parts orders, with emergency orders shipped in 24 hours and routine orders within five days
- Starter spare parts kits at drastically reduced prices to minimize product introduction costs
- Nationwide toll-free telephone service for technical and hardware support
- Complete documentation written by and for field service personnel
- Multi-level training including formal Centurion instruction and audio-visual cassette self-training courses
- Field Service notices with service tips and hardware alerts for immediate troubleshooting

Software Services

- Software assistance available by toll-free line
- Immediate troubleshooting for critical software problems
- Software alerts announcing solutions to problems
- Quarterly updating of application and systems software
- On-going enhancements of software products
- Development of new software products
- Centurion Software Locator for identifying software applications available from Centurion dealers and other sources
- Training classes on the Centurion operating systems and software applications

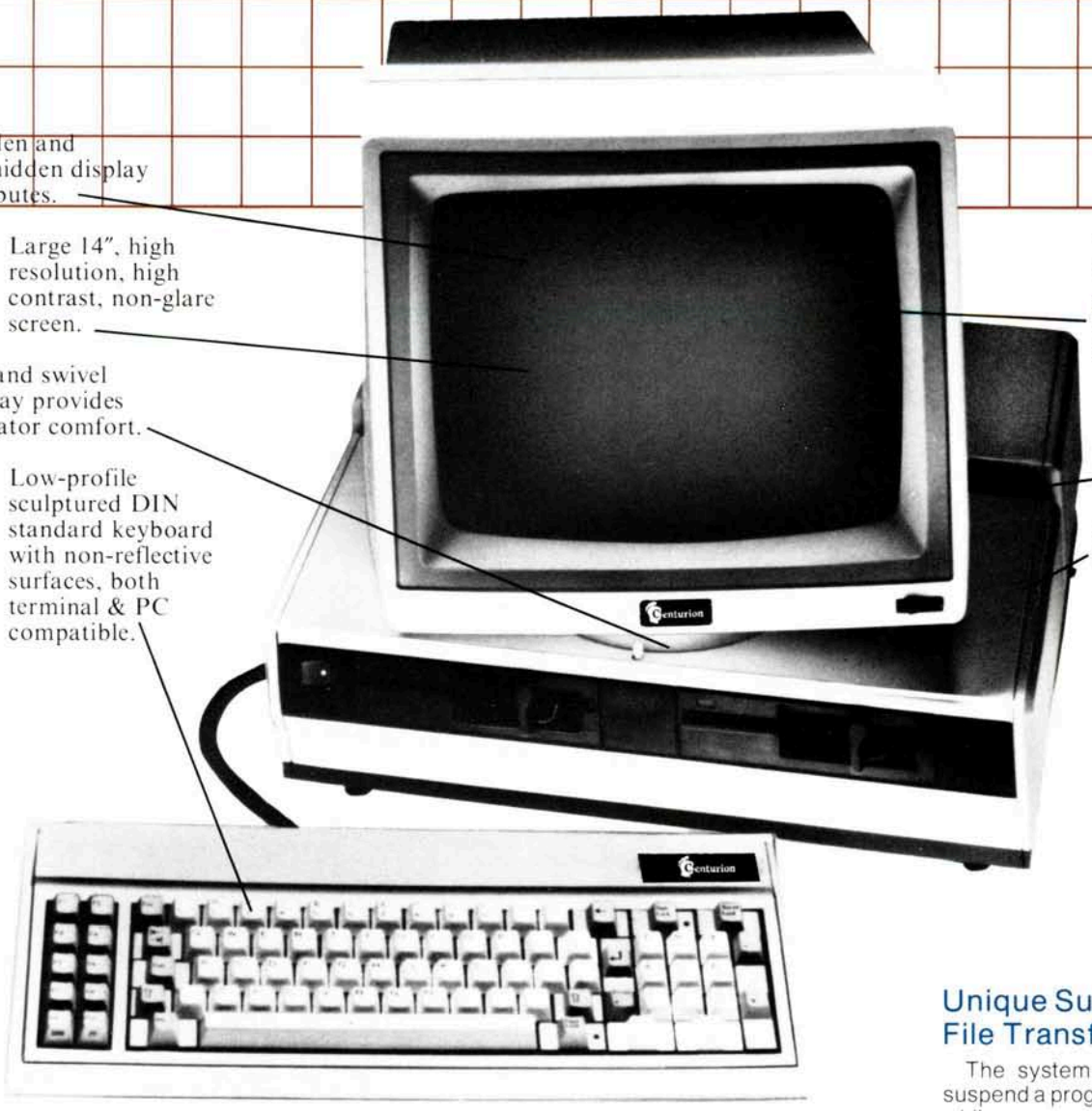
We have a great program for dealers. DEALER PROGRAM

In addition to quality products and outstanding service for dealers, Centurion has designed one of the best dealer programs in the industry. The key features of our program include:

- 40% margins on hardware—highest in the industry
- An opportunity to earn revenues from hardware and software sales and from continuing maintenance
- A how-to guide with tips on operating a successful Centurion dealership
- Initial training by Centurion personnel at the new dealer's office
- Continuing dealer visits by Centurion personnel to provide an interchange of ideas and suggestions
- Assistance for the closing of major sales
- Toll-free number to call Centurion's Dallas offices
- Discounts on demonstration units
- Hardware leases to provide financing for dealers and customers
- Thirty-day average delivery
- An awards program based on sales goals, including rebates and annual promotional trips
- Monthly dealer newsletter with Centurion news including feature stories on dealerships
- Brochures and specification sheets promoting hardware and software products
- National and local advertising, promotional co-op program for dealers, and direct mail campaigns
- Participation in national trade shows and support for dealers for trade shows in a dealer's area
- Training programs for dealer business management
- Classes on software product marketing and installation
- Hardware service training schools
- A commitment to support the dealer in providing continuing quality service through the Authorized Dealer Service Program
- An optional Business Interruption Program to use as a marketing tool to assure the dealer's customer of long-term continued service from Centurion

Centurion is committed to supporting and rewarding dealers' efforts, frequently recognizing dealers with outstanding performance.

Centurion MicroPlus 700 Series System.



Until now if someone with a terminal workstation required PC capability, the only answer was to install a completely separate PC unit, an investment that drastically reduced work space and forced the operator to shift from unit to unit as need dictated.

In one mode the unit operates exactly as the terminal without any system changes or compromises. In another mode the unit behaves as an IBM® PC Workstation that is fully compatible to the software and hardware developed for the IBM PC. An IBM PC compatible Keyboard layout is also provided. The combination of advanced Centurion terminals upgraded with the MicroPlus 700 provides the user with a unique solution in the multi-user system environment.

It's IBM®PC Compatible

The MicroPlus 700 creates a unit that can do all the computing of an IBM®PC. It has full video and keyboard compatibility and can run off-the-shelf IBM®PC compatible software and utilizes PC compatible plug-in boards.

It Doesn't Compromise Terminal Capabilities

Because of its uniquely designed video controller, the MicroPlus 700 maintains full terminal capability while maintaining IBM®PC performance levels.

Unique Suspend-Resume and File Transfer Capabilities

The system allows you to temporarily suspend a program running under PC mode while you communicate with a host system under terminal mode. You can then resume the PC program exactly where it was suspended.

In addition, you can transfer data and program files to and from other computers, using optional file transfer utilities.

Centurion Computer Corporation
400 W. Bethany Dr.
Allen, Texas 75002
(800) 527-4266
(214) 881-1175

Please see other side for specifications.

