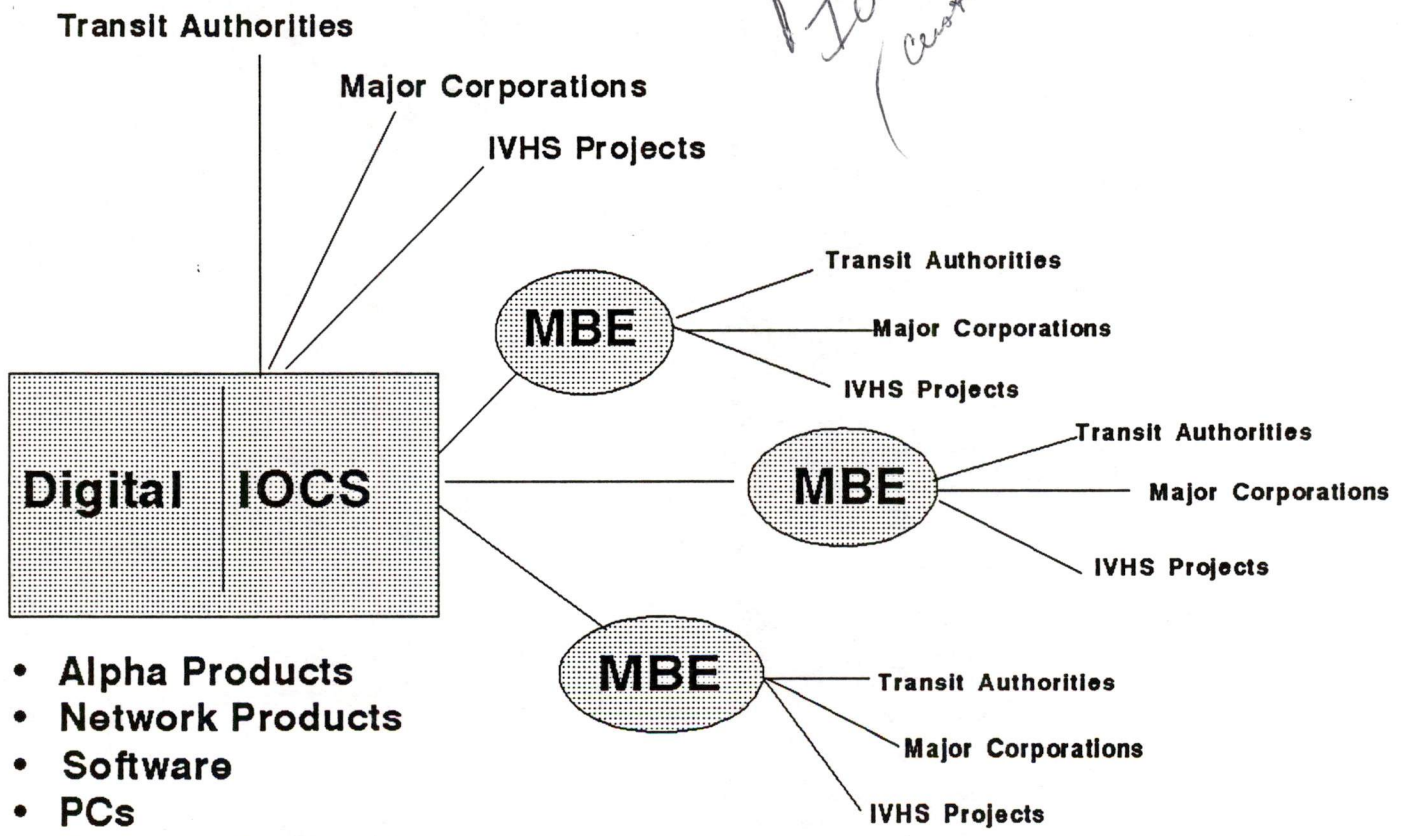


IVHS Consortium

file IOCS (customers)



- Alpha Products
- Network Products
- Software
- PCs
- Systems Integration

Member MBE Team

Frank Kwiakel

looking for Partner to help with IVHS

Team
 ① case history for support
 ② find MBEs for support
 ③ find MBEs for support

Frank Kwiakel

IVHS Initiative

The Opportunity:

1. To position Digital's products within the rapidly evolving IVHS industry.
. . . This means business today and tomorrow.

2. To immediately market and sell Digital products, solutions and services to companies and transit authorities via IOCS and an MBE network.
. . . This means business today and tomorrow.

3. To position Digital as a major, positive influence within DOT/IVHS in helping DOT meet its minority goals.
. . . This means business today and tomorrow.

4. Sales of \$5M in FY'95; \$10M in FY'96; and \$20M in FY'97.

Note: IOCS experienced this growth rate with its aerospace initiative.

IOCS Capabilities

To Support MBE Team

- Transportation Experience and Recognition
- Distribution Experience
- IOCS DIRECT
- Systems Integration Experience
- Position with IVHS Federal Agencies
- Positioned with Key Major Corporations Involved with IVHS
 - ✓ Raytheon
 - ✓ TRW
 - ✓ Lockheed
 - ✓ Allied Signal
 - ✓ BDM
 - ✓ JHK Associates
 - ✓ Hughes

Note: These are all present IOCS customers.