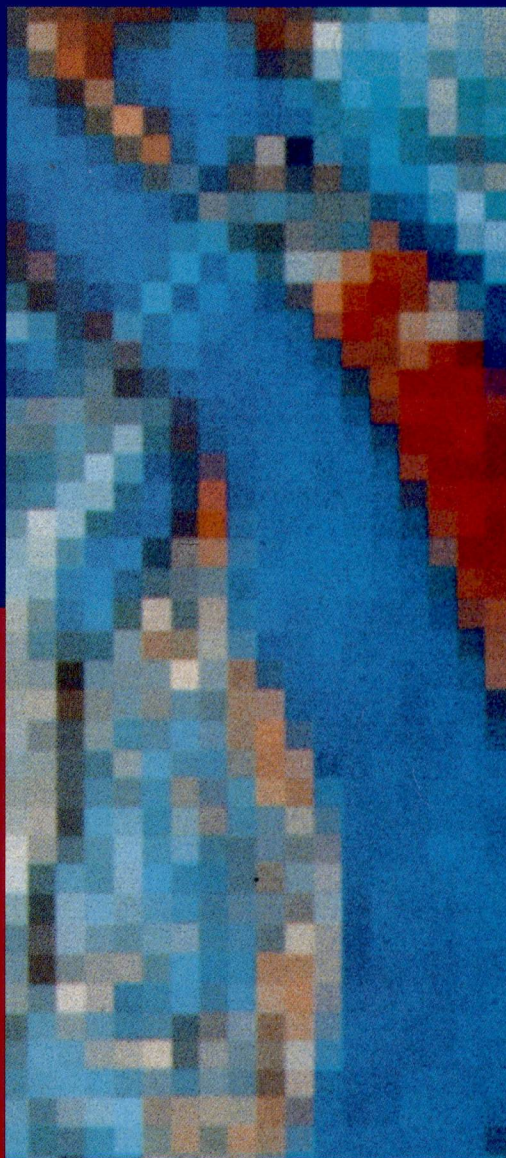


S Y L V E S T

OK

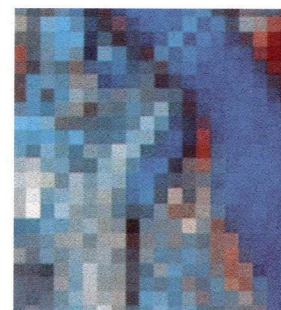


S O L U T I O N S

Focus... an ordinary term that illuminates an extraordinary company. Sylvest Management Systems Corporation has become one of the fastest growing technology companies in America through a rigorous emphasis on focus – on our industry, our markets, our customers, and our employees. The result of this focus is clarity of vision, of purpose, and of practice.

Sylvest was founded in 1987 with a vision that the future of computing was open, not proprietary, systems, and distributed, not centralized, architectures. At that time, UNIX workstations were the clearest manifestation of that vision accessible to a small company. Through focus on this technology Sylvest has become a leading supplier of multi-vendor UNIX workstation systems and has achieved a track record of successful implementation of open, distributed, solutions rivaling that of much larger, less specialized, companies.

We do not claim complete “vendor independence,” nor do we attempt to address every need in the marketplace. Rather, we focus on what we do best and strive to be the best at what we do. Our vendors are our partners; our close relationships allow us not only to become expert in each vendor’s products and capabilities, but also to deliver those goods and services to our customers at the lowest possible price. Restricting ourselves to specific technologies and particular vendors does not mean, however, that we force inappropriate solutions upon our customers. To the contrary, our focus enables us to fully understand each prospective customer’s requirement; if our expertise is not applicable or our solutions inappropriate, we steadfastly maintain the discipline to refer our customer elsewhere.