Centurion MicroPlus 700 Series

700 Series Specifications and Special Features

Ergonomics
Tilt, Swivel
Detached, low-profile (DIN) keyboard
High quality non-glare display
Menu-driven
Half-height profile disk drives
Single footprint and single AC cord

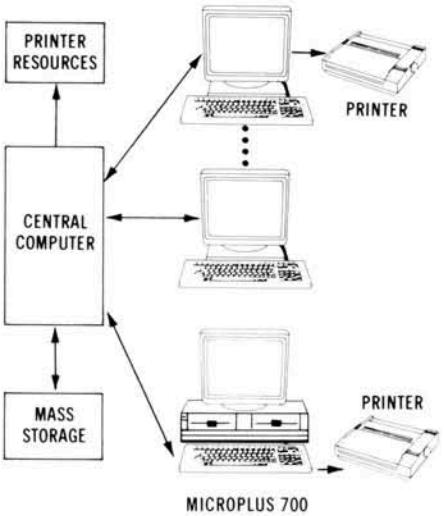
Keyboard
IBM PC Style and Layout
enhanced for Terminal Operation
Caps Lock/Num Lock Indicators
Typewriter Positioned Shift Keys

Hardware Configuration
8088 Microprocessor @ 4.77 MHz
256K Bytes RAM
Expandable to 640K Bytes
5 PC Bus expansion slots with 3 available to users
EPROM memory available
Dual integral DS-DD 5¼ in. floppys
IBM PC 360K format
8087 Co-processor Socket

Communications
2 General-purpose RS232C serial ports
X-On, X-Off protocol supported
Full, Half Duplex or Batch Transmit
Baud Rates - 50, 75, 110, 135, 150, 300, 600, 1200, 1800, 2400, 3600, 4800, 7200, 9600, or 19200
Parity - even, odd, 1, 0, or none
Word Length - 7 or 8 bits
Terminal communications configured through non-volatile set up
Parallel Printer Port - Centronics compatible
64K Byte Printer Buffer

Modes of Operation
1. Terminal Mode
   The full feature set of the Centurion 6310 Terminal
2. PC Mode
   The features of the IBM PC are supported for complete compatibility including:
   - Software
   - Hardware
   - Keyboard
   - Video display
3. Diagnostics
   Operator Oriented Menu

Typical System Configuration



Physical Characteristics
Dimensions
MicroPlus 700 Workstation
Base Unit —
Height - 6.0 in. (152mm)
Width - 18.0 in. (457mm)
Depth - 16.0 in. (406mm)
Weight - 25 lbs. (11.3kg)

Keyboard
Height - 1.4 in. (36mm)
Width - 17.8 in. (452mm)
Depth - 7.6 in. (193mm)
Weight - 4 lbs. (1.8kg)
Footprint
Width - 18.0 in. (457mm)
Depth - 23.0 in. (584mm)
Power
115/230 VAC ± 10%, 60/50 Hz ± 3 Hz, 100 Watts
Internal DC Voltages/Current
+5V 8.00A max, 3.60A available for options
+12V 2.50A max, 0.30A available for options
-12V 0.25A max, 0.20A available for options
-5V 0.30A max, 0.25A available for options

Temperature
Operating 10° C to 40° C
Storage 0° C to 60° C
Humidity
Operating - up to 80% Noncondensing
Storage - up to 90% Noncondensing

Software
MS™-DOS V2.11 Operating System with PC-DOS™ enhancements
PC-DOS compatibility
Fixed Disk support

Documentation
Boxed User's Guide including technical reference and MS-DOS User's Manual

Options
8087 Co-processor
RS-422
GW™-BASIC
Configurations of zero, one or two floppys, 10 and 20MB hard disks

Warranty Information
Centurion computers are warranteed to be free from defects in material and workmanship.

The descriptions listed here are intended for general information only and are subject to change.

IBM is a registered trademark of International Business Machines
PC-DOS is a registered trademark of IBM.
MS, GW are registered trademarks of Microsoft Corporation

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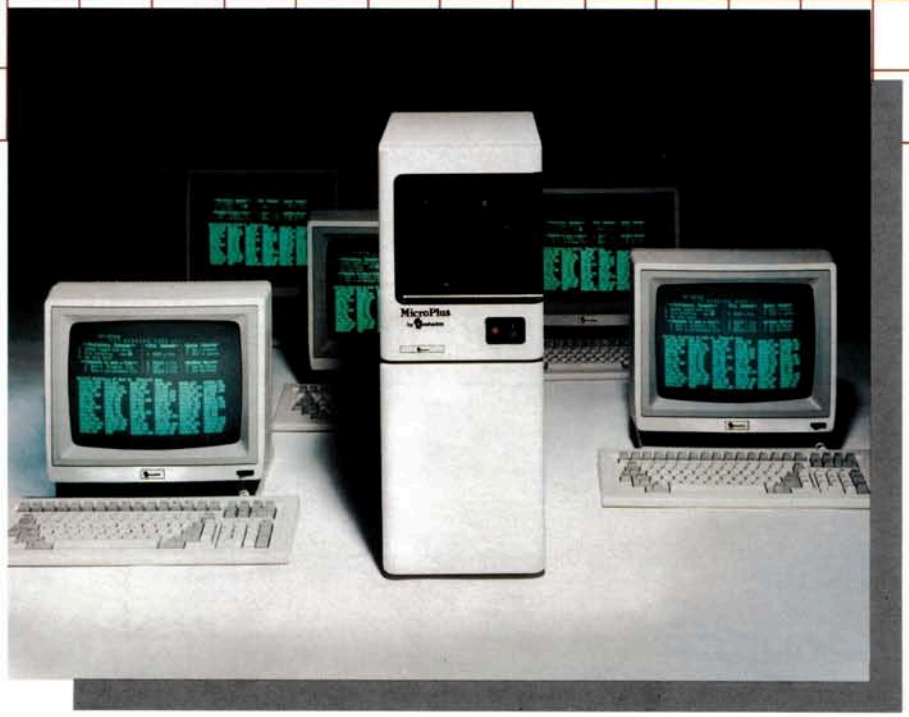
Centurion MicroPlus 710 Series System.



The Multi-User MicroPlus 710 — A computer for your entire business.

Until recently, the ease, sophistication, and system flexibility of the MicroPlus 710 was available only in computing systems that cost hundreds of thousands of dollars.

Now, the MicroPlus 710 offers small businesses and professional practices the same abilities and features at a tiny fraction of the cost, with the ease of personal computers.

Cost-efficient for two users. More cost-efficient as more users are added.

Designed for business from the bottom-line up, the MicroPlus 710 is uniquely suited to the needs of smaller businesses. It's a system that can handle people working at 28 separate terminals — and a system that fits the needs and budget of a two-person firm with vision.

Though it has more power, speed and storage than personal computers, the MicroPlus 710 costs about the same for one or two users. As you divide the cost of the initial computing hardware among additional users, the cost per user drops even lower.

The MicroPlus 710 "Network-In-A-Box" engineering gives you optimum computer performance.

Multi-user by design, the MicroPlus 710 makes your office more efficient. At separate workstations that access a single computer, people can coordinate and update information easily and constantly. Memory, programs and files can be shared as needed. The MicroPlus 710 eliminates waste, cost, confusion.

The Desktop version of the MicroPlus 710 provides computing ability for 1-4 users, at their own inexpensive Centurion workstations. And as the business's computing needs grow, the MicroPlus 710 can grow —when it fits your needs and budget.

Mount the Desktop unit on the unique Expansion Chassis to create the sleek "deskside stack" that handles up to 28 workstations. Simply plug in additional memory (up to a total of 3.58 MB — over 3.5 million characters), workstations (up to 28), and peripherals (such as printers) as you need them for maximum flexibility, power, and cost efficiency.

Cost-efficient flexibility conforms to your needs.

The MicroPlus 710 is designed to be tailored to immediate needs and expand as demand for the computer increases.

At the heart of the system are 16 bits of computing capability and an ultra-fast 80186 processor. Built-in disk storage can well exceed 100 MB.

The unique Expansion Chassis provides space for up to six more 80186 processors and lets you expand memory, and add terminals, printers and modems. It's almost impossible to outgrow the MicroPlus 710 with Expansion Chassis.

MicroPlus terminals are easy to use, inexpensive to add. Businesslike, ergonomic design conforms to the user and takes little space on a desk.

The "Multi-Tasking" "Multi-User" MicroPlus 710 lets you do many things at once.

"Multi-tasking" means you can word-process and print at the same time. "Multi-user" means someone else can run an accounting program while you work on the budget. The computer can even run off a hundred personalized form letters by itself while you check customer records.

With the MicroPlus 710, you can have several programs running at once via "windows." One window might let you look at a customer address list; another show you copies of invoices.

Please see other side for specifications

Choose among thousands of software titles to meet your business needs.

There are hundreds of available programs that are specifically tailored to particular types of businesses.

