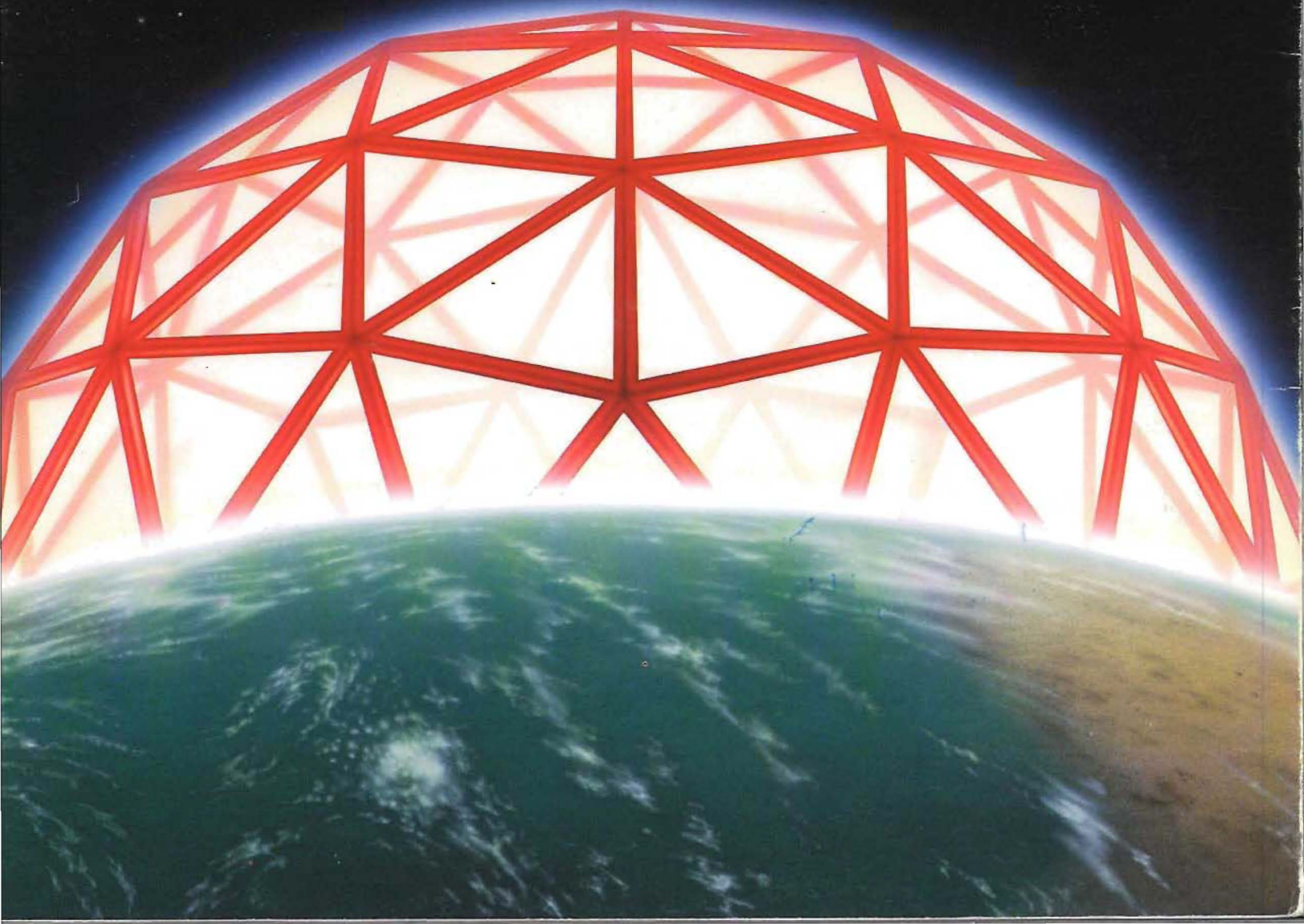


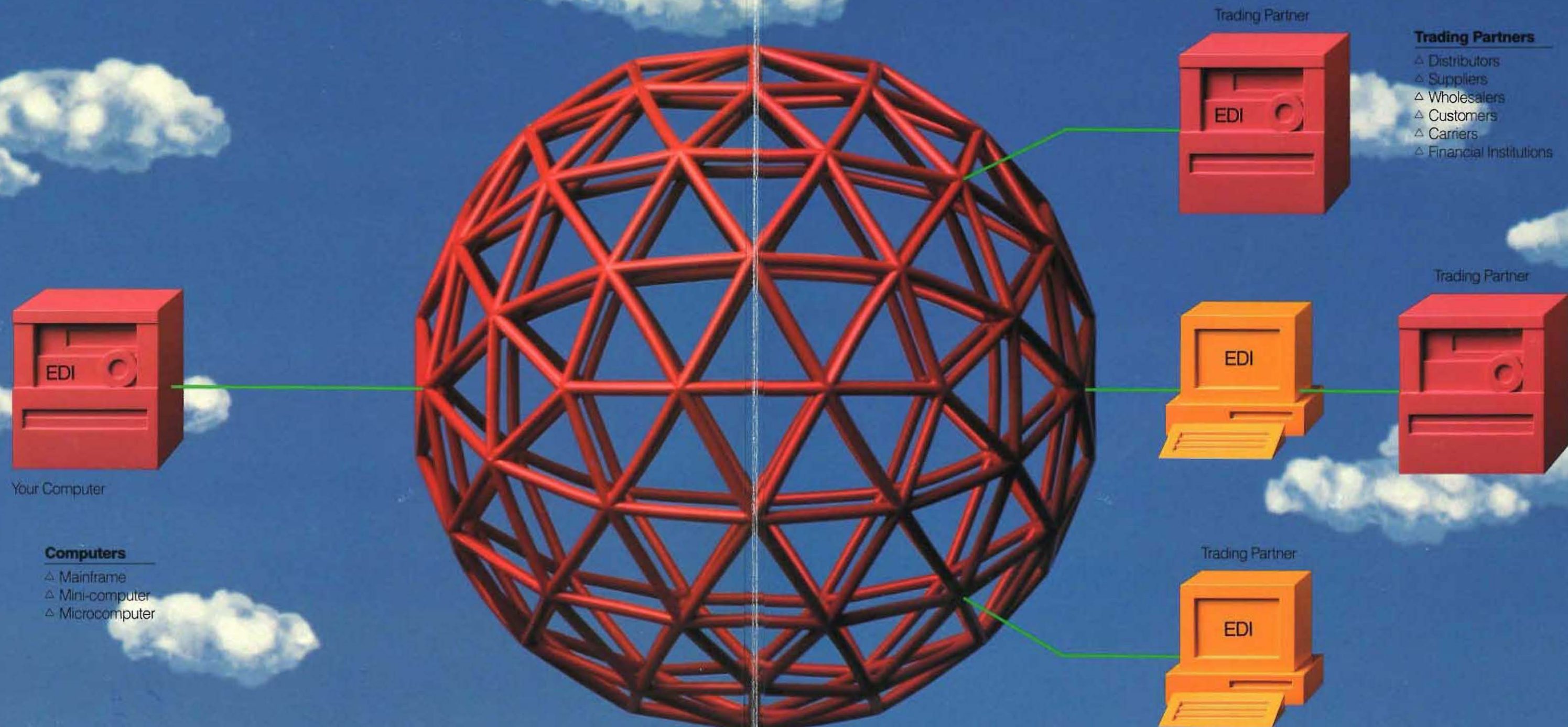
CompuServe

Electronic
Data
Interchange

Linking
Communications
Management To
Business Strategy



CompuServe EDI Solution



CompuServe—the first choice of network nations.

CompuServe is a premier communications and information company. We are committed to making electronic communications more convenient, more affordable and more strategically effective for organizations.

△ One of the first companies to complement remote computing with value added network services...we now serve over 1,300 commercial clients.

△ One of the first companies to apply computer communications expertise to consumer markets...we now

provide over 350,000 personal computer users with public access to hundreds of online services.

Our track record in the delivery of these services to both commercial and consumer audiences reassures new clients that they will benefit from comprehensive solutions already successfully implemented.

