

## **ANACOP INC.**

1390 Main Street  
Sarasota, Florida 33577

(813) 366-2600

Mr. Michael J. Shade, Senior Region Vice President

The Anacop Group of Companies is a substantial organization with sales in excess of \$160 million. Anacop specializes in software packages; service bureau work; consulting; facilities management; and turnkey systems supply. Anacop also leases computer equipment to its customers. The company uses IBM, General Automation, Perkin-Elmer, and Prime computer equipment in its turnkey systems. Generally speaking, all equipment is purchased direct from the manufacturer. Mr. Shade explained that the level of service required depends upon the relationship with the supplier, the product and the negotiated price and in some cases service was definitely a problem. Anacop does not service the equipment it sells. Anacop installations range in price from \$100,000 to \$1 million. The company installs 100 smaller systems a year and 5 larger systems. Targeted sales groups consist of financial institutions, hospitals, manufacturing, energy, and several smaller vertical markets. Invoice sales percentages range from 0-40 percent depending on the product mix and Mr. Shade said that many sales consist of software only. The company operates to a worldwide market that concentrates heavily on the U.S. and Canada. Anacop employs 30 salesmen who sell major bank products and a further 15-20 salesmen who concentrate on small minicomputer based products. All of these salesmen operate on a commission basis. Mr. Shade expressed an interest in learning more about Canadian software packages and 8 and 16 bit microcomputers and suggested that Canadian companies contact him directly. To date, the company has not dealt with any Canadian suppliers on a subcontractor or supplier basis.

## **INTERACTIVE MANAGEMENT SYSTEMS CORPORATION**

3700 Galley Road  
Colorado Springs, CO 80909

(303) 574-5050

Mr. David Lumb

Interactive Management Systems specializes in software packages, turnkey systems and programming. The company's annual turnover is in the vicinity of \$700,000. Interactive Management Systems uses Texas Instruments and Data General equipment in their turnkey installations, and expect on the site support from supplying manufacturers. They have been experiencing pricing problems from Data General recently. The company operates both in the U.S. and Canada concentrating on systems for the construction industry and for non-profit membership organizations. Mr. Lumb claimed that 50 percent of his invoice sales are for hardware and 50 percent software. The company employs four salesmen, two of whom are on commission. Mr. Lumb expressed an interest in learning more about Canadian potential in

the field of word processing software and word processing terminals. To date, Interactive Management Systems has not dealt with any Canadian companies and could possibly be interested in some form of cooperative venture with a Canadian supplier in the future. Mr. Lumb pointed out that he preferred to pay more for a U.S. product rather than buy far cheaper Japanese equipment.

## **ASSOCIATED COMPUTER CONSULTANTS**

720 Santa Barbara Street  
Santa Barbara, CA 93101

(805) 963-9431

Mr. David E. Lawton, Marketing Manager

Associated Computer Consultants have gross annual sales in the vicinity of \$7 million a year. The company employs 110 persons. Associated Computer's average installation ranges in price from \$80,000 to \$100,000 and the company concentrates on selling to government departments, commercial customers and OEMs. The company produces software packages, office consulting services and maintenance, as well as turnkey systems. The company's sales are 70 percent hardware and 30 percent software and the equipment used for turnkey installations comes from DEC, TI, Kennedy and Motorola. Associated Computer Consultants usually buy the equipment they sell directly from a manufacturer and service the equipment they sell themselves. The company employs eight salesmen and two commission salesmen selling to the national U.S. market. Mr. Lawton was not interested in looking at any Canadian products.

## **WISMER AND BECKER**

PO Box 1168  
Sacramento, CA 95906

(916) 381-3930

Mr. Woody Nelson

Wismer and Becker's annual sales are in the vicinity of \$10 million. The company has 100 employees and concentrates its business activities on software packages, turnkey systems programming facilities, construction and consulting. Wismer and Becker use equipment from Hewlett-Packard, DEC, Lear Seigler and General Electric in their turnkey systems installations. The company concentrates on large promotional and government installations and only completes a small number of installations at a relatively high cost every year. Eighty percent of the company's invoice sales consist of supply of software packages. The company has no specific marketing area and employs one salesman only. Mr. Nelson expressed an interest in learning more about Canadian peripheral controllers, telex and word processing terminals, STD BUS peripherals and 8 and 16 bit microcomputers. The company would like to hear from prospective Canadian suppliers. Mr. Nelson feels it will be an idea for Canadian companies to send literature a letter for initial contact. Wismer and Becker have done business with one Canadian company and found the experience satisfying.