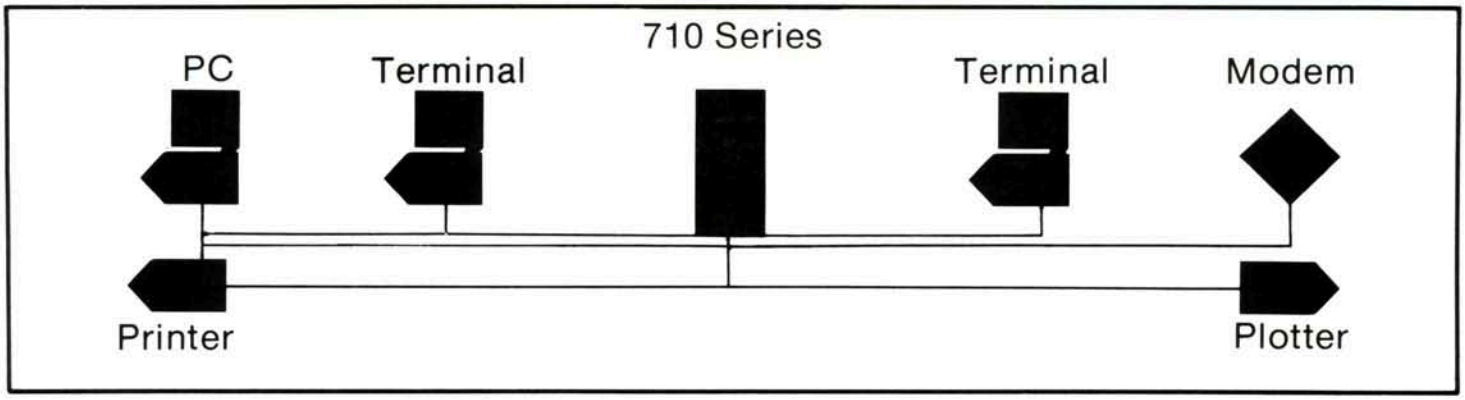
The MicroPlus 710 gives small business the computing ability of big business.

The MicroPlus 710 gives small-to-medium-sized businesses the advantages of corporations' prohibitively expensive minicomputers — and all the advantages of affordable single-user microcomputers.

Power. Speed. Flexibility. Versatility. Affordability. The MicroPlus 710 is the computer to choose for your business.

Centurion Computer Corporation

400 W. Bethany Dr.
Allen, Texas 75002
(800) 527-4266
(214) 881-1175



The 710 Series provides a foundation for expansion from single user systems to fully integrated distributed data processing capabilities.

710 Series Specifications and Special Features

	Desktop Version	Deskside Version
Number of users	1-4	1-28
Field Upgradable to Deskside Version	Yes via optional expansion chassis	N/A
Microprocessor	1 80186 @ 8 MHz (Full 16 bit processor)	1-7 80186 @ 8 MHz (Full 16 bit processors)
Memory (RAM)	256 KB Std. 512 KB Opt.	256 KB/80186 Std. 512 KB/80186 Opt. (Up to 3.58 MB total)
Network Architecture	"Network-In-A-Box" with terminal user workstations	"Network-In-A-Box" with terminal user workstations
Data Bus:		
Compatibility	Multibus® via opt. expansion chassis	Multibus®
Expansion Slots	6 via opt. expansion chassis	6
Data Xfer Protocol	High speed interrupt	High speed interrupt
Input/Output	1 parallel port 1 serial RS 232 port 4 serial workstation ports	1 parallel port 1 serial RS 232 port 4-28 serial workstation ports
5.25" Integral Disk Storage Configurations:		
Floppy	720 KB, dual floppy 1.6 MB, dual floppy	720 KB, dual floppy 1.6 MB, dual floppy
Winchester (Unformatted)	105 MB + floppy 40 MB + floppy 19 MB + floppy 12 MB + floppy	105 MB + floppy 40 MB + floppy 19 MB + floppy 12 MB + floppy
High-Speed Disk Back-Up	Opt. Cartridge tape	Opt. cartridge tape
Operating Systems	Multi-user MP/M-86 Multi-user Concurrent DOS - - - Single user CP/M-86	Multi-user MP/M-86 Multi-user Concurrent DOS DBS-NET Network SW Single user CP/M-86
Power Requirements	120V/240V A.C. 50/60 Hz Less than 100 watts	120V/240V A.C. 50/60 Hz Less than 250 watts
Physical Dimensions	8"W x 12"H x 14"D	8"W x 24"H x 14"D
Options	Add'l 256 KB RAM Expansion chassis Cartridge tape back-up	Slave CPU cards (1-6) Add'l 256 KB RAM/80186 Cartridge tape back-up Accepts standard Multibus® cards providing X.25, Ethernet, 3270, add'l memory, serial port and parallel port expansion, etc.

Warranty Information

Centurion computers are warranteed to be free from defects in material and workmanship.

The descriptions listed here are intended for general information only and are subject to change.

CP/M 86, MP/M 86 and Concurrent DOS are products of Digital Research, Inc. Ethernet is a product of Xerox Corp. ®Multibus is a registered trademark of Intel Corp.

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Centurion MicroPlus 720 Series XENIX-Based System.

The Multi-User MicroPlus 720 — A computer for your entire business.

The multi-user MicroPlus 720 is the perfect solution for the small-to-medium-sized business with specialized software needs or for the programmer who wants to write specialized software. Packed in one inexpensive, attractively designed package are all the programming advantages of the Xenix operating system and all of the working advantages of an easy-to-use multi-user system.

The MicroPlus 720 Xenix operating system gives programmers all the necessary tools to create effective, trouble-free software for specific applications. Business people can choose from many available off-the-shelf software packages to answer their standard software needs.

At last, a computer that programmers can love, and the rest of us can understand. The MicroPlus 720 — the best of both worlds.

The MicroPlus 720 "Network-In-A-Box" engineering gives you optimum computer performance.

Multi-user by design, the MicroPlus 720 makes your office more efficient. At separate workstations that access a single computer, people can coordinate and update information easily and constantly. Memory, programs and files can be shared as needed. The MicroPlus 720 eliminates waste, cost, confusion.

The Desktop version of the MicroPlus 720 provides computing ability for 1-4 users, at their own inexpensive Centurion workstations. And as the business's computing needs grow, the MicroPlus 720 can grow — when it fits your needs and budget.

Mount the Desktop unit on the unique Expansion Chassis to create the sleek "deskside stack" that handles up to 8 workstations. Simply plug in additional memory, workstations and peripherals as you need them for maximum flexibility, power, and cost efficiency.

Cost-efficient flexibility conforms to your needs.

The MicroPlus 720 is designed to be tailored to immediate needs and expand as demand for the computer increases.

At the heart of the system are 16 bits of computing capability and an ultra-fast 80186 processor. Built-in disk storage can well exceed 100 MB.

The unique Expansion Chassis provides space for one more 80186 processor and lets you expand memory, and add terminals, printers and modems.

MicroPlus terminals are easy to use, inexpensive to add. Businesslike, ergonomic design conforms to the user and takes little space on a desk.

The "Multi-Tasking" "Multi-User" MicroPlus 720 lets you do many things at once.

"Multi-tasking" means you can word-process and print at the same time. "Multi-user" means someone else can run an accounting program while you work on the budget. The computer can even run off a hundred personalized form letters by itself while you check customer records.

With the MicroPlus 720, you can have several programs running at once via "windows." One window might let you look at a customer address list, another show you copies of invoices.

Choose among thousands of software titles to meet your business needs.

There are hundreds of available programs that are specifically tailored to particular types of businesses.

The MicroPlus 720 gives small business the computing ability of big business.

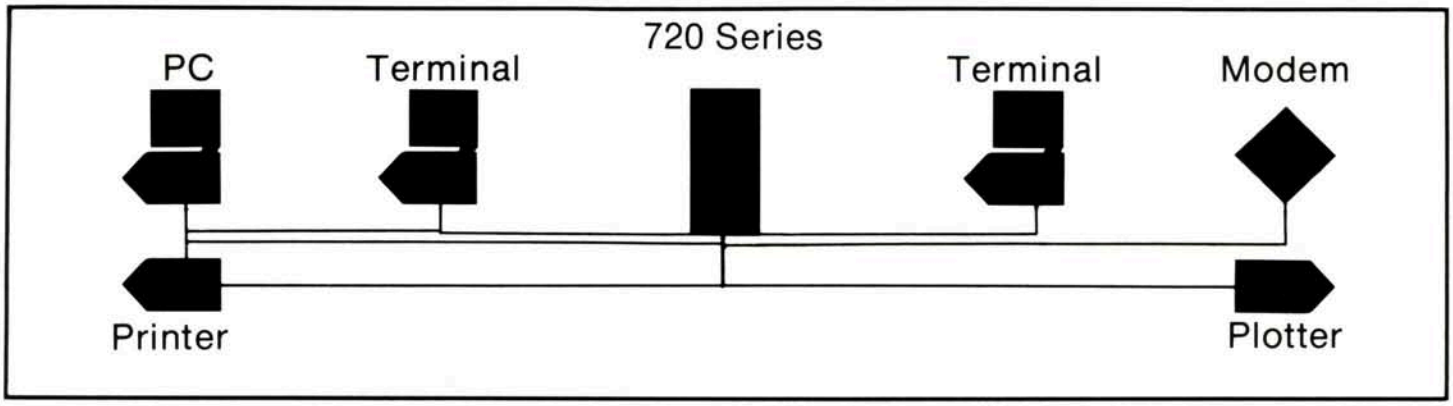
The MicroPlus 720 gives small-to-medium-sized businesses the advantages of corporations' prohibitively expensive minicomputers — and all the advantages of affordable single-user microcomputers.

