

PRESENTATION

TO

BOARD

OF

RELATIONAL TECHNOLOGY

BY: NIC BIRTLES

6TH MAY 1986

REVENUE TO DATE
END OF 3RD QUARTER FY86

	FIRST 9 MONTHS FY 86			LAST QUARTER FY 86			TOTAL FY 86		
	BUDGET	ACTUAL	%	BUDGET	ACTUAL	%	BUDGET	ACTUAL	%
	\$	\$		\$	\$		\$	\$	
UK \$1.45	1368K	1756K	+28	685K	750K	+10	2053K	2506K	+22
EXISTING DISTRIBUTORS	431.50K	516K	+20	232.50K	300K	+29	664K	816K	+23
NEW DISTRIBUTORS	118.50K	-	-	157.50K	-	-	-	-	-
	<u>550K</u>	<u>516K</u>	- 6	<u>390K</u>	<u>300K</u>	-23	<u>940</u>	<u>816</u>	-13
FRANCE	21K	-	-	186K	150K	-20	207K	150K	-27
GERMANY	51K	-	-	216K	200K	- 8	267K	200K	-25
OEM	138K	-	-	90K	500K	+555	228K	500K	+12
TOTAL REVENUE	2128K	2272K	+ 7	1567K	1900K	+21	3695K	4172K	+13
TOTAL COSTS	1180K	1070K	-10	681K	750K	+10	1861K	1820K	- 2
TOTAL STAFF	27	19	-30	1	17	+170	28	36	+30

SUMMARY

UK	OK	PROMOTE NICK POWELL FROM 1ST JULY 1986
FRANCE	OK	FRANCE IS PROVING MORE EXPENSIVE THAN EXPECTED, BUT BUSINESS PROSPECTS ARE GOOD
GERMANY	OK	STATUS WAS GOOD ACQUISITION SALES SKILLS STILL NEED TO BE PROVED
DISTRIBUTORS	INENCO	STRONG - DO WE ACQUIRE IN FY 87?
	REST	POOR
	NEW	A FAILURE
AUSTRALIA		GOOD PROSPECTS
OEM	STILL IN BALANCE	ICL VERY CLOSE NOW

OVERALL SUMMARY - A GOOD YEAR

FY 87

<u>REVENUE IN \$Ms</u>	<u>PESSIMISTIC</u>	<u>OPTIMISTIC</u>
UK	3.5	4.5
HOLLAND	0.75	1.5
ASIA PACIFIC	0.75	1.5
GERMANY	1.5	3.0
FRANCE	1.0	2.0
OEM	.25	1.5
DISTRIBUTORS	.25	1.0
	<u>8.5</u>	<u>15.0</u>

WITH AS MANY RISKS TARGET SHOULD BE \$12M

STAFF FY 87

	<u>PESSIMISTIC</u>	<u>OPTIMISTIC</u>
UK	20	26
HOLLAND	4	7
ASIA PACIFIC	6	13
GERMANY	10	16
FRANCE	8	16
INTERNATIONAL (OEM/DISTRIBUTORS)	6	12
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	54	90

CONCERNS

1. BUG WARE (QUALITY)

 IBM VM/CMS

 AND EVEN VERSION 4.0

2. LACK OF FOCUS

 DURING IPO

3. STILL NEED:

 DECISION SUPPORT STRATEGY

 DOCUMENT MANAGEMENT STRATEGY

 DATA DESIGN TOOL STRATEGY

 OTHER DATABASE STRATEGY

