



## *Financial Software Solutions*

*Ross Systems* is a leading supplier of integrated financial management software. Our MAPS family of products represents a new generation of software merging decision support tools and financial accounting applications into a powerful, flexible financial management capability.

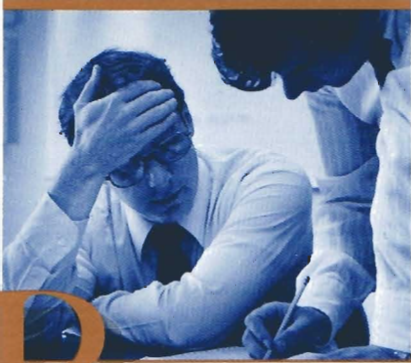
Ross' software uses distributed computing technology, which applies just the right amount of processing power for each specific need—microcomputers for personal use, minicomputers for departments and remote computing services for network access and corporate processing.

MAPS software is designed for today's interactive, user-controlled environment. Combining the functions of accounting and planning, the MAPS family of products offers a comprehensive set of capabilities that could previously be obtained only from mainframe software.

But Ross Systems offers more than integrated software. We support our customers with an experienced and capable staff in five district offices that continues our 12-year history of providing practical financial software solutions for corporations in a variety of industries.





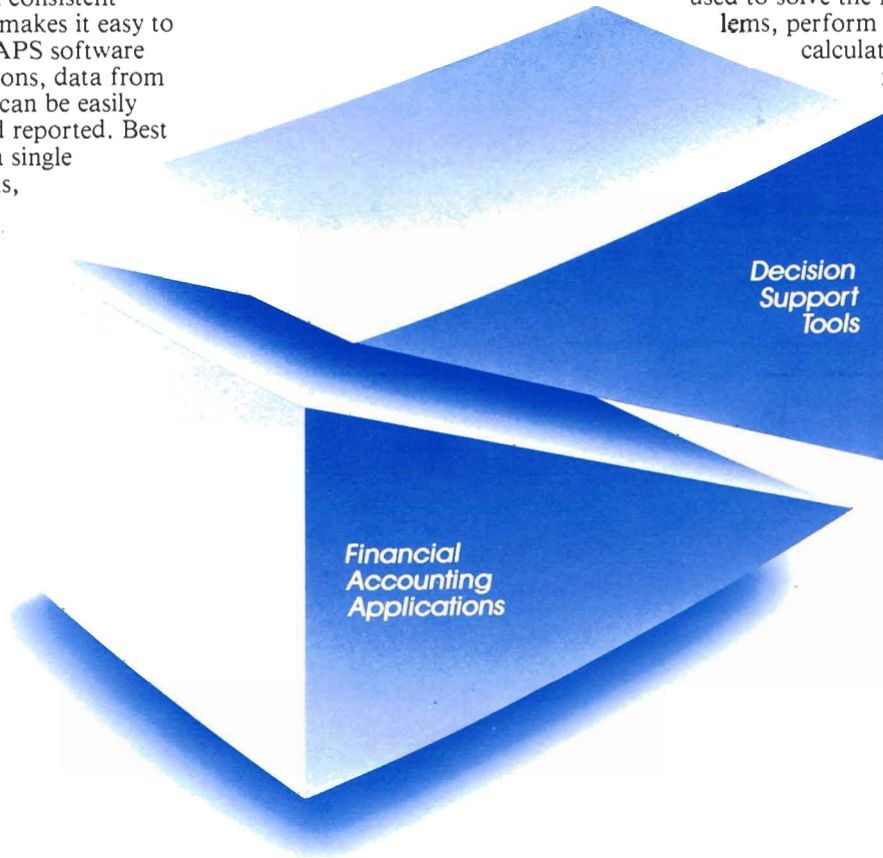


R

**Integrated Software**

Ross' integrated financial management software takes a diverse set of capabilities and combines them into a unified system. Our software can be used to record basic accounting transactions with the appropriate level of control and audit trails. To develop plans and budgets in an interactive environment. And to combine and consolidate information from all of these sources into a variety of reports. Our integrated software does this using a consistent human interface that makes it easy to use. And by using MAPS software for all financial functions, data from different applications can be easily shared, combined and reported. Best of all, you deal with a single vendor—Ross Systems, with 12 years of experience in financial software.