The best solution for our customers is not always a simple combination of off-the-shelf hardware and software. Many of our customers require nonstandard configurations, integration of specialized components, or lower costs than are available from single-vendor products. In response to these requirements Sylvest has developed an effective short run manufacturing capacity for the production of customized systems. Whether a few or a few hundred, complete turnkey systems or a unique disk subassembly, Sylvest performs significant assembly, software development, integration, customization, testing, and complete support. Many of these products are then more broadly marketed under a Sylvest nameplate in order to maintain beneficial economies of scale for our manufacturing activity.

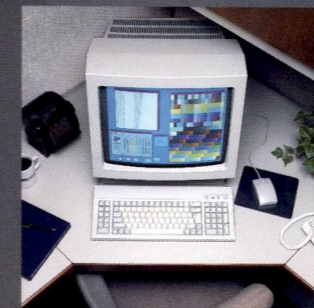
Sylvest enhances its systems capabilities with a wide variety of services and support. As a result of our relationships with all major UNIX workstation vendors, Sylvest can provide hardware maintenance and software support for complex heterogeneous computing environments at multiple locations. Moreover, we continually expand our capabilities in consulting, engineering services, training, software development and data conversion. If we are not completely confident that our organization possesses the expertise required by a particular project we do not hesitate to bring in the best outside talent available, while at all times retaining complete responsibility for all deliverables.

In May of 1990 our ability to provide solutions to our Federal customers was greatly enhanced by the U.S. Small Business Administration's approval of our participation, through 1999, in the 8(a) Program. Our 8(a) status provides a contractual basis to deliver precisely what our customers need as quickly and as economically as possible. In recognition of the manufacturing activity described above, our primary Standard Industrial Classification (SIC) Code is 3571 (Manufacturing, Computers.) Our secondary Codes include several for Manufacturing, Distribution and Services. While many companies with 8(a) status choose to concentrate on 8(a) opportunities, becoming, in effect, "8(a) companies," Sylvest has purposely limited 8(a) revenue to less than 25% of our total revenue as we have aggressively expanded our distribution and systems integration business through competitively awarded contracts.

Sylvest has focused as well on several key application areas which are important to the Federal market and frequently based on UNIX platforms. Among these are Geographic Information Systems, Document Imaging, and Graphics/Visualization. We have concurrently developed substantial expertise in the more "horizontal" areas of office automation, database applications, software development, data conversion, and ongoing support. Our role goes beyond merely providing the products and services requested by our customers. Our own experts work with our customers in a truly consultative fashion to best determine the extent to which available technology can benefit a particular process or activity. It is at the interface of the user need and the product functionality that Sylvest uniquely adds value.

We practice our belief in open, distributed computing daily. Sylvest is a highly automated company, automated using the very technology we recommend to our customers. This intimacy with the products and architectures we sell gives us an emotional, as well as intellectual, understanding of our customers support requirements. Our experience in supporting our own operations greatly increased the likelihood that our first encounter with a technical problem does not occur at a customer site. Moreover, every member of our organization has first hand knowledge of our products; this is extremely beneficial since we encourage the participation of every employee in our customer support and marketing activities.

*It is at the interface of the user need and
the product functionality that Sylvest
uniquely adds value.*



At the time Sylvest was formed, personal computer distribution channels were maturing and consolidating, while the workstation market was relatively new and marked by an absence of indirect distribution alternatives. The forces that dictate the development of indirect channels were already gathering: decreasing system price points, increasing third party applications and escalating price competition. Since its inception, Sylvest has been implementing a strategic plan to become the primary Federal distribution channel for complete, multi-vendor UNIX solutions. To that end, Sylvest has evolved a distribution infrastructure based on a GSA Schedule contract comprising thousands of line items and scores of vendors – all UNIX related, as well as an experienced, nationwide sales force and a wide variety of Federal marketing activities. This infrastructure enables us to quickly and reliably provide a wide variety of products in any volume our customers require.