Power. Speed. Flexibility. Versatility. Affordability. The MicroPlus 720 is the computer to choose for your business.

Centurion Computer Corporation

400 W. Bethany Dr.
Allen, Texas 75002
(800) 527-4266
(214) 881-1175

Please see other side for specifications.



The 720 Series provides a foundation for expansion from single user systems to fully integrated distributed data processing capabilities.

720 Series Specifications and Special Features

Number of users	1-4 (with expansion up to 8 users)
Microprocessor	1 80186 @ 8 MHz) (Full 16 bit processor)
Memory (RAM)	512 KB Std.
Data Bus:	
Compatibility	Multibus® via opt. expansion chassis
Expansion Slots	6 via opt. expansion chassis
Data Xfer Protocol	High speed interrupt
Input/Output	1 parallel port 1 serial RS 232 port 4 serial workstation ports

5.25" Integral Disk Storage Configurations:	
Winchester (Unformatted)	105 MB + 96 TPI floppy 40 MB + 96 TPI floppy 19 MB + 96 TPI floppy
Floppy disk format compatibility	Altos, IBM PC
High-Speed Disk Back-Up	Opt. cartridge tape
Operating System	Multi-user Xenix 3.0 with MicroPlus utilities
Power Requirements	120V/240V A.C. 50/60 Hz Less than 100 watts
Physical Dimensions	8"W x 12"H x 14" D
Options	8 user expansion Expansion chassis Accepts standard Multibus® cards providing X.25, Ethernet, 3270, add'l memory, serial port and parallel expansion, etc. Cartridge tape back-up

Warranty Information

Centurion computers are warranteed to be free from defects in material and workmanship.

The descriptions listed here are intended for general information only and are subject to change.

Xenix is a product of Microsoft Inc. Ethernet is a product of Xerox Corp. *Multibus is a registered trademark of Intel Corp.

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Centurion MicroPlus 730 Series System.

The 730 Series addition to the Centurion family offers high-speed computing for growing multi-user business customers. The 730 can accommodate computer requirements from 1 to 6 simultaneous users.

High Performance Computing

The 730 takes advantage of a powerful bitslice CPU coupled with versatile IEEE 796 Multibus* architecture, 512KB memory is standard, with up to 1MB expansion capability. Disk storage capacities range from 10MB up to 40MB using 5¼" Winchester storage devices. 1MB flexible drive for data back-up.

More Communications Options

The MultiMux*, a unique interface board based on multibus design standards, provides a minimum of 1 and a maximum of 6 high-speed RS232C I/O ports. The MultiMux allows a wide variety of terminals, printers and special communications devices to operate with instant response and complete interrupt control for all information handling needs.

Choose among Hundreds of proven Centurion Software Titles to Meet your Business Needs.

There are hundreds of available programs that are specifically tailored to your particular types of businesses.

Versatile ZBOS* Operating System

An extraordinary computer system like the 730 Series deserves an equally versatile operating system to integrate all functions. By utilizing the specially designed ZBOS system, the 730 supports a full range of standard languages and business productivity software tools. All to assist you in gaining an incomparable computing flexibility with power to spare.

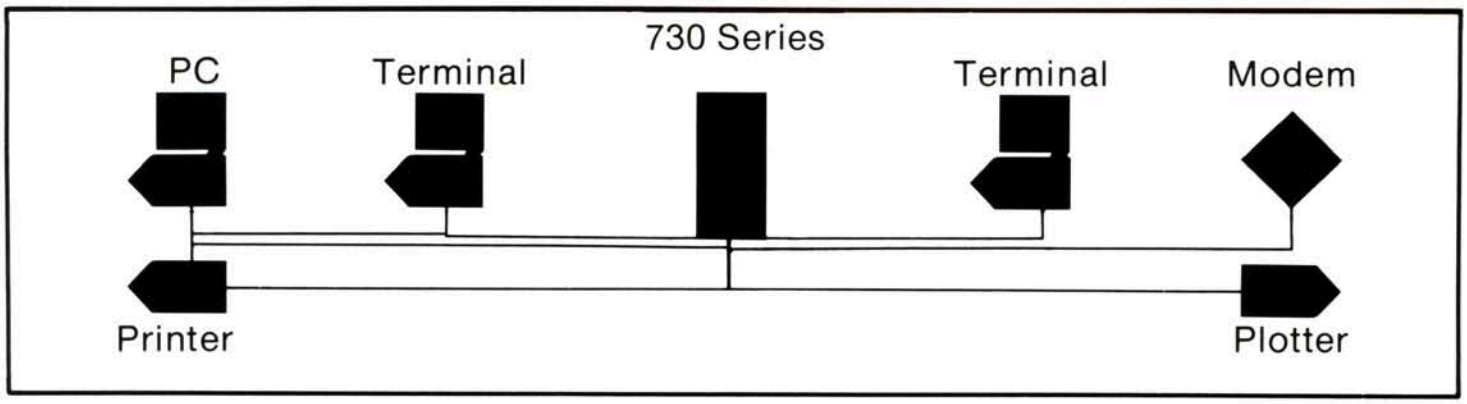
The Centurion 730 Series. More bytes for the buck with expert technology engineered for performance and productivity. For more information contact:

Power. Speed. Flexibility. Versatility. Affordability. The MicroPlus 730 is the computer to choose for your business.

Centurion Computer Corporation

400 W. Bethany Dr.
Allen, Texas 75002
(800) 527-4266
(214) 881-1175

Please see other side for specifications



The 730 Series provides a foundation for expansion from single user systems to fully integrated multi-user data processing capabilities.

730 Series Specifications and Special Features

CPU
- Bitslice processor
- AMD 2903A
- Variable speed microcycle programmable clock
- Dedicated register allocation

Memory
- Total RAM expandable from 512K to 1MB

Card Cage
- 5 slot Multibus IEEE 796
- Parallel bus arbitration

Serial I/O Ports
- 6 RS232C ports
- Full duplex
- Software selectable baud rates

Internal Disk/Tape Storage

Flexible Disk Drives
- 5¼″ form factors
- Up to 1MB

Winchester Disk Drives
- 5¼″ and 8″ form factors
- Up to 40MB capacity
- ST506 standard interface

Dimensions
- Width — 8″
- Length — 14″
- Height — 24″

Weight
- 55 pounds

Operating Environment
- 65°F to 80°F

Electrical
- 120V/240 A.C.
- 50/60 Hz
- Less than 250 watts

Cooling
- Dual fan, linear air flow for maximum cooling

Construction Materials
- All metal cabinetry, plastic molding

Operating System
- ZBOS

Programming Languages
- CPL
- Assembler
- ANSI COBOL
- MH extensions for special screen and file handling

Users Supported/Expansion
- 1 to 6
- Integrates with other Centurion computers

Warranty Information
Centurion computers are warranteed to be free from defects in material and workmanship.

The descriptions listed here are intended for general information only and are subject to change.

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Centurion 7000 Series Multi-User System. Affordable and Expandable.

The 7000 Series addition to the Centurion family offers high-speed computing for growing multi-user business customers. The 7000 can accommodate computer requirements from the 1 to 16 user entry level up through a maximum of 56 multi-function simultaneous users.

High Performance Computing

The 7000 takes advantage of a powerful 30 MHz bitslice CPU coupled with versatile IEEE 796 Multibus* architecture, 512KB memory is standard, with up to 16MB expansion capability. Disk storage capacities range from 20MB up to 2GB with a choice of all popular 5¼″ and 8″ storage devices. This can include flexible disk, winchester and the latest SMD high capacity products to address the most demanding storage requirements.

More Communications Options

The MultiMux*, a unique interface board based on multibus design standards, provides a minimum of 16 and a maximum of 56 high-speed RS232C I/O ports. The Multimux allows a wide variety of terminals, printers and special communications devices to operate with instant response and complete interrupt control for all information handling needs.

