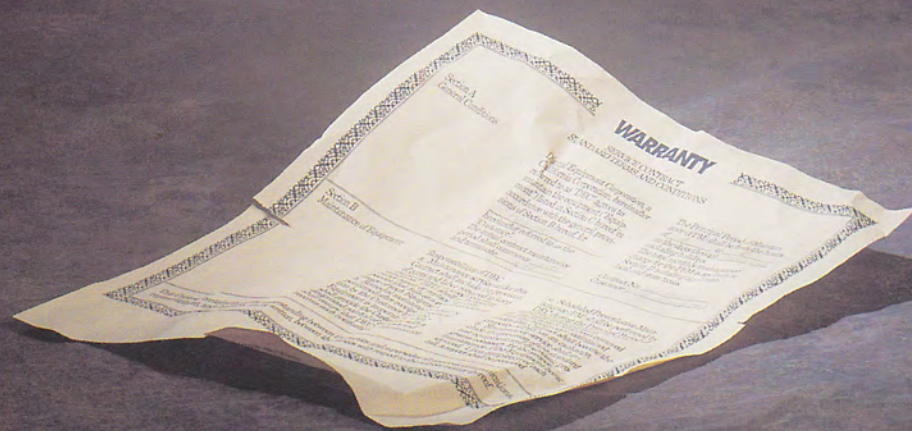


Just Because The Warranty Expires Doesn't Mean Your DEC Is Ready To Meet Its Maker.



It's ready to meet the field service specialists from McDonnell Douglas.
Because nowhere is it written in stone that DEC systems must be maintained by Digital once the warranty ends. Especially now that we've expanded our service options to include some pretty praiseworthy products.

Like the VAXstations. The MicroVAX 3000 series. Even the VAX 8000 series.

So when the dreaded day comes that your DEC system needs repair, rejoice. We'll be there with complete, across-the-board servicing for any low- to high-end crisis you have.

And with over 1000 field professionals nationwide, we'll not only be there prepared, we'll be there promptly.

Find out more on how McDonnell Douglas Field Service Company is ready to meet all your DEC needs. Call us at (800) 826-4944.

And say hallelujah.

MCDONNELL DOUGLAS

RESELLER

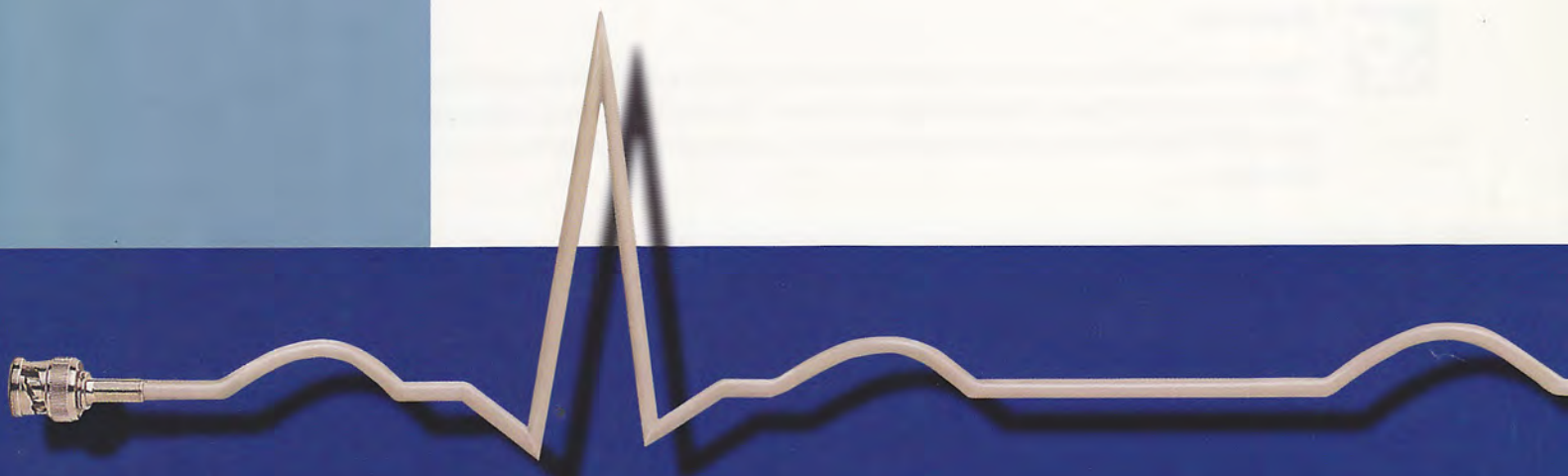
Products and Services

Novadyne Systems Performance Management

Novadyne is a Systems Performance Management company with more than two decades of technical experience maintaining, selling and supporting business information processing systems and value-added software products. The company's comprehensive range of technical services includes consulting services, training, hardware and software support services and hardware integration.