Beyond the latest technology, *Sylvest is people*. Sylvest was founded, and has prospered on several firm convictions. First, our people are the principle asset of our company. We recruit the best people possible and actively collaborate with them to create an environment in which they can excel. Second, we not only abhor discrimination, we actively seek the greatest possible diversity of race, religion and gender at all levels of our organization. This not only reflects our values and makes us a good corporate citizen in our community; it also enriches our organization with a wealth of perspectives, ideas and experiences that prove invaluable in manifold and sometimes surprising ways. Finally, we reject obsolete paternalistic, hierarchical management philosophies by maintaining authority, responsibility and accountability at the operational level of our organization. At Sylvest, we look less for management, more for leadership, from all our employees.

Focus... the process by which a blurred image becomes clear and sharply defined. Now more than ever, with the confusion of competing technologies and standards, the instability of even the largest vendors, and the accelerating pace of technological change, it takes a focused company to provide a clear solution... Sylvest.



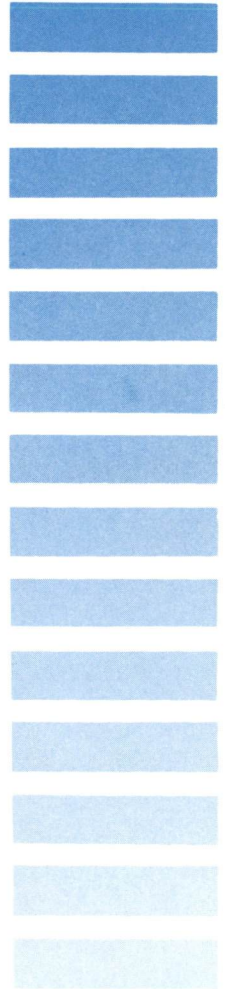
**Major Vendors for whom
Sylvest provides Hardware
Maintenance**

- Sun Microsystems
- Hewlett-Packard
- Silicon Graphics
- IBM
- Digital Equipment Corp.
- Tektronix
- Calcomp

This package was shipped and packed with care by Sylvest Management Systems Corp. of Lanham, MD. Please inspect this package immediately upon receipt. If there are any damaged or broken goods, please contact the Materials Control and Shipping Manager at (301)459-2700.



**Maintenance
and
Technical
Services**



1993

Read Me First



Congratulations! You have just purchased a UNIX workstation or related product from Sylvest Management System Corp. of Lanham, MD. Many recipients of Sylvest workstations recognize us as a quality provider of HP-, IBM-, SGI-, SUN- and DEC-based solutions. However, did you also know that Sylvest provides critical end user services in all of the following areas?

•**Hardware Maintenance**

•**Software Technical Support**

•**Site Surveys and Installation**

•**Networking**

•**System Assembly**

Sylvest Management Systems Corp.
10001 Derekwood Lane • Suite 225
Lanham, MD 20706
(301)459-2700
techline@sylvest.com

•**Hardware Maintenance**

We provide on-site, on-call and/or time & materials hardware maintenance services beyond the manufacturer's warranty. This maintenance is tailored to the customer's requirements and is performed by technicians who have been trained and certified by the manufacturer. We provide support for Hewlett-Packard, Sun, Silicon Graphics, IBM, and DEC workstations as well as all OEM and 3rd party peripherals, sold by Sylvest.

•**Software Technical Support**

We know that the single most important thing to the end user in resolving software related problems is immediate access to technically qualified software and systems engineers who can rapidly diagnose problems, and provide corrective action to get you back on-line. We utilize in-house and OEM software engineering resources who are familiar with, and qualified in all UNIX-based workstation operating systems.

•**Site Surveys and Installation**

Sylvest's technicians are highly skilled in performing site surveys to ensure that the physical plant infrastructure is sufficient to support the requirements of systems delivered by Sylvest. We perform complete elec-

trical and shock testing, component burn-in, software installation and bench testing of every system we configure in our assembly and integration lab to ensure that you have a "ready to go" turnkey system. After installation we provide acceptance support.

•**Networking**

Sylvest designs and integrates client-server local and wide area networks to meet your needs. Network design services are available during your system requirements phase or when you decide to expand or upgrade your current network.