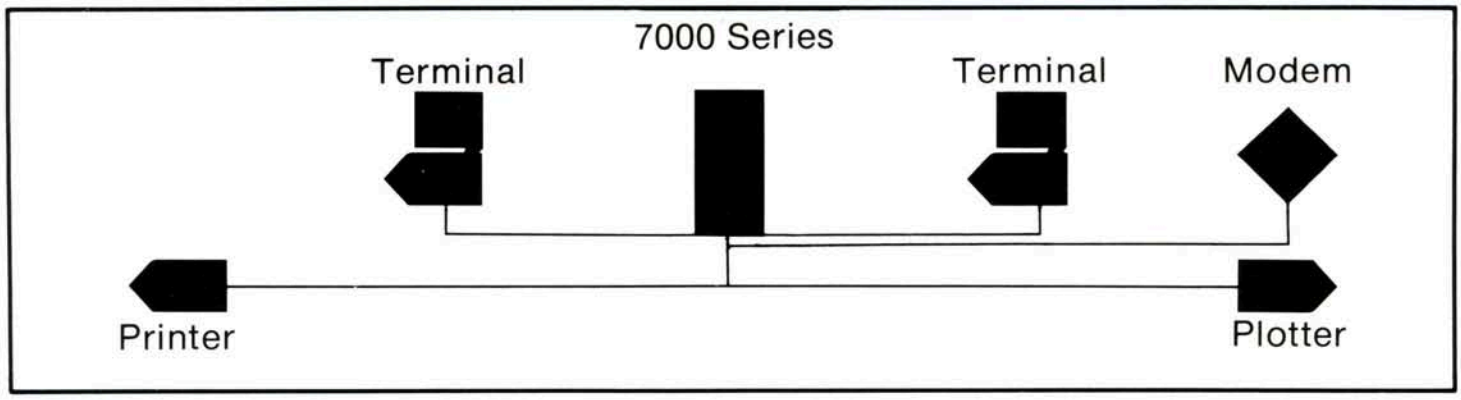
Versatile ZBOS* Operating System

An extraordinary computer system like the 7000 Series deserves an equally versatile operating system to integrate all functions. By utilizing the specially designed ZBOS system, the 7000 supports a full range of standard languages and business productivity software tools. All to assist you in gaining an incomparable computing flexibility with power to spare.

The Centurion 7000 Series. More bytes for the buck with expert technology engineered for performance and productivity. For more information contact:

Centurion Computer Corporation

1111 S. Sherman
Richardson, Texas 75081
(800) 527-4266 or
(214) 644-3628 in Texas



The 7000 Series provides a foundation for expansion from single user systems to fully integrated multi-user data processing capabilities.

7000 Series Specifications and Special Features

CPU
- 30MHz bitslice processor
- AMD 2903A
- Variable speed microcycle programmable clock
- Dedicated register allocation

Memory
- Total RAM expandable from 512K to 16MB

Card Cage
- From 4 to 16 slot Multibus IEEE 796
- Parallel bus arbitration

Serial I/O Ports
- 16 RS232C ports
- Full duplex
- Expandable to 56 ports
- Software selectable baud rates

Internal Disk/Tape Storage

Flexible Disk Drives
- 5¼" and 8" form factors
- Up to 40 MB

Winchester Disk Drives
- 5¼" and 8" form factors
- Up to 160 MB capacity
- ST506 and ESDI standard interface

Cartridge Tape Drives
- 5¼" form factor
- ANSI standard tape cartridge
- 160 MB capacity
- QIC 02 standard interface
- QIC 24 standard format

External Disk/Tape Storage

SMD Disk Drives (unformatted)
- 80 MB
- 96 MB
- 160 MB
- 340 MB
- 515 MB
- SMD standard interface

Magnetic Tape Drives
- Industry standard ½", 9 track format
- 1600 and 6250 bpi
- 600', 1200' and 2400' capacities
- Start-stop and streaming drives available
- Pertec standard interface

Dimensions
- Width — 13"
- Length — 30"
- Height — 27"

Weight
- 75 to 102 pounds depending on configuration

Operating Environment
- 65°F to 80°F

Electrical
- 110 or 220 volt switching power supply with AC line filters provided for EMI, RFI and AC line control
- 300 watts

Cooling
- Dual fan, linear air flow for maximum cooling

Construction Materials
- All metal cabinetry

Operating System
- ZBOS

Programming Languages
- CPL
- Assembler
- BASIC
- ANSI COBOL
- MH extensions for special screen and file handling

Users Supported/Expansion
- 1 to 56
- Integrates with other Centurion computers

Warranty Information
Centurion computers are warranteed to be free from defects in material and workmanship.

The descriptions listed here are intended for general information only and are subject to change.

*Multibus is a trademark of Intel Corporation. MultiMux is a trademark of Z-TRON, Inc., a Centurion Company. ZBOS is a trademark of Centurion Computer Corporation. Pertec is a trademark of Pertec Peripherals Corporation.

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Centurion 9000 Series UNIX*-Based System.

Unleash the power of UNIX with the Centurion 9000 Series, the most advanced UNIX computer system available. The 9000 represents a sensible solution to multi-user, multi-tasking computing requirements for growing business customers. The 9000 can fully support 1 to 16 simultaneous users with a diverse selection of processing capabilities.

High Performance Computing

The 9000 derives its power and increased capabilities from the ZILOG Z8003 microprocessor and Centurion's versatile IEEE 796 Multibus* architecture. Each system is delivered with 512KB memory installed, expandable to 16MB RAM. Disk storage capacities range from 70MB up to 2GB with a choice of all popular storage devices. This can include winchester and the latest SMD high capacity products to address the most demanding storage requirements.

Multibus I/O Standards Plus Ethernet*

A unique interface board based on multibus design standards provides up to 16 highspeed RS232C I/O ports. These serial interfaces allow a wide variety of terminals, printers and special communications devices to operate with immediate, concurrent response for all information handling needs. Multi-system networking is easily achieved through an Ethernet option.

Advanced UNIX Operating System

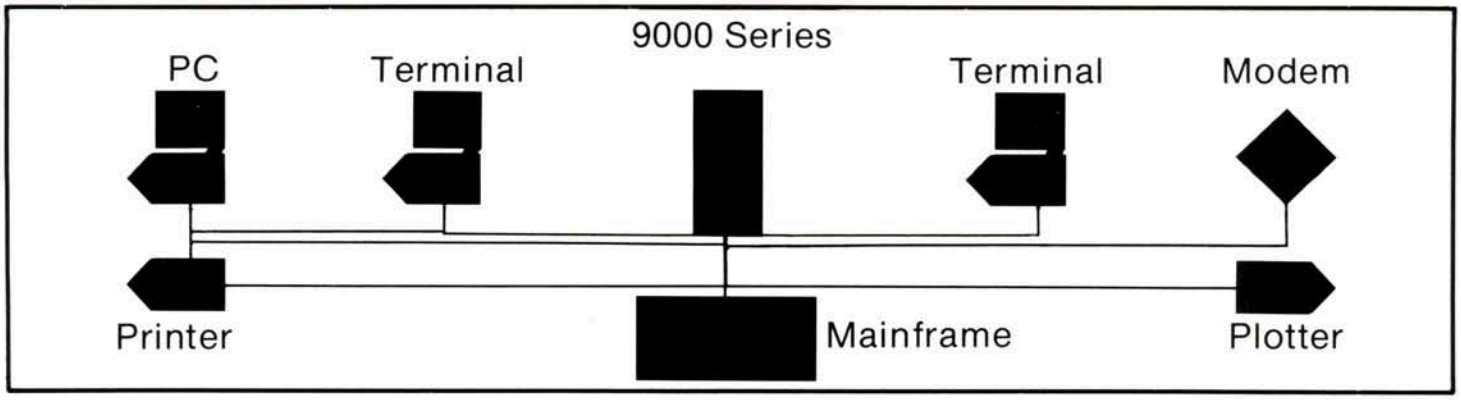
The 9000 Series takes full advantage of UNIX System III with Berkley enhancements & System V to offer proven operating system compatibility and utilities. This system supports a full range of standard and high-level programming languages along with a wide selection of business software applications. So you not only benefit from the latest technology but also the most versatile, productive software tools available.

When you want to unleash the power of UNIX, you need more than just any computer, you need a Centurion 9000. For more information contact:

Centurion Computer Corporation

1111 S. Sherman
Richardson, Texas 75081
(800) 527-4266 or
(214) 644-3628 in Texas

Please see other side for specifications.



The 9000 Series provides a foundation for expansion from single user systems to fully integrated distributed data processing capabilities.

