

BULKY DOCUMENTS

(exceeds 300 pages)

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Title: Officer's Notice of Reliance

Pursuant of Rule 2.10 (d) on officer's

Registration

Part 2 of 2

651. Video Monitoring Services of America, Bloomberg News, August 22, 2001, Wednesday, AM ET, Bloomberg News Cable Programming, Cable, 25 words, 20, bloom0930.0822.20

... SEMI/ Stephen Bennett, Intuit. Trading Update. END: ...

652. Video Monitoring Services of America, Before Hours, August 22, 2001, Wednesday, AM ET, CNNfn Cable Programming, Cable, 158 words, 7, cnnfn0700.0822.7 ... in the pre market. Intuit was down in the regular ...

653. Video Monitoring Services of America, Before Hours, August 22, 2001, Wednesday, AM ET, CNNfn Cable Programming, Cable, 111 words, 36, cnnfn0700.0822.36

... widening their loss estimates. Intuit is up nicely even ...

654. Video Monitoring Services of America, WBBM Newsradio 780, August 22, 2001, Wednesday, AM, WBBM-AM, Radio, Radio, 27 words, 32, rwbbm0700.0822.32

... affirms earnings estimates; Intuit affirms earnings estimates; ...

655. Video Monitoring Services of America, WBBM Newsradio 780, August 22, 2001, Wednesday, AM, WBBM-AM, Radio, Radio, 48 words, 29, rwbbm0800.0822.29

... affirms earnings estimates; Intuit affirms earnings estimates; ...

656. Video Monitoring Services of America, WBBM Newsradio 780, August 22, 2001, Wednesday, 8:00 AM, WBBM-AM, Radio, Radio, 14 words, 56, rwbbm0800.0822.56

... Business Market quotes; Intuit affirms earnings estimates ...

657. Video Monitoring Services of America, Market Call, August 22, 2001, Wednesday, AM ET, CNNfn Cable Programming, Cable, 118 words, 5, cnnfn0930.0822.5

... Reader - Market Update. Intuit reported a narrower than ...

... it's rating on Intuit. Sycamore Networks reported ...

658. Video Monitoring Services of America, Market Call, August 22, 2001, Wednesday, AM ET, CNNfn Cable Programming, Cable, 13 words, 11, cnnfn0930.0822.11

... Teaser - Guest Host. Intuit CEO. Globe Trotting. ...

659. Video Monitoring Services of America, Market Call, August 22, 2001, Wednesday, AM ET, CNNfn Cable Programming, Cable, 62 words, 21, cnnfn0930.0822.21

... Downgrades. Prudential is upgrading Intuit to a buy. Goldman ...

... Ratings Changes/ Gillette, Intuit, Saks, VF Corp. ...

660. Video Monitoring Services of America, Market Call, August 22, 2001, Wednesday, AM ET, CNNfn Cable Programming, Cable, 62 words, 22, cnnfn0930.0822.22

... Prudential Securities upgraded Intuit this morning. Sound Bites - ...

... Prudential Securities, says Intuit has hit expectations and is beating them. Graphic - Intuit. He says the outlook is bullish ...

... Bryan Keane on Intuit. Graphic - Intuit Earnings. END: 29.09

661. Video Monitoring Services of America, Market Call, August 22, 2001, Wednesday, AM ET, CNNfn Cable Programming, Cable, 13 words, 23, cnnfn0930.0822.23

START: 29.10 Teaser - Intuit CEO. Maverick of the Morning. ...

662. Video Monitoring Services of America, Before Hours, August 22, 2001, Wednesday, AM ET, CNNfn Cable Programming, Cable, 96 words, 25, cnnfn0800.0822.25

... Nasdaq Marketsite. Reader - Intuit came in with results after the close. Intuit reported a loss and reaffirmed its guidance. Intuit cut jobs as well.

...

663. Video Monitoring Services of America, Business For Breakfast, August 22, 2001, Wednesday, AM, KTLK-AM, Radio, Radio, 60 words, 11, rktlk0500.0822.11
START: 27:00 Bloomberg. Intuit (sp) issues fourth ...

664. Video Monitoring Services of America, TechLive, August 22, 2001, Wednesday, AM ET, TechTV Cable Programming, Cable, 47 words, 4, zdtv09000822
START: 03.04 Earnings. Intuit issued a loss ...

665. Video Monitoring Services of America, TechLive, August 22, 2001, Wednesday, 9:00 AM ET, TechTV Cable Programming, Cable, 133 words, 29, zdtv09000822
... versions of tax software. Intuit makes Quicken and will ...

666. Video Monitoring Services of America, Bloomberg News, August 22, 2001, Wednesday, AM ET, Bloomberg News Cable Programming, Cable, 23 words, 13, bloom1030.0822.13

... Teaser - Stephen Bennett of Intuit. Visual - Exterior of Intuit. Visual - Quicken.com ...

667. Video Monitoring Services of America, Bloomberg News, August 22, 2001, Wednesday, 10:30 AM ET, Bloomberg News Cable Programming, Cable, 75 words, 15, bloom1030.0822.15

... 16.40 Teased Segment - Intuit. Intuit is the maker of Quicken. It ...
... latest quarter. Graphic - Intuit Earnings & Est. Studio Interview - Stephen Bennett, Intuit, says people have to do taxes ...
... related activities. Graphic - Intuit Outlook. They have seen a ...
INTUIT EARNINGS & EST (97%); ...

668. Video Monitoring Services of America, The Squawk Box, August 22, 2001, Wednesday, AM ET, CNBC Cable Programming, Cable, 224 words, 5, cnbc09000822
... well as Robbie Stephens. Intuit has beat the Street and has been upgraded ...

669. Video Monitoring Services of America, The Squawk Box, August 22, 2001, Wednesday, AM ET, CNBC Cable Programming, Cable, 102 words, 9, cnbc09000822
... Segment - CEO Call. Intuit posted a narrower than expected loss. Graphic - Intuit. They reaffirmed guidance for ...
... work force. Graphic - Intuit Inc. Studio Interview - Stephen Bennett, Intuit CEO, says that they think that the ...
INTUIT INC (95%);

670. Video Monitoring Services of America, The Squawk Box, August 22, 2001, Wednesday, AM ET, CNBC Cable Programming, Cable, 161 words, 19, cnbc09000822
... on Sycamore. Graphic - Intuit Inc. Intuit has been upgraded by Prudential.
...
INTERWOVEN INC (91%); INTUIT INC (91%); VERITAS

671. Video Monitoring Services of America, TechLive, August 22, 2001, Wednesday, AM ET, TechTV Cable Programming, Cable, 44 words, 6, zdtv10000822

START: 03.57 Earnings. Intuit posted a loss that was less than had been expected. Graphic - Intuit. They're the maker of Quicken ...

672. Video Monitoring Services of America, TechLive, August 22, 2001, Wednesday, 10:00 AM ET, TechTV Cable Programming, Cable, 78 words, 18, zdtv10000822 ... Visual - Nasdaq MarketSite. Intuit is higher right now. They ...

673. Video Monitoring Services of America, Bloomberg News, August 22, 2001, Wednesday, AM ET, Bloomberg News Cable Programming, Cable, 206 words, 3, bloom1100.0822.3 ... estimates earlier this week. Intuit reported that they met their earnings. ...

674. Video Monitoring Services of America, Today About the Bay, August 22, 2001, Wednesday, AM (PT), KNTV-TV, Television, Television, 59 words, 10, kntv07000822 ... for following companies.. Intuit posts a loss ...

675. Video Monitoring Services of America, Today About the Bay, August 22, 2001, Wednesday, AM (PT), KNTV-TV, Television, Television, 79 words, 26, kntv07000822 ... Arterburn Mt. View's Intuit is up after reporting ...

676. Video Monitoring Services of America, Business For Breakfast, August 22, 2001, Wednesday, AM, KTLK-AM, Radio, Radio, 46 words, 16, rktlk0600.0822.16 ... discussed with regard to economy there. Intuit stock mentioned. Professional ...

677. Video Monitoring Services of America, Market Call, August 22, 2001, Wednesday, AM ET, CNNfn Cable Programming, Cable, 110 words, 13, cnnfn1000.0822.13

START: 14.28 Intuit. Investors are eying Intuit shares after the tax ...
... Bennett, Pres. & CEO, Intuit, says they are in the mortgage ...
... Graphic - Earnings Season/Intuit. END: 18.55

678. Video Monitoring Services of America, Bloomberg News, August 22, 2001, Wednesday, PM ET, Bloomberg News Cable Programming, Cable, 16 words, 2, bloom1130.0822.2 ... Tellabs Job Cuts, Intuit Rises, Shrinking Surplus. ...

679. Video Monitoring Services of America, Bloomberg News, August 22, 2001, Wednesday, PM ET, Bloomberg News Cable Programming, Cable, 23 words, 13, bloom1130.0822.13 ... Teaser - Stephen Bennett of Intuit. Visual - Exterior of Intuit. Visual - Quicken.com ...

680. Video Monitoring Services of America, Bloomberg News, August 22, 2001, Wednesday, 11:30 PM ET, Bloomberg News Cable Programming, Cable, 75 words, 15, bloom1130.0822.15 ... 16.40 Teased Segment - Intuit. Intuit is the maker of Quicken. It ...
... latest quarter. Graphic - Intuit Earnings & Est. Studio Interview - Stephen Bennett, Intuit, says people have to do taxes ...
... related activities. Graphic - Intuit Outlook. They have seen a ...
INTUIT EARNINGS & EST (97%); ...

681. Video Monitoring Services of America, Live This Morning, August 22, 2001, Wednesday, AM ET, CNN Cable Programming, Cable, 78 words, 31, cnn09000822

... comfortable with its earnings estimates. Intuit is rallying today. Quicken
...

682. Video Monitoring Services of America, Morning Drive Time, August 22, 2001,
Wednesday, 6:00 AM, KCBS-AM, Radio, Radio, 66 words, 14, rkcs0600.0822.14
... many would have liked more. Intuit announced a nice ...

683. Video Monitoring Services of America, Business For Breakfast, August 22,
2001, Wednesday, 8:00 AM, KTLK-AM, Radio, Radio, 77 words, 5, rktlk0800.0822.5
... QQQ volume leader. Intuit (sp) loss beats ...

684. Video Monitoring Services of America, Business For Breakfast, August 22,
2001, Wednesday, AM, KTLK-AM, Radio, Radio, 46 words, 8, rktlk0900.0822.8
... fell more than expected. Intuit (sp) loss narrows; ...
... Bites - Steve Bennett, Intuit. US crude inventories ...

685. Video Monitoring Services of America, Business For Breakfast, August 22,
2001, Wednesday, 9:00 AM, KTLK-AM, Radio, Radio, 28 words, 19, rktlk0900.0822.19
... 3M up today. Intuit (sp) up due to ...

686. Video Monitoring Services of America, Good Day Sacramento, August 22, 2001,
Wednesday, AM, KMAX-TV, Television, Television, 82 words, 23, kmax07000822
... Intel, Applied Materials, Intuit stocks up. END: ...

687. Video Monitoring Services of America, KNX 1070 NewsRadio, August 22, 2001,
Wednesday, AM, KNX-AM, Radio, Radio, 21 words, 24, rkknx06000822
... Business/Randy Riddle Intuit up. AOL Time ...
RANDY RIDDLE INTUIT (91%);

688. Video Monitoring Services of America, KNX 1070 NewsRadio, August 22, 2001,
Wednesday, AM, KNX-AM, Radio, Radio, 25 words, 24, rkknx07000822
... down. Nasdaq down. Intuit up. AOL Time ...

689. Video Monitoring Services of America, The Biz, August 22, 2001, Wednesday,
11:50 PM ET, CNNfn Cable Programming, Cable, 156 words, 6, cnnfn1150.0822.6
... higher right now. Intuit is moving higher after ...

690. Video Monitoring Services of America, Market Call, August 22, 2001,
Wednesday, AM ET, CNNfn Cable Programming, Cable, 149 words, 5, cnnfn1100.0822.5
... Graphic - Stock quote. Intuit is enjoying a really nice ...

691. Video Monitoring Services of America, Market Call, August 22, 2001,
Wednesday, AM ET, CNNfn Cable Programming, Cable, 83 words, 7, cnnfn1100.0822.7
... Graphic - Prudential is upgrading Intuit this morning. Graphic - Goldman
...
... Ratings Changes/Gillette, Intuit, Saks, Research in ...

692. Video Monitoring Services of America, Newscenter Four Daybreak, August 22,
2001, Wednesday, 5:00 AM, KRON-TV, Television, Television, 28 words, 77,
kron05000822
... versus AMD. stocks. Intuit beat expectations. AOL- ...

693. Video Monitoring Services of America, Fox 6 News This Morning, August 22,
2001, Wednesday, 6:00 AM, XETV-TV, Television, Television, 41 words, 19,
xetv06000822
... Graphic - Stocks to Watch - Intuit (up), Professional Detailing (...

694. Video Monitoring Services of America, Market Watch, August 22, 2001, Wednesday, PM ET, CNBC Cable Programming, Cable, 176 words, 6, cnbc11000822
... moving lower this morning. Intuit is moving higher after ...
... two cents. Graphic - Intuit. They were upgraded at Prudential. ...
695. Video Monitoring Services of America, Money Gang, August 22, 2001, Wednesday, PM ET, CNNfn Cable Programming, Cable, 108 words, 9, cnnfn1230.0822.9
... gains are pulling back. Intuit beat earnings estimates. Intuit is cutting jobs of about ...
... workforce. Prudential is upgrading Intuit. Goldman is raising estimates on Intuit. Semtec reported earnings ...
696. Video Monitoring Services of America, Today About the Bay, August 22, 2001, Wednesday, 5:00 AM, KNTV-TV, Television, Television, 89 words, 23, kntv05000822
... Sycamore Networks RECAP. Intuit is cutting 60 jobs. ...
... Graphic - Stocks To Watch; Intuit (INTU); Semtech (SMTC) ...
697. Video Monitoring Services of America, Today About the Bay, August 22, 2001, Wednesday, 6:00 AM, KNTV-TV, Television, Television, 106 words, 23, kntv06000822
... Graphic - Stocks To Watch; Intuit (INTU) shares up ...
698. Video Monitoring Services of America, Power Lunch, August 22, 2001, Wednesday, PM ET, CNBC Cable Programming, Cable, 132 words, 5, cnbc12000822
... target on RIM. Intuit beat the Street & was upgraded by Prudential. Graphic - Intuit, TriQuint, Heidrick & Strugg, ...
INTUIT TRIQUINT HEIDRICK & STRUGG (...
699. Video Monitoring Services of America, Today About the Bay, August 22, 2001, Wednesday, AM (PT), KNTV-TV, Television, Television, 41 words, 7, kntv08000822
... territory - Reader - Visual - Intuit numbers. Visual - Interwoven ...
700. Video Monitoring Services of America, Live This Morning, August 22, 2001, Wednesday, PM ET, CNN Cable Programming, Cable, 106 words, 9, cnn11000822
... Graphic - Stock Quotes. Intuit reported a loss ...
701. Video Monitoring Services of America, TechLive, August 22, 2001, Wednesday, PM ET, TechTV Cable Programming, Cable, 82 words, 6, zdtv12000822
START: 04.56 Intuit. Intuit came out with earnings ...
... on Tuesday. Visual - Intuit Website. Graphic - Stock ...
... not unusual for Intuit to announce losses in its ...
... about taxes. When you think Intuit, you usually think about ...
... out. Graphic - Microsoft, Intuit stock quotes. Bill ...
702. Video Monitoring Services of America, TechLive, August 22, 2001, Wednesday, PM ET, TechTV Cable Programming, Cable, 76 words, 7, zdtv12000822
... banks but both Intuit and Microsoft have gone out of their ...
703. Video Monitoring Services of America, Newsline, August 22, 2001, Wednesday, PM ET, Bloomberg News Cable Programming, Cable, 56 words, 5, bloom1200.0822.5
... GSTI Software Index. Intuit is up after they reiterated their ...
704. Video Monitoring Services of America, CNN Live Today, August 22, 2001, Wednesday, PM ET, CNN Cable Programming, Cable, 121 words, 14, cnn13000822
... Graphic - Tech Winners/Intuit, TriQuint Semiconductor, RF Micro Devices. Intuit is cutting jobs. Simon ...

... 61%); TECH WINNERS/INTUIT TRIQUINT SEMICONDUCTOR (56%); ...

705. Video Monitoring Services of America, CNET Radio Morning Show, August 22, 2001, Wednesday, 7:00 AM PT, CNET Radio Network Programming, Television, Network, 61 words, 14, rcnet0700.0822.14

... Segment - Quicken 2002. Intuit's Quicken 2002 rolling ...
... Manager, Quicken 2002, Intuit, discusses the various versions of ...
... available. Sanchez contrasts Intuit from Microsoft, and their similar roll-
...

706. Video Monitoring Services of America, Street Signs, August 22, 2001, Wednesday, PM ET, CNBC Cable Programming, Cable, 172 words, 4, cnbc14000822

... Genta Inc. graph. Intuit got an upgrade from ...
... earnings estimates. Graphic - Intuit graph. Semtech is up ...

707. Video Monitoring Services of America, NewsRadio 740, August 22, 2001, Wednesday, PM CT, KTRH-AM, Radio, Radio, 52 words, 21, rktrh1200.0822.21

... Warner announced layoffs. Intuit reported smaller-than-anticipated ...

708. Video Monitoring Services of America, Bloomberg News, August 22, 2001, Wednesday, PM ET, Bloomberg News Cable Programming, Cable, 51 words, 6, bloom1600.0822.6

... a rally. Graphic - Intuit. Graphic - GSTI Software ...

709. Video Monitoring Services of America, Street Sweep, August 22, 2001, Wednesday, PM ET, CNNfn Cable Programming, Cable, 50 words, 4, cnnfn1500.0822.4

... Nasdaq Marketsite Board. Intuit is up due to a ...

710. Video Monitoring Services of America, Market Wrap, August 22, 2001, Wednesday, PM ET, CNBC Cable Programming, Cable, 133 words, 7, cnbc16000822

... higher today. Graphic - Intuit, was higher today, after they ...

711. Video Monitoring Services of America, Fox News Live, August 22, 2001, Wednesday, PM ET, Fox News Channel Cable Programming, Cable, 108 words, 3, fnc15300822

... NYSE Trading Board. Intuit has beat expectations, and has announced ...

712. Video Monitoring Services of America, WBBM Newsradio 780, August 22, 2001, Wednesday, 3:00 PM, WBBM-AM, Radio, Radio, 33 words, 54, rwbbm1500.0822.54

... quotes; General Motors and Intuit affirm earnings estimates; ...

713. Video Monitoring Services of America, WBBM Newsradio 780, August 22, 2001, Wednesday, 5:00 PM, WBBM-AM, Radio, Radio, 33 words, 26, rwbbm1700.0822.26

... quotes; General Motors and Intuit affirm earnings estimates; ...

714. Video Monitoring Services of America, Newsradio 88, August 22, 2001, Wednesday, PM, WCBS-AM, Radio, Radio, 55 words, 42, rwcbs1800.0822.42

... for Glaxo Klein. Intuit up. END: 57.00

715. Video Monitoring Services of America, Street Signs, August 22, 2001, Wednesday, PM ET, CNBC Cable Programming, Cable, 63 words, 3, cnbc15000822

... 00.46 Market Standouts. Intuit gets an upgrade to ...

716. Video Monitoring Services of America, Market Wrap, August 22, 2001, Wednesday, 5:00 PM ET, CNBC Cable Programming, Cable, 27 words, 4, cnbc17000822

... by news from GM and Intuit. Graphic - Market Graphs. ...

717. Video Monitoring Services of America, Street Sweep, August 22, 2001, Wednesday, PM ET, CNNfn Cable Programming, Cable, 38 words, 13, cnfn1600.0822.13
... Marketsite/Jen Rogers. Intuit came out with a ...
718. Video Monitoring Services of America, The N.E.W. Show, August 22, 2001, Wednesday, PM ET, CNNfn Cable Programming, Cable, 77 words, 3, cnfn1700.0822.3
... good earnings report. Intuit is up due to good ...
719. Video Monitoring Services of America, WebFN News, August 22, 2001, Wednesday, PM, WFBN-TV, Television, Television, 29 words, 4, wfbt14300822
... Renz comments on Intuit which is higher today after ...
720. Video Monitoring Services of America, Your World with Neil Cavuto, August 22, 2001, Wednesday, 4:00 PM ET, Fox News Channel Cable Programming, Cable, 122 words, 34, fncl6000822
... Merck Stock. Shares of Intuit were up. Intuit, which makes Quicken and TurboTax, ...
... loss. Visual - Exterior Intuit. Intuit says that tax rebates ...
721. Video Monitoring Services of America, The Edge, August 22, 2001, Wednesday, PM ET, CNBC Cable Programming, Cable, 300 words, 10, cnbc19300822
... 17.36 Executive Summary. Intuit says that the president's tax ...
... business. Visual - Exterior Intuit. Visual - Quicken CD. ...
... Stephen Bennett, CEO, Intuit, on "Squawk Box", ...
722. Video Monitoring Services of America, Lou Dobbs Moneyline, August 22, 2001, Wednesday, PM ET, CNN Cable Programming, Cable, 61 words, 22, cnn18300822
... in prize money. Intuit gained today reporting ...
... for the quarter. Graphic - Intuit. END: 34.44
723. Video Monitoring Services of America, Afternoon Drive, August 22, 2001, Wednesday, PM, WBBR-AM, Radio, Radio, 55 words, 29, rwbb1600.0822.29
... sees stocks down. Intuit shares up after ...
724. Video Monitoring Services of America, Marketplace, August 22, 2001, Wednesday, 6:30 PM (ET), PRI Network, Television, Network, 62 words, 11, rnpr18300822
... good in revenues. Intuit reported good earnings ...
725. Video Monitoring Services of America, Bay News 9, August 22, 2001, Wednesday, PM, Bay News 9 Tampa Cable Programming, Cable, 69 words, 20, tbay22300822
... Guffey reporting. GM and Intuit(sp) both said ...
726. Video Monitoring Services of America, Business Center, August 22, 2001, Wednesday, 6:00 PM ET, CNBC Cable Programming, Cable, 48 words, 11, cnbc18000822
... Graphic - Synopsys. Graphic - Intuit Inc. Graphic - Simon ...
MICROSOFT CORP (92%); INTUIT INC (92%); CIENA ...
727. Video Monitoring Services of America, Business Center, August 22, 2001, Wednesday, PM ET, CNBC Cable Programming, Cable, 58 words, 17, cnbc18000822
... Graphic - TQNT. Graphic - Intuit Inc. Graphic - Oil. ...
INTUIT INC (90%); FRANK ...

728. Video Monitoring Services of America, KASA Fox 2 News at Nine, August 22, 2001, Wednesday, PM, KASA-TV, Television, Television, 75 words, 51, kasa21000822 ... low end of estimates Intuit up lost less ...

729. Video Monitoring Services of America, Afternoon Drive, August 22, 2001, Wednesday, PM, WBBR-AM, Radio, Radio, 71 words, 44, rwbbbr1700.0822.44 ... wall street. Intel; Intuit and Altera up on ...

730. Video Monitoring Services of America, Evening Drive Time, August 22, 2001, Wednesday, 4:00 PM, KCBS-AM, Radio, Radio, 30 words, 13, rkcbbs1600.0822.13 ... 25.05 Business Briefs. Intuit shares up \$today ...

731. Video Monitoring Services of America, The Boston Business Journal, August 22, 2001, Wednesday, AM, WBIX-AM, Radio, Radio, 53 words, 20, rwbix0600.0822.20 ... Networks; see headlines. Intuit; loss was narrower than expected. ...

732. Video Monitoring Services of America, The Boston Business Journal, August 22, 2001, Wednesday, 7:00 AM, WBIX-AM, Radio, Radio, 23 words, 13, rwbix0700.0822.13 ... 22.46 Stock to Watch Intuit; reported that their financial results ...

733. Video Monitoring Services of America, CNET Radio PM Drive, August 22, 2001, Wednesday, PM PT, CNET Radio Network Programming, Television, Network, 19 words, 6, rcnet1600.0822.6 ... Desk. Bob McCormick. Intuit upgraded to buy by ...

734. Video Monitoring Services of America, CNET Radio PM Drive, August 22, 2001, Wednesday, PM PT, CNET Radio Network Programming, Television, Network, 45 words, 29, rcnet1600.0822.29 ... 2002 was released this week. Intuit's Quicken 2002 was released ...
... Sanchez, Manager, Quicken, Intuit interview) Recap. Desmond ...

735. CNBC News Transcripts, Squawk Box (7:00 AM ET) - CNBC, August 21, 2001 Tuesday, 4473 words, Squawk Box, 9:30 AM; today's business news, MARK HAINES, MARY THOMPSON; TOM COSTELLO; RICK SANTELLI; ALINA CHO; DAVID FABER; JOE KERNEN ... in Medicis and the--basically, Intuit, which is a name I ...
... much. Plus, the CEO of Intuit. I'm Mark Haines. Here's ...

736. CNBC News Transcripts, Business Center (6:00 PM ET) - CNBC, August 21, 2001 Tuesday, 764 words, Sycamore Networks and Intuit report earnings, SUE HERERA, MARY THOMPSON; JERRY COBB ... HERERA, co-anchor: Intuit and Sycamore Networks posted their ...
... Cobb, with more on Intuit's results. Jerry. JERRY ...
... more encouraging story from Intuit, relatively speaking. It was ...
... Graphic on screen) Intuit (INTU) Actual Estimate ...
... EARNINGS WATCH COBB: Intuit posted a smaller than ...
... at this time. Now Intuit typically loses money ...
... full fiscal year, Intuit's revenues increased 15 ...
... expectations. Going forward, Intuit is maintaining guidance for its ...
... Jefferies says the fact that Intuit was able to reiterate its guidance is

... Box" here on CNBC, Intuit president and CEO Steve ...
... 10.36%] HERERA: As for Intuit's stock, up 73 ...
... Graphic on screen) Intuit Inc. (INTU) 31.93 ...
INTUIT INC (95%); SYCAMORE ...

737. CNBC News Transcripts, Business Center (6:00 PM ET) - CNBC, August 21, 2001 Tuesday, 739 words, Intuit and Sycamore Networks announce latest quarterly results, SUE HERERA, JERRY COBB; MARY THOMPSON

... making news this afternoon. Intuit and Sycamore Networks were among the

... stories. They have the numbers. Jerry, you and Intuit go first.
... right, Sue. Well, Intuit is getting congratulations tonight from ...
... Graphic on screen) Intuit (INTU) Actual Estimate ...
... in Q4 included Intuit Quicken Loan business, which ...
... many had predicted, however, sales of Intuit's Quicken and QuickBooks accounting ...
... big news of the call was Intuit's reaffirmed guidance. The company ...
... sheet and no debt, Intuit is in fine shape to do ...
... 10.00%] HERERA: As for Intuit and how its shares are performing, ...
... Graphic on screen) Intuit Inc. (INTU) 32.00 ...
INTUIT INC (95%); SYCAMORE ...

738. CNBC News Transcripts, Business Center (6:00 PM ET) - CNBC, August 21, 2001 Tuesday, 305 words, Business Center, RON INSANA; SUE HERERA

... plus tech giants Intuit and Sycamore hit the Street with their ...

739. CNNFN, AHEAD OF THE CURVE 06:00 AM Eastern Standard Time, August 21, 2001 Tuesday, Transcript # 082107cb.101, LIVE REPORT, Business, 324 words, Stock Market Preview, CNNfn, Deborah Marchini, Sasha Salama

... in the year ago. And Intuit (Company: Intuit Inc.; Ticker: INTU; ...

740. CNNFN, THE N.E.W. SHOW 05:00 PM Eastern Standard Time, August 21, 2001 Tuesday, Transcript # 082107cb.107, INTERVIEW, Business, 834 words, 100 Top Tech Companies, CNNfn, Patrick Dillon, Bruce Francis

... a company like Intuit(ph) as we know the world's ...

741. CNN, CNN AHEAD OF THE CURVE 06:00, August 21, 2001 Tuesday, Transcript # 082107CN.V62, Business, 268 words, Staples Earnings Meet Expectations, Deborah Marchini, Sasha Salama

... in the year ago. And Intuit, the maker of personal finance ...

742. Video Monitoring Services of America, Today's Business Early Edition, August 21, 2001, Tuesday, AM ET, CNBC Cable Programming, Cable, 19 words, 7, cnbc05000821

... Graphic - Earnings today. Intuit. Sycamore. Saks. Staples. ...

743. Video Monitoring Services of America, Ahead of the Curve, August 21, 2001, Tuesday, AM ET, CNN Cable Programming, Cable, 50 words, 42, cnn06000821

... include Sycamore Networks and Intuit. END: 56.55

744. Video Monitoring Services of America, Today's Business, August 21, 2001, Tuesday, AM ET, CNBC Cable Programming, Cable, 34 words, 6, cnbc06000821

... rates. Graphic - Earnings- Intuit, Sycamore, Saks, Staples, ...

745. Video Monitoring Services of America, Today's Business, August 21, 2001, Tuesday, 6:00 AM ET, CNBC Cable Programming, Cable, 89 words, 29, cnbc06000821

... next quarter. Graphic - Intuit, over 3 months. Intuit will report their earnings ...

... today. 11 percent of Intuit's business comes from Quicken. ...

746. Video Monitoring Services of America, The Squawk Box, August 21, 2001, Tuesday, 9:00 AM ET, CNBC Cable Programming, Cable, 117 words, 27, cnbc09000821 ... Banks, Medicis Pharma and Intuit Inc. Graphic - Christopher & ... INTUIT INC (88%); AIM ...

747. Video Monitoring Services of America, Market Call, August 21, 2001, Tuesday, AM ET, CNNfn Cable Programming, Cable, 92 words, 26, cnnfn1100.0821.26 ... Graphic - Stock quote. Intuit and Sycamore are slated to report ...

748. Video Monitoring Services of America, CNET Radio Morning Show, August 21, 2001, Tuesday, AM PT, CNET Radio Network Programming, Television, Network, 47 words, 4, rcnet0530.0821.4 ... for bankruptcy protection. Intuit set to announce today, ...

749. Video Monitoring Services of America, TechLive, August 21, 2001, Tuesday, PM ET, TechTV Cable Programming, Cable, 60 words, 7, zdtv15000821 ... Quickbooks/Bill Tucker. Intuit will come out and First Call. Visual - Intuit Web page. They have started to for the webs. Graphic - Intuit 1 Year. Graphic - Intuit stocks. END: 09.23

750. Video Monitoring Services of America, Bloomberg News, August 21, 2001, Tuesday, PM ET, Bloomberg News Cable Programming, Cable, 60 words, 4, bloom1630:0821.4 ... Graphic - Sycamore Networks. Intuit is down today. Graphic - Intuit 4th Quarter. Graphic - ...

751. Video Monitoring Services of America, The High Tech Hour, August 21, 2001, Tuesday, 2:00 PM, KNX-AM, Radio, Radio, 12 words, 27, rknx14000821 START: 27.00 Intuit and Sentech(?). Both are up ...

752. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, 4:00 PM ET, CNBC Cable Programming, Cable, 49 words, 15, cnbc16000821 ... Teased Segment - Earnings. Intuit just reported results last quarter. Graphic - Intuit. Intuit is down. They came in ...

753. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, 4:00 PM ET, CNBC Cable Programming, Cable, 55 words, 30, cnbc16000821 ... cent. Graphic - Sycamore. Intuit beat the Street. Graphic - Intuit. GM is holding onto gains. ...

754. Video Monitoring Services of America, TechLive, August 21, 2001, Tuesday, PM ET, TechTV Cable Programming, Cable, 67 words, 16, zdtv16000821 ... weakness in the future. Intuit finished down. Graphic - ...

755. Video Monitoring Services of America, TechLive, August 21, 2001, Tuesday, 4:00 PM ET, TechTV Cable Programming, Cable, 55 words, 27, zdtv16000821 ... Graphic - Earnings Scoreboard. Intuit did well with their earnings. Graphic - Earnings Scoreboard. Graphic - Intuit. Polymedica's shares were down ...

756. Video Monitoring Services of America, Street Signs, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 130 words, 23, cnbc15000821 ... Graphic - Staples Stock. Intuit and Sycamore Networks report bell. Graphic - Sycamore, Intuit logos. Graphic - Intuit Earnings History. Intuit is expected to report a Market Reaction. Shares of Intuit and Sycamore are down. Teaser - ...

757. Video Monitoring Services of America, Street Signs, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 76 words, 30, cnbc15000821 ... a Rate Cut. Intuit. Visual - Exterior Intuit. Sycamore Networks. Visual - ...

758. Video Monitoring Services of America, The N.E.W. Show, August 21, 2001, Tuesday, PM ET, CNNfn Cable Programming, Cable, 50 words, 6, cnnfn1700.0821.6 ... New Economy Wire. Intuit tops forecasts, even ...

759. Video Monitoring Services of America, The N.E.W. Show, August 21, 2001, Tuesday, PM ET, CNNfn Cable Programming, Cable, 20 words, 33, cnnfn1700.0821.33 ... General Motors. ReCap: Intuit. END: 1.03.50

760. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 38 words, 2, cnbc17000821 ... Sycamore Networks logo. Intuit. Extended Hours. Guidant. ...

761. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 83 words, 6, cnbc17000821 ... Graph. Teased Segment - Intuit. Intuit has announced positive earnings. ...

762. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 11 words, 7, cnbc17000821 ... Teaser - Sycamore Networks. Intuit. END:

763. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 12 words, 9, cnbc17000821 START: 11.31 Teaser - Intuit. McDonalds. Extended Hours. ...

764. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, 5:00 PM ET, CNBC Cable Programming, Cable, 34 words, 11, cnbc17000821 START: 14.43 Recap of Intuit segment from above. Graphic - ... call highlights. The CEO of Intuit will be on Squawk ...

765. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 65 words, 12, cnbc17000821 ... Kathleen Tanzy. Recap of Intuit segment from above. Recap of ...

766. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 36 words, 34, cnbc17000821 ... segment from above. Recap of Intuit segment from above. Recap of ...

767. Video Monitoring Services of America, Bloomberg News, August 21, 2001, Tuesday, 8:00 PM ET, Bloomberg News Cable Programming, Cable, 140 words, 21, bloom2000.0821.21 ... companies reporting their numbers, Intuit numbers came in ...

768. Video Monitoring Services of America, Street Sweep, August 21, 2001, Tuesday, PM ET, CNNfn Cable Programming, Cable, 184 words, 12, cnnfn1600.0821.12 ... After hours trading. Intuit reported a narrower than ... loss and the stock is up. Intuit reported a loss of ... cents a share. Intuit says that in a ...

769. Video Monitoring Services of America, Street Sweep, August 21, 2001, Tuesday, PM ET, CNNfn Cable Programming, Cable, 121 words, 24, cnnfn1600.0821.24 ... workers than previously expected. Intuit reported a narrower than ...

770. Video Monitoring Services of America, WebFN News, August 21, 2001, Tuesday, 3:00 PM, WFBT-TV, Television, Television, 14 words, 8, wfbt15000821
... in a Minute. Intuit and Saks earnings announced ...

771. Video Monitoring Services of America, NY at Six, August 21, 2001, Tuesday, PM (ET), WQXR-FM, Radio, Radio, 96 words, 9, rwqxr1800.0821.9
... business this unit is doing. Intuit Inc posted a ...
... MART CORP (88%); INTUIT INC (85%); FEDERAL ...

772. Video Monitoring Services of America, NewsChannel 11 at 6, August 21, 2001, Tuesday, PM (PT), KNTV-TV, Television, Television, 12 words, 18, kntv18000821
START: 23.23 Teaser - Intuit; Kid Friendly places.

773. Video Monitoring Services of America, NewsChannel 11 at 6, August 21, 2001, Tuesday, 6:00 PM (PT), KNTV-TV, Television, Television, 52 words, 20, kntv18000821
... Stocks. Teased Segment - Intuit. Visual - Intuit sign; Intuit worker; Intuit interiors; Quicken Delux ...
... in box by Intuit worker. Intuit numbers were better than expected ...

774. Video Monitoring Services of America, Business Center, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 26 words, 2, cnbc18000821
... 00.01 Teaser - Fed. Intuit. Visual - Intuit building. Sycamore Networks.
...

775. Video Monitoring Services of America, Business Center, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 21 words, 6, cnbc18000821
... 09.54 Earnings. Recap of Intuit segment from 1700. Recap of ...

776. Video Monitoring Services of America, Business Center, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 21 words, 20, cnbc18000821
... segment from 1700. Recap of Intuit segment from 1700. END: ...

777. Video Monitoring Services of America, CBS MarketWatch.com, August 21, 2001, Tuesday, PM, WBBM-AM, Radio, Radio, 111 words, 2, rsynd1mw0821
... revenue could fall 70%+. Intuit beat expectations. S& ...

778. Video Monitoring Services of America, 1010 Evening News, August 21, 2001, Tuesday, PM (ET), WINS-AM, Radio, Radio, 67 words, 61, rwins1700.0821.61
... down today. Sachs and Intuit posted smaller than expected ...

779. Video Monitoring Services of America, KNX 1070 NewsRadio, August 21, 2001, Tuesday, PM, KNX-AM, Radio, Radio, 28 words, 22, rknx16000821
... point. Market Statistics Intuit reported losses less than ...

780. Video Monitoring Services of America, Evening Drive Time, August 21, 2001, Tuesday, 4:00 PM, KCBS-AM, Radio, Radio, 32 words, 67, rkCBS1600.0821.67
... 1.54.50 Business Briefs. Intuit reported revenue growth ...

781. Video Monitoring Services of America, Today's Business Early Edition, August 21, 2001, Tuesday, AM ET, CNBC Cable Programming, Cable, 19 words, 7, cnbc05000821
... Graphic - Earnings today. Intuit. Sycamore. Saks. Staples. ...

782. Video Monitoring Services of America, Ahead of the Curve, August 21, 2001, Tuesday, AM ET, CNN Cable Programming, Cable, 50 words, 42, cnn06000821
... include Sycamore Networks and Intuit. END: 56.55

783. Video Monitoring Services of America, Today's Business, August 21, 2001, Tuesday, AM ET, CNBC Cable Programming, Cable, 34 words, 6, cnbc06000821
... rates. Graphic - Earnings- Intuit, Sycamore, Saks, Staples, ...

784. Video Monitoring Services of America, Today's Business, August 21, 2001, Tuesday, 6:00 AM ET, CNBC Cable Programming, Cable, 89 words, 29, cnbc06000821
... next quarter. Graphic - Intuit, over 3 months. Intuit will report their earnings ...
... today. 11 percent of Intuit's business comes from Quicken. ...

785. Video Monitoring Services of America, The Squawk Box, August 21, 2001, Tuesday, 9:00 AM ET, CNBC Cable Programming, Cable, 117 words, 27, cnbc09000821
... Banks, Medicis Pharma and Intuit Inc. Graphic - Christopher & ...
INTUIT INC (88%); AIM ...

786. Video Monitoring Services of America, Market Call, August 21, 2001, Tuesday, AM ET, CNNfn Cable Programming, Cable, 92 words, 26, cnnfn1100.0821.26
... Graphic - Stock quote. Intuit and Sycamore are slated to report ...

787. Video Monitoring Services of America, CNET Radio Morning Show, August 21, 2001, Tuesday, AM PT, CNET Radio Network Programming, Television, Network, 47 words, 4, rcnet0530.0821.4
... for bankruptcy protection. Intuit set to announce today, ...

788. Video Monitoring Services of America, TechLive, August 21, 2001, Tuesday, PM ET, TechTV Cable Programming, Cable, 60 words, 7, zdtv15000821
... Quickbooks/Bill Tucker. Intuit will come out and ...
... First Call. Visual - Intuit Web page. They have started to ...
... for the webs. Graphic - Intuit 1 Year. Graphic - Intuit stocks. END: 09.23

789. Video Monitoring Services of America, Bloomberg News, August 21, 2001, Tuesday, PM ET, Bloomberg News Cable Programming, Cable, 60 words, 4, bloom1630.0821.4
... Graphic - Sycamore Networks. Intuit is down today. Graphic - Intuit 4th Quarter. Graphic - ...

790. Video Monitoring Services of America, The High Tech Hour, August 21, 2001, Tuesday, 2:00 PM, KNX-AM, Radio, Radio, 12 words, 27, rknx14000821
START: 27.00 Intuit and Sentech(?). Both are up ...

791. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, 4:00 PM ET, CNBC Cable Programming, Cable, 49 words, 15, cnbc16000821
... Teased Segment - Earnings. Intuit just reported results ...
... last quarter. Graphic - Intuit. Intuit is down. They came in ...

792. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, 4:00 PM ET, CNBC Cable Programming, Cable, 55 words, 30, cnbc16000821
... cent. Graphic - Sycamore. Intuit beat the Street. Graphic - Intuit. GM is holding onto gains. ...

793. Video Monitoring Services of America, TechLive, August 21, 2001, Tuesday, PM ET, TechTV Cable Programming, Cable, 67 words, 16, zdtv16000821

... weakness in the future. Intuit finished down. Graphic - ...

794. Video Monitoring Services of America, TechLive, August 21, 2001, Tuesday, 4:00 PM ET, TechTV Cable Programming, Cable, 55 words, 27, zdtv16000821
... Graphic - Earnings Scoreboard. Intuit did well with their earnings. Graphic - Earnings Scoreboard. Graphic - Intuit. Polymedica's shares were down. ...

795. Video Monitoring Services of America, Street Signs, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 130 words, 23, cnbc15000821
... Graphic - Staples Stock. Intuit and Sycamore Networks report ...
... bell. Graphic - Sycamore, Intuit logos. Graphic - Intuit Earnings History. Intuit is expected to report a ...
... Market Reaction. Shares of Intuit and Sycamore are down. Teaser - ...

796. Video Monitoring Services of America, Street Signs, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 76 words, 30, cnbc15000821
... a Rate Cut. Intuit. Visual - Exterior Intuit. Sycamore Networks. Visual - ...

797. Video Monitoring Services of America, The N.E.W. Show, August 21, 2001, Tuesday, PM ET, CNNfn Cable Programming, Cable, 50 words, 6, cnnfn1700.0821.6
... New Economy Wire. Intuit tops forecasts, even. ...

798. Video Monitoring Services of America, The N.E.W. Show, August 21, 2001, Tuesday, PM ET, CNNfn Cable Programming, Cable, 20 words, 33, cnnfn1700.0821.33
... General Motors. ReCap: Intuit. END: 1.03.50

799. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 38 words, 2, cnbc17000821
... Sycamore Networks logo. Intuit. Extended Hours. Guidant. ...

800. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 83 words, 6, cnbc17000821
... Graph. Teased Segment - Intuit. Intuit has announced positive earnings: ...

801. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 11 words, 7, cnbc17000821
... Teaser - Sycamore Networks. Intuit. END:

802. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 12 words, 9, cnbc17000821
START: 11.31 Teaser - Intuit. McDonalds. Extended Hours. ...

803. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, 5:00 PM ET, CNBC Cable Programming, Cable, 34 words, 11, cnbc17000821
START: 14.43 Recap of Intuit segment from above. Graphic - ...
... call highlights. The CEO of Intuit will be on Squawk ...

804. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 65 words, 12, cnbc17000821
... Kathleen Tanzy. Recap of Intuit segment from above. Recap of ...

805. Video Monitoring Services of America, Market Wrap, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 36 words, 34, cnbc17000821
... segment from above. Recap of Intuit segment from above. Recap of ...

806. Video Monitoring Services of America, Bloomberg News, August 21, 2001, Tuesday, 8:00 PM ET, Bloomberg News Cable Programming, Cable, 140 words, 21, bloom2000.0821.21
... companies reporting their numbers, Intuit numbers came in ...
807. Video Monitoring Services of America, Street Sweep, August 21, 2001, Tuesday, PM ET, CNNfn Cable Programming, Cable, 184 words, 12, cnnfn1600.0821.12
... After hours trading. Intuit reported a narrower than ...
... loss and the stock is up. Intuit reported a loss of ...
... cents a share. Intuit says that in a ...
808. Video Monitoring Services of America, Street Sweep, August 21, 2001, Tuesday, PM ET, CNNfn Cable Programming, Cable, 121 words, 24, cnnfn1600.0821.24
... workers than previously expected. Intuit reported a narrower than ...
809. Video Monitoring Services of America, WebFN News, August 21, 2001, Tuesday, 3:00 PM, WFBT-TV, Television, Television, 14 words, 8, wfbt15000821
... in a Minute. Intuit and Saks earnings announced ...
810. Video Monitoring Services of America, NY at Six, August 21, 2001, Tuesday, PM (ET), WQXR-FM, Radio, Radio, 96 words, 9, rwqxr1800.0821.9
... business this unit is doing. Intuit Inc posted a ...
... MART CORP (88%); INTUIT INC (85%); FEDERAL ...
811. Video Monitoring Services of America, NewsChannel 11 at 6, August 21, 2001, Tuesday, PM (PT), KNTV-TV, Television, Television, 12 words, 18, kntv18000821
START: 23.23 Teaser - Intuit; Kid Friendly places. ...
812. Video Monitoring Services of America, NewsChannel 11 at 6, August 21, 2001, Tuesday, 6:00 PM (PT), KNTV-TV, Television, Television, 52 words, 20, kntv18000821
... Stocks. Teased Segment - Intuit. Visual - Intuit sign; Intuit worker; Intuit interiors; Quicken Delux ...
... in box by Intuit worker. Intuit numbers were better than expected ...
813. Video Monitoring Services of America, Business Center, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 26 words, 2, cnbc18000821
... 00.01 Teaser - Fed. Intuit. Visual - Intuit building. Sycamore Networks.
...
814. Video Monitoring Services of America, Business Center, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 21 words, 6, cnbc18000821
... 09.54 Earnings. Recap of Intuit segment from 1700. Recap of ...
815. Video Monitoring Services of America, Business Center, August 21, 2001, Tuesday, PM ET, CNBC Cable Programming, Cable, 21 words, 20, cnbc18000821
... segment from 1700. Recap of Intuit segment from 1700. END: ...
816. Video Monitoring Services of America, CBS MarketWatch.com, August 21, 2001, Tuesday, PM, WBBM-AM, Radio, Radio, 111 words, 2, rsyndlmw0821
... revenue could fall 70%+. Intuit beat expectations. S& ...
817. Video Monitoring Services of America, CNET Radio Early PM, August 20, 2001, Monday, PM PT, CNET Radio Network Programming, Television, Network, 26 words, 23, rcnet1500.0820.23
... out tomorrow include: Intuit, Sycamore Networks, PD ...

818. Video Monitoring Services of America, The Edge, August 20, 2001, Monday, PM ET, CNBC Cable Programming, Cable, 27 words, 17, cnbc19300820
... Graphic - Earnings, including Intuit, Sycamore Networks, Saks, ...
819. Video Monitoring Services of America, Today's Business Early Edition, August 20, 2001, Monday, AM ET, CNBC Cable Programming, Cable, 65 words, 8, cnbc05000820
... today- Agilent Tech, Intuit, Medtronic. END: 9.30
820. Video Monitoring Services of America, TechLive, August 20, 2001, Monday, AM ET, TechTV Cable Programming, Cable, 78 words, 14, zdtv10000820
... division of Hewlett Packard. Intuit will report on ...
... along with Sycamore. Graphic - Intuit. Graphic - Sycamore. TD ...
821. Video Monitoring Services of America, CNET Radio Morning Show, August 20, 2001, Monday, AM PT, CNET Radio Network Programming, Television, Network, 37 words, 4, rcnet0530.0820.4
... Technologies to report today. Intuit, Sycamore Networks, TD ...
822. Video Monitoring Services of America, Today About the Bay, August 20, 2001, Monday, 5:00 AM, KNTV-TV, Television, Television, 110 words, 20, kntv05000820
... reports earnings today; Intuit (INTU) reports earnings ...
823. Video Monitoring Services of America, Today About the Bay, August 20, 2001, Monday, 6:00 AM, KNTV-TV, Television, Television, 100 words, 22, kntv06000820
... shares down this morning; Intuit (INTU) reports earnings ...
824. Video Monitoring Services of America, CNET Radio Morning Show, August 20, 2001, Monday, AM PT, CNET Radio Network Programming, Television, Network, 22 words, 30, rcnet0600.0820.30
... Technologies to report today. Intuit, Sycamore, TD Waterhouse ...
825. Video Monitoring Services of America, Today About the Bay, August 20, 2001, Monday, AM (PT), KNTV-TV, Television, Television, 74 words, 26, kntv08000820
... firm. O Agilent and Intuit to report earnings today. ...
826. Video Monitoring Services of America, CNET Radio Online Tonight, August 20, 2001, Monday, PM, CNET Radio Network, Network, Network, 174 words, 5, rcnet2000.0820.5
... wish to prosecute this, as well. Intuit is mentioned as being the biggest
...
... software; the caller says that Intuit wouldn't exist without the ...
... preventing Microsoft from buying Intuit. END: 16.00
827. Video Monitoring Services of America, CNET Radio Early PM, August 20, 2001, Monday, PM PT, CNET Radio Network Programming, Television, Network, 26 words, 23, rcnet1500.0820.23
... out tomorrow include: Intuit, Sycamore Networks, PD ...
828. Video Monitoring Services of America, The Edge, August 20, 2001, Monday, PM ET, CNBC Cable Programming, Cable, 27 words, 17, cnbc19300820
... Graphic - Earnings, including Intuit, Sycamore Networks, Saks, ...

829. Video Monitoring Services of America, Today's Business Early Edition, August 20, 2001, Monday, AM ET, CNBC Cable Programming, Cable, 65 words, 8, cnbc05000820

... today- Agilent Tech, Intuit, Medtronic. END: 9.30

830. Video Monitoring Services of America, TechLive, August 20, 2001, Monday, AM ET, TechTV Cable Programming, Cable, 78 words, 14, zdtv10000820

... division of Hewlett Packard. Intuit will report on ...

... along with Sycamore. Graphic - Intuit. Graphic - Sycamore. TD ...

831. Video Monitoring Services of America, CNET Radio Morning Show, August 20, 2001, Monday, AM PT, CNET Radio Network Programming, Television, Network, 37 words, 4, rcnet0530.0820.4

... Technologies to report today. Intuit, Sycamore Networks, TD ...

832. Video Monitoring Services of America, Today About the Bay, August 20, 2001, Monday, 5:00 AM, KNTV-TV, Television, Television, 110 words, 20, kntv05000820

... reports earnings today; Intuit (INTU) reports earnings ...

833. Video Monitoring Services of America, Today About the Bay, August 20, 2001, Monday, 6:00 AM, KNTV-TV, Television, Television, 100 words, 22, kntv06000820

... shares down this morning; Intuit (INTU) reports earnings ...

834. Video Monitoring Services of America, CNET Radio Morning Show, August 20, 2001, Monday, AM PT, CNET Radio Network Programming, Television, Network, 22 words, 30, rcnet0600.0820.30

... Technologies to report today. Intuit, Sycamore, TD Waterhouse ...

835. Video Monitoring Services of America, Today About the Bay, August 20, 2001, Monday, AM (PT), KNTV-TV, Television, Television, 74 words, 26, kntv08000820

... firm. O Agilent and Intuit to report earnings today. ...

836. Video Monitoring Services of America, Silicon Valley Business, August 18, 2001, Saturday, PM, KICU-TV, Television, Television, 32 words, 27, kicu22000818

... next week: Agilent and Intuit report, the Index of Leading ...

837. Video Monitoring Services of America, Silicon Valley Business, August 18, 2001, Saturday, PM, KICU-TV, Television, Television, 32 words, 27, kicu22000818

... next week: Agilent and Intuit report, the Index of Leading ...

838. Video Monitoring Services of America, Morning Connect, August 16, 2001, Thursday, 8:00 AM, Texas Cable News Network Cable ProgrammiN/A, Cable, 100 words, 2, txcn08000816

... Dallas Attorney John Intuit says there is an 8th ...

... BOTSFORD (65%); JOHN INTUIT (65%);

839. Video Monitoring Services of America, Good Morning Texas, August 16, 2001, Thursday, AM, WFAA-TV, Television, Television, 77 words, 7, wfaa09000816

... Dallas Attorney John Intuit says there is an 8th ...

... BOTSFORD (67%); JOHN INTUIT (67%);

840. Video Monitoring Services of America, Bloomberg News, August 14, 2001, Tuesday, AM ET, Bloomberg News Cable Programming, Cable, 73 words, 17, bloom0500.0814.17

... will have speakers from DoubleClick, Intuit and VeriSign. Graphic - Pacific

...

841. Video Monitoring Services of America, Bloomberg News, August 14, 2001, Tuesday, AM ET, Bloomberg News Cable Programming, Cable, 73 words, 17, bloom0500.0814.17

... will have speakers from DoubleClick, Intuit and VeriSign. Graphic - Pacific ...

842. Video Monitoring Services of America, Wall Street Week, August 3, 2001, Friday, PM ET, PBS Network Programming, Television, Network, 118 words, 3, pbs20300803

... recommending Mellon Financial, Intuit, Pearson. Studio Interview - ...

843. Video Monitoring Services of America, Silicon Spin, July 18, 2001, Wednesday, PM ET, TechTV Cable Programming, Cable, 200 words, 9, zdtv20300718

... in Maia. He also say that Intuit(?) and NYOB(?) being in the ...

844. Video Monitoring Services of America, Net Cafe, July 15, 2001, Sunday, AM, KVIE-TV, Television, Television, 80 words, 4, syndic0a0715

... Accounting, contact management. Intuit, and QuickBooks mentioned as competitors. ...

845. Video Monitoring Services of America, Today About the Bay, July 13, 2001, Friday, AM (PT), KNTV-TV, Television, Television, 84 words, 27, kntv07000713

... Systems, Adobe, Veritas, Intuit, Symantec Corp., Bea ...

846. Video Monitoring Services of America, WB Prime Time News Page Two, July 12, 2001, Thursday, PM (PT), KNTV-TV, Television, Television, 117 words, 16, kntv22300712

... 6. Veritas, 7. Intuit, 8. Symantec Corp., ...

847. National Public Radio (NPR), Weekly Edition: The Best of NPR News (3:00 PM ET) - NPR, July 7, 2001 Saturday, 1053 words, Fundamental shift in Silicon Valley culture, NANCY MARSHALL, CHRIS ARNOLD

... Gates as well as the founders of Intuit, Yahoo! and eBay. Ms. ...

848. Video Monitoring Services of America, CNET Radio Morning Show, July 6, 2001, Friday, 7:00 AM PT, CNET Radio Network Programming, Television, Network, 113 words, 33, rcnet0700.0706.33

... free, run by Intuit (www.quickbase.com). ...

849. CNNFN, MARKET CALL 09:30 AM Eastern Standard Time, July 5, 2001 Thursday, Transcript # 070510cb.105, INTERVIEW, Business, 1830 words, Tough Call: A Taxing Situation, CNNfn, Daniel Shaviro, Robert L. Sommers, Rhonda Schaffler

... program, Turbo Tax or Intuit or something like that. So, the ...

850. Video Monitoring Services of America, Channel 2 News, July 5, 2001, Thursday, PM, KATU-TV, Television, Television, 25 words, 16, katu18300705

... pay bills. Graphic - Intuit survey results. END: ...

851. National Public Radio (NPR), Morning Edition (10:00 AM ET) - NPR, July 3, 2001 Tuesday, 1025 words, Fundamental shift in Silicon Valley culture, BOB EDWARDS, CHRIS ARNOLD

... Gates as well as the founders of Intuit, Yahoo! and eBay. Ms. ...

852. Video Monitoring Services of America, Morning Edition, July 3, 2001, Tuesday, 7:00 AM (ET), NPR Network, Television, Network, 257 words, 33, rnpr07000703
... Bill Gates, founders of Intuit, Yahoo and eBay. Sound ...

853. Video Monitoring Services of America, Morning Edition, July 3, 2001, Tuesday, 7:00 AM (ET), NPR Network, Television, Network, 257 words, 33, rnpr07000703
... Bill Gates, founders of Intuit, Yahoo and eBay. Sound ...

854. Video Monitoring Services of America, TechLive, July 2, 2001, Monday, AM ET, TechTV Cable Programming, Cable, 111 words, 5, zdtv09000702
... Sun, Xilinx, Adobe, & Intuit will make employees ...

855. Video Monitoring Services of America, TechLive, July 2, 2001, Monday, PM ET, TechTV Cable Programming, Cable, 158 words, 4, zdtv11000702
... Compaq, Xilinx, Adobe, Intuit, Sun. Graphic - Sun ...

856. Video Monitoring Services of America, TechLive, July 2, 2001, Monday, PM ET, TechTV Cable Programming, Cable, 158 words, 4, zdtv12000702
... Compaq, Xilinx, Adobe, Intuit, Sun. Graphic - Sun ...

857. Video Monitoring Services of America, Newscenter, July 2, 2001, Monday, 6:00 PM, WJR-AM, Radio, Radio, 49 words, 23, rwjr18000702
... pizza delivery boy. Intuit and Quicken helped them set ...

858. Video Monitoring Services of America, TechLive, July 2, 2001, Monday, AM ET, TechTV Cable Programming, Cable, 111 words, 5, zdtv09000702
... Sun, Xilinx, Adobe, & Intuit will make employees ...

859. Video Monitoring Services of America, TechLive, July 2, 2001, Monday, PM ET, TechTV Cable Programming, Cable, 158 words, 4, zdtv11000702
... Compaq, Xilinx, Adobe, Intuit, Sun. Graphic - Sun ...

860. Video Monitoring Services of America, TechLive, July 2, 2001, Monday, PM ET, TechTV Cable Programming, Cable, 158 words, 4, zdtv12000702
... Compaq, Xilinx, Adobe, Intuit, Sun. Graphic - Sun ...

861. Video Monitoring Services of America, Newscenter, July 2, 2001, Monday, 6:00 PM, WJR-AM, Radio, Radio, 49 words, 23, rwjr18000702
... pizza delivery boy. Intuit and Quicken helped them set ...

862. Video Monitoring Services of America, USam News, June 28, 2001, Thursday, 8:00 AM ET, Bloomberg News Cable Programming, Cable, 129 words, 11, bloom0800.0628.11
... Qualcomm Stats. He also likes Intuit. Graphic - Intuit. Graphic - Intuit Stats. END: 18.24

863. Video Monitoring Services of America, Bloomberg News, June 28, 2001, Thursday, 11:00 AM ET, Bloomberg News Cable Programming, Cable, 129 words, 10, bloom1100.0628.10
... Qualcomm Stats. He also likes Intuit. Graphic - Intuit. Graphic - Intuit Stats. END: 18.24

864. The Nightly Business Report, NIGHTLY BUSINESS REPORT (NBR 6:30 pm ET), June 26, 2001 Tuesday, Transcript # 062600cb.118, BUSINESS, 4072 words, Nightly Business Report, Lawrence Ellison, Paul Kangas, Susie Gharib
... on your PC is Intuit (INTU). So we're really ...
... Microsoft, one against Intuit. GHARIB: Now, you said
865. Video Monitoring Services of America, Street Signs, June 26, 2001, Tuesday, 3:00 PM ET, CNBC Cable Programming, Cable, 260 words, 15, cnbc15000626
... buying software like Intuit Quickbooks all you have to do is log onto ...
866. Video Monitoring Services of America, Evening Drive Time, June 26, 2001, Tuesday, PM, KCBS-AM, Radio, Radio, 62 words, 5, rkcb1600.0626.5
... Intuit Technology Solutions (Intuit?) spokesperson; comments on ...
867. Video Monitoring Services of America, Street Signs, June 26, 2001, Tuesday, 3:00 PM ET, CNBC Cable Programming, Cable, 260 words, 15, cnbc15000626
... buying software like Intuit Quickbooks all you have to do is log onto ...
868. Video Monitoring Services of America, The Squawk Box, June 21, 2001, Thursday, AM ET, CNBC Cable Programming, Cable, 172 words, 3, cnbc08000621
... Competitors/American Express, Intuit, Jackson Hewitt. He says the ...
869. Video Monitoring Services of America, Silicon Valley Business, June 16, 2001, Saturday, PM, KICU-TV, Television, Television, 25 words, 19, kicu22000616
... notable winners were eBay and Intuit, losers included Excite@
870. Video Monitoring Services of America, Bob O'Donnell, June 16, 2001, Saturday, 10:00 AM, KSFO-AM, Radio, Radio, 184 words, 4, rksfo1000.0616.4
... best bet is to call Intuit and say; 'what's up with this'. Did you explain that ...
... itself. Double check with Intuit and see if it will ...
871. Video Monitoring Services of America, Silicon Valley Business, June 16, 2001, Saturday, PM, KICU-TV, Television, Television, 25 words, 19, kicu22000616
... notable winners were eBay and Intuit, losers included Excite@ ...

TAB 43



[View Report Link](#)

(historical data)

Language: English

Template: Complete View

Intuit.com

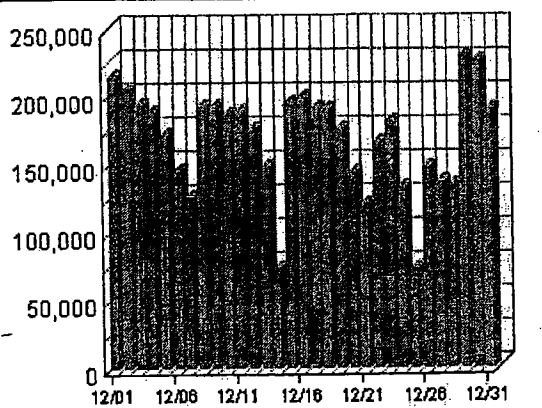
Monthly Report December 2003

12/01/2003 00:00:00 - 12/31/2003 23:59:59

Overview Dashboard

This displays key graphs and tables that provide an overview of the entire report. Click on the title of a graph or table to navigate to the corresponding page.

Visits Trend



1. Visits

Visit Summary

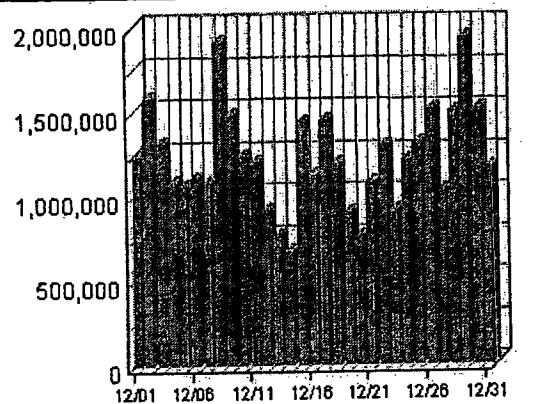
Visits	5,250,466
Average per Day	169,369
Average Visit Length	00:07:06
Median Visit Length	00:01:38
International Visits	7.42%
Visits of Unknown Origin	0.00%
Visits from Your Country: United States (US)	92.57%

Page Views Trend

Visitor Summary

Unique Visitors	2,626,539
Visitors Who Visited Once	2,042,686
Visitors Who Visited More Than Once	583,853
Average Visits per Visitor	2.00

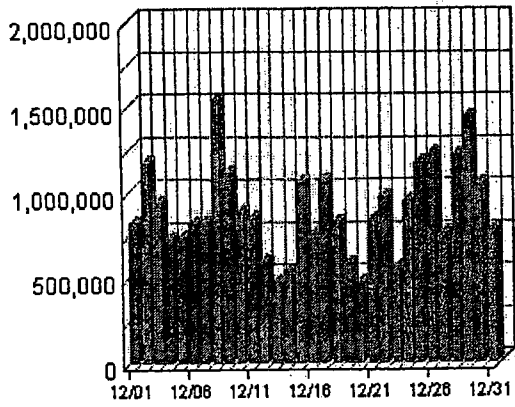
Hits Trend



1. Hits

Hit Summary

Successful Hits for Entire Site	38,223,436
Average Hits per Day	1,233,014
Home Page Hits	1,028,813



1. ■ Page Views

Page View Summary

Page Views	27,934,312
Average per Day	901,106
Average Page Views per Visit	5.32

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WEBTRENDS

View Report Link

(historical data)

Language:

Template:

Intuit.com

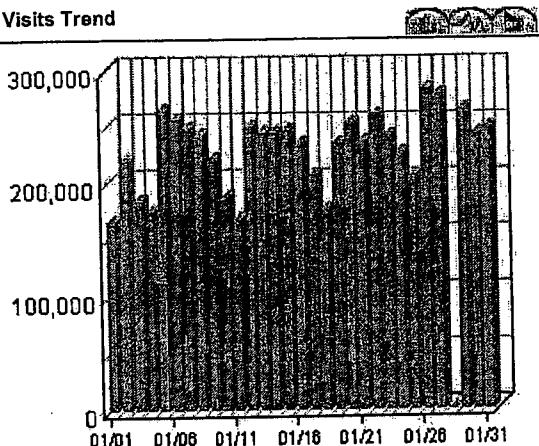
Monthly Report January 2004

01/01/2004 00:00:00 - 01/31/2004 23:59:59

Overview Dashboard

This displays key graphs and tables that provide an overview of the entire report. Click on the title of a graph or table to navigate to the corresponding page.

Visits Trend



1. Visits

Visit Summary

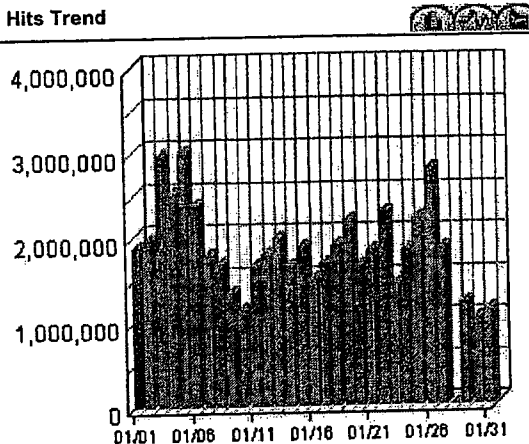
Visits	6,917,395
Average per Day	223,141
Average Visit Length	00:07:44
Median Visit Length	00:01:47
International Visits	7.53%
Visits of Unknown Origin	0.00%
Visits from Your Country: United States (US)	92.47%

Page Views Trend

Visitor Summary

Unique Visitors	3,593,263
Visitors Who Visited Once	2,819,819
Visitors Who Visited More Than Once	773,444
Average Visits per Visitor	1.93

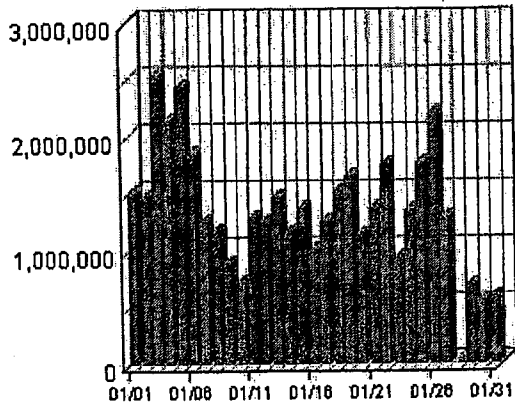
Hits Trend



1. Hits

Hit Summary

Successful Hits for Entire Site	56,496,047
Average Hits per Day	1,822,453
Home Page Hits	1,528,884



1. Page Views

Page View Summary

Page Views	41,948,866
Average per Day	1,353,189
Average Page Views per Visit	6.06

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Template:

Intuit.com

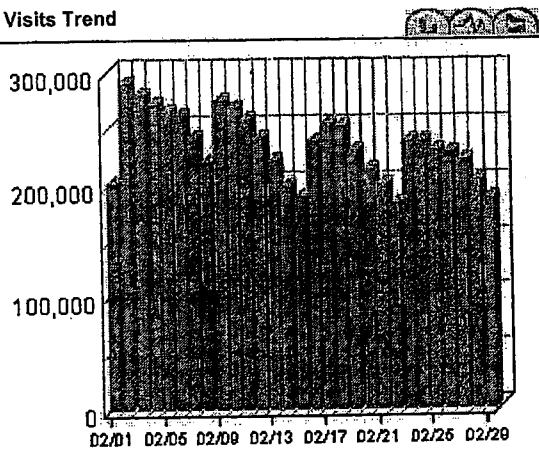
Monthly Report February 2004

02/01/2004 00:00:00 - 02/29/2004 23:59:59

Overview Dashboard

This displays key graphs and tables that provide an overview of the entire report. Click on the title of a graph or table to navigate to the corresponding page.

Visits Trend



1. Visits

Visit Summary

Visits	6,842,791
Average per Day	235,958
Average Visit Length	00:08:04
Median Visit Length	00:01:46
International Visits	8.47%
Visits of Unknown Origin	0.00%
Visits from Your Country: United States (US)	91.53%

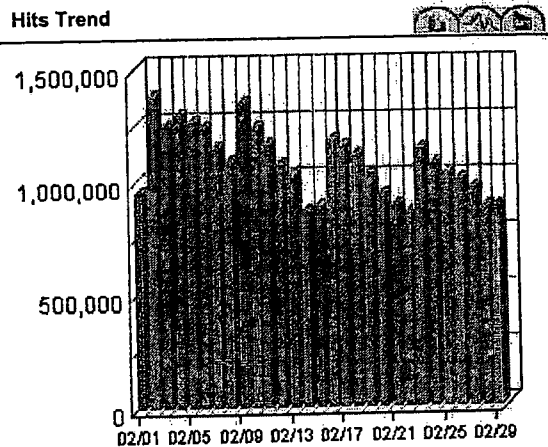
Page Views Trend



Visitor Summary

Unique Visitors	3,597,749
Visitors Who Visited Once	2,838,755
Visitors Who Visited More Than Once	758,994
Average Visits per Visitor	1.90

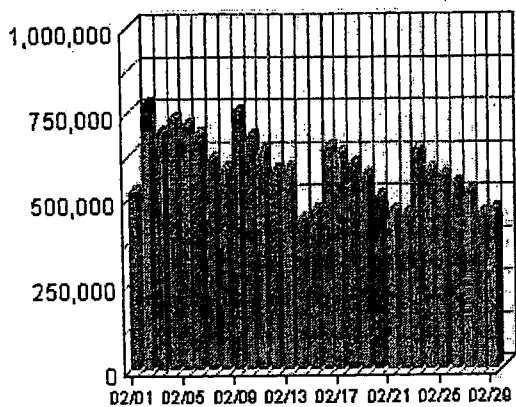
Hits Trend



1. Hits

Hit Summary

Successful Hits for Entire Site	31,423,251
Average Hits per Day	1,083,560
Home Page Hits	1,491,754



1. ■ Page Views

Page View Summary

Page Views	17,156,058
Average per Day	591,588
Average Page Views per Visit	2.51

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WEBTRENDS

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Template:

Intuit.com

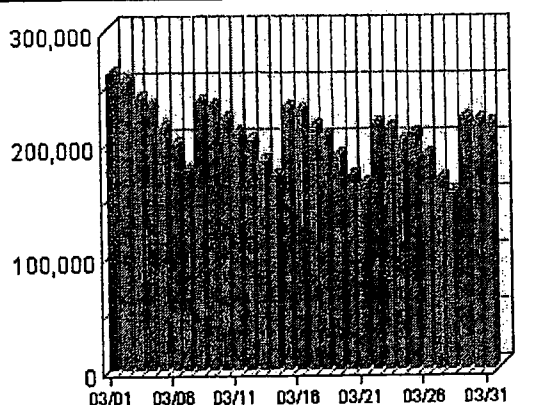
Monthly Report March 2004

03/01/2004 00:00:00 - 03/31/2004 23:59:59

Overview Dashboard

This displays key graphs and tables that provide an overview of the entire report. Click on the title of a graph or table to navigate to the corresponding page.

Visits Trend



1. Visits

Visit Summary

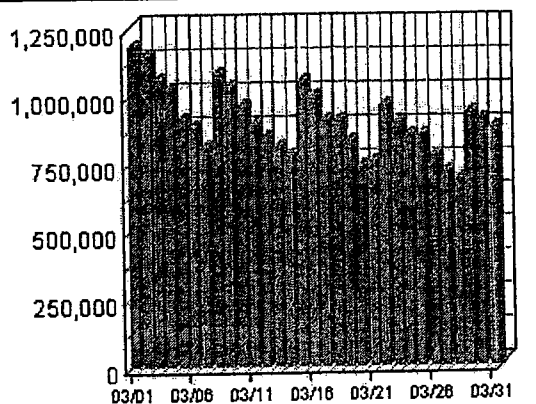
Visits	6,459,624
Average per Day	208,374
Average Visit Length	00:08:35
Median Visit Length	00:01:46
International Visits	9.39%
Visits of Unknown Origin	0.00%
Visits from Your Country: United States (US)	90.61%

Page Views Trend

Visitor Summary

Unique Visitors	3,271,911
Visitors Who Visited Once	2,562,066
Visitors Who Visited More Than Once	709,845
Average Visits per Visitor	1.97

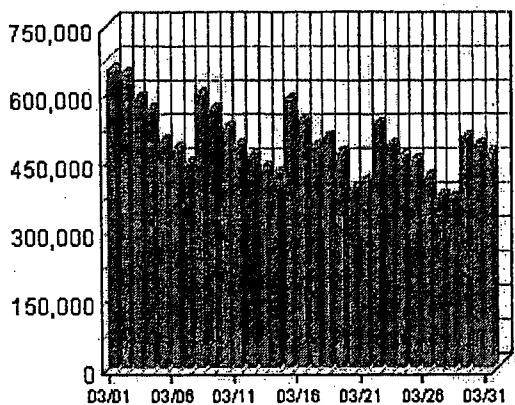
Hits Trend



1. Hits

Hit Summary

Successful Hits for Entire Site	28,143,741
Average Hits per Day	907,862
Home Page Hits	1,217,729



1. Page Views

Page View Summary

Page Views	15,330,397
Average per Day	494,528
Average Page Views per Visit	2.37

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Language: English

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Intuit.com

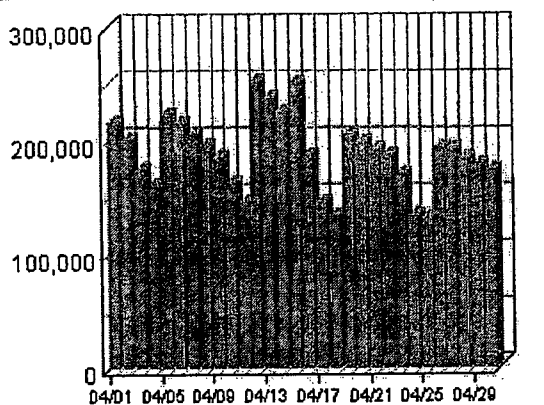
Monthly Report April 2004

04/01/2004 00:00:00 - 04/30/2004 23:59:59

Overview Dashboard

This displays key graphs and tables that provide an overview of the entire report. Click on the title of a graph or table to navigate to the corresponding page.

Visits Trend



1. Visits

Visit Summary

Visits	5,693,673
Average per Day	189,789
Average Visit Length	00:08:21
Median Visit Length	00:01:44
International Visits	8.55%
Visits of Unknown Origin	0.00%
Visits from Your Country: United States (US)	91.45%

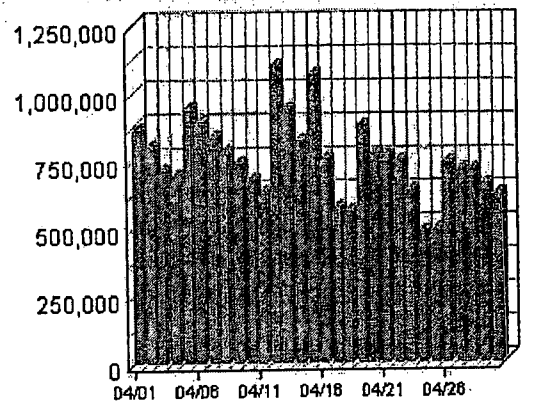
Page Views Trend



Visitor Summary

Unique Visitors	2,867,267
Visitors Who Visited Once	2,234,278
Visitors Who Visited More Than Once	632,989
Average Visits per Visitor	1.99

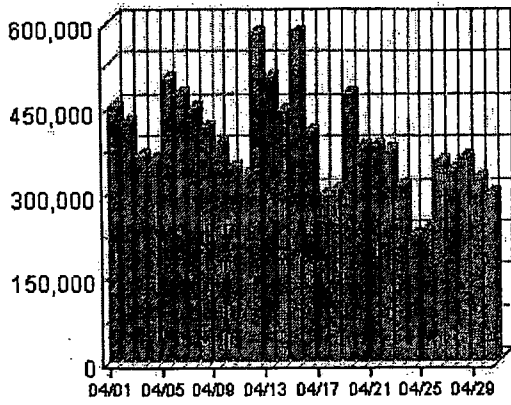
Hits Trend



1. Hits

Hit Summary

Successful Hits for Entire Site	22,709,687
Average Hits per Day	756,989
Home Page Hits	1,047,857



1, ■ Page Views

Page View Summary

Page Views	11,692,655
Average per Day	389,755
Average Page Views per Visit	2.05

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Language: English

Template: Complete View

Intuit.com

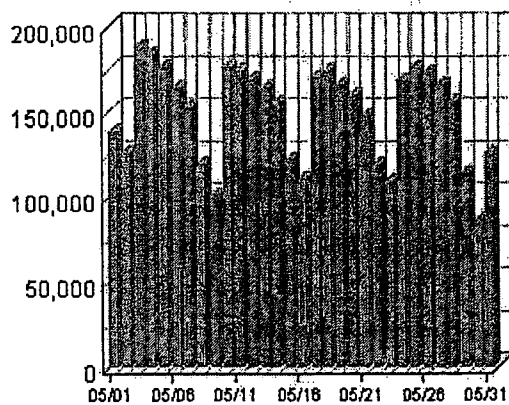
Monthly Report May 2004

05/01/2004 00:00:00 - 05/31/2004 23:59:59

Overview Dashboard

This displays key graphs and tables that provide an overview of the entire report. Click on the title of a graph or table to navigate to the corresponding page.

Visits Trend



1. Visits

Visit Summary

Visits	4,651,226
Average per Day	150,039
Average Visit Length	00:07:56
Median Visit Length	00:01:55
International Visits	6.94%
Visits of Unknown Origin	0.00%
Visits from Your Country: United States (US)	93.06%

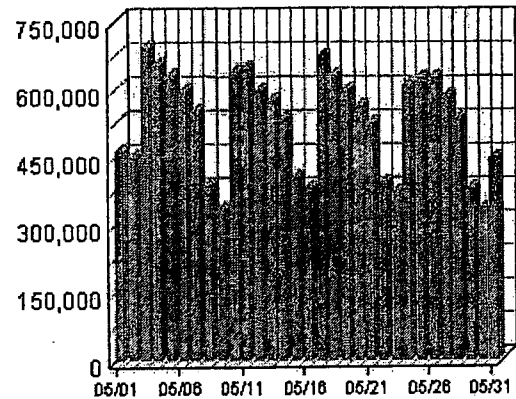
Page Views Trend



Visitor Summary

Unique Visitors	2,213,624
Visitors Who Visited Once	1,687,961
Visitors Who Visited More Than Once	525,663
Average Visits per Visitor	2.10

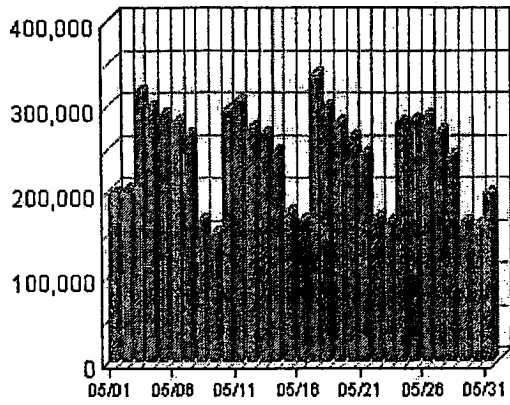
Hits Trend




1. Hits

Hit Summary

Successful Hits for Entire Site	16,534,139
Average Hits per Day	533,359
Home Page Hits	741,134



1.  Page Views

Page View Summary

Page Views	7,566,983
Average per Day	244,096
Average Page Views per Visit	1.63

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TAB 44

FOCUS - 9 of 17 DOCUMENTS

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Macworld

September 1996

SECTION: Vol. 13, No. 9 Pg. 189-201; ISSN: 0741-8647; CODEN: MARKBC

LENGTH: 11060 words

HEADLINE: Star ratings

BODY:

Headnote: HARDWARE AND SOFTWARE PRODUCTS AT A GLANCE

Macworld Star Ratings lets you compare Macintosh products based on the authoritative assessments in our reviews and features. The number of stars indicates the product's level of quality; each product also gets a numeric score that provides a more exact assessment of the product's quality within that level. We evaluate seven factors to derive the Star Rating: feature set, design implementation, performance, reliability, ease of use, innovation, and value. We take these evaluations, weight their importance for each class of product, and calculate the final score. The higher the score, the better a product is, even among products with the same number of stars. The following list shows how the ratings and scores relate.