Currently, Novadyne has six customer support operating regions in place throughout the United States and Canada. In addition, the company has formed strategic alliances with several of today's technology leaders including Microsoft, Novell, Intel, Motorola and SUN. This enables Novadyne to keep customers in step with current and emerging technologies.

Novadyne. Experts in Systems Performance Management. And your resource for information support services.



Reseller Products and Services Overview

Novadyne has a strong and significant presence in the industry, with thousands of installations in nearly 100 vertical markets. The company offers a full line of information processing and networking systems, and is committed to providing solutions based on the latest UNIX technology and open architecture platforms.

Novadyne is equally committed to our reseller channel, and to the relationships we have with our many value-added resellers. We understand that teamwork is essential to be successful in today's complex information technology market. As a result, Novadyne provides our resellers with a range of services and programs, including:

- 1 Innovative Product Offerings.** Novadyne provides complete hardware and software integration including design, installation, training and support.
- 2 Marketing Support.** We assist resellers through cooperative advertising programs, including print advertising, public relations, seminars and trade shows.
- 3 Success-Oriented Programs.** Our reseller partnerships include programs in complementary marketing, joint sales, and technical support and training, each of which is customized to meet individual reseller needs.
- 4 Hardware and Software Solutions.** We provide integrated solutions on leading open architecture platforms including UNIX-based RISC systems, and Intel-based DOS systems.
- 5 Cooperative Business Strategies.** We work jointly with resellers to develop individual business strategies. Our commitment to maintain open channels of communication is achieved through reseller conferences, workshops, council meetings and newsletters, all of which serve as information resources for our resellers.



NOVADYNE[®]
Systems Performance Management

You've been around the reseller world looking for a solid VAR support package. Now, it's time to look at Novadyne.

Only Novadyne provides you with products, support, professional services and marketing programs in one package that can make your business easier and more profitable than ever.

Novadyne has a full line of open architecture RISC-based Unix platforms and networking systems for both the PICK and Unix markets. You're assured quality, state-of-the-art technology from leading vendors like Motorola, Sun, McDonnell Douglas, VMARK, and UniData.

Only Novadyne Offers You The Complete Reseller Package.

As reported in the April 1993 issue of International Spectrum magazine, "Sun has selected Novadyne as the authorized Master VAR of the entire Sun product line for the PICK marketplace". To these technologies, we add a valuable layer of support between you, the vendor and your customer — which frees you to concentrate on sales and profits.

Our wide range of value-added services and programs gives you support before, during and after the sale. This value is seen on a daily basis as we integrate file servers, print servers, workstations and assorted network topologies with various software databases for our resellers. To complete our Reseller Support Package, Novadyne provides single source hardware, maintenance services, and software and technical support. You can speak to a Novadyne professional 24 hours a day on our 800 number.

Novadyne is a Systems Performance Management Company with more than two decades of technical experience maintaining, selling and supporting business information processing systems and value-added software products. Today, there are more than 4,000 commercial applications and more than 90 sales support offices in the United States and Canada. And we continue to update our product lines and services so our resellers have the most advanced technology

available. All of which adds up to a complete package for each and every one of our resellers.


For more information about Novadyne's Reseller Program, call

1-800-766-6823

 **NOVADYNE®**
Systems Performance Management

1700 E. St. Andrew Place, P.O. Box 35060
Santa Ana, CA 92705-6560



 **MOTOROLA**
Computer Group
Authorized Reseller

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We hold everything together.

Sophisticated centralized dispatching streamlines service calls.

Bring home the bacon.

Comprehensive field service that stimulates your sales and profits.

Well done.

Quality service backed by two decades of experience and thousands of satisfied customers.

We do it with relish.

Nationwide on-site service for OEMs, VARs and VADs.



Get everything on it.

Higher profits. Better customer satisfaction. Improved product image.

Seasoned to taste.

Flexible contracts to suit your specific needs.

Say cheese.

Customer satisfaction that keeps you—and your customers—smiling.

Lettuce be your partner.

We work with you to form a valuable business partnership.

What we learned about Field Service flexibility over lunch.

One day at lunch, we made an interesting observation.

We noticed that nobody ordered exactly the same hamburger.

Which made us ask ourselves. Why should every OEM, VAR and VAD get exactly the same field service program?

It's simple. They shouldn't.

So today, Novadyne Computer Systems, Inc. offers you flexible service options to fit your requirements.

You choose the type and level of service that best suits your needs, and we will design the right service package for you.

Learn more about the wide range

of Novadyne field service options. Contact us today at 1775 East St. Andrew Place, Santa Ana, California 92705-6560; (800) 826-4944.

Our service will impress you.



NOVADYNE™

The Power Of Many Combined As One.