9000 Series Specifications and Special Features

CPU
- 10MHz Z8003 processor
- Two serial RS-232 ports
- Z8015 Paged Memory Management

Memory
- Total RAM expandable from 512K to 16MB

Card Cage
- 16 Slot Multibus 512K to 16 MB IEEE 796

Serial I/O Ports
- Expandable to 16 RS232C ports
- Full duplex
- Software selectable baud rates
- Optional intelligent 8 port Multiplexer

Internal Disk/Tape Storage

SMD Disk Drives
- 5¼" and 8" form factors
- Up to 500 MB capacity
- SMD standard interface

Winchester Drives
- 5¼" form factor
- 260MB capacity
- ST506 interface

Cartridge Tape Drives
- 5¼" and 8" form factor
- ANSI standard tape cartridge
- 160 MB capacity
- QIC 02 standard interface and 3M interface
- QIC 24 standard format and 3M format

External Disk/Tape Storage

SMD Disk Drives (Unformatted)
- 80 MB
- 160 MB
- 340 MB
- 515 MD
- SMD standard interface

Magnetic Tape Drives
- Industry standard ½", 9 track format
- 1600 bpi and 6250 bpi
- 600', 1200' and 2400' capacities
- Start-stop and streaming drives available
- Pertec* standard interface

Communication
- Telex plus
- IBM 3780
- HP 3000
- Dec-Vax
- X.25

Networking
- Ethernet option

Electrical
- 110 or 220 volt switching power supply with AC line filters provided for EMI, RFI and AC line control
- 400 watts

Dimensions
- Width — 13"
- Length — 30"
- Height — 27"

Weight
- 75 to 102 pounds depending on configuration

Operating Environment
- 65°F to 80°F

Cooling
- Dual fan, linear air flow for maximum cooling

Construction Materials
- All metal cabinetry

Operating Systems
- *UNIX System III with Berkley enhancements and AT&T utilities
- *UNIX System V

Programming Languages
- C
- SMC BASIC
- PASCAL
- FORTRAN
- RM/COBOL

Users Supported/Expansion
- 1 to 16
- Integrates with other Centurion computers

Warranty Information
Centurion computers are warranteed to be free from defects in material and workmanship.

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All your management information. As easy to track as fresh footprints in the sand. Only from Centurion.

TRACS™
Total Reporting and Control System
from Centurion.

The right information precisely when you need it. Now.

Solutions for Your Success.

To run your business successfully you need dependable information. To make intelligent management decisions you need the facts at your fingertips and the ability to react.

Now Centurion combines information tracking and key business functions within a total software package to give you complete control of your business operations. Whether you need the facts about inventory, pricing, orders, sales, or even your current financial situation, TRACS will keep you up to date. And keep your paperwork, products and accounting flowing smoothly.

When it comes to success, it all comes down to your judgment and the right information. And TRACS is your source for the right information.

A Manageable Inventory

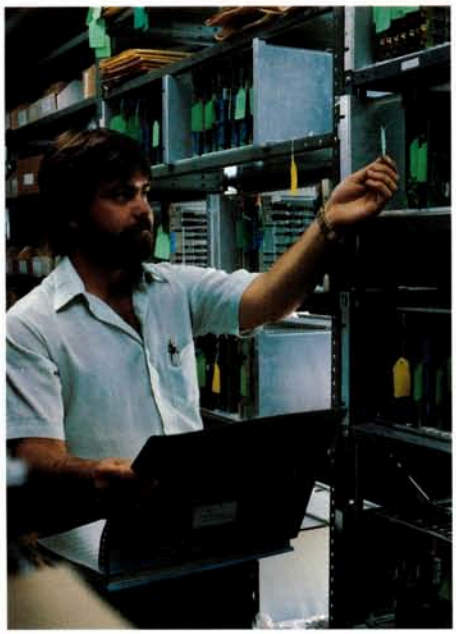
Inventory management is essential to selling your products. It's also one of your most precious investments. To control your investment you need the ability to assess these important factors:

- Item-by-item product status and location
- Inventory performance history
- Target stock levels and demand
- Purchasing and accounting

TRACS supports multiple locations, unit conversions and product class groupings to give you complete flexibility in inventory control. You'll know exactly where your products are and what's available.

Sales Trends

You can now monitor your inventory sales history automatically. By analyzing turns, stock outs, substitutions and service levels along



with actual sales, you're ready to react to key trends or problems. This information can help you maintain a streamlined inventory and improve overall cash flow.

What's Hot, What's Bought?

TRACS also lets you compare orders and shipping information with current inventory and purchase order processing to meet exacting distribution requirements. And you can use almost any method to calculate replacement costs or adjustments as necessary.

The Right Price

TRACS gives you an electronic pricing capability that is second to none. Pricing and discounting can be specified by transaction type, customer, item or in combination to guarantee accurate calculations. Special pricing for promotions or contracts can be easily accomplished.

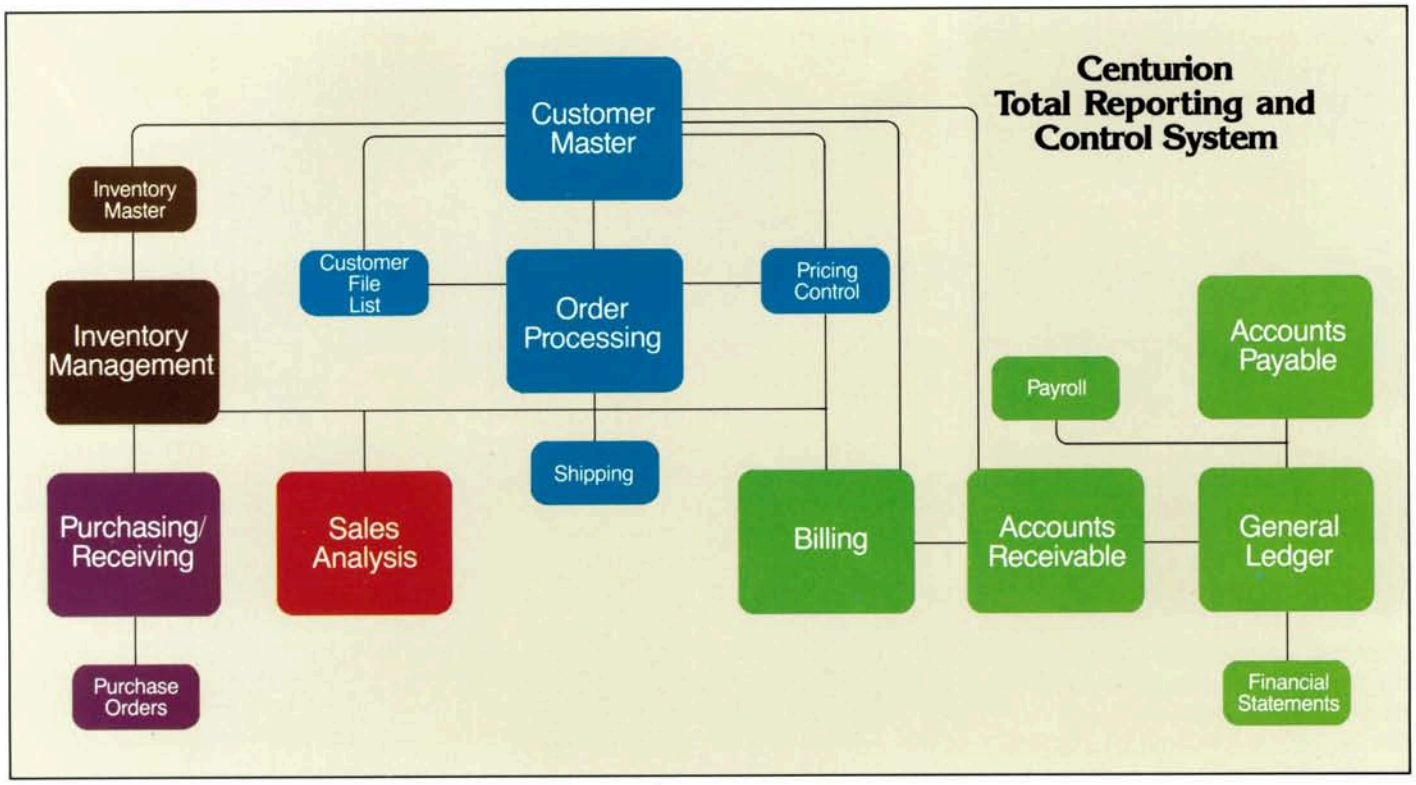
When your costs change, TRACS automatically adjusts your prices, too. So you'll never need to worry about updates. And your profit margins will remain intact unless you decide to change them.

Complex price conversions, commissions and taxing schemes are a snap with TRACS. Just select the proper functions for each account and TRACS will do the rest.

Taking All Orders

Processing orders can be a paper work nightmare, but not with TRACS. As orders are received, you have immediate options for credit analysis and order control numbering. You can even check orders against open accounts and contracts, and then process them instantly or notify the customer of any problem areas.

TRACS also keeps all of your orders organized to give you com-



When to Pay-How Much?

To guarantee proper payment of your own bills, TRACS supports "three-way matching" methods automatically. Purchase orders, receiving reports and vendor invoices are compared to reveal any major discrepancies. Taxes and discounts are easily calculated and authorized payments are generated on a user selected basis. Naturally, TRACS enables you to receive a complete series of accounts payable reports on your command.