***** 9.0 to 10.0 Outstanding

**** 7.0 to 8.9 Very Good

*** 5.0 to 6.9 Good

** 3.0 to 4.9 Flawed * 0.0 to 2.9 Unacceptable

This section also lists products that have been awarded an Editors' Choice designation in a Macworld product comparison.

If a product has been upgraded since our last assessment, the most recent version number appears in parentheses after the main reviewed version number. To read a full review of any product in the listing, please consult the issue indicated at the end of the listing or search for the product via Macworld Online (keyword Macworld on America Online; URL [http://www .macworld. com](http://www.macworld.com) on the World Wide Web).

Vendors: Please write to Macworld Star Ratings, 501 Second St., San Francisco, CA 94107 to inform us of changes in the version number or list price of your product, or of changes to your phone number. **s o f t w a r e BUSINESS TOOLS ****/8.8 4th Dimension 3.5, ACI US, 408/2524444, \$ 895. Leading Mac database gets important improvements. Mar 96, p. 60**

****/8.4 ClarisWorks 4.0, Claris, 408/727-8227, \$ 129 (estimated). The program's speed, clean design, and low resource requirements put the big boys to shame. Jun 96, p. 98

****/9.7 Data Desk 5.0, Data Description, 607/ 257-1000, \$ 625. Classic statistics program adds dazzling new features. Mar 96, p. 79

***/6.1 Mac Manager 3.1, ELS, 352/375-0558, \$ 79. Desktop security takes on a Copland-style look, complete with a few ragged edges. May 96, p. 78

**/4.4 MapLinx 3.0, MapLinx, 214/231-1400, \$ 149.95. Useful tool if you only need to see where your customers are located. Apr 96, p. 82

**/4.6 McAfee VirusScan, McAfee Associates, 408/ 988-3832, \$ 65. Virus-detection package falls short on features compared with other commercial competitors. May 96, p. 74

****/7.1 Microsoft Excel 5.0, Microsoft, 206/8828080, \$ 295 (estimated). Although it's the only game in town for number-crunching professionals, Excel 5 is a glutton for RAM and disk space. Jun 96, p. 98

****/7.1 PhonePro 3.0, Cypress Research, 408/ 752-2700, \$ 349. Telephony standard improves programming, sound handling. Jul 96, p. 72

****/7.7 QuickBooks Pro 4.0, Intuit, 415/9446000, \$ 189. Can be customized for your business; Business Library and some Windows features not included. Jun 96, p. 55

****/8.3 Quicken Deluxe 6, Intuit, 520/2953220, \$ 59.99. The best-selling package gets bigger and mostly better. Feb 96, p. 65

**/4.9 WealthBuilder 4.01, Reality Online, 610/ 277-7600, \$ 49.95. This financial planner doesn't quite add up. May 96, p. 74

COMMUNICATIONS/NETWORKS

***/6.5 BBEdit 3.52, Bare Bones Software, 508/ 651-3561, \$ 119. This Web-authoring tool targets power users. Jun 96, p. 61

****/8.0 CommuniGate 1.0, Stalker Software, 415/383-7164, free for 5 users; 25 users \$ 200; unlimited users \$ 600; gateway modules \$ 100 each. CommuniGate lets you send mail, faxes, print jobs, and electronic pages. Apr 96, p. 63

**/4.6 COPSTalk for Windows 1.2f, CoOperative Printing Solutions, 770/840-0810, \$ 179 per user. Windows 95-compatible software gives PCs AppleTalk capability. Mar 96, p. 67

***/5.8 CU-SeeMe 1.0, White Pine Software, 603/ 886-9050, freeware. Great for avoiding long-distance phone charges, but Internet is poor vehicle for video transmission. May 96, p. 82

****/7.4 DragNet 1.03, OnBase Technology, 714/ 830-5682, \$ 39.95. DragNet helps you sort and categorize Internet addresses. May 96, p. 52

*/1.4 httpd4Mac 13b, Bill Melotti, free. Minimalist freeware: feature-poor and unreliable Mac Web server. Apr 96, p. 86

***/5.2 InterServer Publisher 1.0.1, Intercon, 703/ 709-5500, \$ 795. Fast and functional, but missing key features and documentation. Apr 96, p. 86

**/3.1 LANscape SNMP 2.1, Sonic Systems, 408/ 736-1900, \$ 799. SNMP console sports some sophisticated features, but its interface, basic features, and documentation need work. Jul 96, p. 74

***/6.4 LANsurveyor 3.0, Neon Software, 510/ 283-9771, 5 zones, \$ 395; unlimited zones, \$ 695. LANsurveyor maps and monitors your AppleTalk network. May 96, p. 70

***/6.3 MachTen 4.0, Tenon, 805/963-6983, \$ 695. Fast but hard to use, requiring Unix administration skills. Apr 96, p. 86

**/4.0 MacHTTP 2.2, Quarterdeck/StarNine, 510/ 649-4949, \$ 95. Capable Mac Web server shareware but unreliable under heavy load. Apr 96, p. 86

***/5.0 MailKeeper 1.0.2, Nisus Software, 619/ 481-1477, \$ 35. Quick online information database could be more convenient. Apr 96, p. 70

****/7.4 Navigator 2.0, Netscape Communications, 415/528-2555, \$ 49 without manual, \$ 69 with manual. Netscape pushed beyond Web browsing. May 96, p. 50

****/7.3 NetMeter 1.0, AG Group, 510/9377900, \$ 395. Keep tabs on your Ethernet network via sights and sounds. Jun 96, p. 73

****/7.8 NetPresenz 4.0, Stairways Shareware, no phone, \$ 10 (shareware). Internet server on a shoestring. May 96, p. 55

Star ratings Macworld September 1996

***/5.1 NewsHopper 1.2, LandWare, 201/3470031, \$ 59. Well-equipped Usenet news reader's competition is free. Aug 96, p. 69

***/6.9 PageMill 1.0, Adobe Systems, 415/9614400, \$ 149. Drag-and-drop Web publishing software masks HTML complexities. Mar 96, p. 56

****/8.8 PageNow 1.5, Mark/Space Softworks, 408/293-7299, \$ 119. Alphanumeric paging software gets the message across. Mar 96, p. 70

***/5.8 Personal MacLAN Connect 5.51, Miramar Systems, 805/966-2432, \$ 199 per user. Windows 95-compatible software lets PC and Mac users communicate via AppleTalk. Mar 96, p. 67

***/6.5 SiteMill 1.0.2, Adobe Systems, 415/9614400, \$ 595. Simple Web-site manager is welcome but incomplete. Jul 96, p. 67

****/7.3 StreamWorks 1.0, Xing Technology, 805/473-0145, free. Netscape plug-in delivers CDquality audio; no Mac server available. Jul 96, p. 92

****/7.2 Talker 2.0, MVP Solutions, <http://www.mvpsolutions.com>, free. Netscape plug-in uses no more bandwidth than text does, but won't shut up until you go to another Web page. Jul 96, p. 92

****/7.2 TeleFinder 5.0, Spider Island, 714/4538095, \$ 675. BBS software that understands the Net. Aug 96, p. 65

***/5.5 Timbuktu Pro for Networks 2.0, Farallon, 510/814-5000, single user \$ 139; 2-user pack \$ 189; continues 100-user pack \$ 3999. Remote control and file-sharing standby gets a ho-hum upgrade. May 96, p. 68

****/7.3 Voyager 1.0, Virtus, 919/467-9700, free. VRML browser lets you view 3-D Web sites, but navigation tools are nonintuitive. Jul 96, p. 92

****/7.3 WebStar 1.2.1, Quarterdeck/StarNine, 510/649-4949, \$ 795. Polished, capable, reliable, easy-to-use, and reasonably fast Mac Web server. Apr 96, p. 86. Editors' Choice for best Web server software.

DESKTOP PUBLISHING

****/7.2 FontMonger 1.5.7, Ares Software, 415/ 578-9090, \$ 149.95. Easy font modifications, from redrawing characters to converting font formats Apr 96, p. 102

****/7.0 PageTools 2.0, Extensis, 503/274-2020, \$ 99.95. Plug-ins add power and precision to PageMaker. May 96, p. 65

****/7.4 theTypeBook 4.02b, Rascal Software, 805/255-6823, \$ 49.95. Creates font reference books from ready-to-print specimen pages. Apr 96, p. 102

***/5.3 UniQorn 1.01, SoftPress Systems Limited, 4151331-4820, \$ 895. Page-layout program has QuickDraw GX support-but not much else. Aug 96, p. 56

**/4.0 WorldWrite 3.0, WorldSoft, 801/350-9490, \$ 149. New word processor is promising but nothing to write home about. Aug 96, p. 73

***/5.1 Xdream 1.0, Vision's Edge, 904/386-4573, \$ 149. Single Quark XTension comprises 24 tools ranging from useful to indispensable. Jun 96, p. 50

****/7.1 XPert Tools 1.0, XChange, 970/2290620, \$ 99 per volume, \$ 169 for both. If you need to go beyond Quark's feature set, XPert Tools will take you there. Jun 96, p. 50

EDUCATION/ENTERTAINMENT

****/8.1 Alien Tales, Broderbund, 415/382-4700, \$ 45. Broderbund enlivens classic literature for kids. Jun 96, p. 56

***/6.8 The Amazing Writing Machine, Broderbund, 415/382-4700, \$ 45 CD, \$ 35 floppy. Creative writing with a spin. Jun 96, p. 56

***/6.8 Bartlett's Familiar Quotations 1.0, Time Warner, 212/522-0680, \$ 39.95. CD-ROM proves you can teach an old reference new tricks. Aug 96, p. 82

Star ratings Macworld September 1996

- ****/8.6 The Cartoon Guide to Physics, HarperCollins Interactive, 212/207-7000, \$ 49.95. Entertaining introduction to basic kinematics. Apr 96, p. 78
- ***6.2 Cliffs StudyWare for Algebra 1.0, Cliffs Notes, 402/423-5050, \$ 49.95. Algebra tutorial makes poor use of multimedia. Jul 96, p. 76
- ****/7.1 College Advisor, Princeton Review Publishing, 617/272-7027, \$ 19.95. Help with one of life's big choices. Aug 96, p. 84
- ****/7.2 Connections, Discovery Channel Multimedia, 301/986-0444, \$ 49.95. Ideas and entertainment link up in this puzzle/adventure game based on the PBS series. Aug 96, p. 88
- ****/8.5 Descent 1.0, MacPlay, 714/553-3530, \$ 49.95. Which way is up? 360-degree 3-D maneuverability will leave you spinning. Apr 96, p. 72
- ***6.9 Fun With Electronics, Philips Media, 310/ 444-6500, \$ 44.99. Multimedia updates a hobbyshop classic. May 96, p. 80
- ****/8.8 In the 1 st Degree, Broderbund, 415/3824700, \$ 49.95. Realistic, interactive legal thriller. Apr 96, p. 80
- **14.1 Juilliard Music Adventure, The'atrix Interactive, 510/658-2800, \$ 34.95. Kids' music package misses the mark. Aug 96, p. 75
- **/4.4 Learn the Art of Magic, Broderbund, 415/ 382-4700, \$ 35. Lots of tricks, but on-camera magician is unbearably irritating. May 96, p. 62
- ***5.6 Learn to Speak Spanish 6.0, The Learning Company, 510/792-2101, \$ 109. Comprehensive, but doesn't adapt to your needs or progress. May 96, p. 60
- ***5.8 Life's Greatest Mysteries, A.D.A.M. Software, 770/980-0888, \$ 39.95. CD-ROM explains imponderables for the medically curious. Jun 96, p. 75
- ***5.3 A Little Kidmusic, Ars Nova, 206/8282711, \$ 75. Short on theory, long on entertainment. Aug 96, p. 75
- ****/8.5 Logical Journey of the Zoombinis 1.0, Broderbund, 415/382-4400, \$ 40. A different kind of math program, helping kids develop logical thinking skills without manipulating any numbers. Jul 96, p. 78
- ****/7.0 Magic: An Insider's View, HarperCollins Interactive, 212/207-7000, \$ 39.95. Superb on-camera magician, stale between-trick segments. May 96, p. 62
- ****/8.5 Marathon 2: Durandal, Bungie Software Products, 312/563-6200, \$ 79. A well-crafted action-adventure game, but it's not for the squeamish or those disturbed by violence. Mar 96, p. 85 */2.8 Meet MediaBand 1.0, Canter Technology, 415/387-0400, \$ 49.95. A poorly executed collection of artwork and music masquerading as a game. Jul 96, p. 64
- **/3.9 Rebel Assault II, LucasArts Entertainment, 415/472-3400, \$ 54.95. Star Wars-inspired game handicapped by minimal game play. Jun 96, p. 63
- ****/7.5 RedShift 2, Maris Multimedia, 415/4922819, \$ 54.95. RedShift 2 lets you explore space from any planet. May 96, p. 71
- ***6.2 Spanish Native Guide 1.0, Native Guide Software, 415/802-8085, \$ 49.95. Adapts to your progress, but pronunciation help is missing. May 96, p. 60
- ***5.3 Spanish Now 4.0, Transparent Language, 603/465-2230, \$ 129. Engaging approach, but poor documentation and confusing interface. May 96, p. 60
- ***6.6 Table Magic, Arc Media, 416/410-4429, \$ 19.95. Few tricks, but the ones that are here are original. May 96, p. 62
- ***5.3 Total Distortion 1.0 Pop Rocket, 415/2422158, \$ 39.95. A labored mix of interactivity and music videos. Jul 96, p. 64
- ****/8.3 X-Wing Collector's CD-ROM, LucasArts Entertainment, 415/472-3400, \$ 59.95. The learning curve is steep, but X-Wing delivers actionpacked adventure. Jun 96, p. 63

****/8.9 You Don't Know Jack, Berkeley Systems, 510/540-5535, \$ 30. "Jeopardyl" with a bad attitude. Mar 96, p. 85 GRAPHICS

**/4.9 3D World 1.0, Microspot USA, 408/2532000, \$ 139. Affordable but limited QuickDraw 3D design tool. Jul 96, p. 74

****/8.4 Adobe After Effects 3.0, Adobe Systems, 415/961-4400, \$ 995 base version; \$ 1995 Production Bundle. Must-have video-design package enhances motion control and adds effects. Mar 96, p. 54

****/7.1 Adobe Illustrator 6.0, Adobe Systems, 415/961-4400, \$ 595. Don't let the version number fool you: this is a minor upgrade. Its minor tweaks aren't enough to surpass FreeHand 5.5. Apr 96, p. 54

***/6.3 Adobe PhotoDeluxe 1.0. Adobe Systems, 415/961-4400, \$ 129. "Photoshop Lite" makes questionable compromises in order to appeal to consumer market. Apr 96, p. 59

****/8.5 Adobe Photoshop 3.0.5, Adobe Systems, 415/961-4400, \$ 895. Remains the single most significant and capable image editor, but its imperfections and omissions leave some artists searching for alternatives. Jun 96, p. 78

****/7.4 Adobe Premiere 4.2, Adobe Systems, 415/961-4400, \$ 795. Video editor offers significant enhancements, including CD-ROM Movie Maker plug-in. Mar 96, p. 90

***/6.9 Boris Effects 1.01.OI, Artel Software, 617/ 566-0870, Premiere version \$ 350; Media 100 version \$ 695. Plug-in for Premiere and Media 100 adds video-effects control. Feb 96, p. 85

****/7.7 Bryce 2, MetaTools, 805/566-6200, \$ 299. Create awe-inspiring, photorealistic 3-D landscapes. Aug 96, p. 59

*/1.5 Chagall 2.0.2, Technosystems USA, 502/3510108, \$ 299. Image-editing application flunks test. Feb 96, p. 78

****/8.0 Claris Impact 2.0, Claris, 408/987-7000, \$ 99. Easy and affordable business-graphics software. Feb 96, p. 66

****/7.5 Dabbler 2, Fractal Design, 408/6885300, \$ 69. Drawing package offers an easy, affordable natural painting option. Mar 96, p. 63

****/7.3 DrawTools 1.0, Extensis, 503/274-2020, \$ 149. Extensions add color, shape, and object tools to FreeHand and Illustrator. Feb 96, p. 71

**/4.5 Envelopes 1.0, Letraset USA, 800/343-8973, \$ 99. Distorts objects but inserts extraneous anchor points as well. Mar 96, p. 106

****/7.7 Extreme 3D 1.0, Macromedia, 415/2522000, \$ 699. Precise modeling controls-as long as you can live without inverse kinematics, specialeffects plug-ins, and QuickDraw 3D support. Jul 96, p. 60

****/8.3 Final Effects AP 1.0, MetaTools, 805/ 566-6200, \$ 199. Add cool video effects to Adobe Premiere. Aug 96, p. 86

**/3.3 Infinite FX 1.0, BelInfinite, 404/552-6624, \$ 149. Many automated reshaping effects, mired by poor organization. Mar 96, p. 106

****/8.3 Kai's Power Tools 3.0, MetaTools, 805/ 566-6200, \$ 199. More-powerful plug-ins, morebaffling interface. Feb 96, p. 57

***/6.9 KPT Cool Effects 1.0, MetaTools, 805/5666200, \$ 29. "Kai's Power Tools Lite" at a bargain price. Aug 96, p. 88

****/8.9 KPT Final Effects 3.0, MetaTools, 805/ 566-6200, \$ 695. Superb effects library for Adobe After Effects. Apr 96, p. 69

***/6.2 LightningDraw GX 1.0, Lari Software, 919/ 968-0701, \$ 299. Lets you combine colors and shapes and experiment with QuickDraw GX fonts. Mar 96, p. 106

****/7.2 Live Picture 2.5, Live Picture, 408/4644200, \$ 995. Lacks support for the blend modes and numerical focus controls and can only edit the topmost visible layer, but is superfast and its core technology remains as superior as ever. Jun 96, p. 78

****/8.1 Macromedia FreeHand 5.5, Macromedia, 415/252-2000, \$ 595. Draw program outperforms competitor, for now. Feb 96, p. 74

****/18.5 MapArt Cartographic Data Bank 1.0, Cartesia Software, 609/397-1611, \$ 249 per volume, \$ 399 for both. Detailed, editable maps spice up your layouts. May 96, p. 72

****/7.8 MapArt Designer Series 1.0, Cartesia Software, 609/397-1611, \$ 129 per volume, \$ 199 for both. Detailed, editable maps spice up your layouts. May 96, p. 72

****/IS.1 MiniCad 6, Graphsoft, 410/290-5114, \$ 795. Nothing's small about this modular package. Mar 96, p. 65

****/8.9 Painter 4.0, Fractal Design, 408/6885300, \$ 549. Painter 4.0 is the program most artists should own; its painting and special-effects capabilities simply can't be beat. Jun 96, p. 78

****/7.2 QX-Tools 1.0, Extensis, 503/274-2020, \$ 149. Ten XTensions that make QuarkXPress more powerful. Feb 96, p. 73

***/6.9 Ray Dream Studio 1.0, Ray Dream, 415/ 960-0765, \$ 499. These 3-D design tools are competent and affordable. May 96, p. 58

****/8.7 SmartSketch 1.0, FutureWave Software, 619/637-6190, \$ 69.95. Makes drawing and editing paths as easy as painting. Mar 96, p. 106. Editors' Choice for best natural draw programs.

****/6.5 theFONdler 4.0.1, Rascal Software, 805/ 255-6823, \$ 69.95. Font utility diagnoses problems. Apr 96, p. 84

****/8.7 upFront 2.0.1, SketchTech, 612/3791435, \$ 299. A new vendor-SketchTech-improves Alias's venerable entry-level 3-D modeling package. Mar 96, p. 86

****/6.3 xRes 2.0, Macromedia, 415/252-2000, \$ 799. Although considerably improved, fast, and easy to learn, this image editor still leaves room for improvement. Jun 96, p. 78

MATH/SCIENCE

****/7.5 Igor Pro 2.0.4, WaveMetrics, 503/6203001, \$ 495. Top-notch scientific graphing package. Feb 96, p. 90

****/8.4 JMP In 1.0, Duxbury Press, 800/3549706 (U.S. only), \$ 54. Student version of stats heavyweight sets the standard. Jul 96, p. 79

****/7.7 LabView 4.0, National Instruments, 512/ 794-0100, \$ 1995. The biggest and best in lab software keeps growing. Aug 96, p. 67

****/7.2 Minitab 10 Xtra, Minitab, 814/2383280, \$ 895. Updated package offers a complete statistical tool kit. Jun 96, p. 66

****/7.4 Spreadware Statistics Menu 4.0, Spreadware, 619/772-1758, \$ 229. Excel users can put Spreadware's statistics to work in minutes. Apr 96, p. 72

****/7.1 SPSS 6.1, SPSS, 312/329-2400, \$ 695; modules \$ 395 to \$ 495. Mainframe statistics giant has new Mac interface. Feb 96, p. 82

****/8.3 StatView 4.5, Abacus Concepts, 510/ 540-1949, \$ 595. Statistics and graphing package. Feb 96, p. 81

ORGANIZATION/PRODUCTIVITY

***/5.1 ACT for Macintosh 2.5.1, Symantec, 541/ 334-6054, \$ 169.95. A weak offering in the field of contact-management and scheduling software where you don't have to compromise. Jul 96, p. 62 continues

**/4.8 ACT for Newton 1.0, Symantec, 541/3346054, \$ 99.95. Only die-hard fans of the desktop version could love this portable PIM. Jul 96, p. 62

***/6.8 Claris Organizer 1.0, Claris, 408/9877000, \$ 49 (estimated). This simple little PIM is fast, easy to learn, and intelligently designed. Jun 96, p. 106

***/6.9 Cumulus 2.5, Canto Software, 415/9050300, \$ 1795. Turn your multimedia archives into a network image database. Aug 96, p. 55

***/6.9 DateBook Pro 4.2, Now Software, 503/ 274-2800, \$ 69.95 (estimated). A well-designed but often sluggish calendar and scheduling program. Jun 96, p. 106

**/3.7 Day-Timer Organizer 2.0, Day-Timer Technologies, 415/572-6260, \$ 59.95. PIM has some rough edges. Mar 96, p. 92

***/5.2 Full Contact 3.0, Pitch Software, 408/3745504, \$ 199. Resurrected PIM has been improved but not enough. Jun 96, p. 70

****/7.0 In Control 4.0, Attain, 617/776-1110, \$ 85. Outline-based PIM adds net links. Aug 96, p. 63

***/6.9 InTouch 2.5.2, Prairie Group, 515/2253720, \$ 49.95. A simple contact manager that doesn't force you to plug information into designated slots. Jun 96, p. 106

***/5.4 KeyQuencer, available online, shareware. Relatively powerful shareware macro program is inexpensive, but doesn't allow you to record macros. Jun 96, p. 106

***/6.9 Micro Planner Manager 1.4, Micro Planning International, 303/757-2216, \$ 695. Project management application takes scheduling seriously. Jun 96, p. 65

****/7.4 QuicKeys 3.0.1, CE Software, 515/2211801, \$ 119. The hands-down winner for an easy way to automate repetitive tasks using macros. Jun 96, p. 106

***/6.9 Tempo II Plus 3.0.9, Affinity Microsystems, 303/442-4840, \$ 179.95. Powerful macro program suffers from undue complexity and an awkward interface. Jun 96, p. 106

***/6.8 TouchBase Pro 4.2, Now Software, 503/ 274-2800, \$ 69.95 (estimated). Slow, but offers up to 16 custom fields. Jun 96, p. 106

**/3.7 Tropix 2.0.5, Alaras, 919/544-1228, \$ 4990. Tropix tames chaotic image files-but not always successfully. Aug 96, p. 55

****/7.1 WebArranger 2.0, CE Software, 515/ 221-1801, \$ 99.95. Resurrected PIM offers strong suite of Internet tools. Aug 96, p. 63

PRESENTATION TOOLS

****/7.1 Apple Media Tool 2.0, Apple Computer, 408/996-1010, \$ 495. Easy for simple interactivity, but advanced features require add-on products. Aug 96, p. 100

****/7.1 Astound 2.0, Gold Disk, 408/982-0200, \$ 249. Presentation graphics with a multimedia twist. Mar 96, p. 73

****/7.1 Authorware 3.5, Macromedia, 415/2522000, \$ 4995. Authorware offers great features and usability but is very costly. Aug 96, p. 100

****/7.1 Deck II 2.5, Macromedia, 415/2522000, \$ 399. Deck II widens its lead over other software-only multi-track programs. Jun 96, p. 52

**/3.9 Digital Box Office 1.0, PowerProduction Software, 310/937-4411, \$ 599. Combines object and timeline-oriented authoring, but has an awkward user interface. Aug 96, p. 100

***/6.8 The Digital Chisel 2.0.1c, Pierian Springs Software, 503/222-2044, \$ 99. Strong student tracking features, but a poor Undo command. Aug 96, p. 100

****/7.2 Director 5.0, Macromedia, 415/2522000, \$ 1195. Multimedia authoring tool gets polish and a performance boost. Jul 96, p. 52. Editors' Choice for best authoring programs. Aug 96, p. 100

****/7.0 HyperStudio 3.1, Roger Wagner Publishing, 619/442-0522, \$ 199.95. Easy and powerful but lacks strong student-tracking options. Aug 96, p. 100

**/3.5 Mediagnigen 1.0.1, Gnugen Software, 303/ 682-5380, \$ 29.98. Almost useless as a serious browser; you can view and copy collections of images but not organize and sort them. Apr 96, p. 67

***/6.9 Microsoft PowerPoint 4, Microsoft, 206/ 882-8080, \$ 295 (estimated). A solid, simple-to-use slide machine. Jun 96, p. 98

***6.5 Movie Cleaner Pro 1.1.1, Terran Interactive, 408/353-8859, \$ 129. QuickTime-compression utility for crisp CD-ROM movies. Apr 96, p. 69

****7.0 mTropolis 1.0, mFactory, 415/5480600, \$ 4995. Fast and easy to implement most interactivity; but limited text support, and it's expensive. Aug 96, p. 100

***6.8 Oracle Media Objects 1.0.5.4, Oracle, 415/506-7000, \$ 495. Good interface and multiplatform support, but requires too much scripting. Aug 96, p. 100

***6.9 Peak 1.02, Bias, 415/331-2446, \$ 299. Digital-audio program combines versatility and power. Aug 96, p. 60

***6.4 Persuasion 3.0, Adobe Systems, 206/4707000, \$ 259 (estimated). Hard to use, but offers every presentation effect a pro could need. Jun 96, p. 98

**4.0 ProView 1.1(1.2), E-magine, 818/881-4757, \$ 99.95. Adequate tool for assembling an electronic portfolio or online manual. Apr 96, p. 67

****7.0 SoundEdit 16 2.0, Macromedia, 415/ 252-2000, \$ 399. The premier Mac sound-editing program just gets better. Jun 96, p. 52

****7.0 Special Delivery 2.1, Interactive Media, 415/948-0745, \$ 259. Easy to use, but lacks hypertext. Aug 96, p. 100. Editors Choice for best authoring software.

**4.9 STiP Professional 2.1, MacVonk, 403/2326545, \$ 1295. Multimedia authoring program is promising but flawed. Apr 96, p. 75

****7.1 SuperCard 2.5.2, Allegiant Technologies, 619/587-0500, \$ 595. Superb resource-management and interface support, but can be sluggish. Aug 96, p. 100. Editors Choice for best authoring software.

PROGRAMMING

****8.4 CodeWarrior Gold 7, Metrowerks, 512/ 305-0400, \$ 399. Key Power Mac compiler gets yet another face-lift. Mar 96, p. 69

***6.9 FutureBASIC II, Staz Software, 601/2557085, \$ 229. Complete friendly BASIC programming environment but no Power Mac support and some problems with numerics. Jul 96, p. 81

****8.0 LS FORTRAN 1.1, Fortner Research, 703/478-0181, \$ 695. FORTRAN rides again, running science programs on the Power Mac desktop. Feb 96, p. 95

***6.4 PowerBuilder 4.0, Powersoft, 508/2871500, \$ 3295. Cross-platform development tool comes to the Mac at last. Aug 96, p. 71

****7.0 Roaster DRI, Natural Intelligence, 617/ 876-7680, \$ 299. Fast Java compiler, but some compatibility problems with Sun's Java standard. Jul 96, p. 92

****8.4 Scriptor 1.0.1, Main Event Software, 202/298-9595, \$ 199. AppleScript development system offers serious debugging power. Mar 96, p. 88

****7.0 Tools Plus 2.6, Water's Edge Software, 416/219-5628. For Symantec's C/C++ and Pascal, \$ 149 each; for both, \$ 199; for CodeWarrior Bronze, \$ 199; for CodeWarrior Gold, \$ 249. Programmers' tool kit saves time. Feb 96, p. 92

****8.0 VIP C 2.0, Mainstay, 805/484-9400, \$ 495. Impressive update of slick coding tool. Jul 96, p. 80

***6.6 Visual C++ 4.0 Cross-Development Edition, Microsoft, 800/426-9400, \$ 1999. Program in Windows, port effortlessly to the Mac. Jul 96, p. 71

UTILITIES

****7.3 Adobe Fetch 1.2, Adobe Systems, 415/ 961-4400, \$ 149. Catalog graphics, text, and more for easy organization and retrieval. Apr 96, p. 102

***5.3 Adobe File Utilities 1.0, Adobe Systems, 415/961-4400, \$ 149. Macintosh utilities work well but are unnecessary for many Mac users. Aug 96, p. 62

- ****/8.7 Adobe Type Manager 3.9, Adobe Systems, 415/961-4400, \$ 39.95. Accurately renders PostScript fonts at all sizes on screen and on any printer. Apr 96, p. 102
- ****/7.3 AliasZoo 2.0.5, Blue Globe Software, shareware, \$ 15. Locates and fixes orphaned aliases and deletes unneeded ones. Apr 96, p. 102
- ***/6.9 Anubis 2.54, CharisMac Engineering, 916/ 885-4420, \$ 129.95. Disk formatter is reliable, easy to use. May 96, p. 76
- ****/9.3 AreaCodeFinder 4.0, John Calande, shareware, \$ 15. Identifies the location (and time zone) of a telephone area code and vice versa. Apr 96, p. 102
- ****/7.3 Calc+ 2.0, Abbott Systems, 914/7474201, \$ 29. Simple calculator has a resizable, scrollable, editable, printable tape. Apr 96, p. 102
- ***/5.7 Captivate 4.5, Mainstay, 805/484-9400, \$ 89.95. Screen grabber fumbles but survives. Jun 96, p. 74
- **/3.8 CD AutoCache 1.1, CharisMac Engineering, 916/885-4420, \$ 79.95. Offers nice interface, but is buggy and provides minimal performance boost. Jun 96, p. 62
- ***/5.4 CD-ROM ToolKit 2.0.1, FWB Software, 415/325-4392, \$ 79. Offers attractive interface and reliable performance, but is RAM-hungry with minimal performance boost. Jun 96, p. 62
- ****/7.6 DeBabelizer 1.6.5, Equilibrium Technologies, 415/332-4343, \$ 399. Endlessly talented and exasperating batch processor for bitmap graphics. Apr 96, p. 102
- ****/8.6 Desktop Dialer 1.4.2, Sophisticated Circuits, 206/485-7979, \$ 75. Dials phone numbers appearing in any document. Apr 96, p. 102
- ****/7.8 DiskExpress II 2.20, Alsoft, 713/3534090, \$ 89.95. Intelligently defragments hard drives for optimum drive performance. Apr 96, p. 102
- ***/6.8 DOS Mounter 951.0, Software Architects, 206/487-0122, \$ 100. Windows-to-Mac file-transfer utility gets Win 95-savvy. Mar 96, p. 74
- ****/8.1 DragStrip 2.0, Natural Intelligence, 617/ 876-7680, \$ 59.95. Feature-packed file launcher well worth the premium price. Apr 96, p. 102
- ****/8.3 Exodus 5.2.1, White Pine Software, 603/ 886-9050, \$ 295. All around, the best for price/performance and X protocol support. May 96, p. 108. Editors' Choice for best X Window server software.
- ***/6.7 GrabNet 2.0, ForeFront Group, 713/9611101, \$ 19.95. Bookmark manager for Netscape Navigator grabs Web graphics and text. Apr 96, p. 102
- ****/7.6 MacLinkPlus/Translators Pro 8.06ia, DataViz, 203/268-0030, \$ 149. Excellent PC to Mac (or reverse) conversions for word processor, spreadsheet, or database documents. Apr 96, p. 102
- ***/6.7 MacTools Pro 4.0, Symantec, 541/3346054, \$ 149.95. A respectable troubleshooting and data-recovery program for a reasonable price. Jun 96, p. 106
- ***/6.7 MacX 1.5, Apple Computer, 408/9961010, \$ 295. Window server software offers acceptable performance, but it's not the leader in the category. May 96, p. 108
- ***/6.8 Norton Utilities 3.2, Symantec, 541/3346054, \$ 149.95. An easy-to-use tool kit that works wonders on bad disks, corrupted files, and crashed hard drives. Jun 96, p. 106
- ***/6.4 Now Utilities 6.0, Now Software, 503/ 274-2800, \$ 89.95. A good collection of utilities, but a mediocre upgrade. Aug 96, p. 59
- ****/7.1 OmniPage Pro 6.0, Caere, 408/3957000, \$ 699. Flagged-text feature is indispensable and handles gray-scale graphics. Jun 96, p. 54
- ***/5.1 OneClick 1.0.1, Westcode, 619/487-9200, \$ 129. Promising button-based macro utility needs fine-tuning. May 96, p. 67

****/7.1 OptiMem RAM Charger 2.12, Jump Development Group, 412/681-2692, \$ 129. Increases RAM available for applications by allocating it more efficiently. Apr 96, p. 102

****/8.3 PopupFolder 2.0.1, Inline Software, 617/ 938-8088, \$ 79. Improves Finder navigation via ubiquitous pop-up menus. Apr 96, p. 102

****/8.6 RAM Doubler 1.6, Connectix, 415/5715100, \$ 99. Fools your Mac into thinking it has twice the RAM it actually does. Apr 96, p. 102

****/8.9 Retrospect 3.0; Retrospect Remote 3.0, Dantz Development, 510/253-3000. Retrospect, \$ 249; Retrospect Remote (10 users), \$ 449. Backup programs now even more powerful, easier to use. Apr 96, p. 61

****/5.7 SAM 4.0.8, Symantec, 541/334-6054, \$ 69. SAM finds viruses, kills 'em. Jul 96, p. 72

****/8.9 Speed Doubler 1.0.2, Connectix, 415/ 571-5100, \$ 99. Connectix makes a Power Mac's 680X0 emulation feel native. Feb 96, p. 56

****/7.9 Stuffit Deluxe 3.5, Aladdin Software, 408/761-6200, \$ 129.95. Macintosh, PC, and Internet file compression and decompression. Apr 96, p. 102

****/8.9 SuperATM 3.9, Adobe Systems, 415/ 961-4400, \$ 69. ATM's PostScript font rendering plus intelligent substitution of missing fonts. Apr 96, p. 102

****/7.0 TextBridge Pro 3.0, Xerox, 508/9772000, \$ 349. Supports graphics, but does not flag unrecognized text. Jun 96, p. 54

****/7.2 Transverter Pro 3.0.1, TechPool Software, 216/291-1922, \$ 399. Batch-process PostScript files or preview them to catch mistakes before printing. Apr 96, p. 102

****/8.5 TypeTamer 1.1.1, Impossible Software, 714/470-4800, \$ 59.95. Every conceivable Font menu improvement in one well-designed program. Apr 96, p. 102

***/6.5 XoftWare for MacOS 3.0, NetManage, 619/755-3998, \$ 295. X Window server software taken from Apple's MacX code, XoftWare turns in similar performance at a similar price. May 96, p. 108

****/8.1 XTen 6.0, Tenon Intersystems, 805/9636983, \$ 350. A speed demon, but be sure you're willing to be a Unix guru before choosing it. May 96, p. 108. Editors, Choice for best X Window server software.

VERTICAL MARKETS

****/18.1 Finale 3.5.1, Coda Music Technology, 612/937-9611, \$ 545. Music-notation software goes Power Mac native. May 96, p. 81

***/6.9 Quicken Family Lawyer 6.0b, Parsons Technology, 319/395-9626, \$ 49. Helps you prepare 61 legal documents. Feb 96, p. 88

****/8.1 WillMaker 6.0, Nolo Press, 510/5491976, \$ 69.95. Commonsense legal guide makes writing your will easy. Aug 96, p. 80

WRITING TOOLS

***/6.9 Dramatica Writer's Dream Kit 1.7, Screenplay Systems, 818/843-6557, \$ 149. Powerful writer-assistance software refines your fiction. Aug 96, p. 83

**/3.0 Indexicon 1.0, Iconovex, 612/896-5100; \$ 129. Word 6 indexing tool has trouble identifying indexable terms. Apr 96, p. 77

***/6.7 Microsoft Word 5.1, Microsoft, 206/8828080, \$ 320 (estimated). Fast, sleek, stable, and probably the most widely used Mac word processor on earth. Jun 96, p. 98

***/5.1 Microsoft Word 6.0.1, Microsoft, 206/ 882-8080, \$ 295 (estimated). Word 6, the most bloated word processor on earth, may be mandatory in big corporations. Jun 96, p. 98

****/7.4 WordPerfect 3.5, Corel, 613/728-8200, \$ 129 (estimated). In speed, interface efficiency, and Macintosh integration, WordPerfect beats all competitors. Jun 96, p. 98 hard wa re

INPUT DEVICES

- **/4.7 Adjustable Keyboard, Apple Computer, 408/ 996-1010, \$ 119. Adjustable split keyboard, but with small function keys. May 96, p. 98
- ***6.1 BAT Personal Keyboard, Infogrip, 805/ 652-0770, \$ 199. Chording device takes time to learn. May 96, p. 98
- ***I6.0 Comfort Keyboard, Health Care Keyboard, 414/536-2160, \$ 795. Expensive keyboard has separate sections that adjust independently. May 96, p. 98
- ***5.8 DataHand, DataHand Systems, 602/8608584, \$ 995. Costly, but requires much less arm and hand motion than other text-input devices. May 96, p. 98
- ***6.0 Desktop GlidePoint, Alps Electric, 408/ 432-6000, \$ 99.95. Average touchpad whose biggest selling points are adjustable base and edgedetection. May 96, p. 98
- ***6.0 GlidePoint Desktop, Cirque, 801/4671100, \$ 99.95. Similar to Alps input device, but without detachable base. May 96, p. 98
- ***5.3 GyroPoint Desk 1.0, Gyration, 408/2553016, \$ 149. Mouse works on or off the desk. Jul 96, p. 76
- ***5.2 MacTrac Deluxe, MicroSpeed, 510/4901403, \$ 99. Good, basic trackball. May 96, p. 98
- ***5.6 Microsoft Natural Keyboard, Microsoft, 800/426-9400, \$ 99.95. Inexpensive split keyboard with integrated wrist rest. May 96, p. 98
- ***5.1 Mouse Pen Mac 3.0, Fellowes, 708/8931600, \$ 39.99. Versatile, inexpensive penlike pointing device. May 96, p. 98
- ***6.2 Mouse-Trak, Itac Systems, 214/494-3073, \$ 179. Well-built trackball with good ball dynamics. May 96, p. 98. Editors' Choice for best input devices.
- ***5.0 PenDirect ADB, FTG Data Systems, 714/ 995-3900, \$ 398. PenDirect controls cursor on monitors, but with less precision than touch screen. May 96, p. 98
- **/4.4 PointPad, Hagiwara Sys-Com, 619/5469989, \$ 89. Responds to direct pressure but awkward for dragging. May 96, p. 98
- ***6.4 RemotePoint, Interlink Electronics, 805/ 484-1331, \$ 159.95. Wireless pointer works well for stand-up presentations. May 96, p. 98
- ****7.4 Thinking Mouse 5.0, Kensington Microware, 415/572-2700, \$ 89.99. Four-button mouse with excellent software. May 96, p. 98. Editors' Choice for best input devices.
- **/4.3 TouchPad, Touche Technologies, 415/3316622, \$ 59.95. This touchpad suffers from small buttons that can't be customized. May 96, p. 98 ***6.7 Tru-Form, Adesso, 213/294-4300, \$ 89\$ 99. Good split keyboard design with integrated pointing device. May 96, p. 98

MISCELLANEOUS HARDWARE

- **/4.0 Brother MFC 4000ML, Brother, 908/3568880, \$ 1000 plus \$ 89 for Mac interface. Fax-copier-printer's top-notch fax features are marred by touchy printing. May 96, p. 69
- ***6.4 Chinon ES-3000, Chinon America, 310/ 533-0274, \$ 1095. Digital camera zooms in but with the high price doesn't measure up to Kodak Digital Camera 40's. Mar 96, p. 77
- ****7.8 Polaroid PDC-2000, Polaroid, 716/2564436 ext. 868, \$ 3695 as tested. New breed of camera creates output as cool as its hardware. Aug 96, p. 52
- ***5.9 Sony PC Cam, Sony Electronics, 941/7314940, \$ 499. This desktop camera lacks AV strength; its competitor-VideoLabs' FlexCam-is simply the better camera. Apr 96, p. 77

MODEMS/NETWORK HARDWARE

***6.3 28.8 CruiseCard, Megahertz, 801/3207000, \$ 299. Economical PC Card modem with good performance but low connect (reliability) rates. Jul 96, p. 141

***6.9 3Com Impact, 3Com, 408/764-5000, \$ 549. This ISDN terminal adapter features easy-touse installation software. May 96, p. 54

****7.7 BitSurfr Pro, Motorola, 205/430-8000, \$ 495. This ISDN terminal adapter offers a good value. May 96, p. 54

**4.8 Communicard 28.8, Dayna Communications, 801/269-7200, \$ 416, \$ 359 without cellular capability (estimated prices). Expensive PC Card modem, without digital line protection frequently found in similar cards. Jul 96, p.141

**4.6 Courier I-Modem with ISDN/V.34, U.S. Robotics, 847/676-7010, \$ 895. This ISDN terminal adapter is expensive and lacks features. May 96, p. 54

***6.0 DF2814, TDK Systems, 916/478-8421, \$ 379. Although boosted by low price and a 5-year warranty, the PC Card modem was bogged down by JPEG file transfer. Jul 96, p. 141

***5.4 EFM 288XJ, Epson America, 310/7820770, \$ 299. In our tests it's a fast PC Card modem, but with a low call-connect (reliability) score. Jul 96, p. 141

***6.2 MacClass 288 V.34, Practical Peripherals, 770/840-9966, \$ 299. PC Card modem has acceptable performance with a nice price and a lifetime warranty. Jul 96, p. 141

***5.4 Mobile Plus Macintosh, Apex Data, 510/ 623-1231, \$ 307. PC Card modem has a long, fiveyear warranty, but not much else to recommend it. Jul 96, p. 141

***6.6 Optima 288 V.34, Hayes Microcomputer Products, 770/441-1617, \$ 319. PC Card modem is an excellent performer with a great price and warranty. Jul 96, p. 141

****8.0 PowerPort Platinum PC Card, Global Village Communication, 408/523-1000, \$ 399. A complete, well-conceived mobile communications package for the Macintosh. Jul 96, p. 141. Editors' Choice for best PC Card modems.