INTEGRATED  
FINANCIAL  
MANAGEMENT  
SOFTWARE



O

**Powerful & Flexible**

Our software offers all of the power and flexibility that you need. Many features are typically found only on the most expensive mainframe packages. Our financial accounting applications are designed with three levels of security, complete audit trails and comprehensive editing, to ensure total control over all basic accounting data. Our decision support software is easy to use with extensive help facilities, yet contains flexible features that can be used to solve the most complex problems, perform the most elaborate calculations or generate reports in virtually any format. And our packages are fully on-line, interactive, and offer multi-user capabilities, giving you the benefit of immediate feedback of errors, the ease of use of menus, and the capability to access data on-line for inquiries and reports.



## About Ross Systems

Over the last 12 years, Ross has been successful in helping financial managers better utilize the power of computers. We have done this by combining the use of the latest computer technology with our in-depth understanding of the needs of financial managers, to



support to now provide a total financial software solution for its customers. Ross opened district offices in Los Angeles, Dallas and New York to further its commitment to national support.

The advancement of computer hardware and software technology will continue to accelerate, and Ross will continue to develop financial software solutions that use this technology in a practical and cost-effective manner.

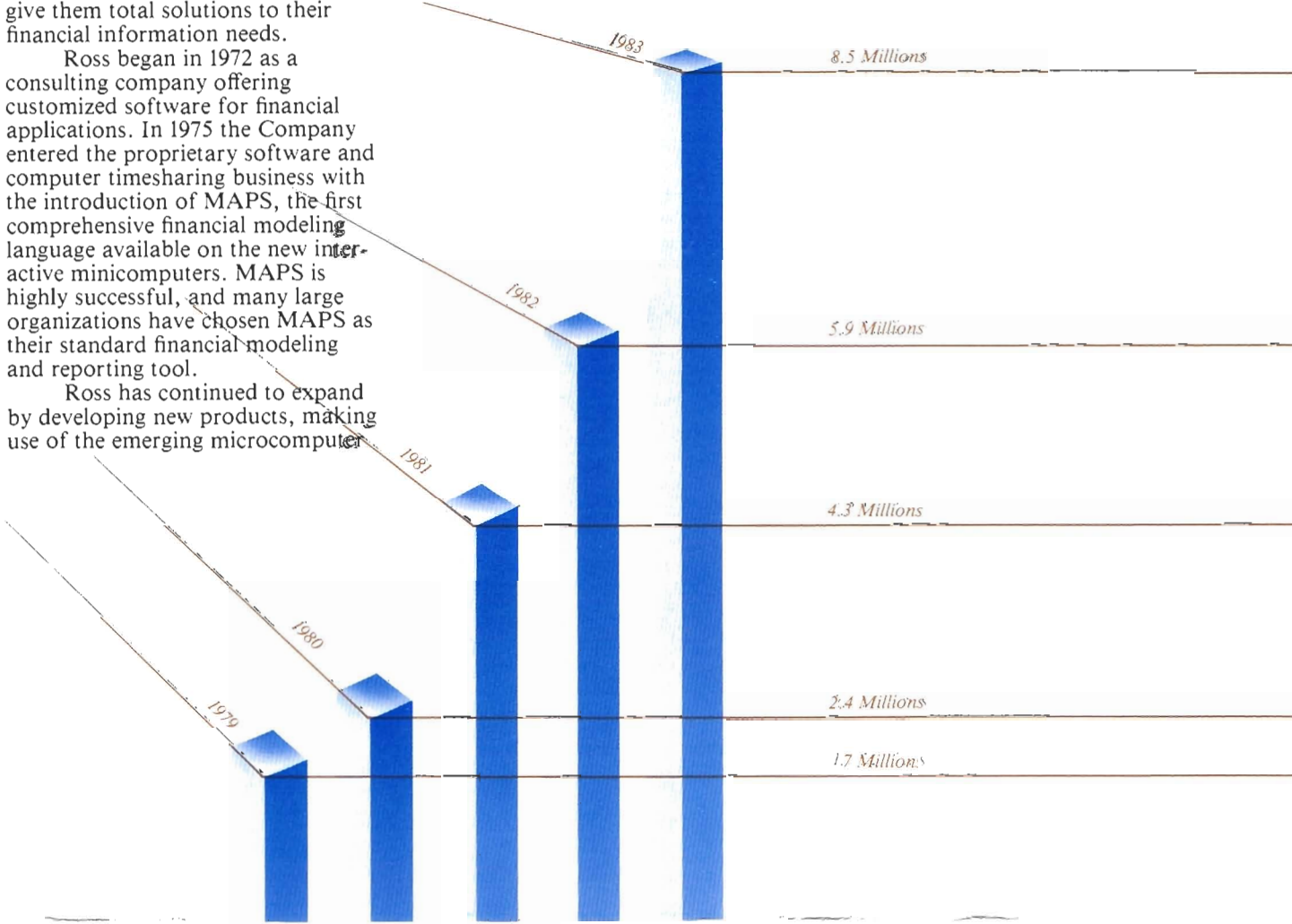


technology and by opening new offices. In 1982, Ross introduced MAPS/Pro, the first full-featured financial modeling software package designed to operate on DEC's Professional 350 personal computer. Compatible with its minicomputer version, these two products work together in a concept called distributed financial planning. The Company also expanded the scope of its MAPS software, developing it into a complete family of integrated products that encompasses financial accounting as well as decision

give them total solutions to their financial information needs.