The Big Picture

When it's time to make decisions about tomorrow, TRACS can be used to reveal your overall financial status today. You can also make instant comparisons with past performance to analyze trends that may impact your future.

General Ledger

This module simplifies your total accounting process by automating each critical function. Paperwork is minimized through automatic report generation and data integration. Every transaction is entered only once, and TRACS remembers them all in case you need an audit trail. Accurate, up-to-the-minute balance or income statements can be produced as necessary. TRACS also supports divisional ledgers for separate profit center reporting.

Comparison Reports

When you need to compare budgeted costs and revenues against actual figures TRACS can help you spot trends fast. You can also request reports which analyze past periods and pinpoint exceptional items which may require action.

plete status reports on virtually any element of the order processing. These reports let you analyze daily sales, open, blanket or backorders, ship dates and locations.

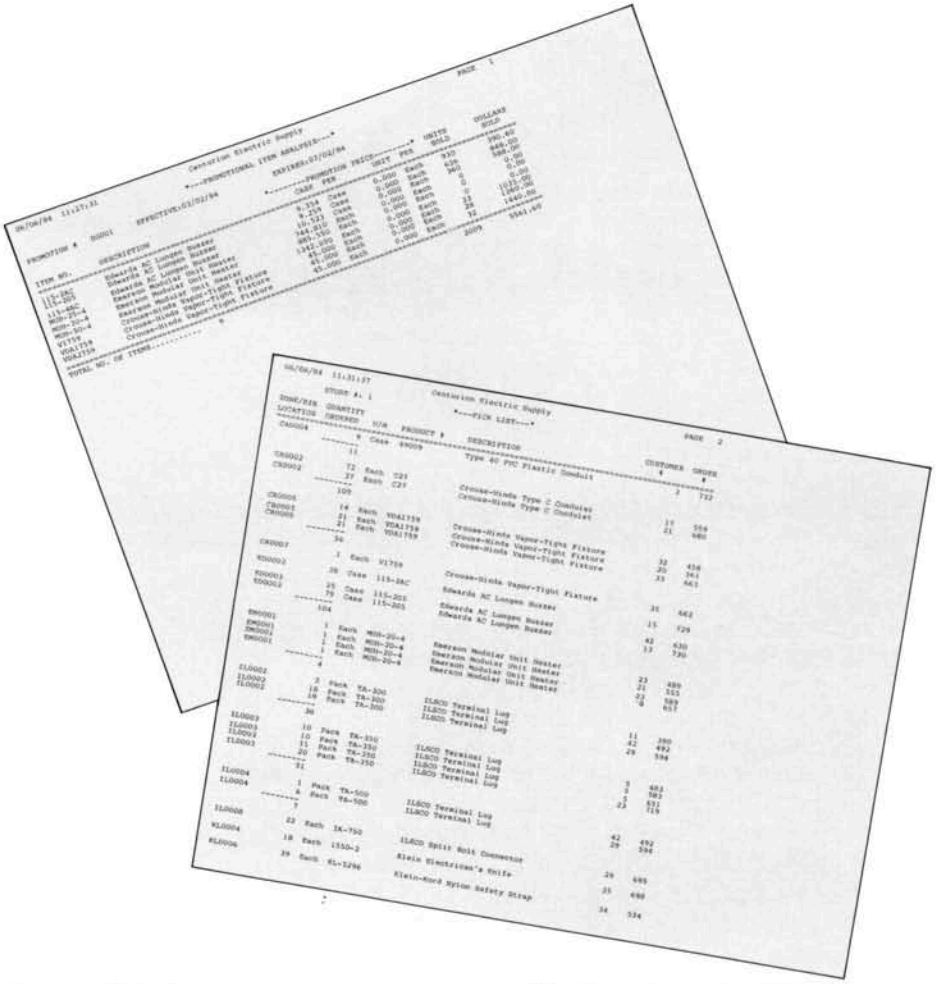
With automated control and immediate posting of all orders, you can spend more time making sales instead of writing them up. Also, TRACS lets you update accounts receivable and general ledger files automatically to accelerate the billing process.

The Sales Performers

TRACS knows which products and product groups are selling well and making the most profits. You can also classify items and customers as a percentage of total sales using TRACS automatic "ABC" method.

Complete formatted reports are instantly available to supply virtually any information needed. You can even design your own formats to prepare personalized reports.

This comprehensive system allows you to make historical comparisons, check for lost sales or backorders, and get complete gross margin and other sales statistics on demand.



Collecting Collections

TRACS helps you make sure that slow-paying customers don't crush your cash flow. With TRACS automated accounts receivable system, you can expect shorter collection time and fewer delinquent accounts. TRACS contributes to a healthy cash flow for your business by allowing you to:

- Monitor customer balances
- Reduce clerical efforts
- Bill promptly

Account Updates

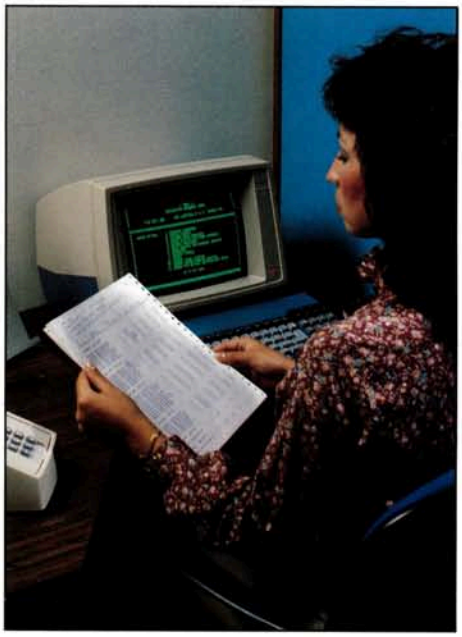
With TRACS accounts receivable module, customer balances are always current and accurate because invoice and statement information is automatically updated each time a transaction occurs.

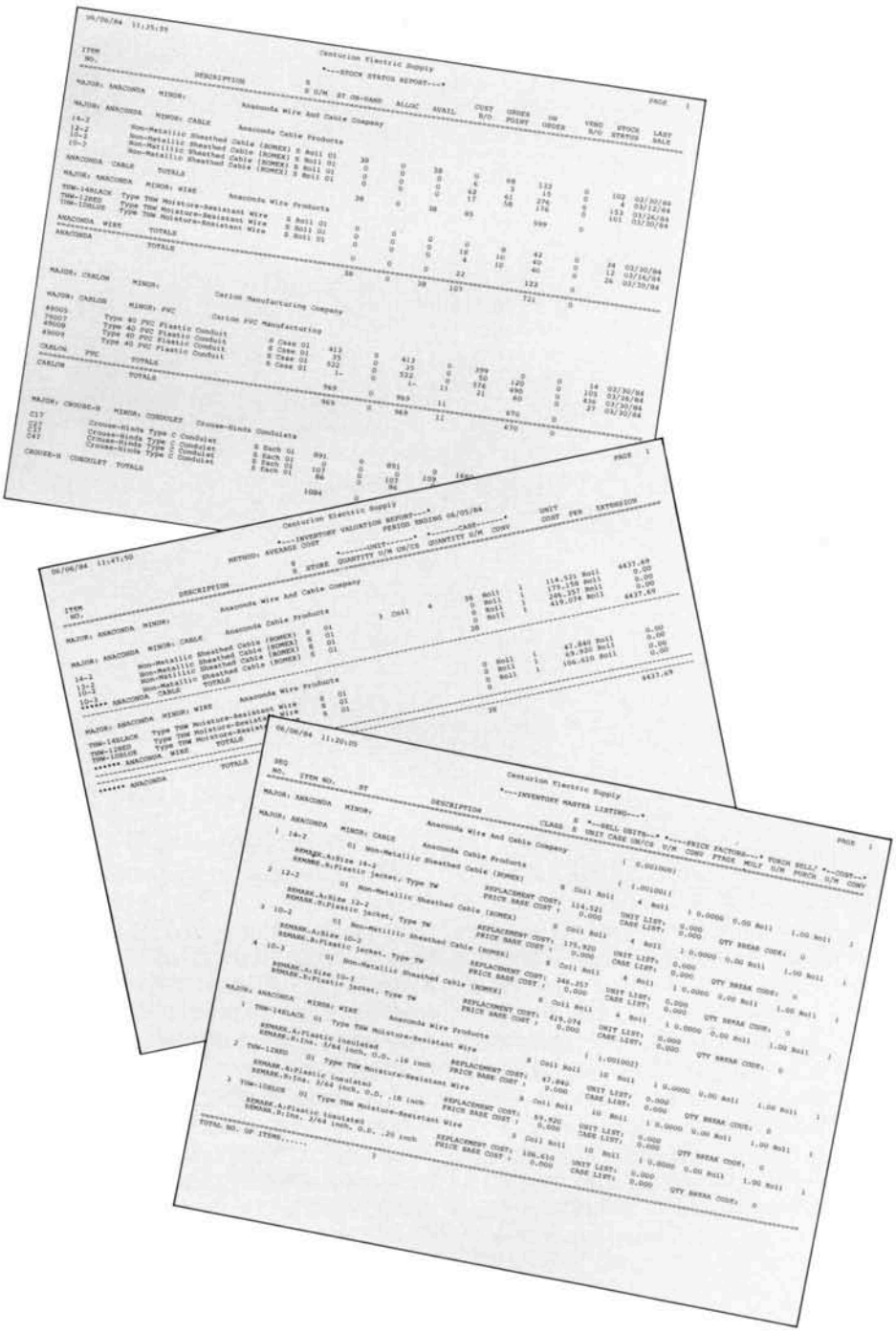
Clerical Efforts

Since each transaction only needs to be entered once, TRACS gives you a fast, easy method to greatly reduce errors. A complete audit trail is also established for each account to save time in auditing transactions.