•**System Assembly**

We are a premier systems manufacturing company that can design, configure, and assemble your system to meet your needs. We utilize state-of-the-art technology as well as commercial off the shelf (COTS) products in fulfilling your requirements. Sylvest is committed to bringing you the finest and most cost effective products available, in designing, manufacturing, and delivering your system.

For further information regarding Sylvest technical support and maintenance service, call 1-800-955-UNIX or email techline@sylvest.com.

PARTIAL CONTRACT LISTING

Sylvest Management Systems Corporation is proud of its substantial contracts. All of these contracts share two common characteristics: They supply turn-key UNIX workstation based solutions and they successfully support the mission-critical applications of satisfied Sylvest customers.

Real-time Signal Analysis

Naval Air Development Center
Warminster, Pennsylvania
Contract No: N62269-87-C-372
Contract Value: \$5,962,821
Award Date: September 1987

Sylvest provided turn-key Sun workstation-based systems and file servers incorporating array processors, real-time signal and data analysis devices, laser, line and color printers, and high performance disk and tape drives from nine different vendors, as well as complete hardware and software support.

Graphics Workstations

Naval Air Development Center
Warminster, Pennsylvania
Contract No: N62269-88-C-0375
Contract Value: \$997,500
Award Date: September 1988

Sylvest provided the Navy with 10 Silicon Graphics IRIS 4D Series Supercomputing Graphics Workstations including network integration and support services. These workstations perform state-of-the-art graphics processing, including 2- and 3-dimensional solids modeling.

Scientific Workstations

U.S. Army
Aberdeen Proving Ground
Aberdeen, Maryland
Contract No: DAAD05-89-C-4067
Contract Value: \$971,750
Award Date: February 1989

Sylvest provided the Ballistics Research Laboratory with 5 Sun 4 RISC workstations and servers for high-speed computations, database management and graphics.



Support Services

Naval Air Development Center
Warminster, Pennsylvania
Contract No: N66269-89-C-0301
Contract Value: \$1,130,510
Award Date: March 1989

Five year contract for comprehensive support of all Sun workstations and related equipment at NADC. On-site Sylvest personnel provide all preventive and remedial maintenance, call reporting and analysis, and automated equipment inventory services.

3-D Graphics Workstations

Naval Underwater System Center
Newport, Rhode Island
Contract No: N66604-89-R-0138
Contract Valued: \$2,175,000
Award Date: April 1989

Silicon Graphics workstations networked with existing DEC VAX, Cray and Sun systems. Located in NUSC laboratories in Newport, Rhode Island and New London, Connecticut. These workstations are used for 3-D simulation.

Scientific Workstations

NASA
Goddard Space Flight Center
Greenbelt, Maryland
Contract No: NAS 5-30703
Contract Value: \$2,599,495
Award Date: June 1989

Requirements contract for up to 45 Sun workstations for the Laboratory for Extraterrestrial Physics. Networked via Ethernet with existing DECVAX's, Cyber 205 supercomputers and IBM 3081's.

Engineering Workstations

U.S. Army
Aberdeen Proving Ground
Aberdeen, Maryland
Contract No: DAAD05-89-C-4234
Contract Value: \$2,274,740
Award Date: September, 1989

In support of the Ballistic Research Laboratory Vulnerability/Lethality Division, this contract provides 4 ray-tracing systems, each consisting of 2 Silicon Graphics IRIS 4D/280 Super-computing Workstations. These workstations are used primarily in calculating electromagnetic signatures of military targets.

Molecular Modeling

National Institute of Health
Bethesda, Maryland
Contract No: 263-89-C-0323
Contract Value: \$1,920,695
Award Date: September, 1989

Under this contract, Sylvest assembled 35 Silicon Graphics 4D/70G and 5 4D/20G workstations with molecular modeling software to support NIH scientists in the modeling, display and energetic simulation of large and small molecules. Sylvest's solution includes such creative enhancements as stereo viewing devices from Stereographics.