***5.4 SafeJack, Angia Communications, 801/ 371-0488, \$ 299. Lifetime warranty for this PC Card modem, but no bundled software. Jul 96, p. 141

*2.6 Smart One 2834VLXMac, Best Data Products, 818/773-9600, \$ 269. This voice modem is not a smart choice. Jun 96, p. 76

**4.3 SmartLink V.34 2834 PCA, Archtek America, 818/912-9800, \$ 349. PC Card modem has no Mac documentation. Jul 96, p. 141

****8.2 TribeLink2, Tribe Computer Works, 510/ 814-3900, \$ 1295; dial-out option \$ 200; additional PPP client licenses \$ 145 for 10 users to \$ 1495 for 500. Two-port remote-access server features Webbased administration. Apr 96, p. 62

PRINTERS

***5.2 1060E, QMS, 334/633-4300, \$ 2399. Average quality, but supplies only available from QMS. Jun 96, p. 116

***5.3 1660E, QMS, 334/633-4300, \$ 3999. Average quality printer that does not print envelopes. Jun 96, p. 116

***5.6 4520mp, Xerox, 716/442-4028, \$ 4070. Slightly above average speed and quality, and comes with three input trays. Jun 96, p. 116

***5.7 Accel-a-Writer 8200, Xante, 334/4768189, \$ 4495. Can handle large paper and offers halftone calibration, but output quality only average. Jun 96, p. 116

***6.9 Apple Color Style Writer 1500, Apple Computer, 408/996-1010, \$ 289. Low-cost color ink-jet offers a bargain-priced option for the casual user. Jul 96, p. 59

****7.2 Apple Color StyleWriter 2400, Apple Computer, 408/996-1010, \$ 429. Very good print quality at a reasonable price. Apr 96, p. 133. Editors' Choice for best midrange color ink-jet printers.

****/7.5 Apple Color StyleWriter 2500, Apple Computer, 408/996-1010, \$ 389. Color ink-jet has quality and speed that small-office users will find valuable. Jul 96, p. 59

****/7.1 Canon BJC-4100, Canon Computer Systems, 714/438-3000, \$ 399. Excellent print quality and can be used with a PC. Apr 96, p. 133. Editors' Choice for best midrange color ink-jet printers.

****/7.2 Epson Stylus Pro, Epson America, 310/ 782-0770, \$ 999. Top-notch 720-dpi output, sprightly performance; a bargain alternative to dyesub printers. Apr 96, p. 133. Editors' Choice for best high-end color ink-jet printers

**/3.9 FS-1600A, Kyocera, 908/560-3400, \$ 2495. This inexpensive printer is slow and offers poor print quality. Jun 96, p. 116

**/4.1 FS-3600A, Kyocera, 908/560-3400, \$ 4278. Good paper-handling options, but slow for graphics and offers poor print quality. Jun 96, p. 116

***5.1 HP Color LaserJet 5M, Hewlett-Packard, 800/752-0900, \$ 9195. HP loses on all counts to the Tektronix Phaser 550. Jun 96, p. 51

***5.2 HP LaserJet 4M Plus, Hewlett-Packard, 408/246-4300, \$ 2479. Good print quality, but below average speed. Jun 96, p. 116

***6.0 HP LaserJet 4MV, Hewlett-Packard, 408/ 246-4300, \$ 3459. Strong tabloid size printer with good speed and adequate print quality. Jun 96, p.116

***5.9 HP LaserJet 5M, Hewlett-Packard, 408/ 246-4300, \$ 2229. A good workgroup printer gets better. Jul 96, p. 56

***6.5 HP LaserJet 55i MX, Hewlett-Packard, 408/246-4300, \$ 4899. Pricey, but offers top speed and quality. Jun 96, p. 116. Editors' Choice for best workgroup printers.

***5.7 LaserWriter 16/600 PS, Apple Computer, 408/996-1010, \$ 1950 (estimated). Good performance at a modest price, but lacks some convenience features. Jun 96, p. 116

**/3.3 microLaser PowerPro/12, Texas Instruments, 817/774-6000, \$ 1998. Inexpensive, but offers poor output quality and very slow Photoshop printing. Jun 96, p. 116

***5.8 Optra Lx+, Lexmark, 606/232-2000, \$ 3249. Good print quality and paper handling are offset by slow speed for graphics. Jun 96, p. 116

****7.9 Tektronix Phaser 550, Tektronix, 503/ 682-7377, \$ 6995. The Phaser 550 beats HP Color LaserJet 5M on speed, resolution, and price. Jun 96, p. 51

***5.3 Typhoon 16, Dataproducts, 805/5784000, \$ 3699. Solid printer, especially for mixed-platform environment; average output quality. Jun 96, p. 116

SCANNERS

***5.1 Apple Color OneScanner 600/27, Apple Computer, 408/996-1010, \$ 629. New version of the Color One Scanner has little to offer. Jul 96, p. 54

**/3.3 Color OneScanner, Apple Computer, 408/ 996-1010, \$ 859. The Color OneScanner's anemic software bundle and lackluster performance would make it an unexceptional offer even if reasonably priced. Mar 96, p. 118

***5.4 EasyPhoto Reader, Storm Software, 415/ 691-6600, \$ 259. Small-format photo scanner has its limits. May 96, p. 66

****7.2 ES-1200C, Epson, 310/782-0770, \$ 1299. The ES-1200C scanner has great image quality, respectable speed, and good software, all at a reasonable price. Mar 96, p. 118. Editors' Choice for best midrange scanners.

****7.1 Gemini D-16, Umax, 510/651-4000, \$ 1895-\$ 1995. The Gemini D-16 is unique in being both a 400-dpi and 800-dpi scanner, depending on the scanning area, but for several hundred dollars above its competitors, you'd better need that extra resolution, Mar 96, p. 118

***6.3 HP ScarJet4p., Hewlett-Packard, 408/2464300, \$ 615. High price and slow scan times make the ScanJet 4p scanner a mediocre choice. Jul 96, p. 54

**/3.8 IX-4015, Canon, 714/438-3000, \$ 799. Boasts desk-space economy and an exceptional warranty, but its performance and software bundle are mediocre. Mar 96, p. 118

***6.9 Mac IRISPen, Image Recognition Integrated Systems, 407/395-7831, \$ 299. Portable, accurate pen OCR scanner. Apr 96, p. 75

***6.6 PageOffice, Umax Technologies, 510/6514000, \$ 349. Personal page scanner shortchanges Mac users. Jun 96, p. 58

****9.6 PaperPort Vx, Visioneer, 415/4939599, \$ 369. Desktop document scanner just gets better. Mar 96, p. 82

**4.0 Paragon 1200SP, Mustek, 714/250-8855, \$ 899-\$ 1000. The Paragon 1200SP is a disappointment, from its performance to its bare-bones manual. Proof that a 600-dpi, 30-bit scanner for \$ 899 isn't a bargain. Mar 96, p. 118

***5.0 ScanMaker lisp, Microtek, 310/297-5000, \$ 499-\$ 699 (street). The ScanMaker lisp is a shaky performer at best, especially when it comes to capturing highlight detail (it doesn't), but it's an option for the bargain hunter. Mar 96, p. 118

***5.8 ScanTouch AX-1200, Nikon, 516/5474355, \$ 1720. The ScanTouch AX-1200 is a solid performer, but at this price it should be closer to stunning. Mar 96, p. 118

***5.6 Silverscanner III, La Cie, 503/520-9000, \$ 1499-\$ 1699. The Silverscanner III is a good performer in many respects, but its poor color accuracy and high price place it behind the Epson ES-1200C on which it's based. Mar 96, p. 118

***5.9 StudioScan lsi, Agfa, 508/658-5600, \$ 900 (street). The StudioScan lsi gets good performance from its 30-bit, 400-dpi engine. Agfa's software is powerful and flexible, but could be easier to use. Mar 96, p. 118

****8.4 Umax Vista-56E, Umax Technologies, 510/651-4000, \$ 445. Despite its low price, the Vista-56E is a clear best buy for anyone seeking a quality desktop scanner. Jul 96, p. 54

**3.8 VIP Scan, La Cie, 503/520-9000, \$ 199. Scans automatically to contact manager; includes Now Contact; uses nonstandard SCSI connector. Apr 96, p. 64

SPEAKERS

****8.8 Acoustimass, Bose, 508/879-7330, \$ 699. Full, rich, natural sound; treble slightly rolled off but clean. Mar 96, p. 157. Editors' Choice for best three-piece speakers.

****7.1 ACS 52, Altec Lansing, 717/296-2818, \$ 128. Clean, reasonably solid presentation; crisp highs; powerful bass for such a small design. Mar 96, p. 157

****7.1 AMX-16, Radio Shack, 817/390-3300, \$ 120 (street). Clean, reasonably crisp, slightly bright, decent bass, somewhat lacking in low-end heft. Mar 96, p. 157

***6.8 AppleDesign Powered Speakers, Apple Computer, 408/996-1010, \$ 179. Clean, reasonably solid presentation. Bass is good but doesn't shake the foundations. Mar 96, p. 157

**4.9 AV270 Powered Speakers, Advent, 708/3173700, \$ 179. Clean and smooth. Somewhat tinny quality to mid-range and highs. Mar 96, p. 157

***6.2 AV622 Powered Speakers, Advent, 708/317-3700, \$ 299. Clean and smooth, with some-what lightweight character. Slight treble emphasis. Bass has reasonable weight and impact. Mar 96, p. 157

***5.2 J-688AV, Jazz, 818/336-2689, \$ 149. Reasonably smooth sound, noticeably rolled-off high end, slightly harsh midrange becomes a bit fatiguing over a long listening session. Mar 96, p. 157

**4.7 J-902, Jazz, 818/336-2689, \$ 150. Clear reproduction, with moderate bass emphasis and overemphasized treble. Generally thin sonic character because of the high-frequency emphasis. Mar 96, p. 157

***5.8 JIS 45, Jensen, 708/317-3700, \$ 149. Clean, reasonably crisp, slightly bright; an almost sandpapery affect on cymbals; adequate bass, somewhat lacking in low-end heft. Mar 96, p. 157

**3.5 Labtec LCS-3210, Labtec, 360/896-2000, \$ 119 (street). Decent, slightly boomy bass, harsh midrange, rolled-off treble. Sound gets harsher when played at loud volumes. Mar 96, p. 157

***6.2 MA-12CP, Roland, 213/685-5141, \$ 319. Relatively warm, well-balanced sound; slightly lightweight bass. Tends to sound harsh when played at normal volume levels. Mar 96, p. 157

****7.8 MediaMate, Bose, 508/879-7330, \$ 339. Full, warm, rich, natural sound. Cymbals had considerable clarity and detail and sounded realistic. Amazingly robust for such a small speaker. Mar 96, p. 157. Editors' Choice for best desktop speakers.

***6.6 MLI-95, Midi Land, 909/592-1168, \$ 120. Surprisingly good sound for the money. Clean, reasonably clear; fine musical details a wee bit indistinct, good voice reproduction, adequate bass. Smooth highs, accurate presentation. Mar 96, p. 157

****7.5 MMS 557, Audio-Technica, 216/6862600, \$ 150. Relatively clean, slightly bright, crisp sound. Surprisingly robust bass for a small box. Mar 96, p. 157

****7.9 SoundWorks, Cambridge SoundWorks, 617/332-5936, \$ 220. Clean, well-balanced sound, slight upper midrange emphasis, good bass. Mar 96, p. 157. Editors' Choice for best low-end three-piece speakers.

***5.7 SurroundSound ACS 500, Altec Lansing, 717/296-2818, \$ 450. Robust sound, slightly smeared highs, and slight harshness when played at loud volume. Bass is powerful, but a bit boomy. Mar 96, p. 157

**3.7 SW150, Koss, 414/964-5000, \$ 180. Weak bass, harsh midrange, rolled-off treble. No saving graces. Mar 96, p. 157

***6.4 TC1490-7SUB, Multimedia Labs, 410/4294300, \$ 249. Clean sound and thin balance; adjusting subwoofer output just makes bass boom, but bass is always lightweight. Mar 96, p. 157

***6.4 YST-SS1010, Yamaha, 714/522-9240, \$ 350. Relatively warm, well-balanced sound, slightly rolled-off treble with slight smearing effect on cymbals, average bass impact with subwoofer. Tends to sound harsh when played at loud volume levels. Mar 96, p. 157

SYSTEMS/STORAGE

**4.9 3200, Seagate, 714/252-7800, \$ 339. The price is right, but this drive unfortunately uses the noisy, slow Travan technology that requires expensive media. Aug 96, p. 143

***5.1 50 IGa Series, Liberty Systems, 408/9831127, \$ 699. Only its compact size and speed recommend this 1.1GB drive. Jun 96, p. 153

***5.4 50 2.1GQ Series, Liberty Systems, 408/983-1127, \$ 1099. 2.1GB drive offers good speed, good price, skimpy manual. Jun 96, p. 153

***6.0 Advantage 2000, MicroNet Technology, 714/453-6100, \$ 1080. 2.1GB drive is a top performer with a too-short warranty. Jun 96, p. 153

***6.3 Apple MessagePad 120, Apple Computer, 408/996-1010, \$ 699. Good software support and handwriting recognition help make this the best PDA. Jul 96, p. 102

***6.0 APS MS 2.0, APS Technologies, 816/4831600, \$ 800. 2.1GB drive's good performance is enhanced by an excellent manual and software bundle. Jun 96, p. 153

***6.4 Blue Storm 2000, Microtech, 203/4686223, \$ 2882. Expensive, but 2.4GB drive's strong performance and stackability help offset that. Jun 96, p. 153

**4.3 Blue Stream DAT, Microtech, 203/468-6223, \$ 1399. DAT system has average performance, average price. Aug 96, p. 143

**4.6 DAT 8-OSSD, DynaTek, 902/832-3000, \$ 1099. A disappointment among DAT drives for both its price and performance. Aug 96, p. 143

****7.4 DC DLT 4000, Direct Connections, 612/937-9771, \$ 3495. The top performer among DLT drives in price, performance, and warranty. Aug 96, p. 143. Editors' Choice for best tape-backup system.

***6.6 DC SDT 7000, Direct Connections, 612/937-9771, \$ 999. The top performer in DAT drives for performance, price, and warranty. Aug 96, p. 143. Editors' Choice for best tape-backup system.

- ***/5.5 DCM 1200, Direct Connections, 612/9376283, \$ 322. A decent performer, this 1.2GB drive offers a five-year warranty and a low price. Jun 96, p. 153
- **/3.6 DCM 2400, Direct Connections, 612/9376283, \$ 685. A slow performer, this 2.4GB drive also has ungainly ergonomics. Jun 96, p. 153
- ***/6.5 DLT30, APS Technologies, 816/483-6100, \$ 4000. A top performer in the DLT field, though priced higher than other DLT devices. Aug 96, p.143
- **/4.4 EXB-8505XL, Exabyte, 303/442-4333, \$ 1595. A disappointing performance from an internal 8mm drive with higher capacity than DAT and less than DLT. Aug 96, p. 143
- **/4.9 EXB-8700, Exabyte, 303/442-4333, \$ 1995. A disappointing performance from an external 8mm drive with higher capacity than DAT and less than DLT. Aug 96, p. 143
- ****/7.0 Genesis MP 528, DayStar Digital, 707/ 967-2077, \$ 9999. If you do extensive Photoshop work every day, and the Photoshop tasks you do benefit from the four CPUs, this system is worth its high price. Jul 96, p. 84
- ***/6.7 Hammer PE 2000, FWB, 415/325-4392, \$ 1079. For the fastest performance, the Hammer PE 2000 is the choice. Jun 96, p. 153. Editors' Choice for best 1.0GB to 2.5GB hard drive.
- **/4.7 HammerDAT 8000, FWB, 415/325-4392, \$ 1429. A middling performer among the DAT drives tested. Aug 96, p. 143
- ***/5.9 HammerDLT 20G, FWB, 415/325-4392, \$ 5999. A top performer in both large-file and largefolder backup, this DLT system is hampered by its high price. Aug 96, p. 143
- ***/5.9 HyperDAT Pro, APS Technologies, 816/ 483-6100, \$ 1100. Uses the same mechanism as the Editors' Choice in this round-up, but this DAT system is more expensive. Aug 96, p. 143
- ****/8.3 Jaz Drive, lomega, 801/778-1000, \$ 599.95. lomega thinks big with Zip's new sibling. Jun 96, p. 48
- ***/5.2 LanCD 3.2, Logicraft, 603/880-0300, \$ 695 for 10 users. Network CD-ROM client software suffers from difficult setup. Aug 96, p. 76
- **/4.6 Mac 2616 OWCX, MegaHaus, 713/5343919, \$ 469. This relatively inexpensive tape-backup system is based on the Travan mechanism, which is noisy, slow, and requires expensive media. Aug 96, p. 143
- ***/5.5 Mac 8 616HPX, MegaHaus, 713/5343919, \$ 1079. The least-expensive DAT drive in our roundup, with average performance results. Aug 96, p. 143
- **/4.2 MagicLink PIC-2000, Sony, 408/432-1600, \$ 899. PDA has readable screen, with a built-in modem and great communications software; but too large, and few software titles available. Jul 96, p. 102
- ***/5.2 Magic Seagate Barracuda, MacProducts USA, 512/892-4070, \$ 1006. More expensive than Mac Products' almost-as-fast, same-capacity (2.1 GB) Hawk drive. Jun 96, p. 153
- ***/5.6 Magic Seagate Hawk, MacProducts USA, 512/892-4070, \$ 858. Pass-through power connector and a nice warranty distinguish this 2.1 GB drive. Jun 96, p. 153
- ****/7.0 MessagePad 130, Apple Computer, 408/ 996-1010, \$ 695. Apple adds backlighting to the Newton. Aug 96, p. 78
- ***/5.3 MiniPak 2100, Optima Technology, 714/ 476-0515, \$ 975. 2.1GB drive is inexpensive but only a poor-to-average performer. Jun 96, p. 153
- ****/7.3 Nupowr for PowerBook 500 series, Newer Technology, 316/943-0222, \$ 745 with no RAM, \$ 975 with 4MB, \$ 1215 with 8MB. Solid path to PowerPC for 500-series notebooks. Aug 96, p. 54
- **/3.4 PD DAT 4000, ProDirect, 612/941-1805, \$ 900. A little on the slow side, but this digital audiotape system is a bargain when it comes to price. Aug 96, p. 143
- ****/7.0 PDC 2400, ProDirect, 612/941-1805, \$ 800. 2.4GB drive is tops for speed, value, and design. Jun 96, p. 153. Editors' Choice for best 1.0GB to 2.5GB hard drive.

***/6.2 PDI 1200, ProDirect, 612/941-1805, \$ 335. Average speed undermines 1.2GB drive's excellent design. Jun 96, p. 153

***/5.6 Performa 5125CD, Apple Computer, 408/ 996-1010, \$ 2300. The all-in-one design is appealing, but the performance is just so-so. Feb 96, p. 96

***/5.1 PocketHammer 2050, FWB, 415/3254392, \$ 1479. Merely moderate performer, 2.1GB drive has hard-to-adjust settings. Jun 96, p. 153

****/7.6 PowerBook 500 PowerPC Upgrade, Apple Computer, 408/996-1010, \$ 769 with 8MB of RAM. Solid path to PowerPC for 500-series notebooks. Aug 96, p. 54

***/5.8 PowerBook 5300, Apple Computer, 408/ continues 996-1010, \$ 2300. A gray-scale screen and middling performance make this just an acceptable notebook. Feb 96, p. 96

***/5.9 PowerBook 5300c, Apple Computer, 408/ 996-1010, \$ 4500. A great color screen and strong expandibility balance with so-so performance. Feb 96, p. 58. Editors' Choice for best portable Mac.

***/5.9 PowerBook 5300cs, Apple Computer, 408/ 996-1010, \$ 3600. Good expansion, so-so speed, and a decent color screen make this fine for shortterm use. Feb 96, p. 96

***/5.9 PowerBook Duo 2300c, Apple Computer, 408/996-1010, \$ 3699 (8MB of RAM, 750MB hard drive); \$ 4699 (20MB of RAM, 1.1GB hard drive, 14.4-Kbps fax modem). This new Duo packs a lot of power into a little package. Apr 96, p. 58

***/6.3 PowerCenter 120, Power Computing, 512/ 388-6886, \$ 1995. The cheapest fast desktop Mac outdoes Apple's Power Mac 7500/120 in terms of price, and is near enough in speed. Jul 96, p. 84

***/5.9 PowerCenter 120 Low Profile, Power Computing, 512/388-6886, \$ 1895. This system's low-profile case limits internal-drive expansion, and it doesn't really save space except maybe in a cubicle with low shelves, so go for the full-size PowerCenter desktops. Jul 96, p. 84

****/7.1 PowerCenter 132, Power Computing, 512/388-6886, \$ 2495. A little cheaper and a little slower than the PowerCenter 150; this is the desktop Mac to get if you want to shave some costs. Jul 96, p. 84

****/7.3 PowerCenter 150, Power Computing, 512/388-6886, \$ 2995. Until Apple puts more muscle in the Power Mac 7500, this is the best desktop choice-and it's not too expensive. Jul 96, p. 84. Editors' Choice for best business user's system.

**/4.6 Power Macintosh 7200/120, Apple Computer, 408/996-1010, \$ 2299. Apple should discontinue this line. It's not that cheap, and to upgrade it later to a 7600 will cost another \$ 2000-way too much. Jul 96, p. 84

***/5.8 Power Macintosh 7600/120, Apple Computer, 408/996-1010, \$ 2999. Apple's new flagship desktop Mac doesn't go far enough in performance. While the price hasn't changed, it's now outclassed by Power Computing's lineup. Jul 96, p. 84

***/5.8 Power Macintosh 8500/132, Apple Computer, 408/996-1010, \$ 3899. For a moderate drop in performance, you can get a big price break on the 8500/120 versus the 8500/150, but it's still just for AV users. Jul 96, p. 84

***/6.0 Power Macintosh 8500/150, Apple Computer, 408/996-1010, \$ 4699. AV professionals will continue to like the 8500, despite its hard-tougrade design and high price. Jul 96, p. 84

***/5.6 Power Macintosh 9500/150, Apple Computer, 408/996-1010, \$ 4799. The real advantages of the pricey but fast 9500/150 are its six PCI slots. Otherwise, a PowerTower has better speed and a nicer price. Jul 96, p. 84

***/5.1 PowerShop, Adaptive Solutions, 503/6901236, \$ 2000 (estimated). This card is worth considering if its few accelerated tasks are among those you perform regularly. Jun 96, p. 87

****/7.1 PowerTower 166, Power Computing, 512/388-6886, \$ 3795. Comparable in performance to a Power Mac 8500/150, the PowerTower 166 is cheaper but lacks AV features. Jul 96, p. 84

****/7.3 PowerTower 180, Power Computing, 512/388-6886, \$ 4195. The top Mac performer, this tower also offers a good price and sufficient expansion for most people, but suffers from a hard-tougrade design. Jul 96, p. 84. Editors' Choice for best power user's system.

****/8.1 PR2-16828W, ProMax Technology, 714/727-3977, \$ 8890. PCI disk array has comparatively low price, can repartition with reconfiguring hardware. Has confusing installation guide for drives. May 96, p. 57

*** /6.0 Premier DLT, MicroNet Technology, 714/ 453-6000, \$ 7115. A top-performing DLT drive in all tests, but talk about sticker shock. Aug 96, p. 143 **/4.2 Psion Series 3a, Psion, 508/371-0310, \$ 595. PDA has good software features, but its awkward L-shape when open is unstable on uneven surfaces. Jul 96, p. 102

*** /5.9 Q1080, APS Technologies, 816/483-1600, \$ 350. 1.1GB drive is a slightly above-middle-of-the-road performer. Jun 96, p. 153 ****/7.0 Quantum DLT 2000XT, Quantum, 408/ 894-4000, \$ 4200. One of the best performers with large folders in our tape-backup system roundup, it didn't do as well in our tests with large files. Aug 96, p. 143

*** /5.1 SCSI PowerPlug II, Hot Wire Technology, 203/761-0651, \$ 119.99. A fast way to swap SCSI devices. Feb 96, p. 86

*** /6.5 SledgeHammer 3500FMF PCI II, FWB, 415/325-4392, \$ 5129. Software easy to use, but cables sometimes difficult to attach in configuring this PCI disk array. May 96, p. 57

*** /6.9 SledgeHammer 7000FMF PCI II, FWB, 415/325-4392, \$ 9439. Fastest PCI disk array tested, but cables sometimes difficult to attach. May 96, p. 57

** /4.5 SSW-1800, MicroNet Technology, 714/4536100, \$ 2185. 2.1GB drive is a slow performer all around. Jun 96, p. 153

** /4.2 SureStore Tape 6000e, Hewlett-Packard, 970/669-8000, \$ 1300. One of the more expensive DAT drives, with average performance results. Aug 96, p. 143

*** /6.5 Taurus AV4221, Micropolis, 818/7093300, \$ 1270. Stunning design, solid performance, and a five-year warranty make this 2GB drive shine. Jun 96, p. 153

** /4.8 Zaurus ZR-5000, Sharp, 201/529-8200, \$ 499. PDA is easy to carry and offers decent graphics tools, but little supporting software, and no handwriting recognition is available. Jul 96, p. 102

VIDEO/DISPLAY

** /4.2 AlphaScan GLX, Sampo Technology, 770/ 449-6220, \$ 1495. Low price fails to outweigh poor image quality. Feb 96, p. 165

**** /7.8 ATI Xclaim GA, ATI Technologies, 905/ 882-2600, 5449. Offers adequate video-display acceleration and superfast FreeHand previews at a low price. Jun 96, p. 93

** /3.3 Datashow AV 4500, Sayett Technology, 716/624-1290, \$ 4875. Panel has inscrutable menus; lackluster video performance. May 96, p. 139

*** /6.9 Diamond Javelin Video 3400XL, Diamond Multimedia, 408/325-7000, \$569. Offers decent video acceleration and enhanced QuickTime display, but shows its true colors as a Windows product: no control panel and a missing 832-by-624-pixel setting. Jun 96, p. 93

*** /5.5 Diamond Pro 21TX, Mitsubishi Electronics America, 714/220-2500, \$ 2199. Washed-out colors hold back an otherwise strong contender. Feb 96, p. 165

**** /7.5 Eris 1.0, RSI Systems, 612/896-3020, \$ 3995. Dedicated box is easy to install, but the system is expensive and you need to supply your own camera. May 96, p. 82. Editors' Choice for best desktop videoconferencing system. ** /4.4 FlexScan F2 21, Nanao, 310/325-5202, \$ 2299. Blurry, dim image and too high a price. Feb 96, p. 165

*** /6.8 IMS TwinTurbo-128M, Integrated Micro Solutions, 408/369-8282, \$ 699. Slight screenrefresh artifacts and image shifts when changing bit depth detract from good video acceleration speeds. Jun 96, p. 93

*** /6.8 Kodak Digital Science DC50 Zoom Camera, Eastman Kodak, 716/724-4000, \$ 1000. Camera combines zoom and autofocus with good color and detail. Jul 96, p. 57

**** /7.1 MagnaByte M3xv. Telex, 612/884-4051, \$ 3995. Easy to use, good image quality, mid-range price. May 96, p. 139. Editors' Choice for best LCD projection panels.

*** /5.2 MagniView 488B, Dukane Audiovisual Products, 708/584-2300, \$ 4995. Image quality is a notch below average in all categories. May 96, p. 139

- *2.8 Matrox MGA Millennium, Matrox, 514/9696320, \$ 649. Video-display acceleration is disabled when floating palettes overlap document windows-a major flaw. FreeHand preview performance isn't great, either. Jun 96, p. 93
- ***6.8 Meet-Me 1.0, Sat Sagem, 408/446-8690, \$ 2995. Good audio and video, but more expensive than the Apple system it's based on. May 96, p. 82 **4.8 Multigraph 445X, Nokia Display Products, 415/943-4071, \$ 2775. Adequate image quality, but at too high a price. Feb 96, p. 165
- ***6.2 Multiple Scan 20 Display, Apple Computer, 408/996-1010, \$ 2149. Not as vibrant as it could be, but good value. Feb 96, p. 165
- ***5.9 MultiscanTC, Sony, 408/432-0190, \$ 3950. Special color-adjustment tools don't overcome mediocre performance. Feb 96, p. 165
- ***6.8 MultiSync M500, NEC, 508/264-8000, \$ 599. Multimedia monitor has a top-notch picture and decent sound. Jul 96, p. 69
- ****7.3 MultiSync XE21, NEC Technologies, 508/264-8000, \$ 1899. Rich, bright images complemented by excellent controls. Feb 96, p. 165
- ***5.8 MultiView 21, Radius, 408/541-5700, \$ 2149. Seductively rich colors, but too soft a focus. Feb 96, p. 165
- ****8.3 Number Nine Imagine 128, Number Nine Visual Technology, 617/674-0809, \$ 999. The fastest overall video acceleration of the PCI cards we reviewed, plus support for 1600-by-1200 resolution, at a relatively high cost. Jun 96, p. 93
- ***5.0 Ovation 810, Proxima, 619/457-5500, \$ 3295. A better value than Proxima's high-end Ovation 846C panel. May 96, p. 139
- **4.7 Ovation 846C, Proxima, 619/457-5500, \$ 5995. Design and features outshine image quality of this projection panel. May 96, p. 139
- ***5.0 PanaSync/Pro C2192P Panasonic Communications & Systems, 201/348-7000, \$ 1999. Reasonable price fails to overcome weak image quality. Feb 96, p. 165
- ***6.6 Pivot 1700, Portrait Display Labs, 510/2272700, \$ 1099. Good image quality but doesn't automatically switch views when rotated. Mar 96, p. 70
- ***5.4 Polaview 3000, Polaroid Electronic Imaging Systems, 617/386-2000, \$ 5295. Unremarkable overall image quality, but above-average video. May 96, p. 139
- **3.5 PowerView 950V, In Focus Systems, 503/685-8888, \$ 9499. Innovative concepts but substandard image quality; overpriced. May 96, p. 139
- ****8.6 PressView21 SR, Radius, 408/541-6100, \$ 3999. The best professional-quality display gets better. Feb 96, p. 62
- **4.3 ProColor 1701, Boxlight, 360/779-7901, \$ 6499. Panel has substandard image quality and hard-to-use controls. May 96, p. 139
- ***5.0 QuickDraw 3D Accelerator Card, Apple Computer, 408/996-1010, \$ 400. Supports texture maps but only minor speed gains with major 3-D applications. Apr 96, p. 60
- ****7.1 QuickTime Conferencing Kit 1.0, Apple Computer, 408/996-1010, \$ 2000. Good value, straightforward LAN- and ISDN-capable software, but no digitizer included and ISDN setup is complex. May 96, p. 82
- **3.5 Radius Thunder 30/1600, Radius, 408/5416100, \$ 1499. An incompatibility with FreeHand causes preview speeds to plummet, but otherwise this PCI video-display card offers solid performance and a nice control panel. Jun 96, p. 93
- ****7.2 Rainbow 30/10, Chisholm, 408/5591111, \$ 4995. Panel is carefully designed for ease of use; a good value. May 96, p. 139. Editors' Choice for best LCD projection panels.
- ****7.3 RasterOps SuperScan Mc 21, NSA/Hitachi, 617/461-8300, \$ 2299. Top performance plus sensible, intuitive controls create a winning combination. Feb 96, p. 165. Editors' Choice for best two-page monitor

Star ratings Macworld September 1996

***/6.5 ShareVision Mac3000 1.0, Creative Labs, 408/428-6600, \$ 1149. Easy to install with good sound quality, but small maximum frame size and poor synchronization are problems. May 96, p. 82

**/4.0 Sharp QA-2500, Sharp, 201/529-8731, \$ 9995. Panel offers overly complex image controls; expensive. May 96, p. 139

***/5.5 SmartView 3600, In Focus Systems, 503/ 685-8888, \$ 3799. A solid LCD performer and a good value. May 96, p. 139 **/4.1 SyncMaster 20GLs, Samsung Electronics America, 201/691-6200, \$ 1599. Glare-catching, image-distorting tube and weak controls. Feb 96, p.165

***/5.8 ViewSonic 21PS, ViewSonic, 909/8697976, \$ 2095. Bright, vibrant, though not particularly sharp image. feb 96, p. 165

***/5.3 VisionMaster Pro 21, liyama North America, 215/957-6543, \$ 1995. Good image quality, but confusing controls. Feb 96, p. 165

***/5.9 Vision Q3 LCD Panel, Apollo Presentation Products, 516/467-8033, \$ 6750. Top image quality but difficult to use. May 96, p. 139

***/5.2 Visit Video 2.0 (2.1), Northern Telecom, 214/684-1000, \$ 2999. Good call management and supplies all hardware, but lacks H.320 support and has small on-screen frame size. May 96, p. 82

***/5.0 VR-1000 3-D Stereoscopic LCD Projection Panel, VRex, 914/345-8877, \$ 6995. The only choice for projecting 3-D images, though stereo 3-D images don't integrate well with standard PowerPoint or Persuasion slide shows. May 96, p. 139

*/1.9 Yarc Screamer, Yarc Systems, 805/499-9444, \$ 995. Supports texture maps but slower than using no board in some instances; chokes on simple models. Apr 96, p. 60

***/5.6 Z215, nView, 804/873-1354, \$ 5695. Good image quality, very sleek and compact. May 96, p. 139 III

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HEADLINE: Who'll get the lion's share of the electronic banking business? Integriion Financial Network; Company Business and Marketing

BYLINE: Dash, Julekha

BODY:

IBM and a pride of bank giants band together to fight off advances from personal financial software vendors who are determined to dominate the market for home banking services. If you've watched your share of National Geographic specials you know how lions behave when a wily hyena encroaches on their territory. They bare their teeth, extend their claws and, acting as one, chase the enemy away.

A similar scenario exists in the business world.

Large, well-established companies, fearing that an outsider is invading their market space, often react fiercely. They may get defensive and forge partnerships with other players in their industry to leverage their collective strength and defeat their competitors.

Such was the case when IBM and 16 of the nation's largest banks moved to form the Integriion Financial Network in January. The goal of Integriion is to supply partner banks with a common network infrastructure for home banking services. Its membership includes Banc One, NationsBank and other leading banks, which represent 23% of the banking assets in the U.S. and Canada and serve about one half of the consumer population in North America -- the equivalent of 60 million households. IBM and each bank own an equal share of Integriion and contributed \$ 4 million a piece to fund it.

The "hyenas" in this particular survival-of-the-fittest drama are independent software developers, primarily Microsoft Corp., Redmond, Wash., and Intuit Inc., Menlo Park, Calif., whose personal financial management software is threatening to undermine banks' control of the electronic banking channel. The formation of Integriion represents a unique move for banks because they are taking a proactive stand against other players threatening their domain, explains Ira Morrow, an analyst with the Gartner Group, Stamford, Conn. Historically, banks have been assailed by non-bank financial services companies, such as credit-card providers or mutual fund companies, which ended up controlling services that banks previously dominated. Integriion is an attempt, according to Morrow, to leverage technology and keep electronic banking from following in the footsteps of these other services.

A big part of this push is Integriion's desire to control transactions for the home banking market, which represents a considerable customer base. Today, an estimated two million U.S. households are connected electronically to their banks, and according to the Tower Group, a bank technology advisory firm in Wellesley, Mass., the number of North American customers performing banking tasks at home is expected to grow 75% annually through the Year 2000.

Still, with their popular front-end access packages, Microsoft, Intuit and others have already made substantial inroads into the electronic banking space, and have many banks scrambling to catch up. In fact, several Integriion banks,

Who'll get the lion's share of the electronic banking business

including Bank of America, NationsBank and Royal Bank of Canada, bought MECA Software, Fairfield, Conn., maker of the Managing Your Money (MYM) front-end package, so they could provide copies of the personal financial software to customers.

To maintain a foothold in this market, Integrion will have to work hard to establish electronic commerce standards for the PC home banking industry. Bruce Luecke, vice president of electronic banking for Banc One, Columbus, Ohio, which, along with NationsBank, Charlotte, N.C., will pilot Integrion-enabled services this year, says banks face numerous headaches due to the lack of standards in electronic banking.

"Depending upon whom we wanted to deal with, whether it was Microsoft or Intuit or CheckFree or whomever, they all have different ways of doing business, different protocols. It drives our costs way up because we have to do things multiple ways. You had to have three or four different ways to process transactions. So it becomes expensive," he says.

Adds Gartner's Morrow, "There are multiple different standards and approaches for linking bank to consumer. Microsoft has one, Visa has one, Intuit has one. There's no single approach to doing this."

Banks not only hated the hassle but feared that the software developers, or some other third party, would establish proprietary standards that would link banks to their consumers, resulting in their loss of control over the electronic payment process. "Integrion is going to be open published APIs. Anyone can use it. But the key is a third party doesn't control the proprietary standard," says Morrow.

"It's still possible that a non-bank can offer some tremendously innovative technology using Integrion and let the market decide, but [for these financial institutions] it's a market decision as opposed to waking up one morning and finding that somebody has sliced off even more of the asset pie," he adds.

There are moves afoot that indicate some convergence in the electronic commerce standards space. Microsoft, Intuit and CheckFree, Atlanta, announced in mid-January that they will create a specification, called Open Financial Exchange (OFE), that allows financial institutions, businesses and consumers to conduct transactions electronically over the Internet. To create OFE, the three companies merged Microsoft's Open Financial Connectivity, Intuit's OpenExchange and CheckFree's electronic banking and payment protocols. OFE-enabled software will be able to link to the Integrion Financial Services platform and its Gold Message Standard, a messaging format for electronic transactions.