Billing—And Collecting

The best way to collect promptly is to bill promptly. Sales invoices can be produced daily, and current statements can be generated at the end of each month. To assist you in collection activity with open accounts, TRACS produces reports that show outstanding and aged





balances. Armed with this information you are well prepared to pinpoint problem customers and collect past due accounts efficiently.

Buy for Margin

An integrated purchasing and receiving module gives you the ability to make quick work of multiple buy orders and complex purchases. TRACS lets you merge existing stock information with requisition data to create purchase orders automatically. New orders are immediately posted to inventory and accounting functions and are retained for on-line inquiry.

Once the ordered products or materials are received, TRACS provides automatic matching with your purchase order and reports on any notable discrepancies. You can also ask for a series of reports which give you in-depth information concerning orders, receipts, commitments and performance.

Centurion. Support, Experience, Commitment.

The Centurion advantages in hardware, software and support means you can always count on high-quality systems to meet your total range of needs. Centurion specializes in solutions, and we back our products with more than a decade of experience and a commitment to the best.

Here are just some of the benefits of working with Centurion for all of your computing needs:

- Highly reliable hardware with the latest technology
- Software that's easy to learn and use
- End user training and instruction
- Complete maintenance availability

Founded in 1971, Centurion has grown steadily since its beginning as a computer dealership pioneer. With over 4,000 systems installed through authorized Centurion dealers, our systems are proven effective, reliable and ready to make your business more efficient.

As your needs change, Centurion will support them. With new hardware, more powerful software and an ever-expanding professional support staff. It is our goal to maintain compatibility while keeping pace with important technology innovations to offer you the right solutions for your success.

Contact your local Centurion dealer today to find out more about TRACS, or call us direct at 800-527-4266 outside Texas or 800-442-5240 inside Texas.

Centurion®

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Service Industry System™

The Centurion Service Industry System features a totally integrated service dispatch, contracting, billing, inventory control, accounts receivable, and management reporting system.

Service Dispatch maintains all service information from initialization to completion. When service calls are initiated, prior service call information, special instructions for mechanics (i.e., equipment location, etc.), and customer credit information are displayed for dispatcher convenience. Once parts have been applied and the service call is completed, pertinent information is transferred to the Accounts Receivable and Management Reporting modules.

Vehicle Maintenance provides up-to-date information concerning daily operating costs and year around maintenance schedules. Provides gas consumption cost and miles per gallon usage for each vehicle, including an exception report if the miles per gallon falls below the user accepted standard developed for each type of vehicle.

Billing accommodates various modes of billing such as service calls, service/warranty contracts and installation/construction contracts and job requisitions. In addition, all accounting information is automatically posted to the General Ledger.

Inventory Management provides multi-warehouse and multi-truck control. Multiple price levels can be maintained for each item, along with average cost, defective average cost, and serial number tracking. The inventory control method is minimum-maximum, reducing inventory investment and improving customer service.

Accounts Receivable is open item, which allows payment by specific invoice or payment on a balance forward basis.

In summary, the Service Industry System provides accurate and timely information to management — the elements of good business control that remove uncertainty from decision making.

Features

Service Call Tracking	Provides customer status inquiry showing open calls, credit limit, up-to-the-minute accounts receivable, and other pertinent information to aid in service call dispatching.
Labor Tracking	From time of dispatch, labor hours are accumulated by service call. When completed, labor changes are automatically calculated and printed at time of invoice, eliminating lost labor income.
Sales Tax Calculation	Sales tax is automatically calculated and printed at time of invoice, eliminating manual calculation errors. Tax liability is accumulated for accurate and timely reporting, eliminating a time-consuming task at quarter-end.
Contract Scheduling	Service/Warranty contracts are scheduled for one year and the preventive maintenance dispatch tickets generated monthly. The billing amount and month in which billing occurs is automatically calculated at time of issuance.
Job Cost Information	Allows tracking of contracts, phase billing, and estimated and actual cost variances. Provides complete job cost information for management review and control. Also provides more accurate estimates on future bids.

Inventory Control	Improves customer service by providing up-to-the-minute accurate inventory status. Ensures immediate location of special parts and materials.
Billing	Generates invoices automatically, eliminating manual typing and clerical errors. Accounts Receivable is posted, eliminating balancing errors and ensuring up-to-date customer information.
Vehicle Maintenance	Records accurate operating cost and maintenance expense for each vehicle and provides timely preventive maintenance scheduling.

Key Reports

Service Dispatch Reports	Includes the following reports: Dispatched Jobs, Jobs to be Dispatched, Completed or Incomplete Jobs, and Jobs Awaiting Parts.
Dispatch Tickets	Prints tickets for service/warranty contracts and preventive maintenance inspections, providing scheduling aids to improve efficiency of manpower.
Accounts Receivable Reports	Reports customer balances in current, 30, 60, and 90 day increments and beyond. Provides management with timely information for credit collections.
Profitability Report	Shows cost and profit analysis of both labor and materials for each service invoice and on contract work completed during the month, enabling management to monitor profitability.
Exception Report	Shows excessive service activity by location to pinpoint problem areas.
Preventive Maintenance Reports	Selectively reports preventive maintenance inspections for service contract customers. Provides advanced scheduling of manpower.
Service Contract Renewal Report	Lists all selected contracts along with account history, information by equipment/system and profitability prior to contract expiration. Reporting allows adjustment of contract prices to maintain desired profit margins.
Contract Variance Report	Lists actual-estimated expense variances on all open installation/construction contracts.
Purchase Order Report	Lists all purchase orders for each job by estimate line item number and all overcommitted purchase orders.
Inventory Sales Analysis Report	Shows material sales from each warehouse or truck in month and year-to-date format.
Inventory Reorder Report	Lists item quantities above maximum and below the minimum quantity on-hand to aid in purchasing decisions.
Inventory Cost Report	Lists the costed inventory and projected sales value, as well as the anticipated gross profit.
Vehicle Maintenance Reports	Includes Vehicle Inspection, Registration and Taxes Due Report, Vehicle Cost Per Mile Report, Fuel Expenditures, and Month-End and Year-End Expenditures.

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Rentland System

The Centurion Rentland System offers rental businesses a unique capability for both backroom and front counter information handling. Rentland features integrated contract processing, customer maintenance, asset accounting and depreciation, general accounting, payroll and management reporting software, combined with Centurion's powerful new word processing program.

Contract Processing insures total control over pricing, special instructions, customer validation and overtime/repair charges. The user can define customized messages regarding equipment operation, rates and time limits, and also additional rental items or options. Complete driver's license files are maintained to verify customer identification.

Customer Maintenance modules are available for complete sales analyses and status reports by customer, mailing label generation and personalized notes concerning customer discounts, waivers and credit information.

Asset Accounting and Depreciation provide comprehensive inventory management tools to report on available items, asset categories and allowable depreciation amounts. Total revenue and costs can be analyzed by item or asset group.

General Accounting modules provide completely integrated general ledger, accounts receivable and accounts payable functions. This system accelerates the overall accounting process and reduces clerical efforts by automatically producing invoices, statements, payments, transaction records and financial reports from data that is entered only one time.

Payroll is now an easy task using Rentland's automated system. Special rates and time considerations, taxes and posting to general ledger are all handled automatically.

Centurion Word Processing offers a powerful productivity tool which increases the speed and accuracy of handling all written correspondence. Simple menu-driven operation makes learning fast, and a complete set of editing functions are provided with single keystroke selection.

Management Reports can be generated from virtually any module or combination of modules for a total information resource available on demand.

Rentland is the only software system that offers you such a high degree of integration and office automation from one source. And that source is Centurion.

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