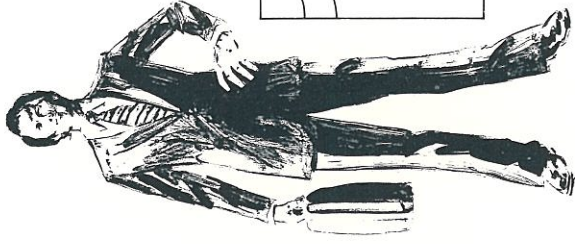


**two views  
of software:  
a symposium  
from  
Cincom Systems, inc.**

# the pros and cons of custom built systems: an overview.



The alternatives are all-too familiar ones: you need a specialized piece of software and you're faced with either staffing up or buying applications software on the open market.

And many times, the open market is, at least to you as decision maker, questionable.

Consider Cincom Systems' Custom Software Division.

A team of professional software people second to none in the industry.

A track record of proven successes, time after time — on numerous installations of the TOTAL data base management system and the ENVI-RO/1 on-line information processing system.

Most important, though, they *get the job done*, saving you the costs of recruiting, and inordinate amount of time lost before you're anywhere near even building the software.

Because of these very real and pressing needs of the data processing user, Cincom Systems, Inc., has become one of the most productive and fastest growing companies in the industry. Thanks to the better utilization of pools of talent, users are learning that they can now find highly trained talents available:

- when they are needed
- with the specific skills required
- for the duration and costs budgeted

Read on about the specifics of Custom Software from Cincom Systems, Inc.

# getting off the spot with our exclusive SE setup: an overview.

Everyone would like to have a data base and on-line engineer on staff.

However, it would be a luxury and probably very troublesome to find such an individual who's available, ready, willing and able.

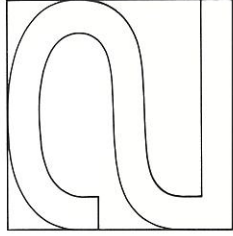
Consider Cincom Systems' Exclusive Systems Engineer Agreement.

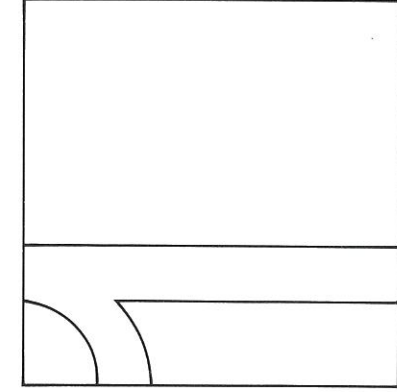
With this unique instrument, you have access to a data base (TOTAL), on-line (ENVIRON/1) systems engineer — virtually on staff — for a specified period each month.

This gives you the capability to review your system periodically. To upgrade it. Monitor it.

Plus, the many improvements the Cincom SE will point out will be pointed out to your staff; and he's available at any staff or management level you want him.

Read on about the specifics of the Exclusive SE Agreement from Cincom Systems, Inc.





**custom systems  
from Cincom:  
all the pros  
with none of  
the con.**