The CompuServe EDI solution.

The CompuServe EDI solution utilizes our nationwide value added network as a source for reliable, cost-effective, comprehensive EDI support services, including:

▲ Single transmission access to the entire EDI community

- △ Multiple message exchange during a single session
- △ Asynchronous, bisynchronous and X.25 protocols
- △ Line speeds from 300 to 9600 BPS
- △ Automatic line speed and protocol conversions, format translations and compliance checking
- △ Convenient access—24 hours a day, 7 days a week
- △ Equal access to dispersed trading partners

▲ Hardware and software independent

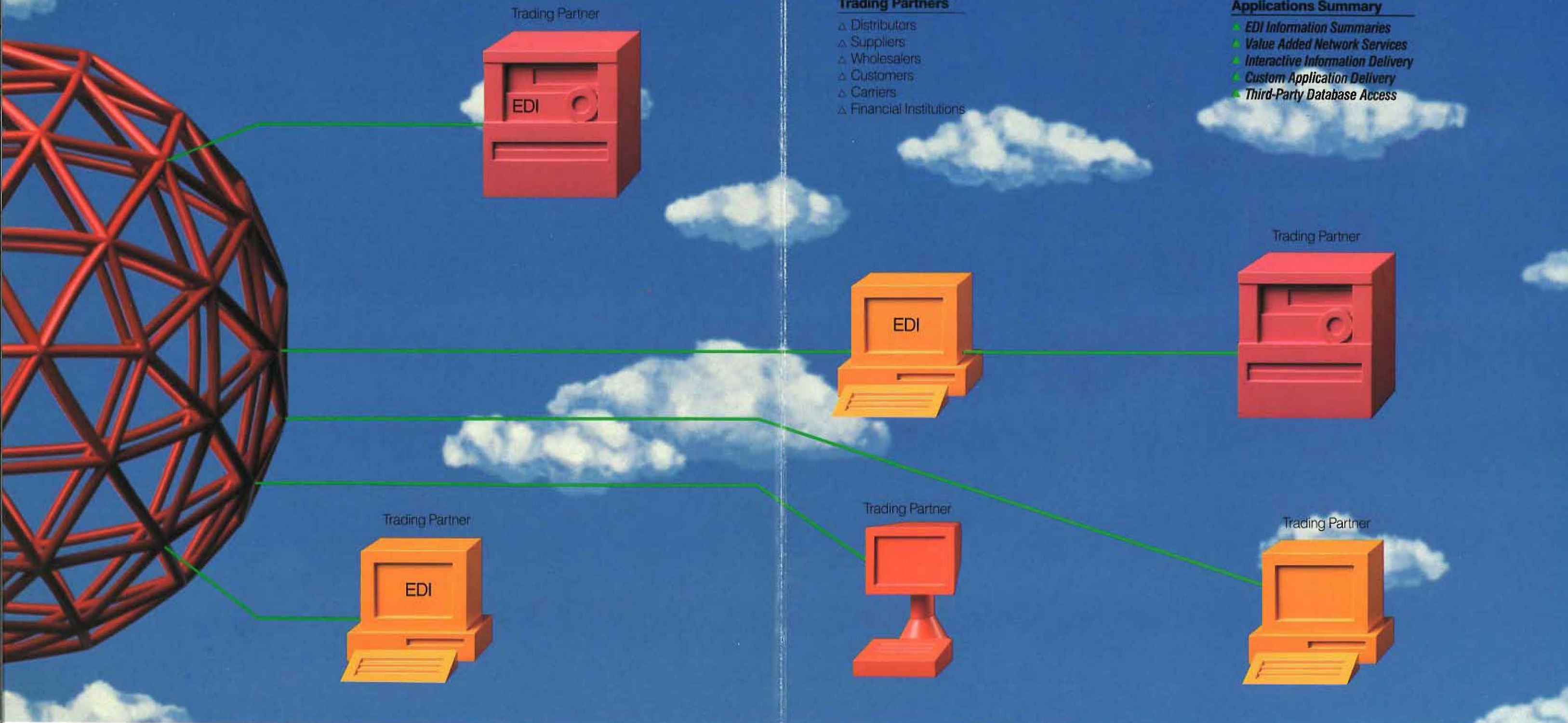
- △ Compatible with mainframe, mini-computer and micro-computer hosts