"We feel very good about Intuit and Microsoft coming together on the Open Financial Exchange," says Integrion's Managing Director Bill Fenimore, who has held positions in technology management and strategic planning at several leading banks.

Sometime in 1997, MECA says it will deliver a version of Managing Your Money that is compatible with Integrion's open Gold Message Standard format.

Integrion will also be working with Microsoft and Intuit to interface their latest releases of Money and Quicken with the Integrion standard.

The idea to create Integrion originated about a year and a half ago when a few of its founders were discussing what type of infrastructure they would develop to support a home banking initiative, says Fenimore. "They just came to the conclusion that, why should we all be spending the money to develop this thing ourselves?" All agree the banks gain incredible economies of scale by combining forces to create Integrion, which essentially becomes their own personal "middleware," sitting between them and their customers. This allows them to save money and still offer their own personalized services.

"The Integrion name is not out with [the bank's] customer. Each bank markets and puts its name on a product and makes a choice about what product it will offer to its customer and at what price," says Fenimore.

Neither Fenimore nor top bank officials would comment on what kind of dollar savings they expect from using Integrion services or how much revenue the new company can expect to generate. However, Banc One's Luecke estimates that delivering a standard way to process electronic transactions could reduce their overhead by 40% to 50% per transaction.

Gartner's Morrow adds that by developing an electronic check-paying process, banks will save money not only for themselves, but for consumers and merchants as well. With electronic payment, he estimates, the combined savings for bill creators, bill payers and banks is approximately 50 cents per recurring check.

Who'll get the lion's share of the electronic banking business

What's in it for IBM? As Integrion's technology provider, Big Blue will connect each bank to Integrion via the IBM Global Network. Integrion, says David Cheu, IBM director of interactive financial services, furthers IBM's push to become the world's leading network computing provider, a vision laid out by Chairman Lou Gerstner two years ago. "This is one of our first strong displays of being able to take technology and help an industry. From an IBM standpoint, we're looking for high-volume transactions through a very efficient channel," says Cheu.

For her part, Karen Epper, an analyst with Forrester Research Inc., Cambridge, Mass., surmises that IBM entered the venture to "leverage the relationship it already has with these large banks and to better entrench itself in online financial services, which is an area that has strictly been dominated by Microsoft, Intuit and a handful of other software upstarts and forward-moving hardware players."

Integrion currently supports access to banking services via the Internet or direct dial. The company is working with providers of personal financial management software to support additional front-end devices, such as interactive TV, screen phones and personal digital assistants.

Luecke says that by early March Banc One will begin rolling out Integrion-based services to a controlled group of employees, who will be able to perform basic functions such as checking their account balance, making deposits, transferring funds between accounts and paying bills. The interface will be a customized Internet application with a Netscape browser, which will access the bank via direct dial.

By summer, the offering will be extended to customers. Luecke declined to say how many customers or employees he expects will access the Integrion-enabled services but said they've been talking to several who are interested in using the service. He expects that by fall Banc One will offer Integrion-enabled services via the Internet.

At NationsBank, Senior Vice President Chuck Hieronymi says their customers will be able to access Integrion-enabled services via the Internet by mid-1997. Customers will be able to check their account balances, see their transaction history, E-mail the bank and make customer service requests.

Currently, NationsBank customers can perform online banking --including accessing accounts, transferring funds, paying bills and financial planning -- via direct dial using NationsBank's Managing Your Money, a NationsBank-branded version of MECA's software product. The bank began offering PC banking almost a year ago through MECA and currently has more than 250,000 online banking accounts. Hieronymi says they'll also "continually look at assessing the opportunities to work with Quicken and Money, to see what capabilities they have."

Although Hieronymi couldn't specify when, he says that NationsBank would like to eventually create an Integrion-enabled version of NationsBank's Managing Your Money. "Ultimately we want a single architecture that can drive multiple front ends -- whether Internet or software products -- all using the same core engine," he says.

Sometime later in 1997 NationsBank will offer more services through Integrion, including increased product support, access to a greater number of account types, fund transfers and bill payment.

Despite the clout and financial strength of the companies comprising Integrion, the jury is still out as to whether it will succeed. "It's questionable how fast this company can move, how fast it can simultaneously build an image for itself, [and develop] a clear-cut specific notion of what it's going to do at the same time it's doing it," says Forrester's Epper.

Regardless of what Integrion does, she says, member banks won't put their electronic banking on hold. For example, Bank of America, which was one of the first banks to start offering Internet-based banking and bill payment services, didn't "hold their breath" for Integrion. "Bank of America hasn't slowed its development in Internet banking or any kind of online services," says Epper. "If Integrion can't get up and going in a certain amount of time even the owners will let their investments slide to move forward themselves."

And, while Integrion is making headway in helping banks compete in the standards war in PC banking, it remains to be seen whether this lion can become king of the jungle.

Says Epper, "It doesn't have any customers up. It doesn't have any product and it still doesn't have a clear-cut vision of what it is going to do."

"Just because Integrion exists doesn't mean by itself that it will succeed," adds Gartner's Morrow. "Integrion is going to be a for-profit company, but the irony is that if they make too much profit somebody else can open up shop that has the same functionality but charge less. It's kind of a fine balance they have to follow."

Julekha Dash is a staff writer. She can be reached at 76752.674@compuserve.com

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HEADLINE: Windows for Workgroups: accessible network power; includes related article on product features; Software Review ; New!; Evaluation

BYLINE: Finnie, Scott

BODY:

Have you been waiting for an easy Windows network? It's here. Microsoft's Windows for Workgroups 3.1 makes configuring a peer network almost as simple as installing a Windows upgrade. In fact, Windows for Workgroups (WFW) is a Windows upgrade. You can buy multiple copies with bundled network cards to set up a peer-to-peer network, or just the software to use with your current network setup.

A Familiar Approach

The package's ease-of-use benefits stem from its logical strategy of extending network sharing and connection controls through existing Windows structures like the File Manager and Print Manager.

Microsoft achieves ease of installation in several ways. If you're setting up a peer-to-peer network, the starter kit provides Intel thin Ethernet cards whose wide variety of available interrupt requests and memory-address switches are configurable from the Windows Control Panel. That means no fussing with hardware jumpers on the cards. The starter kit also includes the cabling, connectors, terminators, and software needed to link two PCs. The WFW starter kit lists for \$ 849.95, but if you're upgrading from two copies of Windows 3.1, you can get it for \$ 549.95. A \$ 424.95 add-on kit provides the equipment and software required to add one PC to a network, but Windows 3.1 owners can upgrade for \$ 274.95.

The software part of the installation works as any Windows installation or upgrade does. Depending on which version you buy, WFW either installs Windows 3.1 and the network anew or upgrades your existing Windows 3.0 or 3.1 installation. Once the process is complete, you share and connect to other common directories and printers using File Manager and Print Manager--and that's it.

It's Smart

In addition to its ease of installation, ease of use, and overall value, Windows for Workgroups gets high marks for memory usage. Since it runs in 386 protected mode and is primarily a Windows network--and you can load its device drivers in high memory--Windows for Workgroups' under-640K memory usage is both lower than most and less important if you're running Windows apps. We configured it to leave 600K free under DOS 5.0.

Windows for Workgroups coexists with a variety of other networks, topologies, and protocols. According to Microsoft, WFW works readily with Novell's NetWare, Microsoft's LAN Manager, and Microsoft's forthcoming Windows NT. Everything you need to connect to an existing Novell NetWare installation, for example, is built in to the software.

DOS Users Take Note

Windows for Workgroups does have a significant drawback: Unlike most peer-to-peer network operating environments, WFW doesn't let machines that run DOS without Windows share their resources. DOS PCs function as clients

Windows for Workgroups: accessible network power; includes related artic

only, meaning they can connect to shared directories and printers from server workstations, but they can't share their own resources with other workstations. Since Windows for Workgroups' servers must be running in Windows' Enhanced mode, you'll need at least a 386SX (3MB of RAM is recommended) to take full advantage of the network. Bottom line: If your work-group environment includes DOS-only PCs or Standard-mode Windows PCs whose resources you might want to share, consider another peer-to-peer network.

Windows for Workgroups' DOS client support is achieved in a few ways. A separate DOS 5.0 software product called Workgroup Connection is available for \$ 79.95. It supports DOS client operations and provides a DOS client link for Mail 3.0. Workgroup Connection also offers a pop-up TSR that lets you set persistent directory and printer connections from DOS. You can run the DOS client portion on any PC with WFW installed (but not loaded in memory) by typing NET START READER at the DOS prompt. Thereafter, you can log onto shared directories by typing the drive and path as you would from DOS. Finally, if you like to do things the DOS way but run Windows for its applications, you can shell out to DOS to access network resources.

FileMan's New Toolbar

Windows for Workgroups comes with several interesting new features and small utilities. File Manager offers the most visible improvements. The best of these is a configurable 33-position (at higher resolutions) toolbar with 28 functions--including network directory connection and disconnection; network directory share and unshare; horizontal and vertical tiling and other window settings; several file window sort controls; view by name only and view with file details; and file select, delete, copy, move, rename, search, print, and properties functions.

The new Print Manager has a nonconfigurable toolbar that offers a few basic controls, such as network sharing and connection. It also provides a status bar, document-priority controls, screen options, and a default printer selection.

With Windows for Workgroups installed, the Control Panel's Network icon brings up network options and controls. The Network Settings dialog box controls the workstation and work-group name and provides a Performance Priority slider bar that lets you maximize performance for either local applications or for communications across the network.

Windows for Workgroups' security features are simplistic but effective. Your options are read-only rights, full read-and-write access, and password selectable access. This last option lets you create passwords that allow users either read-only or full access.

A Better Clipboard

The ClipBook Viewer is one of Windows for Workgroups' slickest attractions. It uses what Microsoft calls network dynamic data exchange to provide object linking across the network. It also serves as a viewable repository of objects, so you can copy any document or image to the ClipBook and save it there for future use. You can also paste ClipBook objects into any application file, creating a live link across the network. To create a link with another workstation on the network, select an image in the ClipBook and then share it much as you would a network drive from File Manager. Although the live link functions of network DDE and the ClipBook seem similar to the object linking and embedding features in many Windows applications, they don't work the same way. Microsoft is planning full OLE support for a future version.

Since its DOS support is client only, Windows for Workgroups isn't the best choice for mixed DOS and Windows environments. Even so, Windows users will find Windows for Workgroups hard to beat. The product's true value stems from its extras--like the fact that you're also getting a Windows 3.1 upgrade with a greatly improved File Manager and Clipboard. With an upgrade from Windows 3.1 to WFW priced inexpensively, it's a very attractive prospect.

SCOT FINNIE

An Easy Face

Windows for Workgroups is Windows at heart. For example, connecting to a network drive is the same point-and-click process as switching drives when using Windows on a stand alone basis. NetWare and LAN Manager connectivity are built in.

Mail and Schedules

Windows for Workgroups means lots of added value because it comes with a version of Microsoft Mail 3.0 electronic-mail and the Schedule Plus work-group scheduler built in. If you use WFW on a peer-to-peer network, you can share mail and schedules with other users. Windows for Workgroups' Mail lacks the spell-checker, built-in gateway

support, and shared mail list groups of the stand alone Mail 3.0 package, but it adds the capability to automatically install a work-group post office and build post office accounts.

Schedule Plus offers drag-and-drop manipulation of appointments, graphical resolution of scheduling conflicts, automatic meeting notification, and tight integration with Microsoft Mail.

Seeing Double

Gateway's isn't the only local-bus system around, and it isn't the only clock-doubled 66MHz machine to be found. But the 4DX2-66V offers a unique combination of multiple local-bus connections and clock-doubled processor speed. The bottom line is that this is one of the most well-rounded speed demons around. It shines at hard disk intensive tasks as well as processor-intensive chores. Our recommendation: If you've been looking at the new crop of 66MHz systems, buy this one.

Magee's Cool Network Snoop

Want to keep a finger on your network's pulse? Magee Enterprises' (800-662-4330, 404-446-6611) Network H.Q. does exhaustive inventories of software, hardware, and system setups for DOS and Macintosh machines on a LAN. While this isn't the first product to detect applications across a network, Network H.Q. interrogates several items in a program's directory before making a positive ID. Bottom line: It's more accurate than the others.

Network H.Q. let us view specified networked workstation files such as WIN.INI or CONFIG.SYS so that we could quickly identify which setup needed attention. We could see how many applications were installed on the network, and we could track hardware components according to manufacturer and model.

The program comes with optional DOS and Windows interfaces, and it's cheap: You can scope out 100 workstations for \$ 395 and 250 workstations for \$ 595.

SEBASTIAN RUPLEY

Cheaper than Windows apps

Upgrading a DOS machine to Windows isn't always an option. If you're sticking to DOS and saving your pennies, the \$ 119 PFS:First Choice package from Spinnaker (617-494-1200) is a bargain. It integrates word processing, database, spreadsheet, and communications capabilities into one uniform interface. Version 4.0 adds several key features that make it better than ever.

The word processor's graphical mode for previewing fonts and formatted text is new to this version, as are scalable fonts.

The database module now sorts on three fields instead of two, and you can spice up database reports and spreadsheets with fonts. The spreadsheet module now supports both hidden columns and user-definable column widths. All of these improvements are long overdue.

Our verdict: Version 4.0 is a worthwhile upgrade for current PFS: First Choice users and a good buy for anyone who wants cheap, well-integrated applications without moving to Windows. You won't be buying state-of-the-art apps, but you'll get your work done.

DAVID HASKIN

Racy Graphics

Painter's multiple palettes (see screen shot below) and tools let you achieve unusual effects, such as making photographs resemble oil paintings.

Sketcher works best with grayscale images (see below). Like its sibling, the program lets you achieve unusual effects, such as mimicking grainy paper.

TrueType fonts for DOS apps

Want to share your TrueType fonts between Windows and DOS programs? Then TrueType for DOS from MicroLogic Software (510-652-5464) is for you. This \$ 99.95 program brings TrueType support to DOS versions of Microsoft Word, WordPerfect, and Microsoft Works. (The program also works with other WordPerfect applications that use the same printer files, such as LetterPerfect.)

TrueType for DOS ships with 36 scalable TrueType fonts. If you're running a supported application, you can scale fonts to any point size from 2 to 999.

JON PEPPER

A Stationary Mouse . . .

PortaPoint from Interlink Electronics (805-684-2100) is a clever mouse alternative that's similar to the popular J-Mouse (which lets you steer your mouse pointer with the keyboard's J key), but is a stand alone device. You move the cursor by pressing a button that contains a solid-state sensor; the harder you press, the faster the cursor travels. Using your index or middle finger leaves the adjacent fingers free to press the right and left mouselike buttons that sit just below the pointer button.

The \$ 79 PortaPoint weighs only 2 ounces and measures just under 3 by 2 inches. Its small size and light weight make it ideal for use with a notebook computer. If you like the sensitivity and style of a built-in pointing device but yearn for a standalone version, PortaPoint is a winner.

NATHAN GARCIA

Concierge on a floppy disk

Quick! Name an Indian restaurant in the East Fifties with top-rated food and wheelchair access. (Try Dawat's on E. 58th Street between Second and Third.) With a notebook PC and the Windows-based Zagat-Axxis CityGuide from Axxis (215-896-0576), you can find out and get detailed directions.

CityGuide is based on the popular Zagat restaurant and hotel guides. We previewed a version using the New York City database (\$ 99). You can display splashy maps at varying levels of detail (the program contains every address for listed cities), and use sophisticated search techniques.

JON PEPPER

Fontographer Soups Up Type

Type mavens looking for some help should be thrilled with Altsys Corporation's (214-680-2060) Fontographer for Windows. Like its popular sibling on the Mac, the \$ 495 Windows version lets you create and alter type with precision.

Fontographer lets you create new typefaces and change existing sets of fonts. It also provides all the tools you need to design logos, auto-trace images, and generate other art work. And you can generate and edit both hinted Type 1 (PostScript and ATM compatible) and TrueType font formats; EPS format; and Unix format Type 1 fonts.

Although the product ships with some sample fonts, its real value lies in the precision tools that let you draw a new character set. The tool palette includes freehand-drawing and pen tools, and it lets you change font weights, rotate and scale fonts, and edit bitmaps and outlines. You can also control virtually every character attribute, including width, kerning, offset, and more. Fontographer is a slick tool if you're bored with standard fonts, buy it.

JON PEPPER

Hard Drive Voyeur

If the information is out there, you can get it into Windows by using Outside In for Windows from Systems Compatibility (800-333-1395, 312-329-0700). This \$ 89 utility finds and views data created in DOS, Windows, or Mac applications and copies it into any Windows application.

At the heart of Outside In is an exhaustive collection of file viewers. Peer into files created in any of more than 100 formats, and Outside In copies the information you select into any Windows application. The original file's spacing, font size, and formatting are preserved.

You can even search on filenames or on text within files.

WENDY TAYLOR

Two That Do True Color

Who needs a Mac for graphics anymore? SuperMac Technology (408-245-2202) is bringing its Macintosh graphics expertise to the PC. The SuperMatch 20T monitor and Thunder/24 for Windows graphics accelerator are a great high-performance true-color combination for desktop publishing under Windows.

The \$ 2,899 SuperMatch 20T has a spacious 19-inch viewing area and handles resolutions of up to 1,152 by 870 pixels.

The SuperMac Thunder/24 video card draws from a palette of up to 16.7 million colors for photorealistic images at 1,152-by-870 resolution. The card was fast in our tests, but it lacks a VGA chip, so a VGA pass-through connection is required. The Thunder/24 comes in ISA (\$ 1,799) and EISA (\$ 2,999) models.

WENDY TAYLOR

Television Ease

Chuck that remote control. WideAngle uses a metaphor for switching between Windows applications: television channels (see below, at right). In previous versions, setting up and using the product's virtual desktops each of which can have its own set of associated Windows or DOS applications was like a nightmare that follows a late-night horror flick. Version 3.0, however, leans toward the familiar.

Setting up channels can still be a bit complex, but switching between, say, a graphical image in Norton Desktop for Windows (see below) and a DOS spreadsheet is simplicity itself. WideAngle is tailor-made for users who would rather be couch potatoes than break a sweat switching among apps. One caveat: It's easy to lose track of how many applications you're running, and WideAngle doesn't warn you when memory is low.

Living Color, fast Windows

Scanned photographs and color images don't have to look like faded, grainy approximations of originals. The \$ 1,299 PaintBoard PC true-color video card from RasterOps (800-729-2656) displays photo-quality images in their true colors even at resolutions as high as 1,024 by 768 pixels.

A Windows accelerator at heart, the PaintBoard PC uses three S3 accelerator chips to boost graphics performance. Our tests confirmed that the triple processor design does the job screen redraws are quick, and windows snap into place. The PaintBoard also has its own VGA chip, so you don't need a VGA pass-through connection.

WENDY TAYLOR

No Frills

Visio skips artsy effects, which many other graphics programs get bogged down on, and focuses instead on business graphics. Drag and drop, rather than a pencil-and-paper metaphor, is the heart of this drawing package. Stencils, shown at left below, contain objects you can associate as org charts, forms, and more. The org and flow charts below were built by dragging objects from the stencils at left and associating them with each other. For an expedient way to produce high-quality diagrams or for precise, sophisticated business graphics, Visio is exceptionally qualified.

The Fastest Sound Card

It talks! Video-card maker Orchid Technology (800-767-2443, 510-683-0300) has revved up the speed on its Fahrenheit 1280 Windows accelerator and added voice annotation capabilities. The new \$ 299 card, the Fahrenheit VA (for voice annotation), records and attaches voice messages to Windows documents.

The graphics half of the Fahrenheit is better than ever. The board uses S3's new 801 accelerator chip, and it's faster.

The voice annotation, though, records sounds in a nonstandard format, so you can't play messages on other PCs unless the recipient has a "playback" version of the software.

WENDY TAYLOR

TimeVision does Easy Scheduling

Scheduling software is hot right now, but many programs are designed for network or groupware use. If you want to do your scheduling from a single PC, try TimeVision.

TimeVision is a single-user (though full-featured) version of Powercore's (800-237-4754, 815-468-3737) Network Scheduler 3 work-group product, and it mimicks that program's flexibility. You can plan your appointments and events,

Windows for Workgroups: accessible network power; includes related artic

add target completion dates and priority levels to your to-do lists, and look at all this information in a wide variety of useful views.

A toolbar at the top of the screen gives easy access to basic tasks, and \$ 119 buys both DOS and Windows versions.

JON PEPPER

Throw away your Rolodex! Contact Software's (800-365-0606) Act contact manager organizes the mess of phone numbers, business contacts, appointments, and other bits of information on scraps of paper lying around your desk. The Windows version of Act now imports and exports dBase files, allows for drag-and-drop scheduling, tracks contacts using customizable fields, and stores unlimited notes for each contact. It also ships with dynamic link library macros that link it to Windows word processors. An automatic phone dialer and integrated fax features also help keep you in touch.

Keying in credit-card receipts is never a joy. The newest versions of Intuit's (800-624-8742, 415-322-0573) Quicken for Windows and Quicken for DOS give you an alternative. Both come with IntelliCharge, a combination of a Quicken Visa Gold card and an electronic service (\$ 3 a month for service by modem) that dials CompuServe to download your credit-card transactions into a Quicken account. Of course, you'll have to use Intuit's credit card to use the service. For more on the newest versions of Quicken, see our November issue, page 60.

Windows for Workgroups 3.1, \$ 849.95 (starter kit)

Microsoft Corp.

One Microsoft Way Redmond, WA 98052 (800) 426-9400 (206) 882-8080

SIC: 7372 Prepackaged software ; 3577 Computer peripheral equipment, not elsewhere classified

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FOCUS - 18 of 83 DOCUMENTS

Copyright 1999 Business Wire, Inc.
Business Wire

May 12, 1999, Wednesday

DISTRIBUTION: Business Editors

LENGTH: 1381 words

HEADLINE: Mail Boxes Etc. Recommends QuickBooks for Its Network of Franchised Retail Centers in the U.S.

DATELINE: MOUNTAIN VIEW, Calif.

BODY:

May 12, 1999--

New Intuit Open License Program Specifically Designed for Large Organizations with Multiple Small Business Operations or Franchisees

Intuit Inc. (NASDAQ: INTU) today announced that Mail Boxes Etc. (MBE) is recommending QuickBooks(R), the No. 1 best-selling small business accounting software nationwide, for use in participating MBE centers. MBE Headquarters will purchase QuickBooks 99 and QuickBooks Pro(R) 99 through the new Intuit Open License Program (IOLP) and will centrally administer its deployment to participating independently owned and operated U.S retail centers to help franchisees streamline their accounting management and reporting. Through this program, MBE franchised centers will realize substantial savings. MBE, the world's largest franchisor of retail business, communication and postal service centers, will integrate QuickBooks with its existing Financial Manager(tm) software program to create an easy-to-use accounting and reporting software solution for its franchisees. MBE has developed the new version of its Financial Manager to import and export QuickBooks data, helping to save time and eliminate repetition of data input for franchisees and their managers. The IOLP will allow easy and centralized purchasing of products, product technical support and future upgrades. "This program allows MBE headquarters to offer our franchisees an easy-to-use, customized financial solution that will help them run their centers more efficiently," said James Amos, MBE president and CEO. "This unique program allows franchisees to benefit from MBE's proprietary Financial Manager program and QuickBooks' state of the art accounting program. This is a key component of our overall commitment to technological solutions for both our franchisees and our customers." "We're excited to be working with MBE because it allows us to illustrate how the new Intuit Open Licensing Program offers a big business advantage to small businesses that work under a larger corporate umbrella," said Marc Spier, Intuit senior product manager. "Our program will allow MBE to offer all of its franchisees an easy, cost-effective financial management tool that can help each owner better manage his or her business." MBE's selection and integration of QuickBooks with its point-of-sale (POS) computer system is part of the company's technology initiative designed to make business easier for franchisees. In addition to installing the state-of-the-art POS system, satellite technology is being utilized to improve communications between franchised centers and headquarters. New MBE franchisees will receive QuickBooks training through MBE University, the company's training facility in San Diego, and established franchisees may attend regional training seminars. Intuit will provide ongoing customer support. There are at least 400,000 franchised companies in the United States, many of which are looking to small business software solutions such as QuickBooks to help them better manage their businesses. Intuit's new Intuit Open License Program, which is based on industry standard practices, terms and conditions, is designed for organizations with multiple small business operations or franchisees. "Customers have responded very positively to the way we have designed the IOLP. It's a great way for them to acquire and manage licenses" said Spier. "Beyond MBE, other companies, such as American Family Insurance, are working with their resellers to acquire licenses through the IOLP." The IOLP allows large organizations to purchase QuickBooks for distribution to its multiple small businesses or franchisees. Substantial savings can be earned through volume purchases and the purchase of related products and services, such as future upgrades, QuickBooks Support Network technical support plans and the QuickBooks Tax Table Service.

Mail Boxes Etc. Recommends QuickBooks for Its Network of Franchised Reta

The program is a cost-effective way for organizations to standardize their accounting system, make sure all users are on the latest version and maintain ongoing customer support. The software is easy to learn and use and can be customized for individual businesses (customization is handled by the organization and not by Intuit). The Intuit Open License Program is available through distributors (Ingram and Tech Data), corporate resellers, and in the near future, directly from Intuit. Intuit's retail resellers can participate in the IOLP by buying directly through Ingram or TechData and then directly serving franchisees and other small businesses that are interested in implementing the program.

About MBE

Mail Boxes Etc. a wholly owned subsidiary of U.S. Office Products (NASDAQ: OFIS), is the world's largest franchisor of retail business, communication and postal service centers. There are more than 3,700 centers operating worldwide, with master licensing agreements in place for the development of the MBE business in 60 countries around the world. In the United States, MBE centers are owned and operated by licensed franchisees of Mail Boxes Etc., USA, Inc. Outside the United States, MBE centers are owned and operated by MBE master licensees or their franchisees. MBE maintains a Web site at <http://www.mbe.com>. US Office Products is one of North America's leading providers of office supplies, office furniture, and office coffee breakroom products. In addition to MBE, USOP also owns and operates Blue Star Group Limited, a leading supplier of office products and business services in New Zealand and Australia. USOP's website can be found at www.usop.com.

About QuickBooks

QuickBooks, with over 80% retail market share and more than 2.2 million users, is the undisputed leader in accounting software for small businesses. QuickBooks Pro brings complete financial and business management capabilities to small business owners who do not want to deal with the hassle of trying to understand accounting jargon or debit/credit accounting. Using QuickBooks, small business owners can easily create custom invoices, enter sales, perform payroll, manage inventory and even do their banking and pay their bills online. QuickBooks Pro adds easy job costing, estimating and time tracking capabilities as well as multi-user functionality and new integration with Microsoft Word and Excel. Companies interested in the licensing program can contact Intuit at licensing@intuit.com.

About Intuit

Intuit Inc. (NASDAQ: INTU), the financial software and Web-based services company, develops and markets Quicken, the leading personal financial software; TurboTax, the best-selling tax preparation software; and QuickBooks, the most popular small business accounting software. Intuit's Quicken.com Web site (www.quicken.com) is a leading financial Web site, offering a comprehensive set of financial news, information and tools, including insurance, mortgage, investment and tax preparation services. Intuit's products and services enable individuals, small businesses and financial professionals to better manage their financial lives and businesses. Intuit, Quicken, QuickBooks, QuickBooks Pro and TurboTax are registered trademarks of Intuit Inc. All other trademarks are property of their respective owners.

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Copyright 1998 PR Newswire Association, Inc.
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September 15, 1998, Tuesday

SECTION: Financial News

DISTRIBUTION: TO BUSINESS AND TECHNOLOGY EDITORS

LENGTH: 658 words

HEADLINE: Intuit Selects Release's Digital Services for Online Sales Channel;
Intuit's Best Selling Software Titles Available Through the Release Software Network
**LEXIS-NEXIS Related Topic-
sno targeted Topics.**

DATELINE: MENLO PARK, Calif., Sept. 15

BODY:

Release Software (<http://www.releasesoft.com>), the company that offers businesses and consumers an easy way to evaluate, buy and instantly receive software products across the Internet, today announced it has signed an agreement with Intuit (Nasdaq: INTU) to provide comprehensive electronic software distribution (ESD) services for software sales directed to the online channel, including store remodeling, download hosting, transaction management, and sales reporting. As part of the agreement, Intuit and Release are launching an innovative printed and electronic direct mail campaign that links customers to Intuit's point-of-sale electronic kiosk where they can evaluate and immediately purchase Intuit's premier products, including Quicken, TurboTax and MacInTax -- or customers can call a toll-free order number and have a boxed version shipped to them.

"We are pleased to partner with an undisputed leader like Intuit," said Matthew Klein, CEO of Release Software. "Both Release and Intuit share a similar vision: that the Internet enables an entirely new way not only of delivering software, but also of marketing and selling it."

"We chose Release Software to develop online kiosks to support this year's launch of Quicken and TurboTax," said Jacqueline Maartense, Director of Online Sales Channel Development at Intuit. "Intuit plans to significantly increase marketing efforts to ESD customers over the next year. By choosing Release Software, we are demonstrating a commitment to providing our customers with ESD in a new and improved online store."

As the publisher of the best-selling tax software in the U.S., Intuit is subject to a firm deadline to deliver tax software to consumers in time to comply with the yearly IRS filing date. Release offered Intuit a responsive, customized and cost-effective solution to meet the demands of Intuit's online direct customers.

About Intuit

Intuit Inc., a financial software and Web-based services company, develops and markets Quicken, a leading personal finance software; and QuickenBooks, the most popular small-business accounting software. Intuit's Quicken.com Web site, <http://www.quicken.com>, offers a complete set of personal finance news, information and tools, including the leading mutual fund and insurance sites. Intuit's products and services enable individuals, small businesses and financial professionals to better manage their financial lives and businesses.

About Release Software

Founded in 1994, Release Software Corporation (<http://www.releasesoft.com>), is transforming the Internet into a channel for digital goods. Release has built a distribution network composed of

Intuit Selects Release's Digital Services for Online Sales Channel;

hundreds of electronic points of sale, selling thousands of downloadable software titles. Today, Release offers businesses and consumers an easy way to evaluate, buy, and instantly receive software products across the Internet through its strategic partners, including Egghead.com, FutureShop.com, Symantec, Intuit, Computer Associates, Lotus, Cendant, Macromedia and The Learning Company. Release Software is venture capital funded and headquartered in Menlo Park, California.

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SOURCE Release Software

CONTACT: Abbe Patterson, Director of Corporate Communications of Release Software, 650-463-2490, or abbe@releasesoft.com; or Tracy Benelli, Director of Corporate Communications of Intuit, 650-944-2774, or tracy_benelli@intuit.com

LOAD-DATE: September 16, 1998

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Coactive Television – Interactive TV, the Web, and "Co-vergence"

A User and Content-Centric Re-visioning

A White Paper by
Richard R. Reisman, President, Teleshuttle Corporation
 September, 2002



Part 1

Concept Summary

Introduction

The need for coactivity

Part 2

Enabling coactivity

Building on coactivity

Background and call to action

Part 1 of this White Paper is provided below

To receive the complete White Paper with Part 2, free, please email your request, as follows:

- Subject line = "WHITE PAPER"
- Email contents - please include ALL of the following
 - Full name
 - Title
 - Company
 - City
 - Opt out: *[[please state if you do NOT wish to be placed on our CoTV mailing list]]*
- Email to info@teleshuttle.com

If you wish ONLY to be placed on our CoTV mailing list, for news about CoTV, (and not receive the White Paper), please enter "COTV LIST" in the subject line

Concept Summary

1. *People want to interact with content – devices matter only as the interfaces to content.*
2. *Viewers most often want to interact with content related to what is on TV, not with what is on TV.*
3. *Sometimes you feel like leaning back, sometimes you don't.*
4. *Technology should empower, not confine.*

Current efforts at interactive television (ITV) have been crippled by simple misunderstandings and failures of the imagination.

One of the key misunderstandings relates to what interactive TV is. The skeptics are partly right, that TV is largely a passive medium, and interactive TV is something of an oxymoron. But they are wrong in missing the point that *many viewers often do want to interact with content that is related to what is on their TV.* The term "coactive TV" directs our thinking to this experience of

media multitasking, to how we can interact with Web-like hypermedia content in full coordination with what we watch on TV. The technology challenge of interacting with our TV is a red herring—a problem we need not solve. The problem we do need to solve is how we can create this coactive media experience. That is actually less daunting, and largely a matter of software.

Victims of this misunderstanding, TV and PC industry players have struggled to redefine and extend their offerings to add TV-related interactivity. This has failed to capture the imagination of viewers because they have battled over their boxes instead of thinking outside of them. TV and computers are converging into a common core technology, but we still need to live with the fact that they will not converge into a single presentation device, at least not any time soon.

To provide a powerful user-centric interactive TV experience, we must look outside our current boxes to "co-vergence" – TV and PC device sets must *work together* in seamless coordination – to provide a powerful and unified interactive experience (see Figure 1). When we shift to that perspective, it becomes apparent that a rich second-generation ITV service is achievable now, with simple software, using existing TV and PC systems. It will get even better and more flexible with more advanced hardware, but the rich coordination needed to make ITV available and useful can be done with the equipment that tens of millions of people have in their homes right now.

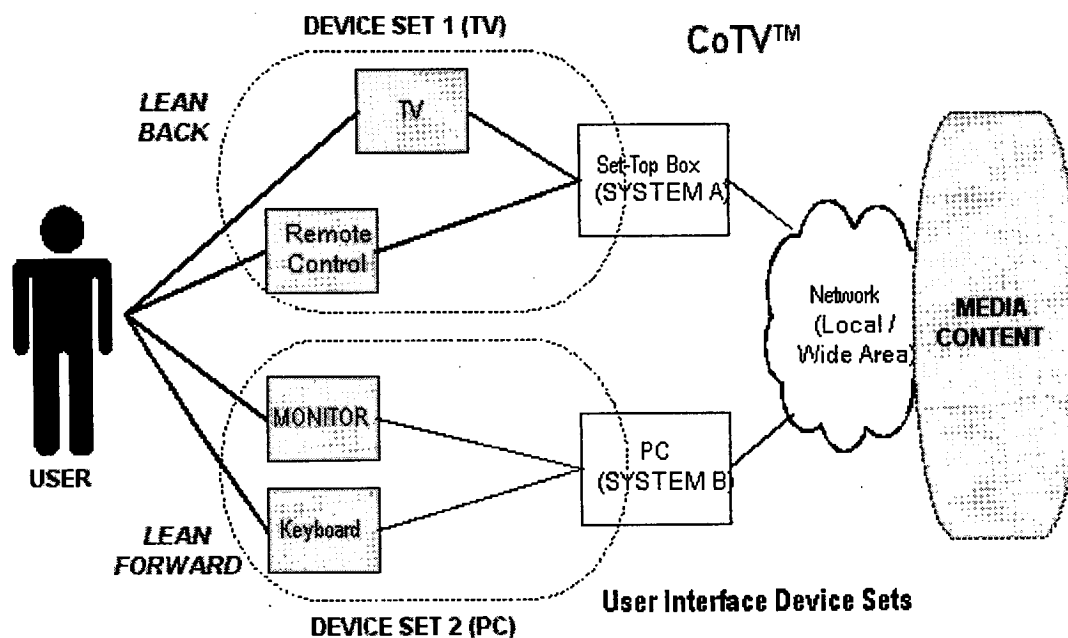


Fig. 1

This paper explores the ideas of coactivity and co-vergence, what they enable now, and how they will evolve. It centers on the perspective of the user, and shows how serving the user supports the profit and service objectives of the key industry players.

The key points are:

- The debate over whether viewers want to interact with their TVs misses the point that they often do *want to interact with content that is related to what is on their TV*. That is a very different matter. Much of what has been called interactive TV is better understood as coactive TV.
- ITV based on the TV and remote control, and driven by smart set-top boxes (STBs) has been stalled by the inability of cable carriers to justify the expense of deploying more advanced STBs. Even apart from that, it is doubtful that the TV and remote control can effectively support serious interactivity, however smart the STB.
- A variant form of ITV based on synchronizing TV viewing with related Web interactions on a nearby PC, has been hampered by the difficulty of making that coordination easy and effective for viewers. Some 50 million homes already have PCs near a TV, but few TV programs support synchronous Web-enhanced TV, and few users bother finding the Web sites for those programs.
- Human interactive tasks vary dynamically across a spectrum, from brief, simple interactions with small amounts of supplementary data, to extended, complex interactions with extensive data and complex transaction steps. *Sometimes you want to lean back, sometimes you don't*. A TV and remote works for simple interactions, but not for serious interactivity—especially when there are multiple viewers.

- An ideal ITV system would let the user interact on a TV screen that is across-the-room when that is simplest, or on a high resolution PC-style device when that richer capability is desired. Richly interactive TV viewing should be a *multi-modal* experience. The user should be able to use any device he wants, whenever he wants.
- As wireless laptops and new form factor tablet PCs become widespread, an ideal device for rich ITV interaction will be at hand in many homes *at no added cost*. Wireless PDAs can also be used as an effective complement to the TV and remote.
- The CoTV™ technology described here can provide the coordination needed for this co-vergence™. In the near term, seamless coordination of TV and PC interactivity can be achieved with novel ITV portals that link *the user's current STB and PC* through a cable headend. Simple software extensions to current Internet browsers and STB software can be downloaded to current home devices to complete this linkage at low cost. Later, this can be done with wireless home networks. The core of CoTV™ technology is the export and import of the current state of a user's interactive session between the TV and PC.
- From the user's viewpoint, this lets him decide which box he wants to interact through, and to change that when his needs change. Advanced versions can support an "inter-box™" session in which interactive sessions may start on the TV and then be transferred mid-stream, on demand, to a PC (or PDA), while maintaining the context of the session. The user will see the corresponding screen, with no loss of position, history, or data entered, and can maintain full continuity in any remote server session (such as during shopping or gaming).
- For programmers and advertisers, this provides a flexible platform for compelling enhanced content and direct response marketing using TV and PC devices in a fully integrated manner. Markup coding can be used to selectively target content to either the TV or PC. Personalized, addressable ads, VOD programming, and other streaming can be fully supported.
- For cable providers, CoTV™ portals can provide a new service that generates fees from users and/or advertisers. For satellite TV providers, this capability can motivate linkage of the STB and PC in the home to enable not only inter-box™ ITV, but other interactive TV services that draw on PC relay to a broadband back-channel.

The first generation of ITV has been hobbled by misunderstanding, resulting in the inability of either TV or PC industry players to find a value proposition that serves both themselves and the consumer. CoTV™ provides a simple new context, for a *win-win collaboration* that allows all the players to cooperate in bringing value to the user, and to share in profiting from the powerful new services and related commerce opportunities that will create. It is a collaboration that can bear fruit now, and grow rapidly to embrace a larger market that will demand increasingly advanced products and services.

Introduction

What is interactive TV?

Ask three media people what interactive TV is and you will get at least four answers. The term has been a catch-all. Few have really been clear about the fact that there are three very different kinds of interactivity.

- *Interactivity with a TV set* is the one that is most successful. This got its first big jump with the use of the remote control to enable new channel surfing behaviors, and is evolving to include video-on-demand, VCR-like pause, rewind, and fast forward, commercial skipping and the like. It does not change any content, only how we view that content.
- *Interactivity with TV program content* is the one that is "interactive TV" in its deepest sense, but it is also the most challenging to produce. This is the idea that the program, itself, might change based on viewer input. Advanced forms, which still seem pretty far off, include dramas where viewers get to choose plot details and endings. Simpler forms, which are enjoying some success, include programs that directly incorporate polls, questions, comments, and other forms of (virtual) audience response back into the show. There is much debate as to how effective and popular this kind of truly interactive TV can be. It seems likely that some forms of it will become popular, but that viewing of pre-defined content will remain a major part of the TV experience indefinitely.
- *Interactivity with content that is related to what is on TV ("coactivity")* is the one that has been least understood, yet is most likely to radically alter TV viewing over the next decade. Examples include getting more information about what is on the TV, whether sports, movies, news, or the like – or, most likely to pay the bills, more information about what is being advertised, and the ability to buy it. Partial steps in this direction have been taken and shown valuable, but confusion with the first two has impeded recognition of just how valuable they could easily become.