Ross began in 1972 as a consulting company offering customized software for financial applications. In 1975 the Company entered the proprietary software and computer timesharing business with the introduction of MAPS, the first comprehensive financial modeling language available on the new interactive minicomputers. MAPS is highly successful, and many large organizations have chosen MAPS as their standard financial modeling and reporting tool.

Ross has continued to expand by developing new products, making use of the emerging microcomputer







# S

## Remote Computing

Software solutions include network access. All Ross products are available via ROSS/NET remote computing services from our new, modern and secure data center located in Palo Alto. Our seven DEC VAX and PDP-11 computers are connected to an extensive communications network which provides direct access to our computers through dedicated lines from each of our district offices as well as through interconnections to the three major public packet switched networks. This results in direct access to Ross' computers and proprietary software from anywhere in the world.

When multiple computers, superb reliability or extensive communications are required for an application, customers find remote computing a convenient and economical way to operate that application over an extended period of time. Customers use our remote computing services to operate Ross software prior to purchasing their own hardware. Our services use



standard DEC hardware and operating systems software, so customers have the flexibility of continuing to timeshare or of purchasing Ross' software to run on their own DEC computers.

# S

## Support & Consulting

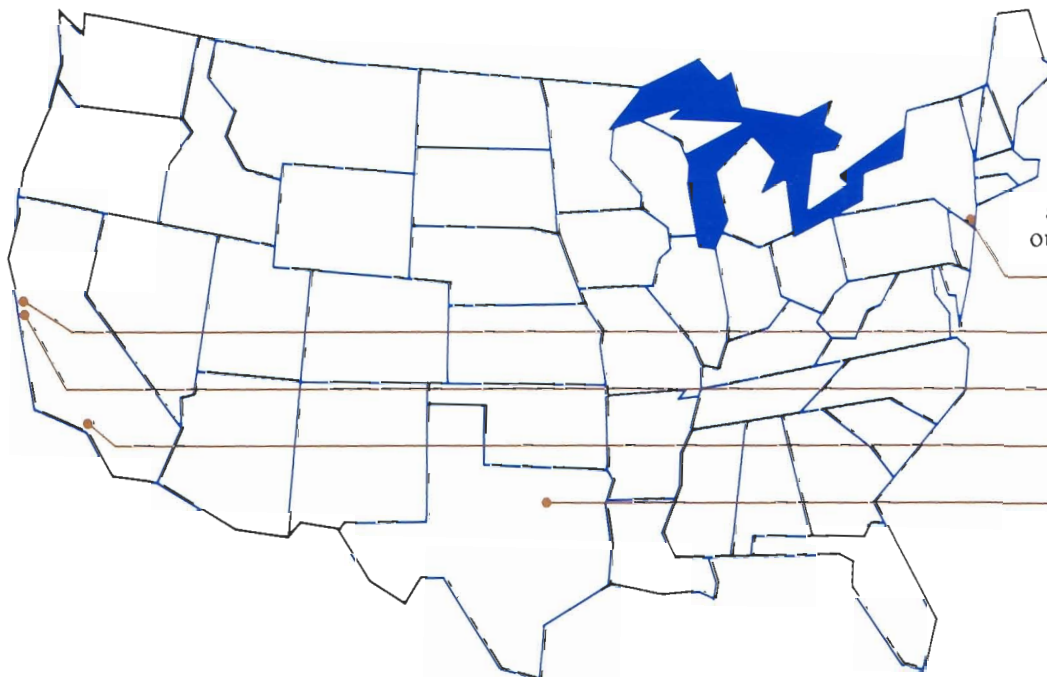
Supporting our customers has been a major factor in Ross' success. We have a 12-year history of providing consulting in the development of custom systems to meet individual requirements. During the installation phase of a product, client support staff located in each of our five district offices works closely with customers to ensure that Ross' products are installed on schedule, and that they meet the customer's requirements. After our products are installed, they help customers better utilize



product features and capabilities as well as helping them solve problems encountered in their use.