- △ Compatible with industry-specific system software
- △ Supports X.12, TDCC, UCS, WINS and other proprietary document formats
- △ Supports universal access to online "forms"

▲ Security and control

- △ Separate User ID codes to help track system activity
- △ Encrypted individual passwords
- △ Daily activity reports
- △ Proven record—exemplified by government and banking industry relationships

Total Solution



EDI and Non-EDI Trading Partners

- △ Distributors
- △ Suppliers
- △ Wholesalers
- △ Customers
- △ Carriers
- △ Financial Institutions

Applications Summary

- ▲ *EDI Information Summaries*
- ▲ *Value Added Network Services*
- ▲ *Interactive Information Delivery*
- ▲ *Custom Application Delivery*
- ▲ *Third-Party Database Access*

▲ *Custom application delivery*

- △ Provides for development of customized applications that meet individual company specifications
- △ Connects EDI partners or internal audiences to software residing on remote hosts

▲ *Third-party database access*

Links EDI partners or internal audiences to remote, specialized databases such as...

- △ Financial and investment services
- △ Airline and other travel services
- △ National and international news wires
- △ Bibliographic retrieval services
- △ Special interest forums
- △ Electronic shopping
- △ Utilizes a "gateway" transparent to end users
- △ Occurs within an interactive online environment

CompuServe EDI: a single, integrated resource for comprehensive communications solutions.

CompuServe EDI unites a variety of interorganizational communications media and information resources within one easily accessible, user-friendly environment.

EDI information summaries, value added network services, interactive information delivery, customized applications and access to third-party databases unite the

operating efficiencies of industry-standard EDI features with even more profound marketing benefits.

CompuServe alone provides multifaceted, interorganizational communications solutions to firms adopting EDI programs. It is a forward-thinking solution, distinguishing firms which adopt it as industry trend and pacesetters.

We welcome the opportunity to present the entire CompuServe EDI story to your organization in more detail.

Internal Audiences

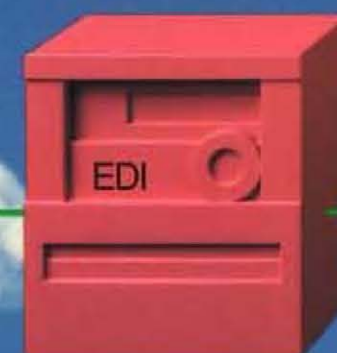
- △ Home Office
- △ Branch Offices
- △ Sales Administration
- △ Customer Service
- △ Field Service
- △ Accounting
- △ Shipping
- △ Human Resources