The proponents of ITV and the nay-sayers are both partially correct, but both seem to miss the opportunity that coactivity offers. The rest of this paper is oriented to re-visioning the part of this misunderstood beast - coactive TV – what it can be, and how we can enable it.

Chickens, eggs, and set-top boxes

At the height of the digital media boom of the late '90s, it appeared that the long-heralded convergence of TV and computer-based media was within reach. Interactivity and "t-commerce" were seen as gold mines, and the TV industry was preparing to deploy a new generation of advanced digital STBs that were to enable this new age of interactive TV. Much of the cable plant had been upgraded for two-way digital services, and first generation digital STBs were deployed to some 15 million homes, but those boxes lacked the computer power for more than the most basic interactivity. Another round of investment was needed.

As the cold light of skepticism and tight capital replaced these rosy predictions, the cable industry pulled back on plans to deploy advanced STBs. We now face what is often called "the chicken and egg problem" – which comes first?: how can we justify advanced STBs without demonstrable demand for advanced services, and how can there be demonstrable demand if there are no advanced STBs to enable consumers to try and buy services they do not yet understand.

Given this current impasse, the industry is trying to find other services that can generate revenues with current digital STBs now, and begin to offer a taste of interactivity to prepare the market for more. These include interactive services that are structured to draw on intelligence at remote head-end servers to support simple t-commerce, games, and such, and other limited forms of interactivity such as video on demand (VOD). Without thinking in these terms, the industry came to understand that *interactivity with the TV set* was valuable and readily enabled, and that has become the primary focus for now.

One-box, Two-box, Inter-box, Any-box

But the call of interactivity with content still beckons. Some programmers have sought to avoid this problem of the STB by moving these interactions to the Web. This potentially serves the roughly 50 million households that have a PC in the same room as the TV. For selected shows such as Jeopardy or Monday Night Football, a viewer can go to a Web URL for the program. Upon logging in and indicating the time zone, Web pages can then be provided in synchrony with the TV program. This "two-box," "two-screen" ITV scheme, often called Enhanced or Extended TV (ETV), and also known as "synchronized TV" or "telewebbing" offers considerable flexibility by being able to provide any kind of Web content with the full interactive user interface of a PC browser, but the coordination with the TV is very limited and must be established by the viewer every time a program is tuned in. The Web enhancements are synchronized globally (by time zone) and thus not applicable to VOD or time-shifted programming, or other individual variations such as addressable ads.

The "one-box," "one-screen" solution of interactivity on the TV screen and driven by the STB is far more seamlessly coordinated, since the interactive elements are presented by a browser within the STB that is fully aware of the program content and any interactive elements are tightly associated with that. There is no URL to enter. If a program has interactive enhancements, they are at hand and ready to interact with. If the viewer changes channels, the STB knows it, sees the corresponding interactive elements, and interaction is directly coordinated. If a Digital Video Recorder is used to pause, rewind, or defer viewing, the interactive elements can retain their synchronization. Current two-box technology cannot accommodate any such variations. For reasons such as these, much of the industry regards "two-box" solutions as just a stopgap, one that may be more or less useful to get limited interactivity while we wait for an effective "one-box" solution. The industry seems to have settled into the camps of those cautiously exploiting the two-box stopgap and those who ignore it as a temporary distraction.

This is where the industry imagination has fallen short, and the user perspective has been missed. In a simplistic view, one-box ITV is convenient to the user, and two-box reliance on a separate PC is awkward. What this simplistic view forgets is that

- One-box ITV is not so convenient when one wants to interact with more than a small amount of information in simple ways, especially when other viewers want to watch the program in its full-screen glory without interfering interactive overlay menus and text.
- Two-box ITV can be fully coordinated by adding some simple software to both the STB and the PC that links the two systems for coordinated use.
- As wireless laptops and tablet devices become more common, whether full function PCs or simple "Webpads," or even wireless PDAs, the second box can be physically quite convenient, and the user's desire to use it will grow strong.

The user does not care what comes from the cable or satellite or broadcast TV source or what comes from the Internet. The user does not care how the boxes might be connected and coordinated. All he cares about is the functionality of his viewing experience. Once the user becomes familiar with ITV and the various kinds of tasks he can do, he will want to be able to decide which box to interact with and when, and will want to be able to use any intelligent box he has and deems useful ("any-box"). He will want his boxes to be coordinated so that what he does at one box can be reflected at the other box. He will want to decide when to work on one box, such as for a few quick interactions, and when to shift the activity to another box, such as for more intensive interaction ("inter-box"). By failing to recognize this as coactive TV, the nature of this multi-tasking coordination has been missed.

This any-box/inter-box coordination of ITV, this coactive TV, may sound like idealistic futurism, but it is not difficult to do. It can be made available not in years, but in months. Much of this capability can be achieved with no new hardware in the home, just by downloading some software and providing some simple server support, at a relatively modest investment. More advanced coordination will come as home networks make the linkage even easier.

The need for coactivity

Sometimes you feel like leaning-back; sometimes you don't

Before outlining the technical aspects of just how this coordination can be achieved, it may be helpful to look more deeply why this capability is so important to enabling really powerful and user-friendly ITV and other similarly advanced interactive hypermedia. The short-term chicken and egg problem with one-box ITV set-tops is well recognized in the industry, but the deeper limitations of one-box TV interactivity are not.

Most people became familiar with interactive media when the Web became popular in the mid- to late-'90s. We learned the wide range of tasks, services, and communications that can be facilitated using a fairly simple and powerful Web browser user interface, combined with the open linking of content and services on the Internet. We became familiar with high-resolution computer monitors, keyboards, and mice or similar pointing devices. Few of us remember the early days of interactive services, starting decades ago with much cruder screens and pointing devices like cursors and arrow keys. Services like videotex, teletex, and the early Prodigy service. Clunky text, displayed fuzzily on TV screens using Commodore 64s and Apple II's. Tabbing line-by-line through menus. The reason few remember that is that few were willing to use such awkward and restricted systems. Now we are being invited back to those glorious days of yesteryear. It is déjà vu on the interactive TV screen.

Forgetting the constraints technology may or may not put on how we do it, consider the essential human experience of ITV and related media browsing activities. We work with various input/output devices, having various form factors, that let us see and hear video, audio, text, and other kinds of data as outputs, and to point, select, command, and enter text or other data as inputs. Let's call the group of input/output (I/O) devices we work with on any given task a device set (see Figure 1). What is important from this perspective is not the STB or the PC or any other controller system, but the fact that these device sets, however they are driven, serve as the user's window into a virtual world of media content, wherever it may be.

- The typical device set for watching TV is a TV monitor, usually across a room, and a remote control keypad that can be held in the hand (with links to the TV or STB via wireless infrared transmissions). This configuration of I/O devices has a form factor that is very effective for relaxed viewing of video images and simple device control interactions such as channel changes and volume adjustments. It is also workable for somewhat more complex interactions such as using an electronic program guide (EPG) to review a TV listing grid on-screen, scroll through it, and select shows to watch or view as video on demand. This is well suited to the lean-back mode of activity of the "couch potato."
- The typical device set for browsing the Web or doing other information-intensive tasks on a PC is a high-resolution screen, used up-close, and a keyboard and mouse or touchpad or joystick. This form factor is very effective for reading, entering, and interacting with text, controlling complex activities using multiple windows and rich graphical controls, and controlling highly interactive multimedia experiences such as DVD and Internet video. It is widely recognized that the graphical user interface (GUI) first popularized on the Macintosh is what changed the PC from a tool for analysts to an information tool for people of all kinds, and that the GUI of the Mosaic browser (commercialized as Netscape) is what changed the Web from a tool for physicists to a medium for everyone. This configuration works very well for the lean-forward mode of activity typical of most Web browsing and related e-commerce.

In thinking about user interfaces and the device sets we need to embody them, it becomes apparent that these differences in lean-back and lean-forward device sets are fundamental to the kind of user interface device technologies can expect to rely on for many years to come. Someday we may have heads-up displays, head mounted goggles, and data gloves or even bionic interfaces that can present images of any format and sense rich gestures from any posture, but that day is probably many years off, at least for most purposes. High definition (HDTV), big-screen TV monitors and wireless keyboards could make working with text across a room a bit more workable, but that will never beat a lean-forward screen for extended intensive use. Similarly, we can get HDTV on an up-close PC monitor (or a second such monitor), but that will rarely be the ideal way to kick back and relax with a movie.

ITV and the spectrum of interactivity

But wait, some would say – lean-back interactivity may be limiting, but isn't ITV a matter of simple interactions that do work on the TV-type device set? Aren't current ITV services carefully designed to use few short menus, minimize text entry, and allow useful

tasks to be completed with a few clicks. Doesn't that mean the one-box solution will be just fine?

Only in part. Current ITV services seem to be repeating the early evolution of computer interactive services. Simple, limited UIs favor simple, limited services. More complex services can be attempted, but do not work well. Some limited market develops for the simple services, however slowly. But as soon as a better UI is available, the floodgates open, and the latent demand for richer services causes a quantum leap in the richness and variety of services offered. (AOL and CompuServe WinCIM made one such step, and Netscape made another.) Simple services become more polished and complex services are no longer hobbled. Online environments that could not keep pace dropped away, as those that did flourished.

Current one-screen ITV functions much like the early '90s pre-Web version of Prodigy, with simple walled garden services not much richer than the simple videotex systems of the '70s (Prodigy used the same videotex presentation technology, called NAPLPS). We are so inured to the current limitations that few look ahead to what ITV could become with an effective suite of UI devices. Just as the Web quickly took on a depth and richness and sophistication far beyond Prodigy, ITV can evolve to have a similar richness and power.

WebTV unwittingly demonstrated the power of a good interactive user interface by doing the reverse adaptation, degrading the Web to work on a TV screen. The inherent limitations of that adaptation are recognized as a major cause of WebTV's failure. But cable players still talk of similar Web and PC services driven by their STBs. When all you have is a hammer, you can use it to drive a screw, but that will not be very satisfying if you have ever used a screwdriver.

Similarly, this simplistic form of TV-related interaction limits the vast potential of rich and open enhancement content. The Web moved online interactivity beyond simple and limited sets of screens with a narrowly programmed content theme, to deliver flexible, user-controlled linkage to a vast variety of content that could follow tangent upon tangent, giving us the concept of Web surfing (including both its casual and serious forms). ITV can extend that evolution into coactivity with a similarly open (and far more rich) hypermedia space of content related to an evolving, personally shaped video experience.

As an aside on industry dynamics, TV distributors, programmers, and advertisers may be concerned that greater richness will cause a leakage of their viewers away from the content they control and derive revenue from. However, the upside of this can bring even greater potential to attract, keep, and profit from viewers who find the base TV program to form the center of a truly compelling multimedia experience. ITV will have limited appeal as long as it is confined to the trivial: simple trivia contests, play-alongs, and spoon-fed content. The TV experience becomes far richer and more valuable, and can build enthusiastic community bonds, when it integrates with deep and rich content and services. Similarly, advertising can go beyond simplistic responses to offer a fully coordinated suite of rich interactive transactions, demos, tools, configurators, and infomercials (VOD or streamed). Rich opportunities for cross promotion, product placement, and other forms of integrated marketing will emerge as such media develop. In fully open form, such co-vergent services could offer a richness of content greater than any programmer can provide alone. (In deference to the continuity of the viewing experience, such coactive, multi-tasking tangents could also be deferred and held, much like bookmarks, to be pursued after the main program completes.) Nevertheless, the expanded capabilities of the CoTV™ approach proposed here have compelling value even if restricted to a closed, walled-garden service (much as some current Web enhanced TV services such as Disney's ETV are closed).

The right tool for the job, as the job changes

The right tool for the job depends on what the job is, at any given time. ITV and Web interactive experiences are not inherently different, but lean toward different ends of a single spectrum of interactivity. ITV (and other advanced hypermedia) marries video to the Web (or more limited Web-like walled gardens) to range over the full spectrum of activities from pure lean-back, passive viewing to pure lean-forward, intensive interaction. That interaction may include video (or text) across the room, or in a window on a PC screen.

The job, and thus the right tool, varies over time. TV viewing, browsing, and the combined ITV experience is best understood as an interactive "session" having a sequence of steps. The nature of a session changes over time. Tangential sub-sessions can fork off from an initial session. Complex patterns of multi-tasking can occur, especially as a user becomes more skilled and empowered by rich content presented with powerful viewing tools. Some viewers will remain content with simple sessions, but an increasingly large population of "heavy media users" can be expected to exploit whatever power tools are provided, if they are flexible and well designed.

- At one time I may be watching an absorbing movie and want no interaction except maybe to pause for a moment or replay a segment. I may recognize an actor and want to know who he is and what else he was in. While watching a game with friends I may want to check some statistics or see other current game scores. It may be easiest to do that all on the TV,

and not bother reaching for a PC or PDA-type device set.

- At another time I may see an ad for Disneyworld that mentions a new attraction and special rates on hotel rooms. I could just hit a button to request that they email me some information (or send me a videotape), but maybe I want to do a bit more right now. Wouldn't Disney prefer that I could do that? I might do that on the TV, but if I got to picking hotels and accommodation details and coordinating that with flight prices and schedules, doing that on a TV is not the kind of feat to try at home. For that I would want to be using a PC-style lean forward device set. It would be nice if I could go part way down such an interactive path on my TV, then transition to the PC after I decided this was something I wanted to pursue right now, and be able to do that without retracing my steps from the home page at Disney.com. It would be even nicer to have the full power of a Web browser. Better yet, it would be nice to have access to my Outlook calendar, my hotel and air travel site cookies, and my Intuit budget and payment system. Such capabilities would be valuable for any considered purchase item, such as cars, financial services, appliances, and travel.
- Similarly, if I was watching a game with friends, I might want to go deeper into stats for other games and other teams, or to update a fantasy league selection. Doing that on the TV might be difficult and annoying to my friends. Wouldn't it be nice to just push some buttons on the remote to take the interactive screens I am viewing on the TV and transfer to the equivalent Web version on my PC tablet? And wouldn't it be nicer still if after finding some interesting statistics on the PC that I wanted to share, I could transfer that page back to the TV?
- Back to watching the movie, what if the movie was not captivating, or was one that I had seen before, and I wanted to keep it playing, but dig deeper into the credits, cast, director, related films, and do some serious surfing. It would be nice to do that on a PC in my lap, without having to figure out what URL to go to. At some point I might get re-involved in the movie. Alternatively, I might decide to watch another film with two of the same stars and want to view it as a VOD with just a click from my PC. Before I did that, I might want to view a trailer or other segments of it in a window on the PC screen—especially if others in the room were watching the first movie and not yet convinced that it should be changed.
- Layering on channel surfing, I may be flipping between two or three sports events, and viewing statistics and replays relating to each. It might be nice to have the relevant windows stay open, and have those relating to the current channel pop to the top every time I flip the TV channel (but at other times I might want to decouple that). This experience fully combines the dynamics of both channel surfing and Web surfing.
- Depending on the relative dynamics and urgency of the program and of the coactive sub-tasks, I might want to defer a link to enhancement content that can be held like a bookmark for activation later, perhaps after the program ends. This might be desirable for incidental details about "the actor in this scene" or "the player who just made that play" or "this news story," or for responding to commercials. Such deferral could be set as the standard default, if programmers insisted.
- Similar capabilities can be extended to multiple personal device sets, each used by individual viewers of a single TV screen. The ability to work privately as desired, and to transfer activities back and forth between the shared TV screen and the private PC/PDA screens, could be enable a whole new dimension of group ITV.

What is important from these examples is that the determining factor is not whether the activity is "TV" or "Web" or "computer" activity, but where on the spectrum of interactivity it lies (and how tightly it is coupled to the primary program). ITV can be lightly interactive or intensively so. The same applies to Web-based activities and other computer-driven media activities.

Some limited recognition of the need for complementary device sets has been creeping into the visions of the TV and PC industries. Evolution of the home media gateway brings convergence a step closer to the user, moving toward a technology base of common networks, common controls, and shared content access for an entire suite of home media systems, including TV, home theater, music, digital photos, PCs, the Web. Microsoft has recognized that a lean-back user interface for a computer acting as a media system controller is desirable, and is adding a new lean-back "Freestyle" UI to WindowsXP. Motorola has announced a lean-forward Webpad-style device for use with TV, called the EVr Enhanced TV Viewer, and Philips, Universal Electronics, eRemote, and others have proposed screen-equipped remote controls, including versions based on a standard PDA. These devices do not include support for real coordination as described below. These dedicated devices present another chicken and egg problem: we can't see the need for buying a dedicated device if we can't really see what it could do for us.

User-centric Co-vergence and Any-box flexibility

The emergence of "two-box" ITV using a PC, and of specialized Webpad crossover devices reflects some basic recognition of the limitations of the "one-box" TV form factor, but none of these efforts has addressed the high level of flexibility required for a truly effective user-centric viewing experience.

- The fundamental issue is usage dynamics. A given interactive session might be desirably shifted mid-stream from one device set to another as the dynamics of the task change. From a user-centric perspective, a user should be able to move any session to any device set, at any time. Only the user knows what he wants to do now, what he expects to do next, what tools he has at hand, and which of them he wants to use at any given moment. (While the user will generally want to be the

ultimate arbiter of what appears on what device set, content providers may also exert creative control by recommending default behaviors. This authoring control can be enabled by such methods as coding markup attributes, as discussed below.)

- A second issue that is nearly as critical is that of provisioning. This is the key business economics question of where these boxes come from and who pays for them. From a user-centric perspective, a user would like to have the option to use any UI device set he has available, and not need to buy a dedicated device for use with his TV. Some 50 million households have PCs in the same room as a TV, and an increasing number of these are wireless laptops. A new generation of tablet devices are to hit the market in late 2002, both full function tablet PCs, and cheaper slave tablets based on Microsoft "Mira" technology (with versions for both business and consumer use). A growing number of wireless PDAs are also in homes. Consumers will want to use these device sets for ITV services, if they can. They will not be eager to buy (or pay subscription fees) for dedicated ITV Webpad devices that do not also serve as general purpose PCs or PDAs.

Clearly one tool is not right for all ITV tasks. Multi-function devices are well known to have the common problem of doing none of their functions well. But even a set of specialized tools will be awkward to use if it is not easy to shift from one tool to another as the nature of the task changes during the course of a session. Adding more expensive devices to the cost of an ITV viewing system would just bring us back to the chicken and egg problem. What is needed to break the provisioning impasse is a way to use available devices that are at hand, and need not be obtained specifically for use with ITV. (Dedicated ITV devices might find a market later, when users know exactly what they want in such a device and how much they will use it, and can justify paying for a particularly well-suited model to keep by the couch.)

We can view this in terms of a concept that might be called a Multi-Machine User Interface (MMUI). The broad requirement is to be able to use multiple co-vergent device sets in concert to view a single integrated set of content resources. That capability is provided by a MMUI. Such an MMUI could be controlled by a single integrated box that drives a varied suite of lean-forward and lean-back device sets -- that could be a future convergent STB or computer. The problem is that such a convergent box is a long time off, and such a multi-function system may never be economically attractive. So a key technology question is how can simpler, less costly, independent controller boxes (STBs and PCs/PDAs) be made to work in cooperation to provide such an MMUI?

...

Part 1 of this White Paper is provided above

To receive the complete White Paper with Part 2, please email your request, as follows:

- **Subject line = "WHITE PAPER"**
- **Email contents - please include ALL of the following**
 - Full name
 - Title
 - Company
 - City
 - **Opt out:** *[[please state if you do NOT wish to be placed on our CoTV mailing list]]*
- Email to info@teleshuttle.com

If you wish ONLY to be placed on our CoTV mailing list, for news about CoTV, (and not receive the White Paper), please enter "COTV LIST" in the subject line

...

The final concluding portions of Part 2 are included below

Conclusion: Technology should empower us, not confine us

Making coactive TV and other similar advanced hypermedia happen is a major step in the evolution of media, but in terms of technology, it is an incremental one.

- It does involve changes in user awareness and behavior, new ways of combining and relating content of diverse kinds, and new combinations of distribution, hardware, and software. But it is largely a matter of extension and convergence of current media and systems, not addition of unfamiliar new ones. This becomes clear when we distinguish the key variants that have been confused within the catch-all term "interactive TV."
- All of the pieces we need to make it happen are at hand, or readily provided, and most of the infrastructure is well known. The costs to begin the introduction of next generation coactive TV services are modest, and can expand incrementally with gradual build-out of infrastructure and content production as demand grows.

Technology convergence is necessary, but not sufficient. ITV is not a matter of boxes, whether TV industry boxes or computer industry boxes. ITV is based on interaction by users, and must deliver what the user wants from a hypermedia experience. Users, and content producers have not been fully aware of what they want, because they have seen so little of a real hypermedia experience, and have failed to see the importance of coactivity. But by stepping back and imagining the ideal hypermedia experience, it becomes clear that it mixes lean-back and lean-forward sub-tasks – often with distinct, but related content elements – that can be seamlessly interwoven to work with a rich blend of video, text, and other content. Supporting those sub-tasks is best done with different kinds of device sets working in coordination to present a unified media experience.

This coordination of lean-back and lean-forward device sets stops short of complete convergence, and takes a form we are calling co-vergence. Television and the Web are currently at different ends of a media spectrum. The bands of the spectrum should not be expected to converge into one thing, but to play out as a palette of colors, with different combinations at different times. We need to recognize the nature of multi-tasked coactivity and coactive content. We should not be confined within standalone boxes that can only deal with one band of the spectrum. *Sometimes you feel like leaning back, sometimes you don't.*

Set-top boxes and computers are not in a winner-take-all battle of the boxes – neither can be all things to all people. The sooner we start pulling in the same direction, the sooner a new age of interactivity can be realized and profit all of us.

When Ted Nelson coined the terms hypertext and hypermedia many years ago, he observed that, "everything is deeply intertwined." He saw that the core task for information and media technology was to facilitate deep interconnection. It is time for us to take another step in that direction, and do what it takes to deal with coactive media.

Background and call to action

Richard Reisman, President of Teleshuttle Corporation, has developed these ideas of ITV, coactivity, and hypermedia co-vergence over a number of years, and has applied for fundamental patents on key methods that enable it.

Working through Teleshuttle Corporation, he seeks to cooperate with all participants in the industry to apply and extend these methods, assist in the development of reference designs and relevant standards, and to license this technology broadly for widespread use.

Feedback on these ideas is invited. How can we bring key players together and jump-start the revolution? What are the killer apps? Selected contributions will be posted at the teleshuttle.com/cotv Web site.

Richard Reisman can be reached at info@teleshuttle.com.

9/10/02

[Teleshuttle home](#) - [CoTV home](#) - [Concept](#) - [Tech](#) - [Cable/Sat](#) - [MediaCenter](#) - [CoTV Ads](#) - [Users](#) - [Why CoTV/FAQ](#) - [About Teleshuttle](#)

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Copyright 2000 Gale Group, Inc.
Business and Industry
Online Reporter

May 29, 2000

RDS-ACC-NO: 2446964

LENGTH: 444 words

HEADLINE: Andale Broadens Auction Management Services

BYLINE: Susan Mael

HIGHLIGHT:

Andale moving ahead with next generation of services for online auction sellers will introduce Andale Merchant Network to benefit both its merchants and their customers

BODY:

Andale is plowing forward with its next generation of services for online auction sellers. Next week the Mountain View, California web-based auction business management service start-up will be launching the Andale Merchant Network to benefit both its merchants and their customers. The idea behind the Network, says CEO Munjal Shah, is to "get buyers to look for Andale sellers." The sellers are among the 4% responsible for 80% of the selling on online auction sites.

Until now, Shah notes, Andale provided tools to help automate selling on auction sites. With the launch of the Merchant Network, it becomes more of a complete business management service. Buyers will benefit from knowing they're doing business with a trusted seller and also from some Buyer Rewards, the first of which is a rebate of up to \$3.20 on shipping charges through June 7.

The Merchant Network introduces ExpressPay, which Andale claims is the first automated checkout in the auction industry to span multiple sites. It supports Visa, MasterCard, PayPal, checks, BillPoint, Amazon 1-click or money orders. Additional merchant benefits include enhancements to services that help sellers complete sales quickly, such as expanded ad generation tools, a mail log to send and keep track of e-mails and a reminder list among others.

All listings posted by Andale sellers on auction sites such as eBay, Amazon and Yahoo will have a logo identifying them as part of the network and will share some of the same characteristics, such as location of return policy and shipping information. The cost of the new services will be rolled into the standard fee.

In addition to the 200,000 sellers in its network, Andale has a new, large corporate customer. Avcom, a \$500 million Sun reseller, has signed a two-year agreement to sell more than \$100 million in Sun equipment to marketplaces as a member of the Andale Merchant Network.

The start-up also snagged a partnership with auction network FairMarket, which has agreed to highlight Andale merchants across all its merchant sites, giving them the "Stellar Seller" status usually reserved for high-volume sellers.

Then there's the deal with Intuit to integrate Andale with QuickBooks 2000 Site Builder. The planned integration will allow a small business with a QuickBooks 2000 Site Solutions web site to post items for sale on a number of auction sites with just a few mouse clicks. The business will be able to list multiple items on multiple auction sites and manage them simultaneously and in real-time from the Andale remote control console. Copyright 2000 G2 Intelligence, Inc. Copyright 2000 G2 Intelligence, Inc. 413

TYPE: Newsletter; Fulltext

JOURNAL-CODE: ONLIREPO

LOAD-DATE: January 19, 2005

TAB 51

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Telephony

March 30, 1998

SECTION: Wireless Networks; ISSN: 0040-2656

LENGTH: 293 words

HEADLINE: Providers share IP telephony traffic: ITXC/Delta Three trade translation challenges ; SIDEBAR

BYLINE: Stephanie H. Davis

BODY:

Remote control bill paying
Tele-Communications Inc., Intuit Inc., @Home Network and BankAmerica Corp.
last week announced a plan to offer banking services to residential
customers over their televisions.

The centerpiece for the plan is a new generation of set-top boxes expected
to hit the market later this year. The boxes will allow more services to be
delivered via television that are now available only on desktop software
and the Internet.

"These new services are the first of many that represent the strategic
value of the next generation of set-top boxes," said Bruce Ravenel,
executive vice president of Interactive Ventures for TCI.

TCI, BankAmerica and Intuit will form a new company that has yet to be
named. Initially BankAmerica alone will provide the services, including
fund transfers, bill payments and loan applications, but other financial
institutions also may be accepted. The offering will be modeled on Quicken,
Intuit's financial software and on-line service.

Other content providers could use Intuit's technology to reach customers
served by TCI and other cable companies. @Home, the high-speed Internet
service provider owned by TCI, has agreed to offer the TV banking services
to its customers and integrate the new venture's interactive financial
services into its offering.

"This is the Holy Grail for Intuit because we'll be able to offer our
services over the TV as well as the Internet," said Scott Cook, Intuit
chairman. "The computer is great, but it just doesn't reach enough
households."

One analyst was skeptical, however. "It could take off big if the new, more
expensive boxes take off big," said Howard Greg, an analyst with InfoNet,
Providence, R.I. "Right now, that's a sizable if."

LOAD-DATE: July 8, 1998

TAB 52

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Copyright 1998 Reed Elsevier Inc.

Variety

March 30, 1998 - April 5, 1998

SECTION: TELEVISION; Pg. 73

LENGTH: 417 words

HEADLINE: MALONE PREPS DIGITAL MALL

BYLINE: CYNTHIA LITTLETON

BODY:

DENVER From selling pizza to shopping for home loans, TCI topper John Malone is bullish on the growth potential of electronic retailing as his cable systems take the plunge into the world of two-way, digital communications.

"When you look at the firepower that's coming with digital cable, you have to start saying, 'How do we exploit it?'," says Malone, chairman and CEO of Tele-Communications Inc.

"Our advanced digital set-top boxes coming out in 1999 are like digital cable meets MTV ... with a vengeance," Malone adds. "They'll offer all kinds of services, but we think retailing will be among the most interesting. We think it will be huge, offering (vendors) the chance to capture true impulse purchasing."

Last week, TCI struck a deal with banking giant BankAmerica Corp., software company Intuit and TCI's fledgling AtHome high-speed Internet access service to bring point-and-click banking and bill-paying services to the home via the digital set-top box and the remote control.

Malone says TCI is looking to take the concept of the basic cable package into the online and via-TV transactional arena. Subscribers would be offered a "walled garden" of basic online information and retailing services, with the option of accessing other services for incremental charges, just as cablers charge extra for premium movie channels.

Exclusive contracts with key product suppliers could help TCI defray some of the cost of delivering the high-tech set-top boxes to subscribers and the construction of the two-way communications infrastructure.

"You'll see us proselytizing the AtHome service to the advertising and retailing communities this summer," says Malone.

Industry observers expect TCI to also work closely in the transactional arena in the years ahead with Barry Diller's USA Networks Inc., in which TCI's Liberty Media programming arm owns a 22% stake.

Diller's newly minted conglom includes the Home Shopping Network, which already has well-established fulfillment facilities and customer-service operations.

Moreover, USA recently acquired ticketing giant Ticketmaster, whose high volume of ticket sales to concerts and sporting events is viewed as a natural fit with TCI's growing portfolio of music and sports channels.

TCI execs wouldn't elaborate on synergy plans with USA Networks, but TCI prexy Leo J. Hindery did praise Diller as a "consummate retailer," adding that that TCI would be "honored and delighted if Barry was to become a substantial retail partner."

LOAD-DATE: March 31, 1998

TAB 53

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The Gazette (Montreal, Quebec)

February 15, 1995, Wednesday, FINAL EDITION

SECTION: BUSINESS; COMPUTERS; Pg. E4

LENGTH: 936 words

HEADLINE: The colossus of home software; Intuit's Quicken slays its rivals in the personal-finance field

BYLINE: MATTHEW FRIEDMAN; FREELANCE

BODY:

Quicken isn't just another personal-finance and accounting program. It's a phenomenon.

Rarely has a single program so utterly dominated a segment of the software market. According to the program's publisher, Intuit Inc. of Menlo Park, Calif., there are 6 million registered Quicken users, and independent surveys show that the program accounts for three-quarters of all personal-finance and accounting software sold worldwide. In many ways, Quicken is the killer application of home computing, the one program that makes an investment in a home computer justifiable.

Sales in Montreal have been brisk. At Crazy Irving's, the city's biggest software retailer, Quicken is a perennial best-seller. "It's always in the top 10," said salesman Howard Pressburger. "There is no other software as far as home finance is concerned. Quicken has outsold Microsoft Money, 20 to one."

The program's phenomenal success has a lot to do with how well it has been tailored to the home market. Professional accounting programs and dedicated number-crunching software like spreadsheets can be difficult to use. They offer the widest possible range of features, so almost any bean-counter will have the tools he needs. Spreadsheets are simply raw numerical calculators which require a great deal of perseverance and an experience to master.

It's child's play

"Quicken gets a lousy job done very nicely," said Rob Collins, a manager of La Federation des Co-operatives du Nouveau Quebec. "Specialized accounting programs have a very steep learning curve, but Quicken is very easy."

Quicken is simply a digital bankbook. It will perform many of the functions and calculations of a spreadsheet, but its inner workings are hidden behind an amazingly simple and elegant interface. It's child's play to generate a household budget report and detailed graphs and charts.

Nevertheless, the program has limitations. Don't expect it to balance your bank account all on its own. For Quicken to fulfil its potential as the ultimate tool in personal finance, you have to diligently record every transaction you perform.

"One of the advantages of Quicken is that it's a very rigorous program," said Andre Karam, an accounting student at l'Universite du Quebec. "If you keep up with it, you'll know exactly where your finances are at. But the computer won't do it for you, and you have to punch in the numbers by yourself."

Moreover, even though Quicken allows users to set up a business account, it only permits single-entry accounting. Nevertheless, the program's impact has been felt mainly in the rapidly growing home market, where it outsells word-processing programs and the most popular games. Consumer interest in the product has been overwhelming, and it was only a matter of time before corporate interest was piqued as well.

The colossus of home software; Intuit's Quicken slays its rivals in

Microsoft announced a merger with Intuit in October.

On one hand, this was a case of Microsoft CEO Bill Gates liking the product so much that he decided to buy the company. However, it was Quicken's powerful electronic-banking and stock-market trading features that most interested the industry giant, and which have turned out to be the main obstacles to the deal.

Users with a modem and access to CompuServe can use Quicken to manage their stock portfolios by remote control. Intuit also provides a special 1-900 number for users without CompuServe access.

"I just tell Quicken which stocks I want to track, push a button, and it logs onto Compu-serve to retrieve the information," Karam said. "I can then graph the data, but it's not professional quality. The graphs are only based on closing price."

American users can also pay their credit-card bills with Quicken. Intuit's partnership with Visa has allowed the company to incorporate the IntelliCharge feature, which permits remote payment via modem. When banks begin to commonly offer electronic banking, users ought to be able to perform all of their financial transactions without ever passing through the doors of a bank.

This is exactly why the merger deal with Microsoft might be in trouble. The software giant has been quietly cultivating interests in on-line banking over the last few years. With the release of the Windows 95 operating system later this year, Microsoft will be in an ideal position to assert itself as the leader in electronic banking. And everyone who buys Windows 95 will be able to log on to the Microsoft Network, an on-line service like CompuServe or GENie.

If Microsoft acquired Quicken, it could potentially set itself up as the principal electronic-banking provider for tens of millions of computer users. The merger has been put on hold while the U.S. Department of Justice investigates a possible violation of antitrust regulations.

Costs about \$ 75

Even without a connection to a worldwide electronic-banking network, Quicken is the best way to balance your bank account and to track expenses, and it's available for all mainstream personal-computer systems. Quicken 4.0 for Windows and Quicken 8.0 for MS-DOS sell for about \$ 70, Quicken for Macintosh usually sells for \$ 75.

There is also a deluxe version of Quicken for Windows on CD-ROM for about \$ 100. This version includes special modules for home inventory, tax preparation and information on mutual funds. In addition, Intuit has included multimedia tutorials and investment advice from financial experts on the CD-ROM. Be sure, however, to purchase the Canadian edition. The tax information in American Quicken is useless to Canadian users.

Address electronic mail to Matthew Friedman at mattf@friedman.interax.net.

LOAD-DATE: February 17, 1995

TAB 54

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Copyright 2004 Ziff Davis Media Inc.
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PC Magazine

May 4, 2004 Tuesday

SECTION: FIRST LOOKS; Pg. 42

LENGTH: 223 words

HEADLINE: Compaq's Stoplight Sleeper;
Do you lust over gaming systems and other high-end PCs but want a system that's less showy than the boutique boxes?

BYLINE: Joel Santo Domingo

BODY:

Do you lust over gaming systems and other high-end PCs but want a system that's less showy than the boutique boxes? Then take a look at the Compaq Presario 8000T. It's grandma's Plymouth Belvedere with a 426 Hemi.

It features drool-worthy components such as a 3.2E-GHz Pentium 4 with SSE3, two 160GB SATA hard drives in a RAID 0 array, an nVidia GeForce FX 5950 Ultra graphics card, and the awesome, THX-certified Klipsch ProMedia Ultra 5.1 speakers. The 8000T compares well with other gaming PCs, such as the Dell Dimension XPS.

The 8000T's performance is on a par with other Pentium 4 desktops we've reviewed recently, with a slight edge over single-drive competitors, thanks to its RAID array. The top-shelf GeForce 5950 graphics card ensures smooth playing of 3D games, and the 8000T will be ready for future games like Half-Life 2 and DOOM III.

Notable software includes Microsoft Works, Adobe Photoshop Album, and Intuit's TurboTax Deluxe. Thoughtful touches, such as the plugs over the extra on-board sound connectors when the Creative Labs Sound Blaster Audigy 2 sound card is installed, helps novice users set up the system. The wireless keyboard and optical mouse help reduce cable clutter.

The 8000T is not as flashy as the boutique PCs we see from Velocity Micro and others, but that may be a plus for some buyers.

LOAD-DATE: May 21, 2004

TAB 55

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August 20, 2003

LENGTH: 1115 words

HEADLINE: Fincentric Corporation

Fincentric and Interlink Electronics join forces at Rainier Pacific Bank to provide increased automation and security

BODY:

Vancouver, BC and Camarillo, CA: Fincentric Corporation, a leading global provider of core banking software, and Interlink Electronics, Inc. (Nasdaq: LINK), a world leader in the development of intuitive interface technologies and e-signature solutions, today announced the integration of Interlink's ePad technology with Fincentric's Wealthview Banking(tm) system at Rainier Pacific Bank. Rainier Pacific Bank, the first client to integrate these solutions as part of the Interlink and Fincentric partnership, is undergoing extensive system integration testing. The Bank expects to be fully operational with this solution in late Q4 2003.

"Interlink's ePad electronic signatures with Fincentric's Wealthview Banking system enables the paperless processing of legal documents, account transactions and new service applications at teller windows throughout our Washington branches," said John Hall, CEO of Rainier Pacific Bank. "This provides increased security in keeping with the US Patriot Act, as well as increased automation-significantly decreasing our internal processing and data storage costs. Ultimately, this provides higher standards of service for our customers."

Fincentric's Wealthview Banking is a customer-centric, core retail banking system. It offers comprehensive applications for deposits, payments, and consumer lending, with real-time transaction processing, and integration across multiple delivery channels including branch, ATM, telephone, Internet banking and wireless portals. Wealthview Banking, utilizing Interlink's e-signature technology, will operate at Rainier Pacific Bank's teller and personal banker level to record and compare electronically captured handwritten signatures for banking transactions, receipts for cash withdrawals, and applications for new bank accounts and loans.

"We're excited to see our partnership with Interlink and the integration of our technology solutions at Rainier Pacific Bank come to fruition," said Lyle Wharton, CEO of Fincentric Corporation. "As a leader in electronic signature technology, Interlink brings value-added solutions to our customer-base of financial institutions looking to automate volumes of time-sensitive documents within a secure environment. With this partnership, Fincentric once again demonstrates its commitment to providing financial institutions with the products and services they need in order to help grow the value of their customers."

"Interlink is aggressively working with independent software vendors (ISVs) to supply the financial industry with intuitive e-signature-based IT solutions. Of these, Fincentric Corporation is clearly positioned as one of today's leading global suppliers of enterprise-based bank management software," said E. Michael Thoben, chairman, CEO and president, Interlink Electronics, Inc. "As institutions such as Rainier Pacific Bank transition to having end-to-end electronic transactions, we look forward to supporting Fincentric and their extensive global customer base as they follow suit in upgrading to ePad-enabled teller-based systems."

About Fincentric Corporation

Fincentric is a leading provider of core banking and specialized customer relationship management software to the global financial services industry.

Fincentric's Wealthview(tm) family of products helps financial institutions grow the value of their customers. By providing the institution's service representatives with a snapshot of each customer's financial holdings, consistently across all delivery channels, Wealthview's software enables the selling of additional products and services that will help

Fincentric Corporation Fincentric and Interlink Electronics join force

customers better meet their financial goals. Ultimately, this leads to improved customer relationships, retention and increased revenue. Fincentric has strategic alliances with Microsoft, HP, and other international partners. For more information, visit Fincentric's home page at www.fincentric.com, or call (604) 278-6470.

About Interlink Electronics

Interlink Electronics, Inc. (Nasdaq: LINK) is a global leader in the design and manufacture of intuitive interface technologies and products, including products to hand-sign electronic documents, forms and point-of-sale transactions. The Company's newest e-signature product, ePad-ID, captures both electronic signatures and fingerprints to enable document automation, notarization, and enterprise security access applications. Interlink Electronics serves a world-class customer-base from its corporate headquarters in Camarillo, CA, and offices in Tokyo and Hong Kong. The company currently holds more than 70 patents on sensor technologies, wireless communications protocols and product design properties. See Interlink Electronics online at www.interlinkelectronics.com or in Japan at www.interlinkelec.co.jp

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LOAD-DATE: August 21, 2003

TAB 56

Copyright 2003 PR Newswire Association, Inc.
PR Newswire

July 16, 2003 Wednesday

SECTION: FINANCIAL NEWS

DISTRIBUTION: TO BUSINESS AND TECHNOLOGY EDITORS

LENGTH: 887 words

HEADLINE: National Notary Association's Electronic Record-Keeping System Employs Advanced Fingerprint Biometric Technology

DATELINE: GENEVA July 16

BODY:

STMicroelectronics (NYSE: STM) today announced that the National Notary Association (NNA), through its OEM partner, Interlink Electronics, Inc. (Nasdaq: LINK), has incorporated ST's TouchChip(R) biometric technology into its new electronic identity-capturing database. For the first time, in addition to collecting handwritten electronic signatures, the new electronic Notary logbook, called Enjoa(TM) (or the Electronic Notary Journal of Official Acts), also captures the thumbprints and digital photos of those notarizing documents to ensure proper notarization process and to eliminate fraud. Enjoa was developed and manufactured for the NNA by Interlink Electronics and was introduced in May at the National Notary Association's 25th Annual Conference in Orlando, Florida.