Engineering Workstations

U.S. Army
Aberdeen Proving Ground
Aberdeen, Maryland
Contract No: DAAD05-89-C-4241
Contract Value: \$1,708,372
Award Date: September, 1989

In support of the Ballistic Research Laboratory Vulnerability/Lethality Division, this contract is providing 2 ray-tracing systems, each consisting of 6 Silicon Graphics IRIS 4D/240 Supercomputing Workstations, used in calculating electromagnetic signatures of military targets.

Scientific Workstations

Naval Air Development Center
Warminster, Pennsylvania
Contract No: N66269-90-D-0300
Contract Value: \$4,200,000
Award Date: October 1989

Requirements contract for up to 100 scientific and engineering workstations in support of NADC's development and testing of aircraft weapons systems. Sylvest custom assembles each workstation based on needs of individual scientists. These systems will be integrated into NADC's center-wide network of workstations, PC's and minicomputers.

Technical Workstations

Martin Marietta Energy Systems
Oak Ridge, Tennessee
Contract No: 50B-99933V
Contract Value: \$13,000,000

Acting as sub-contractor, Sylvest will provide up to 850 RISC workstations and servers from Sun Microsystems, as well as array processors, video boards, color printers, and a wide variety of software. These systems will be used by the Department of Energy at Oak Ridge for scientific and technical applications.

Turn-key GIS Systems

U.S. Department of Justice
Washington, DC
Contract No: IC-B-CRD-0025
Contract Value: \$4,900,000
Award Date: January, 1991

Turn-key Geographic Information System used by the DOJ Civil Rights Division for redistricting review. Consisting of over 40 Sun workstations, networked multiple buildings and custom GIS software based on ARC/INFO from ESRI, this system enables DOJ personnel to accurately analyze data, rapidly model and compare multiple change scenarios, prepare detailed color map presentations, and make reliable recommendations with solid supporting data.

This installation includes a Sun 4/470 server enhanced by a Q-Star Optical Disk Jukebox uniquely configured as an online storage device, CalComp plotters, Sun Printservers and an industry standard Ethernet 802.3 network. Sylvest is also providing comprehensive hardware and software support and training.

Technical Workstations

Tennessee Valley Authority
Chattanooga, Tennessee
Contract No: 91BYH-94126C
Contract Value: \$2,500,000

This is an indefinite quantity, indefinite delivery contract for up to \$2.5 million in state-of-the-art UNIX workstations based on RISC CPUs from both Sun Microsystems and IBM. In addition to fully assembled workstations, Sylvest is also providing software, peripherals, training and complete support.

Technical Workstations

Superconducting Super Collider Laboratory
Waxahachie, Texas
Contract No: SSC92B15065
Contract Value: \$654,343
Award Date: April, 1992

UNIX workstations from Sun Microsystems and Support Services from Sylvest will be available on an indefinite quantity, indefinite delivery basis through this contract. These workstations will be utilized in a wide variety of office automation applications at the laboratory where the Super Collider is currently under construction.

Scientific Workstations

Tennessee Valley Authority
Chattanooga, Tennessee
Contract No: 91BYD-94110D
Contract Value: \$24,000,000
Award Date: June, 1992

This award represents a major step toward TVA's goal of establishing a total open systems environment. Sylvest will provide approximately 1200 Sun SPARC workstations along with software, peripherals and on-site support services to TVA engineers and scientists.

Other Sylvest customers include:

National Library of Medicine
Hill AFB
Naval Research Laboratory
Naval Surface Weapons Center
NOARL, Stennis Space Center
U.S. Postal Service
Bureau Of The Census
Department of Agriculture
Ft. Monmouth, NJ
NWC, China Lake
NIST
NASA-Marshall
U.S. Army - Vint Hill
Department of Labor
Arnold AFB
U.S. Geological Survey
NASA - Lewis
Ft. Belvoir
Martin Marietta - Denver
Veterans Administration
MPO - Ft. Meade
General Services Administration
Centers for Disease Control
Sandia National Laboratories
Redstone Arsenal
U.S. Army Laboratory Command
Ft. McPherson





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