Virtually every company has certain unique system or report requirements that cannot be satisfied by either packaged applications or flexible programming

tools. For these situations, Ross maintains a staff of professionals that is experienced in designing, developing and implementing systems of all kinds. Our consulting group uses a project management approach to systems design and development that results in practical and cost-effective solutions for our customers.



NEW YORK

SAN FRANCISCO

PALO ALTO

LOS ANGELES

DALLAS

DISTRICT OFFICES



# MAPS

Integrated Products

## MANAGEMENT ACCOUNTING & PLANNING SOFTWARE

### DECISION SUPPORT TOOLS

**MAPS/MODEL**—Financial Modeling is a versatile, matrix-based decision support tool for problems such as budgeting, cash flow analysis and financial statement preparation. Using English language commands you can perform tasks such as multi-divisional consolidations and “what-if” analysis. MAPS/MODEL operates on the VAX minicomputer and the Professional 350 personal computer, linking minis and micros in a concept we call distributed financial planning.

**MAPS/DB**—Interactive Data Base Management is an interactive data management and retrieval system that organizes, accesses, and reports business data in a multitude of ways. It can be used by non-programmers to create specialized systems, and report ad hoc on existing data.

**MAPS/GRAPH**—Business Graphics gives you presentation quality graphics from data in your financial modeling and accounting data bases. You can create line charts and stacked or clustered bar charts through simple question and answer dialogues. MAPS/PRO GRAPH extends these capabilities to the microcomputer.

### FINANCIAL ACCOUNTING APPLICATIONS

**MAPS/GL**—General Ledger/Financial Management is a comprehensive general ledger system originally developed by a Big Eight CPA firm and designed with today's interactive, user-controlled environment in mind. It incorporates a financial data base and ad hoc report generation capabilities. The system is designed with advanced features such as changing organization and reporting structures and consolidations of dissimilar charts of accounts.

**MAPS/AP**—Accounts Payable/Cash Management is a highly functional, interactive system, designed to satisfy the diverse needs of the people involved with monitoring, controlling and accounting for cash disbursements. Integrated with MAPS/GL, the two products share common screens and command formats, a flexible Chart of Accounts, and comprehensive audit and security features.

**MAPS/ISO**—Employee Stock Option Accounting is a comprehensive accounting and tracking software system for both incentive and non-qualified stock option plans. It manages and reports on all activity related to grants, exercises, cancellations, and repricing, and offers the flexibility for ad hoc reporting and for changes needed to meet federal regulations.

*MAPS is a Trademark of Ross Systems, Inc.*

*All Ross products run on Digital Equipment VAX 11 series minicomputers. MAPS/MODEL, MAPS/GRAPH, and MAPS/DB also run on DEC PDP-11 series minicomputers and MAPS/MODEL and MAPS/GRAPH run on the Professional 350 personal computer.*



## Representative Customers

Abbott Laboratories  
Advanced Micro Devices  
Allis Chalmers  
Alumax, Inc.  
Amdahl  
Apple Computer, Inc.  
ARA Transportation Inc.  
Barclays Bank  
Bausch & Lomb  
Borden Corporation  
California Federal Savings & Loan  
Carbomedics  
Cetus Corporation  
Chancellor Corporation  
Chase Manhattan Bank  
Chemical Bank  
Citibank, N.A.  
Coast Federal Savings & Loan  
Communications Corp. of America  
Coopers & Lybrand  
Crocker National Bank  
Crown Zellerbach Corporation  
Digital Equipment Corporation  
Fiat-Allis Corporation  
Financial General Bankshares  
First Boston Corporation  
GTE Sylvania  
Harper and Row Publishers  
Humphrey Instruments

InterFirst Bank of Dallas  
Intermedics  
Kaiser Aluminum & Chemical Corp.  
Lehman Brothers  
Manufacturers Hanover Trust  
Maryland National Bank  
Measurex Corporation  
Mercantile Texas Corporation  
Mount Sinai Medical Center  
Nabisco Brands, Inc.  
National Semiconductor  
New York City Ballet  
Plantronics, Inc.  
Qume Corporation  
Raychem  
Rolm Corporation  
San Francisco Newspaper Agency  
Shaklee Corporation  
Shawmut Bank of Boston  
Southwest Bancshares, Inc.  
Syntex  
SRI International  
Tiger International  
Timeplex, Inc.  
Trilogy  
U.S. Borax  
Velo-Bind  
Wells Fargo Bank

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