ST's TouchChip(R) is a capacitive sensor based on active capacitive pixel-sensing technology that allows a fingerprint to be quickly and securely captured and stored as electronic data in a fraction of a second. Combined with ePad electronic-signature technologies from Interlink, the TouchChip(R) provides an unprecedented level of electronic security to more than 4.5 million notaries public around the United States. By integrating TouchChip into Enjoa, the NNA has standardized notary procedures that require a signatory to enter his or her signature, thumbprint, and photograph to notarize document signature.

"Enjoa, with integrated TouchChip(R) sensors, provides a secure and convenient electronic protection system against document fraud to notaries public," said Alan Kramer, Director of STMicroelectronics' TouchChip Business Unit. "With the preponderance of transactions requiring notarization, and the general trend in society to move from paper record keeping to electronic records, identity security remains of paramount concern to consumers and businesses. ST's TouchChip is an inexpensive, industry-leading solution that allays the fears of home-buyers and executives while standardizing notary identity authentication procedures around a solution which is well suited to the modern digital age."

"For the first time, millions of notaries around the United States have a robust electronic defense against document fraud," said Milt Valera, President of the National Notary Association. "Through Enjoa's application consumers and executives can enjoy the peace of mind that their financial transactions can be notarized in a secure electronic notary journal entry."

"The introduction of the Enjoa Notary logbook is an important step in taking document notarization into the 21st century," said Rod Vesling, Vice President of Sales and Marketing, Electronic Transactions, Interlink Electronics, Inc. "A transition from printed to electronic documents is already underway and is strongest in the financial and real estate markets where notarization usage is heaviest. Enjoa will allow Notaries in these industries to standardize and expedite their collection of logbook information, paving the way for the electronic notarization of digital documents."

National Notary Association's Electronic Record-Keeping System Empl

With close to half a million units shipped, ST's TouchChip is leading the adoption of convenient fingerprint biometric security for consumer applications. MPC has integrated TouchChip into most of its Transport(R) notebook computers to help prevent data theft and unauthorized use of the system. TouchChip applications also include national identification cards for Homeland Security in Asia as well as other consumer products such as gun safes and door locks.

About STMicroelectronics

STMicroelectronics is a global leader in developing and delivering semiconductor solutions across the spectrum of microelectronics applications. An unrivalled combination of silicon and system expertise, manufacturing strength, Intellectual Property (IP) portfolio and strategic partners positions the Company at the forefront of System-on-Chip (SoC) technology and its products play a key role in enabling today's convergence markets. The Company's shares are traded on the New York Stock Exchange, on Euronext Paris and on the Milan Stock Exchange. In 2002, the Company's net revenues were \$6.32 billion and net earnings were \$429.4 million. Further information on ST can be found at www.st.com.

About The National Notary Association

The National Notary Association is committed to the education and service of Notaries throughout the United States. As the foremost authority on the American Notary office, the NNA is dedicated to imparting knowledge, understanding, and unity among all Notaries and instilling in them only the highest ethical standards of conduct and sound notarial practice. The NNA can be found online at <http://www.nationalnotary.org>.

About Interlink Electronics

Interlink Electronics, Inc. (Nasdaq: LINK) is a global leader in the design and development of intuitive interface technologies and products including the ePad electronic signature hardware and software products. Serving a world-class customer-base from its corporate headquarters in Camarillo, CA, and offices in Tokyo and Hong Kong, Interlink currently holds more than 70 patents on sensor technologies, wireless communications protocols and product design properties. See Interlink Electronics online at <http://www.interlinkelectronics.com/> or in Japan at <http://www.interlinkelec.co.jp/>.

SOURCE STMicroelectronics

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Copyright 2003 Business Wire, Inc.
Business Wire

May 5, 2003, Monday

DISTRIBUTION: Business Editors/High-Tech Writers

LENGTH: 938 words

HEADLINE: National Notary Association Partners with Interlink Electronics to Develop Innovative Electronic Notary Products and Services

DATELINE: CAMARILLO, Calif., May 5, 2003

BODY:

Interlink Electronics (Nasdaq:LINK), the world's leading developer of intuitive interface technologies and solutions for business and home applications, and the National Notary Association (NNA), the solution for what notaries have needed for more than 45 years, today announced a strategic alliance to co-develop a series of innovative electronic Notary products and services. Under the alliance, Interlink will supply e-signature and thumbprint biometric technologies, as well as software applications, while the National Notary Association, in addition to guiding product development, will validate the new products and services, marketing them to the more than 4.5 million Notaries worldwide. The first of these products will be unveiled in late May, to coincide with the NNA's 25th Annual Conference in Orlando, Florida.

"The centuries-old American Notary System has not kept pace with technology and is breaking down," says Milt Valera, President of the National Notary Association. "A lack of uniformity in Notary practices, together with out-of-date laws and limited formal training requirements for the nation's Notaries, has rendered the system susceptible to fraud and misuse. The capability of the Notary system is also rapidly falling behind the growing number of financial and legal documents requiring notarial services. In the real estate vertical alone during 2002, an estimated 300-400 million notarizations were required -- a number that has grown annually with Americans' penchant for refinancing their homes."

"The current Notary system is also unable to accommodate the ongoing industry-wide transition from paper to electronic documents," adds E. Michael Thoben, chairman, CEO and president, Interlink Electronics, Inc. "Empowered by the Federal E-Sign and Uniform Electronic Transactions Acts and driven by a need to reduce costs, Fortune 1000 companies have already begun automation of their consumer information flow. This is especially true in the financial services and mortgage verticals where digital documents have, to a large extent, already replaced paper ones. It's the electronic signature and e-notarization piece that is needed to fully automate the process."

The NNA's Mr. Valera concludes, "To help standardize national Notary practices and make them more secure, as well as to accommodate the growing number of paper and electronic documents requiring notarization services, the NNA has been partnering with Interlink Electronics, the industry leader in electronic signature technologies, human interface and biometrics, to develop a series of innovative electronic Notary products and services."

About The National Notary Association

The National Notary Association is committed to the education and service of Notaries throughout the United States. As the foremost authority on the American Notary office, the NNA is dedicated to imparting knowledge, understanding, and unity among all Notaries and instilling in them only the highest ethical standards of conduct and sound notarial practice. The NNA can be found online at <http://www.nationalnotary.org>.

About Interlink Electronics

National Notary Association Partners with Interlink Electronics to Devel

Interlink Electronics, Inc. (Nasdaq:LINK) is a global leader in the design and manufacture of intuitive interface technologies and products, including products to hand-sign electronic documents, forms and point-of-sale transactions. The Company's newest e-signature product, ePad-ID, captures both electronic signatures and fingerprints to enable document automation, notarization, and enterprise security access applications.

Interlink Electronics serves a world-class customer base from its corporate headquarters in Camarillo and offices in Tokyo and Hong Kong. The company currently holds more than 70 patents on sensor technologies, wireless communications protocols and product design properties. See LINK online at <http://www.interlinkelectronics.com/> or in Japan at <http://www.interlinkelec.co.jp/>.

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LOAD-DATE: May 6, 2003

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Copyright 2002 Business Wire, Inc.
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May 22, 2002, Wednesday

DISTRIBUTION: Business Editors/High-Tech Writers

LENGTH: 1051 words

HEADLINE: Interlink Electronics Announces ePad-ink; Industry's Most Advanced E-Signature Capture Device Targets Financial, Government and Point-Of-Sale Opportunities

DATELINE: CAMARILLO, Calif., May 22, 2002

BODY:

Interlink Electronics, Inc. (Nasdaq:LINK), the worldwide leader in the development of intuitive interface technologies and e-transaction solutions, today announced availability of ePad-ink -- the most technologically advanced signature capture device available.

The newest member of Interlink's family of ePad e-transaction products, ePad-ink uses a liquid crystal display (LCD) to capture and display signatures as they are written along with data from the document being signed. The ePad-ink input pad also captures handwriting biometrics including stylus pressure and timing data. Combined with the unique electronic identification number coded into each ePad-ink device, these biometrics help ensure the security of signatures within the digital domain.

"To reduce costs and transaction times, businesses and government institutions are leveraging their IT investments to automate the processing of paper documents and forms -- including those requiring a binding signature," says Rod Vesling, vice president of sales and marketing, electronic transactions, Interlink Electronics, Inc. "Fortune 1000 companies and government agencies will appreciate ePad-ink's LCD display, ergonomic form-factor and competitive price-point."

"Along with its role in document automation, ePad-ink is designed for retail systems and is compatible with today's leading point-of-sale (POS) terminals," continues Interlink's Rod Vesling. "Its deployment can dramatically decrease a merchant's overhead due to charge-backs and receipt storage. Customers making in-store purchases simply sign the electronic receipt that appears within the ePad-ink screen. The transaction, along with its digital receipt and signature, is electronically stored for easy retrieval."

About ePad-ink

In a single step, ePad-ink transforms the handwritten signature into today's most intuitive form of electronic signature. Simply sign the pad with a stylus just as you would a piece of paper with a pen. Its ergonomic design makes signing easy and visual feedback from the input screen produces a natural signature within an intuitive signing context.

"With joint deployments at strictly regulated industry-leading companies such as Charles Schwab and Prudential Insurance, we are highly sensitized to user adoption and acceptance issues," comments Jeff Sandler, Vice President World Wide Sales for Communications Intelligence Corporation (CIC). "Interlink's new ePad-ink signature pad is not only highly ergonomic but the simultaneous display of signature and graphics enhances the signing experience by improving comfort and comprehension."

ePad-ink is a USB e-signature input device compatible with today's leading electronic signature software and point-of-sale transaction terminals. Depending on the software selected, ePad-ink can permanently bind signatures into Microsoft(R) Outlook(R), Word(R), Excel(R), Adobe Acrobat(R) and AutoDesk AutoCad(R) documents, as well as a variety of Internet documents and proprietary electronic forms.

Interlink Electronics Announces ePad-ink; Industry's Most Advanced

"Many of our customers feel that visual feedback enhances the signing process," comments Michael Laurie, Vice President and Co-Founder of Silanis Technology. "ePad-ink helps users to make the transition from paper to electronic signing by replicating a process that they're already familiar with."

Rolf Brauchler, Chief Operating Officer of Valyd, Inc., concurs, stating, "In addition to showing signatures as they are written, ePad-ink can display data or document information from any PC application. This capability adds much-needed context, clarifying the nature of what's being processed and signed."

ePad-ink will be available to corporate users, OEMs, resellers and personal users starting in June, 2002. More information is available at <http://www.epadlink.com/>.

About Interlink Electronics

Interlink Electronics, Inc. (Nasdaq:LINK) is a global leader in the design and manufacture of intuitive interface technologies and products. Creating industry interface standards, our Business Communications, E-transactions, Home Entertainment and Specialty Products business segments have established Interlink as the comprehensive source for branded and OEM solutions, worldwide.

Our Electronic Transactions (ET) segment markets electronic signature products used to hand-sign electronic documents, forms and point-of-sale transactions. Interlink's software partners include Communications Intelligence Corporation (Nasdaq:CICI), CyberSign, Silanis Technologies, and Valyd Inc.

Interlink Electronics serves a world-class customer-base from its corporate headquarters in Camarillo, CA, and offices in Tokyo and Hong Kong. The company currently holds more than 70 patents on sensor technologies, wireless communications protocols and product design properties. See LINK online at <http://www.interlinkelectronics.com/> or in Japan at <http://www.interlinkelec.co.jp/>

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LOAD-DATE: May 23, 2002

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Copyright 2002 Business Wire, Inc.
Business Wire

March 6, 2002, Wednesday

DISTRIBUTION: Business Editors & High-Tech Writers

LENGTH: 893 words

HEADLINE: Interlink Electronics to Showcase Electronic Signature Solutions at AIIM 2002;
AIIM 2002

DATETIME: CAMARILLO, Calif., March 6, 2002

BODY:

Interlink Electronics, Inc. (Nasdaq:LINK), the world's leading developer of intuitive interface technologies and solutions for business and home applications, announced today that it will showcase industry applications of its ePad electronic signature solution this week at the AIIM 2002 Conference and Exposition. The conference, to be held at Moscone Convention Center in San Francisco from March 6th through the 8th, is expected to host 30,000 of the industry's key information management professionals.

In conjunction with software partners Valyd, Inc., Silanis, and Communications Intelligence Corporation (CIC), Interlink will demonstrate its ePad e-signature solution that captures the handwritten signature and converts it to a biometrically unique e-signature for use with electronic documents, forms and transactions.

ePad Enables Automated Document Processing

"At this week's AIIM 2002 conference, we will showcase several 'real world' ePad applications," said Rod Vesling, vice president of marketing and sales, electronic transactions, Interlink Electronics. "We are marketing ePad solutions initially in the financial industries where larger companies are already moving to automate their field sales processes. The ability to complete and legally sign electronic documents enables a system-wide transition to electronic document processing -- a transition that leverages existing IT investment to reduce operations costs and transaction times.

"One of the participating companies selected to showcase their ePad application in our booth at AIIM 2002 is the Accelio Corporation," continued Vesling. "Accelio (formerly JetForm Corporation) is a leading global provider of Web-enabled business process solutions. The company is playing a key role in helping businesses transition to electronic document processing."

"Our goal at Accelio is to help our customers extend and accelerate their core business processes," said Shawn Cadeau, vice president and general manager of product management at Accelio Corporation. "The ability to easily sign electronic documents enables our customers to complete their secure transactions electronically. Interlink Electronics' ePad e-signature solution combined with Accelio Capture technology delivers this capability."

About ePad

ePad captures the culturally accepted hand-written signature and converts it into an electronic signature that may be permanently bound into Microsoft(R) Word(R) documents, Outlook(R) e-mail messages, Adobe(R) Acrobat(R) files, Internet documents, and many proprietary forms and transactions. An ePad e-signature also contains a biometric hand-writing profile that may be used to authenticate the identity of the signer. ePad's writing surface, which accepts signatures using any common stylus, has the natural feel of writing on paper.

About Interlink Electronics

Interlink Electronics to Showcase Electronic Signature Solutions at AIIM

Interlink Electronics, Inc. is the world's leading developer of intuitive interface technologies and solutions for business and home applications. Innovative products include electronic signature solutions for B2B, point-of-sale and consumer applications, interactive remote controls for business communications and broadband home entertainment markets, and integrated interface solutions for specialty and consumer electronics products.

Interlink Electronics' worldwide customer base includes Compaq, InFocus, Microsoft, Mitsubishi, NEC, Pioneer, Sanyo, Sharp, Sony, and Toshiba. In the electronic transactions market, the company's industry partners include Bluepoint Solutions, Cardiff, Communications Intelligence Corporation (CIC), Silanis Technologies, and Valyd Inc. Interlink Electronics maintains offices in Camarillo, California, Tokyo and Hong Kong, and is available online at <http://www.interlinkelectronics.com/>, or in Japan at <http://www.interlinkelec.co.jp/>.

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LOAD-DATE: March 7, 2002

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January 24, 2002, Thursday

DISTRIBUTION: Business Editors

LENGTH: 1012 words

HEADLINE: Interlink Electronics Announces ePad POS E-Signature Solution for Point-of-Sale Applications; RichSolutions To Implement ePad POS In Point-of-Sale System

DATELINE: CAMARILLO, Calif., Jan. 24, 2002

BODY:

Interlink Electronics, Inc., the world's leading developer of intuitive interface technologies and solutions for business and home applications, today announced availability of ePad-POS, an e-signature solution for point-of-sale applications. ePad POS captures handwritten signatures using a standard paper receipt and ballpoint pen, converting them to e-signatures for use in electronic retail transactions. Used in conjunction with transaction automation software such as RichSolutions' RichPayments, ePad POS offers retail stores, banks and government agencies the cost savings inherent in electronic document processing. ePad POS is available for all popular single- and multi-lane point-of-sale terminals.

ePad POS Applications

"Interlink's ePad POS allows businesses large and small to electronically sign, process, store and retrieve retail transactions -- reducing the costs associated with charge-backs, disputed claims and credit card fraud," said Bill Pittman, CEO of RichSolutions. "It is ideal for use with software such as our RichPayments. Using RichPayments with ePad POS, customers conducting credit/debit transactions, cashing checks, or implementing electronic image/receipt capture (ERC) need only simply swipe their card, sign the receipt using ePad POS, and the transaction is electronically stored for easy retrieval."

"Printed transactions are being replaced by electronic ones in every aspect of our lives," said Rod Vesling, vice president of marketing and sales, electronic transactions, Interlink Electronics. "This is especially true in retail stores where worldwide there are an estimated 24 million point-of-sale terminals, with almost 4 million more being added yearly. Until now, only larger merchants were able to use electronic signatures to automate point-of-sale transactions. ePad-POS, when integrated with applications such as RichPayments on popular point-of-sale terminals, allows merchants of any size to use e-signatures to reduce their operating costs, transaction times, and losses due to charge-backs and fraud."

About ePad

Interlink Electronics' ePad captures the handwritten signature converting it to a biometrically secure e-signature for use in electronic forms and transactions -- enabling enhanced workflow, reduced operating costs and faster processing times. ePad e-signatures may be permanently bound into Microsoft(R) Word(R) documents, Outlook(R) e-mail messages, Adobe(R) Acrobat(R) files, Internet documents, and many proprietary forms and transactions. ePad e-signatures contain a biometric handwriting profile that may be used to authenticate the identity of a signer. The ePad writing surface, which accepts signatures using any common stylus, has the natural feel of writing on paper.

ePad POS, the latest addition to Interlink's ePad product line, offers USB, serial, and custom interface connections to all popular point-of-sale terminals. Priced at \$75 U.S., ePad POS is available from Interlink Electronics at <http://www.epadlink.com/>.

About RichSolutions, Inc.

Interlink Electronics Announces ePad POS E-Signature Solution for Point-

RichSolutions, Inc., is a privately held corporation based in Redmond, WA, and is the leading provider of innovative ePayment Web Services for processing credit, debit/ATM card, and check services. RichSolutions develops integrated ePayment solutions that work on any device, at anytime and anyplace. RichSolutions has established long-standing relationships with banks and institutions that help process electronic payment transactions. RichSolutions can be reached through the Internet at <http://www.richsolutions.com/>.

About Interlink Electronics

Interlink Electronics, Inc. is the world's leading developer of intuitive interface technologies and solutions for business and home applications. Products include electronic signature solutions for enhanced workflow, point-of-sale and consumer applications, interactive remote controls for business communications and broadband entertainment markets, and integrated interface solutions for specialty and consumer electronics products.

Interlink Electronics' customers include Compaq, SANYO, Sony, Microsoft, NEC, Sharp, Toshiba, Pioneer, Mitsubishi, and InFocus Corporation. Within the electronic transactions market, the company's industry partners include Bluepoint Solutions, Cardiff, Communications Intelligence Corporation (CIC), RichSolutions Inc., Silanis Technologies, and Valyd Inc. Interlink Electronics maintains offices in Camarillo, California, Tokyo and Hong Kong, and is available online at <http://www.interlinkelectronics.com/>, or in Japan at <http://www.interlinkelec.co.jp/>.

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Business Wire

January 9, 2002, Wednesday

DISTRIBUTION: Business Editors

LENGTH: 925 words

HEADLINE: Interlink Electronics Partners With Valyd, Inc. to Develop Electronic Signature Solution for Document-Automation Applications

DATELINE: CAMARILLO, Calif. & CAMPBELL, Calif., Jan. 9, 2002

BODY:

Interlink Electronics, Inc. (Nasdaq: LINK), a world leader in the development of intuitive interface technologies and solutions for business and home applications, and Valyd Inc., a leading security and authentication software provider, today announced an alliance to jointly develop and market integrated electronic signature capture/verification and document security solutions.

eSign, the first product to be realized from the partnership, combines Interlink's ePad electronic signature pad with Valyd's eSign software to automate the signing and processing of documents, forms and transactions for an array of markets and applications.

"In offering our software with Interlink's ePad signature pad, we are introducing a more easily integrated and powerful e-signature-based authentication solution," said Srinivas Sreeramaneni, president of Valyd. "The process is immediately intuitive. The hand-signing of documents and transactions is already culturally accepted worldwide. The handwritten signature captured by ePad, complete with a biometric profile of the signer, is permanently bound into electronic documents, forms or transactions. The result is an accurate and reliable e-signature solution that is intuitive to the consumer and cost-effective to the commercial user."

"Our partnership with Valyd, Inc. has created an e-signature capture and biometric authentication solution that is already being deployed in commercial applications," said Rod Vesling, vice president of marketing and sales, Interlink Electronics. "It is consistent with our worldwide marketing plan to establish such strategically beneficial relationships to speed the integration of e-signatures into electronic document processing. eSign with ePad offers Fortune 1000 companies and others immediate value and cost savings through the automation of forms, documents, and transactions across a wide range of customer-facing applications."

About ePad

Interlink's ePad captures the handwritten signature and converts it to a biometrically secure e-signature for use in B2B, point-of-sale, Internet and end user applications. ePad e-signatures may be permanently bound into Microsoft(R) Word(R) documents, Outlook(R) e-mail messages, Adobe Acrobat(R) files, Internet documents, and many proprietary forms and transactions. ePad e-signatures contain a biometric handwriting profile that may be used to authenticate the identity of a signer. The ePad writing surface, which accepts signatures using any common stylus, has the natural feel of writing on paper.

About Interlink Electronics

Interlink Electronics, Inc. is the world's leading developer of intuitive interface technologies and solutions for business and home applications. Products include electronic signature solutions for B2B, point-of-sale and consumer applications, interactive remote controls for business communications and broadband home entertainment markets, and integrated interface solutions for specialty and consumer electronics products.

Interlink Electronics Partners With Valyd, Inc. to Develop Electronic Si

Interlink's customers include Compaq, SANYO, Sony, Microsoft, NEC, Sharp, Toshiba, Pioneer, Mitsubishi, and InFocus, worldwide. Within the electronic transactions market, the company's industry partners include Bluepoint Solutions, Cardiff, Communications Intelligence Corporation (CIC), Silanis Technologies, and Valyd Inc. Interlink Electronics maintains offices in Camarillo, Calif., Tokyo and Hong Kong, and is available online at www.interlinkelectronics.com, or in Japan at www.interlinkelec.co.jp.

About Valyd

Valyd, Inc. is a global leader in providing security and authentication solutions to the networked world. eSign, a signature capture/verification system based on biometrics and cryptography, verifies "who signed what, when, where and why," and ensures that documents cannot be altered without detection. Since its launch in 2000, the product has been incorporated in numerous applications in banking, eCommerce, network security and office automation. eSign is also implemented in conjunction with digital signatures and Public Key Infrastructure (PKI).

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From time to time the Company may issue forward-looking statements that involve a number of risks and uncertainties. The following are among the factors that could cause actual results to differ materially from the forward-looking statements: business conditions and growth in the electronics industry and general economies, both domestic and international; lower than expected customer orders; delays in receipt of orders or cancellation of orders; competitive factors, including increased competition, new product offerings by competitors and price pressures; the availability of third party parts and supplies at reasonable prices; changes in product mix; significant quarterly performance fluctuations due to the receipt of a significant portion of customer orders and product shipments in the last month of each quarter; and product shipment interruptions due to manufacturing problems. The forward-looking statements contained in this document regarding industry and revenue trends, new markets, new products, technology adoption, cash flow and future business activities should be considered in light of these factors.

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June 20, 2001, Wednesday

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LENGTH: 972 words

HEADLINE: Mediatti to Launch Japan's First Cable Interactive TV Service Enabled by Interlink Electronics' Intui-Touch Broadband Remote Control

DATELINE: CAMARILLO, Calif. & TOKYO, June 20, 2001

BODY:

Mediatti To Unveil New Interactive TV Service at Cable TV 2001 in Tokyo

Interlink Electronics Inc. (Nasdaq: LINK), the world's leading developer of intuitive interface technologies and solutions for home and business applications, and Mediatti, the service brand name of Tomen Mediacom, one of the largest MSOs in Japan, today announced Japan's first cable interactive television (iTV) service.

The new Mediatti service, which uses Interlink Electronics' IntuiTouch(TM) remote control created for Mediatti, will be unveiled this week at Japan's Cable TV 2001 in Tokyo beginning June 20, 2001.

The new Mediatti interactive TV cable service includes an interactive electronic programming guide (EPG), a video on demand (VOD) service, an interactive information news service, selected T-commerce applications, Internet access and on-screen messaging.

Subscribers will access Mediatti iTV cable services via an IntuiTouch broadband remote control specially designed by Interlink Electronics. Subscribers will simply press the "Mediatti Button" on the remote. The default screen of the Mediatti interactive service will appear on the TV screen, allowing subscribers to find descriptive icons and enter each application via the touch pad remote control. Interlink's IntuiTouch remote control is equipped with its proprietary "pad centric" design, easy navigation of interactive screens, and handwriting text entry, "no look" control of common system functions.

"The Mediatti suite of services, unique user interfaces, and ergonomically designed IntuiTouch remote control will offer consumers an attractive, easy-to-use platform for interactive TV. We believe our service will fundamentally change the consumer's relationship with the media by taking it interactively to a new level and establishing cable as the infrastructure of choice," said John Flanagan, senior vice president of marketing and business operations at Mediatti.

"In rolling out its service, Mediatti is making the promise of interactive television a reality throughout Japan," said Ray Pearson, vice president of home entertainment sales and marketing at Interlink Electronics. "Distributed via a digital set-top platform, the new service is one of the first broadband TV services to be offered and also the first to use Interlink's IntuiTouch remote control. As operators in Europe and the United States begin to offer interactive TV services of their own, Interlink Electronics' IntuiTouch remote control technologies will help them create effective user interface solutions to enable their applications."

About IntuiTouch Broadband Technology

Interlink Electronics' patented IntuiTouch broadband interface technologies enable the capabilities required to control interactive TV applications, including "one touch" selection from electronic programming guides and VOD menus, heads-up control of interactive gaming applications and entertainment appliances, keyboard-less text entry for search, e-mail and Internet applications, handwritten electronic signatures for T-commerce, and support for integrated telephony applications.

Mediatti to Launch Japan's First Cable Interactive TV Service Enabl

About Tomen Mediacom

Tomen Mediacom, one of Japan's largest MSOs, is a joint venture between Tomen Corporation, Olympus Capital Holdings Asia, a private equity firm based in Hong Kong, and Pacific Century Cyber Works. Industry partners contributing to Mediatti's broadband TV service include NCube and Convergys Corporation. The company is available online at <http://www.mediatti.com/>.

About Interlink Electronics

Interlink Electronics Inc. is one of the world's leading developers of intuitive interface technologies and solutions for business and home applications. Interlink's Business Communications business unit develops and markets Interactive Remote Controls and other intuitive interface solutions for LCD projectors, video-conferencing systems, and a variety of innovative communication products.

Interlink Electronics also develops and manufactures solutions for electronic transaction applications, home entertainment, and specialty electronics. Worldwide customers include Compaq, InFocus, Microsoft, Mitsubishi, NEC, Pioneer, PLUS, Sanyo, Sharp, Sony, and Toshiba.

The company maintains offices in Camarillo, Calif., and Tokyo, Japan, and is available online at www.interlinkelectronics.com or in Japan at www.interlinkelec.co.jp.

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June 11, 2001, Monday

DISTRIBUTION: Business Editors/High-Tech Writers

LENGTH: 1026 words

HEADLINE: SNAP2 To Demonstrate IntuiTouch-Enabled Interactive Television Capabilities at Cable 2001

DATELINE: DES MOINES, Iowa, June 11, 2001

BODY:

SNAP2 Games Suite, Enabled by Interlink's IntuiTouch(TM) Broadband Remote, Deliver Game Play and Text Entry Without Set-Top Box Joy Sticks or Keyboards

SNAP2 Corporation (OTC BB: SSNP), the leading game supplier for digital in-flight entertainment systems (IFE) and software technology provider for interactive television set-top boxes, today announced that it will be demonstrating its Interactive Television (ITV) interface technologies and game content at this week's NTCA Cable 2001 Exposition (June 10-13, at McCormick Place in Chicago).

SNAP2 will be showing its Games Suite integrated with Interlink Electronics' patented IntuiTouch broadband remote control technology in Interlink's display area (booth No. 2554). The Games Suite, enabled by the IntuiTouch Pad-To-Screen™ (PTSTM) mapping feature, allows users to play on their televisions using simple "one-touch" actions on the touch pad area of the remote control. IntuiTouch remote controls also support handwritten text entry in the same way that text is entered on PDAs, allowing users to send messages, input text, and scroll through documents for a variety of onscreen applications without using a keyboard. This feature greatly simplifies game play for onscreen word games such as SNAP2 Crosswords.

"SNAP2 is taking advantage of Interlink's IntuiTouch technology to enhance the user experience of SNAP2 Games for interactive television," said Steve Johnson, vice president of marketing at SNAP2 Corporation. "We have gained a significant share of the in-flight entertainment (IFE) market by having SNAP2 Games on more than 235 aircraft serving more than 22 million aircraft passengers per year. Our goal now is to replicate the acceptance of SNAP2 Games for interactive television."

"Interlink's IntuiTouch broadband technologies enable interactive TV applications by providing cable and satellite TV customers and service operators with the most intuitive interactive remote controls possible," said Ray Pearson, vice president of home entertainment sales and marketing at Interlink Electronics. "Our partnership with SNAP2 is consistent with Interlink's initiative to move IntuiTouch into the interactive gaming space. SNAP2 is an ideal partner because they offer a solid suite of onscreen interactive gaming applications that are already compatible with the industry's leading digital set-top hardware and software systems."

About The SNAP2 Games Suite

The SNAP2 Games suite is made up of popular board, card, arcade, and children's games for single and multiplayer use on interactive television set-top boxes, Internet appliances, and in-flight entertainment (IFE) systems. The Games suite currently contains 17 games in nine international languages and is available in Java(TM) and native implementations. SNAP2 Games are already flying on major airlines around the world and are commercially available for use in other specialized consumer electronic platforms.

IntuiTouch support is another step in SNAP2's efforts of enabling content for interactive television. SNAP2 recently announced the availability of SNAP2 GEAR for DVB-MHP, a Java(TM) technology-based lightweight user in-

SNAP2 To Demonstrate IntuiTouch-Enabled Interactive Television Capabilit

terface component library and toolset supporting the new DVB-MHP (Digital Video Broadcasting - Multimedia Home Platform) standard for interactive television. This is the first in a family of products to be released under the GEAR name, targeting interactive television, Internet appliance, and emerging embedded markets. SNAP2 is also enabling other set-top box applications such as personalized Internet access, instant messaging, chat, video, and music-on-demand.

About SNAP2

SNAP2 Corporation is based in Des Moines, Iowa and markets interactive application software for use in leading digital television set-top boxes, Internet appliances, and in-flight entertainment systems. The company provides drop-in software and graphic interface solutions for these new embedded systems.

SNAP2 has provided digital television software and services to market leaders Motorola Inc. and Microsoft for set-top box applications. The company develops the SNAP2 Travel Kit software suite consisting of information and entertainment software applications that target leading in-flight entertainment systems. SNAP2's software has been installed on Delta Air Lines, Air France, LanChile, Airtours International Airlines, Aer Lingus and AOM French Airlines. British Airways has selected SNAP2 Games for deployment on 110 aircraft. For more information, visit the SNAP2 Website at <http://www.snaptwo.com/>.

About Interlink Electronics

Interlink Electronics, Inc. is one of the world's leading developers of intuitive interface technologies and solutions for business and home applications. Its Home Entertainment Business Unit develops and markets IntuiTouch broadband remote interface solutions to enable interactive TV services and applications. Industry partners include Snap2, Concerro, PowerTV, and Mediatti Corporation.

Interlink Electronics also develops and manufactures solutions for electronic transactions applications, business communications products, and specialty electronics. Worldwide customers include Compaq, InFocus, Microsoft, Mitsubishi, NEC, Pioneer, Sanyo, Sharp, Sony, and Toshiba. The company maintains offices in Camarillo, California and Tokyo, Japan and is available online at www.interlinkelectronics.com or in Japan at www.interlinkelec.co.jp.

Forward-looking statements in this release are made pursuant to the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Investors are cautioned that such forward-looking statements involve risks and uncertainties, including without limitation, continued acceptance of the Company's products, increased levels of competition for the Company, new products and technological changes, the Company's dependence on third-party suppliers, and other risks detailed from time to time in the Company's periodic reports filed with the Securities and Exchange Commission.

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June 6, 2001, Wednesday

DISTRIBUTION: Business Editors & High-Tech Industry Writers

LENGTH: 956 words

HEADLINE: Interlink Electronics and Integra5 to Feature IntuiTouch-Enabled Broadband Messaging Application at Cable 2001 Exposition

DATELINE: CAMARILLO, Calif. & ENGLEWOOD, Colo., June 6, 2001

BODY:

Interlink Electronics Inc. (Nasdaq:LINK), the world's leading developer of intuitive interface technologies and solutions for business and home applications, and Integra5, an innovative developer of unified messaging solutions for broadband and interactive television networks, today announced that they will showcase Interlink Electronics' IntuiTouch advanced remote control interface with Integra5's The Messaging Channel(TM) at next week's NCTA Cable Show 2001 June 11 through 13 (Integra5 booth 1051 and Interlink booth 2554).

Integra5's innovative TV messaging service, The Messaging Channel(TM), an early evolution of interactivity, enables users to send and receive messages using voice or handwritten text input directly over the television.

Interlink Electronics' IntuiTouch broadband remote control, with its proprietary pad-centric design and patented RemoteLink wireless communications technology, is a convenient, all-in-one user interface being developed for this new service.

"Integrated messaging services are easy for customers to use, not requiring a separate keyboard or microphone, and they allow operators to introduce early generations of interactive services quickly and simply," said Ron Pitcock Sr., president of Integra5. "Using Interlink's IntuiTouch, consumers simply speak directly into the remote control to record voice mail, or hand write text messages using the remote, which are delivered via the television screen. The combination of Integra5's messaging platform and Interlink's remote control is readily acceptable to consumers who are interested in the benefits of interactive communications without complexity."

"Interlink's IntuiTouch interface technologies are designed to enable interactive TV applications and services by providing cable and satellite content developers and hardware manufacturers with broadband remote controls that deliver the most intuitive interface possible," said Ray Pearson, vice president of home entertainment sales and marketing at Interlink Electronics. "By featuring IntuiTouch with Integra5's Messaging Channel service, we are providing a convenient method for handwritten text and voice messaging via the household television. The solution will be demonstrated at the upcoming NCTA Cable 2001 convention."

About Integra5

Integra5's unified messaging gateway, UniTV(TM), combines television and voice to enable both new interactive-content services for operators and a "media-rich" communications experience for the user.

One function of the gateway is to provide The Messaging Channel, allowing home television viewers to use e-mail, voice mail, faxes, chat, instant messaging and SMS phone-text messaging through their television without the constraints or inconvenience of a keyboard. UniTV(TM) further enriches the user experience by supporting sound, graphics and multimedia attachments to e-mails.

Interlink Electronics and Integra5 to Feature IntuiTouch-Enabled Broadba

Headquartered in Englewood, Colo., Integra5 is working with both cable television operators and business partners to develop a range of communication and messaging applications for cable television based on the company's unique technology. For more information, visit www.integra5.com.

About Interlink Electronics

Interlink Electronics Inc. is one of the world's leading developers of intuitive interface technologies and solutions for business and home applications. Its Home Entertainment Business Unit develops and markets IntuiTouch broadband remote interface solutions to enable interactive TV services and applications.

IntuiTouch allows text entry without a keyboard and makes navigation of EPGs and VODs simple, allowing customers to focus on their televisions instead of their remotes. Industry partners include Concero, PowerTV, Snap2 and Mediatti Corp.

Interlink Electronics also develops and manufactures solutions for electronic transactions applications, business communications products and specialty electronics. Worldwide customers include Compaq, InFocus, Microsoft, Mitsubishi, NEC, Pioneer, Sanyo, Sharp, Sony and Toshiba.

The company maintains offices in Camarillo, Calif., and Tokyo Japan, and is available online at www.interlinkelectronics.com or in Japan at www.interlinkelec.co.jp.

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Business Wire

February 15, 2001, Thursday

DISTRIBUTION: Business Editors

LENGTH: 981 words

HEADLINE: Interlink Electronics & H-Soft Develop BluePad Family of Electronic Signature Products; Nuremberg Insurance Group Places Initial Orders

DATELINE: CAMARILLO, Calif., Feb. 15, 2001

BODY:

Interlink Electronics, Inc. (NASDAQ:LINK), the world's leading developer of intuitive interface technologies and solutions for business and home applications, and H-Soft, one of the leading notebook and notebook peripheral distributors in Germany, Austria and Switzerland, announced today that the two companies have partnered to design and manufacture H-Soft's new BluePad family of electronic signature products for sale in Europe.

Utilizing a custom version of Interlink Electronics' patented ePad electronic signature pad, H-Soft's new BluePad solution will record hand-written electronic signatures for use with a variety of electronic documents, forms, and transactions. Patented unique flashing LEDs will register a paper signature field over the BluePad active sensor. Both corded and Bluetooth wireless versions are planned.

"We are excited to be working with Interlink Electronics to incorporate their patented ePad technology into our new BluePad family of e-signature products," said Werner Haerle, President of H-Soft. "No other input pad technology met the performance and reliability requirements necessary for the European market. Of particular value was ePad's ability to emulate the natural feel of writing on paper while meeting the stringent and competitive specification necessary for widespread electronic signature deployment."

Through H-Soft, Interlink's signature capture technology will be deployed in part by the Hewlett Packard Innovation Group, a consortium of leading IT companies dedicated to developing innovative electronic document management solutions. In addition, Hewlett Packard, together with industry partners Toshiba and Eastman Kodak, will demonstrate H-Soft's BluePad electronic signature solutions at CeBIT 2001 in their respective display areas.

The Nuremberg Insurance Group, one of H-Soft's initial customers for the new BluePad signature pads, is one of Germany's largest insurance companies. "We currently have more than 22,000 agents writing 2,500 new insurance contracts per day," said Robert Baernreuther, Director of IT Solutions, Nuremberg Insurance Group. "By the end of 2001, it is our goal to have 50% of auto and 5% of all policies recorded electronically using H-Soft's BluePad e-signature solution. That's approximately 200,000 contracts that will be signed, processed, stored and retrieved digitally this year. The savings implications are enormous."

"While electronic signatures have only recently been supported by legislation in the U.S., they have been legally binding in Europe for over a year," added Rod Vesling, Vice President of Sales and Marketing, Electronic Transactions, Interlink Electronics, Inc. "The Nuremberg deployment of BluePad using Interlink's ePad technology shows the value that hand-written e-signatures bring to financial services worldwide. Our partnership with H-Soft in the development of the BluePad e-signature products for Europe speaks to the immediacy and viability of this global opportunity."

About H-Soft

H-Soft EDV GmbH (<http://www.h-soft.de/>) is one of the leading notebook centers in Germany, focusing 100% on mobile computing. Together with her sister-companies, Mobilion (distribution/wholesale) and Servion (Service & Sup-

port), the H-Soft Group of companies in 2000 generated total sales amounting to DM 57 million in mobile computing products. H-Soft closely cooperates with brand name partners including Compaq, Hewlett Packard, Toshiba, Fujitsu Siemens, and Panasonic.

About Interlink Electronics, Inc.

Interlink Electronics, Inc., is the world's leading developer of intuitive interface technologies and solutions for business and home applications. Innovative products include electronic signature solutions for network and Internet e-commerce applications, interactive remote controls for business communications and home entertainment markets, and integrated computer pointing devices.

Interlink Electronics currently offers a variety of e-signature solutions including ePad Sign-It, ePad Approve-It, and ePad bulk purchase signature input pads. Industry partners include Cyber Sign, Communications Intelligence Corporation (CIC), Silanis Technologies, and Hewlett Packard Verifone. OEM customers worldwide include SANYO, Sony, Microsoft, NEC, Sharp, Toshiba, Pioneer, Mitsubishi and InFocus. Interlink Electronics maintains offices in Camarillo and Tokyo, and is available online at www.interlinkelectronics.com, or in Japan at www.interlinkelec.co.jp.

