

## Strategic Statement of Direction regarding future software development for our GEMS Applications (Government and Education Management System)

---

---

### BACKGROUND

RWA has been committed to the enhanced use of Windows based Client desktop workstations since we became a Microsoft Business Partner in 1994. Our software development up until a year ago focused exclusively on application software that required an IBM iSeries (formerly AS/400) Server using a DB2 compliant Relational Database which provided for a foolproof, virus proof, "rock solid" operating system environment. The client workstations supported were either 1) dumb IBM compatible display stations (traditional "green screen" workstations) or 2) attached PC's using primarily IBM's AS/400 "Client Access" software being used as dumb workstations. This approach has met two consistent existing customers objectives for the past many years. First is for a solid and "dummy proof" operating system which does not require a computer expert to keep it running every day around the clock with little to no downtime due to operating system or hardware failures. The second objective was for user workstations which presented a consistent and non-changing and "no-nonsense" simple to use interface (such as green screens) that was easy to train new users on and which was easy for their support folks to assist users. These objectives have traditionally been best addressed initially with the IBM S/36 system followed in the last 10 years with the AS/400 system.

Nonetheless, Windows/NT LAN's have been a major trend in the marketplace (particularly for Towns that have not had experience with IBM small systems), Increasingly, bids are stipulating that new software run on a Windows LAN. This results in large part because there is a widely held market perception that Windows Networks are less expensive than other systems. This simply is not true anymore since powerful iSeries server start at under 10K in cost. A more meaningful objective to do with wanting Windows PC's is to integrate MS Office Applications with traditional data processing. We at RWA are strongly in support of these objectives are developing all our future software with this in mind.

### RWA'S VISION

We have for years now been considering many options to move our GEMS application software to a Windows/NT PC Network server with Windows desktops. In the 90's we used and sold systems using a technology called Baby/36 from CSPI which did not effectively evolve successfully into their future product called Baby/400. Our search continued and encompassed many products that allowed our AS/400 programs to be ported to Windows and UNIX operating systems. These software technologies fell short of our single biggest objective which was for RWA's staff to write a single set of programs and to be able to easily support our customers on any platform they preferred..

### PC WINDOWS/NT OR IBM iSERIES SERVER ? YOUR CHOICE !

What we really wanted was one set of our application software to operate with either an AS/400 or a Windows/NT server with the workstation using the latest Windows technology. We are pleased to say that we have now accomplished that objective and that all our future new software will provide for exactly these objectives. Since early 2000 we have been working extensively with a set of software tools and technology provided by a single vendor that accomplishes these objectives very well. We wrote our BUILDING PERMITS application and have sold and implemented systems using this technology for over a year now with much success. We are now embarking on efforts to rewrite all our GEMS Application. Our new version of FIXED ASSETS has been completed earlier this year.

### ASNA'S VISUAL RPG

ASNA has each year seen dramatically increasing acceptance and success of its product. Their product suite called AVR (ASNA Visual RPG) provides for programming development tools much like Visual Basic and based upon IBM's AS/400 advanced and powerful database RPG ILE language. AVR programs use either IBM's

iSeries DB2 or their own DB2 compliant Windows server (called ACCELER8) database engine. They've also just release a Microsoft SQL database as an alternative to their own database engine for Windows servers. Since we've successfully deployed using our newest GEMS Application (BUILDING PERMITS) last year using both database engines and have gained valuable experience, we are even more pleased with the product.

### WINDOWS CLIENT WORKSTATIONS

The programs are loaded on a Windows PC and are the same regardless of which database server is used. The PC's must be Windows 98 (or higher version). The screens used with the application software will be indistinguishable with that of any other advanced Windows database software which nearly all users are familiar with today. Standard Windows features supported will be the use of multiple open variable size windows screens, full cut and paste support, full windows printer support, and standard interfaces to Microsoft office products such as Word, Excel spreadsheets, and/or Access database. The majority of our new software and updates for our GASB34 development will be programmed using this software technology.

### DATABASE ENGINE & PRICING

The user application software will operate the same whether the server is an IBM iSeries or is a Windows LAN. The pricing of our software is the same regardless of the server platform elected and is priced based upon the number of concurrent users accessing the database at any moment in time. This pricing model follows commonly accepted industry standard pricing for PC software products.

### THE BOTTOM LINE

Once complete, our GEMS software will allow any of our customers to migrate to a Windows/NT LAN database server or remain with the IBM iSeries server thereby protecting their existing hardware and infrastructure investments.