Remote Computer

Remote Computers

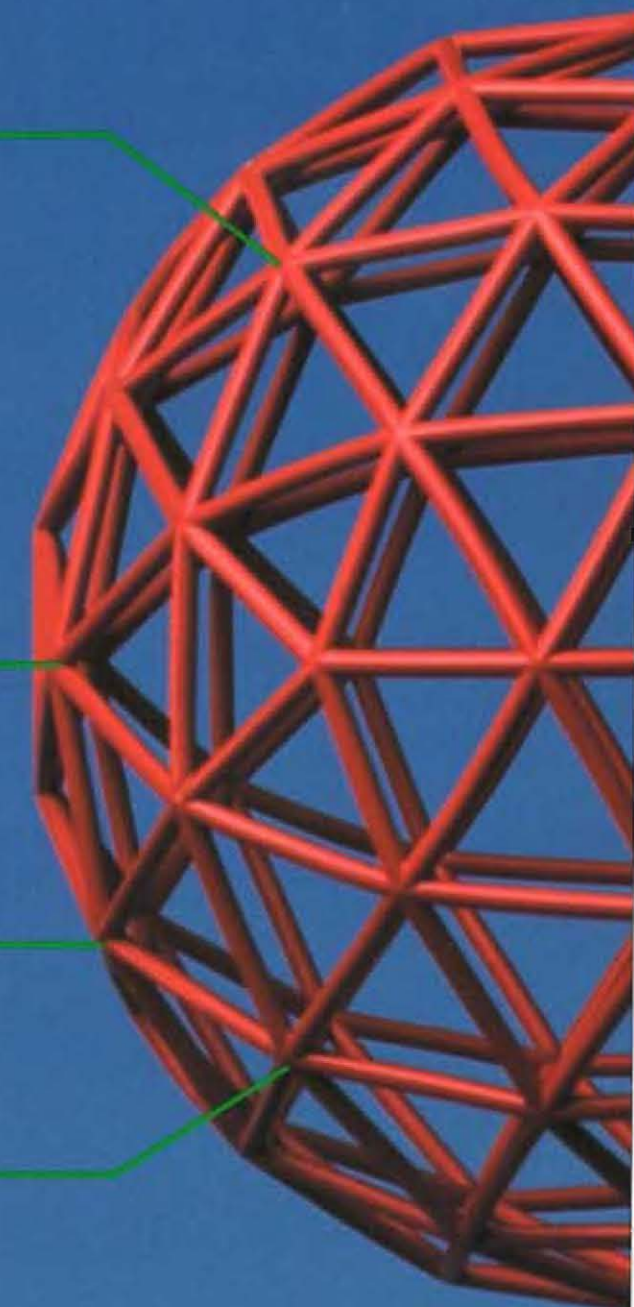
- △ Your Computer
- △ CompuServe
- △ Third-Party



Your Computer

Communications Devices

- △ Microcomputer
- △ Asynchronous Terminal
- △ 3270 Terminal



EDI features that link intercompany communications to business strategy.

The CompuServe EDI solution transcends the mere exchange of standardized documents. Configured to support intercompany communications, it extends the operational and marketing benefits of EDI to provide a true competitive edge. Features supporting an expanded EDI role include:

▲ EDI information summaries

- △ Performs comprehensive tracking of transaction data

- △ Compiles formatted transaction reports and analyses
- △ Presents data in a menu-supported format
- △ Serves all trading partners in an EDI community
- △ Requires the approval of all EDI parties involved

▲ Value added network services

- △ Connects users from dispersed geographic areas to one or more of a company's host computers
- △ Provides cost-effective alternatives to conventional means of communications — mail, long-distance calls or leased circuits

- △ Enables the exchange of information between a host computer and Point-Of-Service sites
- △ Unites over 300 U.S. cities with state-of-the-art, packet switched network technology and offers gateway access to more than 200 countries
- △ Supports asynchronous, bisynchronous, X.25 and 3270 protocols

▲ Interactive information delivery

- △ Captures, displays and distributes information by way of private menus, integrating...

News retrieval
Electronic mail
Spreadsheet exchange
Navigational menus to link multiple hosts
Electronic publishing

- △ Delivers single point access to comprehensive information resources

- △ Allows delivery of marketing information to EDI trading partners or non-EDI customers, vendors and distributors

Electronic business forms
Links to complementary media (Telex, MCI Mail)
Product information
Specific marketing messages

CompuServe®

5000 Arlington Centre Blvd.
Columbus, Ohio 43220

An H & R Block Company



For more information contact a CompuServe branch office near you.

Arizona	Phoenix	602-863-1404
California	Los Angeles	213-216-5867
	Irvine	714-752-7240
	San Francisco	415-777-2737
	Santa Clara	408-727-1468
	Denver	303-629-5514
Colorado	Westport	203-222-1853
Connecticut	Miami	305-264-6094
Florida	Atlanta	404-231-1440
Georgia	Chicago	312-782-5409
Illinois	Indianapolis	317-635-9686
Indiana	Boston	617-235-0772
Massachusetts	Detroit	313-362-1860
Michigan	Minneapolis	612-338-5678
Minnesota	St. Louis/Kansas City	314-241-0700
Missouri	Parsippany	201-898-1944
New Jersey	New York	
New York	Financial	212-668-0470
	Commercial	212-486-2440
	Cincinnati	513-771-8111
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	Columbus	614-792-1301
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	Dallas	214-953-0207
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District of Columbia	Government	703-524-6900
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