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TAB 66

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Investor's Business Daily

July 3, 2000

SECTION: A; Pg. 6

LENGTH: 746 words

HEADLINE: E-Signature Bill Gives Net Firms New Legitimacy - Signed by Clinton on Friday, the legislation could transform how businesses and consumers handle all sorts of documents

BYLINE: By Pete Barlas, Investor's Business Daily

BODY:

The electronic commerce industry expects to get a big boost from a federal bill giving electronic signatures the same legal weight as those written on paper. The bill, overwhelmingly approved by the Senate on June 16 and signed by President Clinton Friday, could change the way banks, insurance companies, stock brokerages and other businesses operate. It's expected to become law Oct. 1. Clinton's signature, in ink, ushers in a new era of cyber business, says D. Brent Israelsen, chief executive and founder of ILumin Corp., an Orem, Utah-based maker of electronic signature software. "This bill opens the doors to the next level of electronic commerce - it allows people to do transactions that up to now have been limited to the paper world," he said. Analysts say the market for electronic signatures is nearly limitless. Consumers will be able to apply for and receive mortgage loans online, sign up for insurance and buy a car over the Web, says Frank Prince, senior analyst for Forrester Research Inc., a Cambridge, Mass.-based market researcher. "This will affect everybody who cuts a deal that requires a signature," he said. Electronic signatures will likely increase the number of companies handling transactions over the Internet, analysts say. Sales of goods and services over the Web among U.S. companies are already expected to reach \$ 2.7 trillion by 2004, says Forrester. Several companies hope to cash in on e-signatures. VeriSign Inc. and Truste, which operate privacy seal programs for Web sites, are well known. Others, such as ILumin, Interlink Electronics Inc., E-Original Inc., PureEdge Solutions Inc. and MyContracts.com, are still establishing themselves. "There's a whole bunch of companies that will play a role in this," said James Van Dyke, senior analyst for Jupiter Communications Inc., a New York research firm. No Specific Signature Electronic signatures come in many forms. Some companies, such as ILumin, make software for storing electronic personal identification numbers that act as a signature. Others, like Interlink, make an electronic pad for scribbling a signature. The bill doesn't specify how an electronic signature should look. The government will let companies decide which technology works best. The electronic signature could be a scrambled encrypted numeric code or a thumbprint from a biometric device. Companies involved in a transaction must agree on one e-signature technology to make the transaction legally binding, Prince says. "The legislation is technology-neutral," he said. "It's whatever both parties agree to." New York, California, Illinois and some other states already allow electronic signatures, but most don't. Analysts say we can expect some supporting federal and state legislation for electronic transactions. A federal e-signature law will help small Internet companies expand nationally and eliminate a lot of legal hassles, says Stephen Rizzo, president of Vertical Build Inc., a New York-based Net company. Vertical operates Permits.com, an online service that files building permits for contractors. It has tested Interlink's ePad service for four months. Vertical plans to delay national expansion of Permits.com until the law takes effect. "Before, we'd go into new markets and have to convince (local governments) of the value of using e-signatures," he said. "This (law) will make things a lot easier." Saving Time And Money E-signatures will also reduce the use of paper documents, saving companies millions of dollars annually, says Cheryl Womble, analyst for Hibernia Southcoast Capital, a New Orleans-based investment bank. "There is a pressing need for eliminating paper," she said. Electronic signatures also will save consumers and companies the time and expense of sending documents through the mail, says Michael Thoben, Interlink's chief executive. "Some documents take up to 15 different signatures," he said. "If you handled it electronically, you could get it done in a day. (With paper), it would take up to 15 days." But the transition will take time. Wells Fargo Bank tried using electronic signatures in 1996 with limited success. The service was too difficult for consumers to use, Jupiter's Van Dyke says. Expect companies to take several months to

train employees and work out the legal bugs of e-signature services, Prince says. "During the early adoption phase there will probably be a lot of turmoil," he said. "Those things will work themselves out."

LOAD-DATE: July 03, 2000

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June 1, 2000, Thursday

DISTRIBUTION: Business Editors

LENGTH: 328 words

HEADLINE: Interlink Electronics Withdraws Proposed Follow-On Offering of Public Stock

DATeline: CAMARILLO, Calif., June 1, 2000

BODY:

Interlink Electronics, Inc. (Nasdaq:LINK), a leading developer of advanced interface solutions and technologies, announced today that it has withdrawn a proposed public stock offering due to continued poor market conditions. The company had filed a registration statement with the Securities and Exchange Commission in March to sell 2,500,000 shares of its common stock.

"While poor market conditions dictate today's withdrawal of the announced offering of common stock, we believe that we are adequately capitalized to implement the business strategy described in our Prospectus and remain very optimistic about our future," said E. Michael Thoben, chairman, CEO and president, Interlink Electronics, Inc. "Our progress over the last several months has been measurable as we have continued to build momentum in our key markets. We expect to use existing capital resources and cash generated from our historically profitable business operations to develop our targeted new home entertainment and electronic transactions markets. Future financings will be considered based on capital requirements and market conditions at the time."

Interlink Electronics, Inc. is a leading developer of intuitive interface technologies and solutions. Innovative products include interactive remote controls for business communications and home entertainment markets, electronic signature solutions for network and e-commerce applications, and integrated computer pointing devices. OEM partners include Sony, Microsoft, NEC, Sharp, Toshiba, Sanyo, Pioneer, Mitsubishi and InFocus Systems. The Company maintains offices in Camarillo, California and Tokyo, Japan, and is available online at www.interlinkelectronics.com, or in Japan at www.interlinkelec.co.jp.

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URL: <http://www.businesswire.com>

LOAD-DATE: June 2, 2000

TAB 68

33 of 37 DOCUMENTS

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Business Wire

December 15, 1999, Wednesday

DISTRIBUTION: Business Editors

LENGTH: 731 words

HEADLINE: Interlink Electronics Announces First Commercial Shipments of ePad ApproveIt Electronic Signature Solution

DATELINE: CAMARILLO, Calif., Dec. 15, 1999

BODY:

Interlink Electronics Inc. (Nasdaq:LINK) today announced the first commercial shipments of its ePad(TM) ApproveIt(TM), a turnkey electronic signature solution for hand signing and authenticating Microsoft(R) Office(R) documents.

The solution, which pairs Interlink's ePad signature pad and Silanis Technology's ApproveIt software, enables MS Office users to work in an "end to end" electronic document environment over networks, Intranets, and on the Internet. Today's shipment marks the first of two ePad versions scheduled to begin shipping over the next 60 days.

"Of the 75 million MS Office users worldwide, most are still paper-bound due in part to the lack of a cost-effective electronic signature solution," said Preston Clark, Marketing Manager Electronic Transactions, Interlink Electronics.

"It is obvious from an IT management perspective that there are enormous operational savings associated with conversion to a paperless workplace, especially in companies where that workspace expands worldwide across Intranets and over the Internet. ePad ApproveIt directly targets this opportunity and, given the cost savings involved and the install-base of MS Office, it should find wide market acceptance."

About ePad ApproveIt

Interlink Electronics' ePad ApproveIt is a Windows 95/98 and NT compatible electronic signature solution for MS Office applications. Using Interlink's patented VersaPad(R) semi-conductive input pad, ePad ergonomically captures signatures, emulating the natural feel of signing on paper. In addition to recording the signature, it also reports the stylus pressure and time-to-sign data required by more sophisticated pen-based applications such as biometric signature verification.

With Silanis' ApproveIt software, ePad provides MS Office users with an off-the-shelf solution to ensure the creation of secure, bona fide documents and signatures within established corporate approval processes -- a standard solution meeting all existing U.S. and international legislation and regulations for digital signatures and encryption.

ApproveIt for Desktop, an upgraded software version available from Silanis Technology, adds automation capabilities, which manage multiple approval processes including document section and batch signing functions.

About Interlink Electronics

Interlink Electronics is an international leader in the development of intuitive interface technologies and solutions. Innovative products include electronic signature solutions for network and E-Commerce applications, interactive remote controls for business communications and home entertainment markets, and integrated computer pointing devices. OEM partners include Sony, IBM, Microsoft, NEC, Sharp, Toshiba, InFocus Systems, and Mitsubishi.

Interlink Electronics Announces First Commercial Shipments of ePad Appro

The company maintains offices in Camarillo, Calif., and Tokyo, Japan, and is available online at www.interlinkelectronics.com or in Japan at www.interlinkelec.co.jp.

From time to time the Companies may issue forward-looking statements that involve a number of risks and uncertainties. The following are among the factors that could cause actual results to differ materially from the forward-looking statements: business conditions and growth in the electronics industry and general economies, both domestic and international; lower-than-expected customer orders; delays in receipt of orders or cancellation of orders; competitive factors, including increased competition, new product offerings by competitors and price pressures; the availability of third-party parts and supplies at reasonable prices; changes in product mix; significant quarterly performance fluctuations due to the receipt of a significant portion of customer orders and product shipments in the last month of each quarter; and product shipment interruptions due to manufacturing problems. The forward-looking statements contained in this document regarding industry and revenue trends, new product acceptance and future business activities should be considered in light of these factors.

Note to Editors: All registrations and trademarks are the properties of their respective owners.

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LOAD-DATE: December 16, 1999

TAB 69

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Product News Network

July 31, 1999

LENGTH: 133 words

HEADLINE: ePad Pen Input Tablet

HIGHLIGHT:

The ePad pen input device captures handwritten signatures for use in network and electronic commerce applications. With ePad, the user can sign electronic documents and forms, authorize electronic transactions, and access signature-based security systems. ePad uses a pressure-sensitive input pad and is ergonomically designed to emulate the feel of signing on paper. It reports the line shape and stylus pressure needed to electronically bind and biometrically verify signatures. The ePad, from Interlink Electronics Incorporated, is compatible with most signature binding and verifications software packages.

BODY:

The ePad pen input device captures handwritten signatures for use in network and electronic commerce applications. With ePad, the user can sign electronic documents and forms, authorize electronic transactions, and access signature-based security systems. ePad uses a pressure-sensitive input pad and is ergonomically designed to emulate the feel of signing on paper. It reports the line shape and stylus pressure needed to electronically bind and biometrically verify signatures. The ePad, from Interlink Electronics Incorporated, is compatible with most signature binding and verifications software packages.

CONTACT: Jack Segal, Director of Marketing, Interlink Electronics Inc., General Information, 546 Flynn Road, Camarillo, CA, 93012, USA, , 805 484 8989, 805 484 8855

LOAD-DATE: December 5, 2002

TAB 70

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Federal Document Clearing House Congressional Testimony

March 30, 2006 Thursday

SECTION: CAPITOL HILL HEARING TESTIMONY

LENGTH: 8912 words

COMMITTEE: SENATE COMMERCE, SCIENCE AND TRANSPORTATION

HEADLINE: COMMUNICATIONS ISSUES

TESTIMONY-BY: KYLE MCCLARROW, PRESIDENT AND CEO

AFFILIATION: NATIONAL CABLE & TELECOMMUNICATIONS ASSOCIATION

BODY:

Statement of Kyle Mcslarrow President and CEO National Cable & Telecommunications Association
Committee on Senate Commerce, Science and Transportation
March 30, 2006

INTRODUCTION

Good afternoon, Mr. Chairman, Senator Inouye, and Members of the Committee. My name is Kyle McSlarrow and I serve as the President and Chief Executive Officer of the National Cable & Telecommunications Association. NCTA is the principal trade association for the U.S. cable industry, representing cable operators serving more than 90 percent of the nation's cable television households and more than 200 cable program networks. The cable industry is the nation's largest broadband provider of high speed Internet access after investing \$100 billion over ten years to build a two-way interactive network with fiber optic technology. Cable companies also provide state-of-the-art digital telephone service to millions of American consumers.

Thank you for inviting me today to comment on the state of competition and convergence in the telecommunications industry. In response to a growing number of competitors and the deregulatory environment created by the 1996 Telecommunications Act, cable operators invested over \$100 billion of private risk capital to embark on a nationwide upgrade of their facilities. They did so without any government subsidies, programs, or guarantees that they would get a return on their investment. As a result, cable companies now provide consumers with a wide variety of advanced services, including digital video, High Definition Television (HDTV), high-speed Internet access, and telephone service - both traditional circuit-switched voice service and digital telephony using Voice over Internet Protocol (VoIP).¹ In each of these markets, cable faces vigorous competition from several different service providers.

With regard to our core business, the video marketplace is more competitive than ever before. Fifteen years ago, cable commanded 95 percent of the multichannel television market. Today, because of fierce competition from Direct Broadcast Satellite (DBS) and other broadband video providers, cable's market share has fallen to 68.3 percent of multichannel video households according to November 2005 statistics from Kagan. As the FCC noted just a few weeks ago, "almost all consumers have the choice between over-the-air broadcast television, a cable service, and at least two DBS providers" as well as "emerging technologies, such as digital broadcast spectrum, fiber to the home, or video over the Internet."² And now the Regional Bell Operating Companies (RBOCs) are entering the fray, bringing with them annual revenues of \$153 billion - more than twice those of the entire cable operator industry.

New service providers are deploying new video technologies every day, including Internet-based services, cell phone providers, wireless computer manufacturers, and consumer electronics suppliers. For example, companies like

USDTV have created an over-the-air digital video service (featuring dozens of DVD quality broadcast and cable program networks) using spectrum leased from local broadcasters. Similarly, consumers now have access to video through their wireless phones, IPODs, and laptops and can customize their viewing experience at home and on the road. For example, on March 15, 2006, AOL and Warner Studios announced the launch of In2TV, an Internet-based broadband television service which allows consumers to select from among 30 different television series and program their own on-demand TV channel.³ Similarly, Verizon Wireless's V-Cast video service, which is "available to more than 148 million people in 181 major metropolitan areas and is expanding coast to coast," allows customers to use their cell phones to "watch broadband-quality movie trailers, sports highlights, news and video on demand," play games, and listen to music.⁴ Using Digital Video Recorders for cable and broadcast sources or Internet-based video technologies like Akimbo and Slingbox, Americans today can: (1) watch television at home "real time" or "time shift" a variety of programs for later viewing; (2) "space shift" programming on a home network to view it on another device in another room; or (3) "sling" it to the Internet for viewing on a laptop in a hotel room or conference center anywhere in the world that has a connection to the Internet. Consumers are the beneficiaries of this highly competitive landscape, where they now have a growing number of choices of advanced services from several different providers.

With regard to new services, cable pioneered residential high-speed Internet access. At a time when telephone companies left DSL technology sitting on the shelf so they could sell customers extra lines for faxes and dial-up access to the Internet, cable introduced broadband Internet access at speeds 50-100 times those of dial-up. After upgrading their one-way analog facilities to interactive digital platforms, cable operators now offer broadband access to 109 million households and serve 25.4 million of them - a penetration rate of more than 23 percent.

Using its new broadband facilities, cable also entered the telephone market, providing consumers with their first-facilities based alternative to the local telephone companies which have dominated the voice market for almost a hundred years. Cable currently provides traditional circuit-switched analog telephone service and VoIP-based digital telephone service to more than 5.5 million customers, offering these and millions more consumers a "triple play" of video, data, and voice services and the benefits of "one-stop shopping" with their local cable company.

The introduction of interactive broadband services by cable operators has prompted a competitive response from other industries. Telephone and DBS companies, for example, initially joined forces to offer their own packages of video, voice, and data services. DBS obtained exclusive sports programming such as NFL's Sunday Ticket and increased the number of channels they offered and the types of service available, including HDTV. The phone companies took their DSL technology off the shelf and deployed it to compete with cable modems; DSL now serves about 17 million customers. Today, Verizon and AT&T are investing billions of dollars to enter the video marketplace around the country.

The bottom line is that these are all signs of a competitive marketplace: several different providers of a wide array of services vie with each other for customers, each trying to differentiate themselves with unique offerings while trying to match those of their competitors.

II. CONVERGENCE IN THE COMPETITIVE MARKETPLACE

The cable industry supports reviewing and updating the Telecommunications Act of 1996 and further reducing unnecessary economic regulation. We favor a level playing field where like services are treated alike and necessary social obligations (such as the Universal Service Fund, CALEA, E-911, Equal Employment Opportunity, nondiscrimination, privacy rules, and access for the disabled) apply equally to all providers.

We are opposed to attempts by one industry to secure legislation that would have the government pick winners and losers or that favors one technology over another. Although there is already vigorous competition in the video marketplace, the prospect of major new competitors with the resources of the Bell Operating Companies should be beneficial to consumers - as long as competition is governed by marketplace forces and is not artificially skewed by rules and regulations that give some competitors an unfair advantage over others. The marketplace - not government regulation - will impel all competitors to innovate in the packaging and pricing of new services to maximize value to consumers.

Moreover, in taking a fresh look at the Telecommunications Act of 1996, the video marketplace is only one piece of a larger puzzle that should be addressed by this Committee in its entirety. Perhaps the bigger challenge is how best to increase voice competition at a time when incumbent telephone companies (ILECs, including the RBOCs) still control 85 percent of the residential and small business markets, and more importantly, the public switched telephone network. In an era of rising telephone rates, \$1.50 directory assistance calls, and burgeoning "regulatory cost recovery fees" on our phone bills, legislation to promote competition should include all markets, especially the voice market. As this

committee moves forward with the drafting a bill this spring, I would encourage it to also focus on the problem of interconnection so that incumbent telephone companies cannot lock out alternative voice service providers - including cable, broadband overbuilders, and wireless companies.

Interconnection

Competitive voice services cannot survive without physical interconnection to the Bell-controlled public switched telephone network (PSTN) at reasonable rates. Interconnection is necessary to reach customers on the Bells' lines, and these customers constitute the vast majority of wireline users in the United States.

There is, very simply, nothing quite like the public switched telephone network in the video or data worlds. The PSTN was built by a regulated monopoly which had access to captive rate-payers and guaranteed rates of return on its investments. For many years, the PSTN was the only voice network in the country and had no competition from other local or long distance telephone service providers. Interconnection to other domestic phone networks was not an issue, and the PSTN even provided all of the equipment that consumers were allowed to attach to the network. That changed in 1984 when under the terms of an antitrust consent decree, the original AT&T divested its local telephone networks and kept control of long distance operations. The consent decree created seven separate different regional telephone networks, and suddenly interconnection of separate networks and independently-owned telecommunications equipment became important. The significance of interconnection only increased as local competitors joined long distance providers in the telecommunications marketplace.

Unlike the PSTN, cable did not develop as a regulated monopoly, and alternative video distributors used different technologies like microwave relays and direct broadcast satellite. DBS operators did not need to interconnect with cable systems in order to compete, and the "network of networks" architecture of the Internet is distributed rather than centralized. However, as long as the PSTN maintains its unique position for voice services, the Bell companies who control it will have a correspondingly unique incentive and ability to frustrate competition by impeding interconnection with other voice providers, regardless of whether those providers use IP or some other technology. The 1996 Telecommunications Act addressed the central challenge posed by the PSTN by providing interconnection rights to competitive local exchange carriers (CLECs) so they could exchange traffic with the Bells on an economic basis, without glitches or delays, in order to promote local voice competition.

Despite their claims that the phone market is "competitive," ten years after Congress enacted interconnection rules, the Bells still own the only ubiquitous phone network - serving more than 85 percent of the local residential and small business market. And they still serve as the "hub" to which all other carriers must connect in order to reach each others' customers.

With IP-enabled voice services providing a real opportunity for increased competition in the voice market, Congress must ensure that the rights to interconnection, collocation, and numbering guaranteed in the 1996 Act are available to all competing voice providers on a technology neutral basis. Facilities-based IP-enabled voice providers should have the right to interconnect with the PSTN directly - like a traditional CLEC - or indirectly through arrangements with a CLEC that already has an interconnection agreement with an incumbent local exchange carrier. Congress must make clear that the right to interconnection is not technology-dependent and that digital voice is not relegated to second-class status. Limiting interconnection and related rights to providers of voice services using traditional technology will, perversely, penalize the introduction of new technology and ensure the Bells retain their continuing dominance in the voice market.

The time to act to ensure voice competition is now. Some states and incumbent telcos have already sought to limit interconnection rights to providers using traditional voice technology. Indeed, the files are replete with examples of the Bells stalling on any number of reasonable interconnection requests from even traditional competitors. The Bells' consolidation makes the need for interconnection protections even more urgent. When the two largest CLECs in the market (AT&T and MCI) merged with the two largest Bells (SBC and Verizon), the most experienced and well-funded negotiators of interconnection agreements were removed from the competitive voice market. The AT&T/ BellSouth merger would only solidify the Bells' monopoly market power and make it more difficult for competitors to get a fair shake in interconnection negotiations.

III. CABLE HAS INVESTED \$100 BILLION TO MEET THE CHALLENGES OF A FAST-CHANGING AND FIERCELY COMPETITIVE VIDEO MARKETPLACE

Cable is one of the great American success stories. Born in the foothills of Pennsylvania and Wyoming around 1950, cable started as a relay service for broadcast television in areas that had trouble receiving over-the-air signals. At

that time, American television consisted of two networks: NBC and CBS (followed by ABC in 1954 and National Education Television - later PBS - in 1966). Over the past 50 years, cable operators and programmers have revolutionized American television. There are now over 530 national cable programming networks which bring diversity, choice, and quality programming to American consumers. Similarly, cable operators transformed one-way analog distribution systems into high speed broadband platforms that currently provide interactive digital services, including video, high definition television, high speed Internet access, and digital telephony. Cable entrepreneurs did all of this with private risk capital, not government funds.

With an investment of \$100 billion since 1996, cable operators have replaced coaxial cable with fiber optic technology and installed new digital equipment in homes and system headends. The fruits of cable's investment in a two-way broadband network are evident in the number of advanced services offered on virtually every cable system today.

Cable is Leading the Way to the Digital Transition

The cable industry continues to aggressively roll out and market high definition television service to the majority of American households, with a growing array of programming choices. As of September 2005, 96 million U.S. television households were passed by at least one cable system offering HDTV service, which represents all of the top 100 designated market areas (DMAs). Of all 210 DMAs, a total of 198 markets were served by at least one cable system that offers high definition programming. Local cable systems also were carrying the digital signal of 681 broadcast stations, a six-fold increase from January 2003, when cable began rolling out HDTV with carriage of 92 such stations.

Cable customers are already enjoying a full complement of digital programming and advanced information services independently of the broadcasters' conversion to digital. Today, over 40 percent of U.S. cable customers (approximately 28 million) subscribe to digital cable services, which include a diverse array of program networks and music channels. Digital cable also gives subscribers the ability to block access to programming they believe is inappropriate for their children. All of cable's digital services can be enjoyed by consumers with analog TV sets who use digital set-top boxes that convert digital signals to analog. Cable companies are also deploying innovative interactive video services, along with Internet and digital telephone services.

Cable customers with HDTV sets have even more options and can receive 23 HD cable programming networks.⁷ Cable operators are also voluntarily carrying the digital channels of a substantial number of over-the-air broadcast stations in addition to those stations' analog signals - either through retransmission consent agreements with companies, and (2) a new generation of advanced information and video services - both of which we have done.

Theater, ESPN HD, ESPN2 HD, FSN HD, HBO HD, HDNet, HDNet Movies, INHD, INHD2, MSG Networks in HD, NBA TV, NFL Network HD, Outdoor Channel 2 HD, Showtime HD, Spice HD, STARZ! HDTV, The Movie Channel HD, TNT in HD, Universal HD, and YES-HD individual commercial stations or under a recent carriage agreement with public television stations. In particular:

-As of September 2005, cable operators were carrying commercial broadcasters' multicast programming in over 100 markets, including all of the top 10 markets and numerous small-to- mid-sized markets across the country. In Washington D.C., Comcast is carrying WJLA's local Weather Now channel (ABC) and WRC's Weather Plus channel (NBC), as well as WETA's Prime, Kids, and Plus channels (PBS).

-In January 2005, NCTA and the Association of Public Television Stations (APTS) entered into an agreement that ensures that local public television stations' digital programming - including multicast channels - is carried on cable systems serving the vast majority of cable customers across the nation. In April 2005, public television stations serving markets comprising over 80 percent of U.S. TV households and MSOs representing over 80 percent of cable subscribers ratified the agreement, and MSOs are adding digital PTV stations to their channel lineups across the country.

Significantly, cable's contractual carriage agreement with public television stations was reached through private negotiations - not federal legislation or FCC regulations. The vast majority of cable customers have analog television sets, and most of those sets - as in over-the-air households - are not equipped with digital set-top boxes. Today, cable operators provide the analog signals of virtually all local television stations, which can be viewed by all customers - those with and without digital boxes, and those with and without digital television sets. Operators also provide the digital signals of some, but not all, broadcast stations - especially those that provide compelling digital programming that is likely to enhance the value of cable service for the growing number of customers with high definition sets.

Cable's Video-on-Demand and Digital Video Recorders Put Customers in the Driver's Seat

As cable operators upgrade their systems with digital and two-way capabilities, they are offering more sophisticated interactive services. Such services are increasingly putting the control of media directly into the hands of consumers - allowing them to watch what they want, when they want.

With video-on-demand, consumers have virtually thousands of viewing options at their disposal. For instance, in March 2005, Comcast announced that digital cable customers viewed more than 100 million ON DEMAND programs, three times the number of ON DEMAND programs viewed in March 2004, and a 40 percent increase from the fourth quarter of 2004.⁹ Comcast has expanded its library of on-demand programming to approximately 2,000 hours and recently signed a deal with Sony to provide a total lineup of about 100 movies a month from the Sony pictures and MGM libraries. Comcast aims to boost its library to 10,000 hours in 2006.

The cable industry has a distinct advantage in the video-on-demand marketplace. According to one analyst, "VoD is another arrow in the quiver of cable companies to retain existing customers and keep them from defecting to satellite." Kagan Research estimates that at the end of 2005, 23.9 million U.S. households had access to VOD from signals - a 124 percent increase over the 304 stations carried in December 2003. their local cable provider and that number is likely to increase to 45.6 million by 2009. Analysts expect VOD revenues to approach \$1 billion this year and nearly \$6 billion by 2013.

Cable companies have accelerated deployment of digital video recorders (DVRs), which enable customers to capture video programming onto a hard drive in the set-top box and pause, fast forward, and manage other functions and applications. Cablevision, Comcast, Cox, and Time Warner Cable all widely deploy DVRs.

At the end of 2005, 4.5 million digital cable customers used a DVR service, an increase of 150 percent from 1.8 million customers at the end of 2004. The direct-to-home satellite industry once commanded a sizable lead in DVR users, with 3.6 million customers at year-end 2004, but analysts expect the cable industry to aggressively grow its share of the market. Kagan predicts 20 million cable DVR households by 2009, while DBS providers will have 14.5 million.

Cable is Competing on Speed and Value in the High-Speed Data Services Tug-of-War

Cable's leadership in creating and developing the market for affordable residential high-speed Internet access has led to a profusion of competitive offerings. That leadership spurred the Regional Bell Operating Companies (RBOCs) in recent years to aggressively deploy digital subscriber line (DSL) service (which they had developed years earlier but kept on the shelf in order to sell customers second and third phone lines for fax machines and dial-up access to the Internet). The cable industry is now facing competition not only from DSL providers but also wireless, satellite, and broadband over power line providers.

Overall, the market for broadband continues to expand. High-speed lines serving residential and small business subscribers increased by 36 percent during 2004 to 35.3 million lines. Leichtman Research Group estimates that by the end of 2005, the number of broadband homes surpassed 40 million.

By the end of the fourth quarter of 2005, cable's high-speed Internet service had attracted 25.4 million customers (see Chart 1). More than one-quarter of all cable households today subscribe to cable's high-speed data service, and among those cable households with Internet access, nearly 30 percent are cable modem customers. Cable's broadband services will be available to more than 117 million homes; or 96 percent of U.S. households passed by cable, by year-end 2006.

Cable Give DVRs a Boost," Advertising Age, June 27, 2005; "Cable Firms Embracing Digital Video Recorders," Investor's Business Daily.

The high-speed Internet access market is far from saturated. For 2004, the FCC reported a 30 percent increase in cable modem connections, from 16.4 to 21.3 million lines, affirming similar estimates from the private sector. Data from Leichtman Research Group reveal that total cable modem customers of the top ten multiple system operators grew 28 percent in 2004, from 15.3 to 19.6 million. Morgan Stanley reported a 28 percent increase in cable modem customers last year, from 15.0 to 19.2 million; it is forecasting annual customer growth rates of 22 percent for 2005 and 18 percent for 2006.

Phone companies remain formidable broadband competitors with their DSL offerings. Though cable continues to have the largest installed base - 25.4 million lines - compared to the Bells' nearly 16.4 million DSL lines, the phone carriers have been adding

new lines at a furious rate. According to the FCC, advanced higher-speed DSL lines _ defined as 200 Kbps for both upstream and downstream _ increased 88 percent during 2004, compared to 36 percent for advanced cable lines. An NCTA snapshot of second quarter data for 2004 and 2005 reveals Bell DSL net additions grew 40 percent, while cable modem subscriptions grew 25 percent. The RBOCs together have been adding about one million DSL subscribers each quarter.

Cable operators have responded to this competitive marketplace by offering consumers a bundled package of services, which has enabled them to attract new customers and retain existing subscribers. Cable has been promoting increased access speeds, superior content, and other online enhancements.

When cable modem service was introduced in 1999, the majority of customers experienced downstream access speeds up to 1.5 Mbps. Since 2001, multiple system operators have regularly boosted those speeds at no additional cost. Most operators are now offering 4 to 6 Mbps, with additional pricing plans for speeds in excess of 6 Mbps. The cable industry is also focusing on developing the commercial market for high-speed Internet access. For example, Cablevision is marketing 50 Mbps service (expandable to 100 Mbps) for commercial customers in Oyster Bay, New York.

Boosting speeds has not posed any technical problems for operators and the process is neither cost nor labor-intensive. No additional consumer equipment is necessary to move from 1.5 Mbps to 3, 9, or 15 Mbps. Usually, just a simple software download to existing modems can upgrade the speed capabilities. With other enhancements, high speed Internet access could increase to 160 Mbps downstream and 60 Mbps upstream.

In addition to speed, cable operators are offering a variety of features (at no additional fee) that increase value. These features include integrated security suites, with anti-virus, anti-spyware and firewall protection; pop-up blocking and spam filtering; video e-mail; and specialized content from partners such as Major League Baseball, NASCAR, Disney, and Movielink.

Though a smaller subset of the broadband access market, alternative technologies including Broadband over Power Line (BPL), fixed wireless and satellite will continue to make inroads as a viable alternative to DSL and cable modems. BPL service allows the delivery of IP-based broadband using the communications capabilities of the nation's power grid. According to the United Telecom Council, there are a number of trials underway nationwide, and a small number of commercial deployments have been launched. Adding new momentum, three technology behemoths - Google, IBM, and Motorola - recently announced major investments or trials involving BPL.

Cable's Digital Telephony is Primed for Explosive Growth Resulting in Better Service Bundles and Additional Benefits for Consumers

Nearly 4.5 million customers are taking telephone service from their local cable operator, both traditional circuit-switched telephone service and, increasingly, cable's new digital phone (VoIP) service. Some cable operators have offered traditional circuit-switched telephone service for years. More recently, many companies have launched IP-based services. Circuit-switched telephony subscribers may be transitioned to digital telephony in the years ahead. Meanwhile, the two largest providers of traditional phone service - Cox and Comcast - will continue to support their roughly three million circuit-switched telephone customers.

Kagan Research reported significant growth in cable's digital telephone subscribership for 2005. Between year-end 2004 and year-end 2005, the industry grew from 587,000 to 2.6 million customers, a growth rate of over 300 percent. Kagan estimates the penetration rate for cable's VoIP services and, to a lesser extent circuit-switched telephony, will reach 18 percent of occupied U.S. households by the end of 2009, while 88 percent of homes passed by cable will be able to receive VoIP service the same year. Morgan Stanley reported that 90 percent of telephone homes should be passed by digital telephone services by 2007.

Both Cablevision and Time Warner have established a strong beachhead in the digital phone marketplace, and Comcast is now in full deployment mode. Those operators, along with Charter, Insight, Bright House, and Bresnan are effectively competing against a range of independent VoIP providers, including Vonage, Packet8, and Lingo, as well as the RBOCs. During the fourth quarter, Time Warner continued its strong growth in new customers, adding 246,000 VoIP users. Cablevision, Comcast, and Charter added 548,300 combined customers during the same quarter.

VoIP is having a positive impact on the other two service offerings in cable's "triple play" - video and high speed data. Operators offering VoIP are experiencing lower churn rates for basic cable and increased growth in high-speed Internet subscribers. Cablevision, Cox, and Time Warner all exhibited faster growth rates - almost 20 percent - in their high-speed access businesses than those operators not offering voice service.²⁹

IV. CABLE CONTINUES TO INVEST IN ORIGINAL, COMPELLING PROGRAMMING TO WIN AND SUSTAIN CUSTOMERS IN A HIGHLY COMPETITIVE VIDEO MARKETPLACE

With regard to video programming networks - including children's programming and locally-originated programming - the cable industry continues to invest in general interest and niche programming to attract customers.

Programming Investment

Cable's original, compelling, and high-quality content is the direct result of increased investments by both cable networks and operators. In 2005, cable networks invested more than \$15.88 billion in producing new programming (see Chart 4), while cable operators invested \$15.8 billion to purchase quality programming for customers (see Chart 5). As noted above, with the deployment of services such as VOD and digital video recorders (DVRs), viewers can watch their favorite programming at their convenience.

Programming Quality

Cable is increasingly recognized as the premier outlet for high-quality, cutting-edge programming by television critics and viewers. For example, the 56th Annual Primetime Emmy Awards in September 2004 marked the first time that cable networks surpassed the broadcast networks in honors received, with 11 cable networks collectively garnering 50 awards compared to the broadcast networks' 37 awards.

In January 2005, FX, Showtime and HBO won Golden Globe Awards.

In April 2005, cable organizations won 12 George Foster Peabody Awards out of 32 awards granted.

HBO and ESPN each won five Sports Emmy Awards in April 2005, followed by ESPN2, NFL Network and TNT tied with one award each.

Programming Viewership

More viewers are tuning into cable's diverse offerings than ever before, even compared to the collective viewership of the major national commercial broadcast networks. For example, more than half of all primetime television viewers watched ad-supported cable networks during the official 2004/2005 TV season (September - May), the second consecutive time that cable has topped all national broadcast networks combined during an official season. Cable-plus households tuned in on a weekly basis to more than 35 hours of ad-supported cable programming versus an average of 26 hours per week for all commercial broadcast programming combined.

An analysis of Nielsen data by the Cabletelevision Advertising Bureau (CAB) shows that for the official 2004/2005 TV season, ad-supported cable networks outpaced the "Big 3" (ABC, CBS, NBC) broadcast networks on a total day basis by 23.9 share points - with cable posting a 48.3 share to broadcast's 24.4.

Programming Choice. Cable's investments in new channel capacity have resulted in a growing number of cable networks. As the FCC reported on February 10, 2005 - growth of 266 percent less than a decade.

Children's Programming

Cable networks are continuing to provide many hours of quality programming suitable for children and the whole family. In addition to the positive viewing options that are provided, the industry has taken steps to help parents manage what their families watch. Free blocking technology is available, and programming networks have enhanced their on-screen ratings information.

Basic cable networks such as ABC Family, Animal Planet, Boomerang, Cartoon Network, Discovery Kids, Disney Channel, The Hallmark Channel, Nickelodeon, Nickelodeon GAS, Noggin/The N, and Toon Disney, as well as premium networks such as HBO Family, Showtime Family Zone, Starz Kids & Family, and Encore Wam continue to attract a growing audience share of children and families. Total day viewing by kids (ages 2-11) of advertising-supported cable networks increased from a 28.3 share in 1993/1994 to a 56.4 share during the 2004/05 official TV season.

Family Tiers

Beginning in December 2005, several leading cable operators (including Comcast, Time Warner Cable, Cox, and Insight) announced that they would voluntarily offer family programming tiers. The program networks included on these tiers vary by company, but all feature primarily G-rated content suitable for family viewing. The tiers, which can

be purchased with the broadcast basic tier, became available in early 2006, and additional MSOs are deploying family tiers this spring.

V. CABLE FACES VIGOROUS COMPETITION IN THE VIDEO MARKET

In its 12th annual report to Congress on the state of competition in the video market, the Federal Communications Commission found that:

Competition in the delivery of video programming services has provided consumers with increased choice, better picture quality, and greater technological innovation . . . We find that almost all consumers have the choice between over-the-air broadcast television, a cable service, and at least two DBS providers.

Today, consumers can choose from a variety of multichannel video providers, including Direct Broadcast Satellite (DBS), alternative broadband providers like RCN/Starpower, local telephone companies, and utilities. As a result of this competition, 29.7 million consumers (more than one out of four video subscribers) now obtain multichannel video programming from some company other than their local cable operator.

Direct Broadcast Satellite

DBS companies currently have more than 27 million customers compared with none 12 years ago. The two nationwide DBS providers now serve 29 percent of all multichannel video households and their penetration is 25 percent or greater in at least 25 states. DirecTV (15.13 million customers) and EchoStar (12.04 million subscribers) are now larger than all of the cable companies in the United States except Comcast. Cable made significant gains in digital telephone and high-speed Internet customers in 2005, but its share of multichannel video customers has fallen well below 70 percent. DBS operators continue to experience strong subscriber growth in virtually every market where they offer local channel service. Indeed, DirecTV and EchoStar report that their total number of subscribers increased from 24.85 million to 27.17 million between December 2004 and December 2005, an increase of 9 percent. According to Strategy Analytics, "DBS has robbed cable of the slow-but-steady growth it enjoyed up until the late 1990s, but its broader impact has been to expand the total base of multichannel TV homes."

The Government Accountability Office (GAO) stated in 2005 that "DBS penetration rates have been and remain highest in rural areas, but since 2001, DBS penetration has grown most rapidly in urban and suburban areas, where the penetration rates were originally low. . . In short, over the 2001 to 2004 time frame, the DBS penetration rate grew about 50 percent and 32 percent in urban and suburban areas, respectively, compared with a growth rate of 15 percent in rural areas." As Chart 9 shows, DTH penetration of television households, as of November 2005, exceeded 30 percent in 9 states, 20 percent in 36 states, and 15 percent in 46 states.

Partly in response to the competition posed by DBS, cable invested more than \$100 billion in new equipment and facilities between 1996 and 2006. These capital expenditures allowed cable to offer new digital services and digital tiers - including HDTV, interactive program guides, video-on-demand, personal video recorders, and CD quality, commercial-free music channels.

Cable's upgrades have provoked a competitive response from DBS, which is good for consumers. For example, DirecTV's CEO Chase Carey acknowledges that many cable operators have improved their video service in recent years, "which is why we have to continue to improve."³⁶ In an effort to keep pace with cable's video-on-demand movie offerings, DirecTV and EchoStar have stepped up marketing and promotion of their pay-per-view movie services. In addition to EchoStar's stand-alone pay-per-view channels, the company's Dish on Demand service launched January 2005 with 30 titles downloaded to subscribers using the company's DISHPlayer Digital Video Recorder (DVR). DirecTV has promoted its pay-per-view business with discounts on recent Hollywood releases. EchoStar is rolling out the first portable DVR device, called the Pocket-Dish, in an effort "to get a leg up in its battle with cable and satellite TV rivals." It has also teamed up with Frontier, a telecommunications provider, to offer a bundled package of satellite television, Internet and telephone service in 24 states. This is in addition to the joint marketing arrangements DirecTV and EchoStar have with Bell companies.

Broadband Service Providers and Municipal Overbuilders

Although DirecTV and EchoStar are cable's largest MVPD competitors at this time, cable operators continue to face competition from other facilities-based providers in major U.S. markets. Broadband service providers (BSPs) - which include independent, municipal, and CLEC overbuilders - are offering bundles of video, voice, and data services over a single network.⁴⁰ RCN, the largest BSP, has 371,000 cable subscribers and ranks as the twelfth largest MSO. It

operates in major metropolitan areas, including San Francisco, Chicago, Boston, New York, and Washington, D.C. RCN's video, telephone, and high speed data service passes nearly 1.5 million homes.

Wide Open West (WOW), the fourteenth largest MSO, serves an estimated 291,200 subscribers, and passes an estimated 1.4 million homes. Knology Holdings, the twenty-first largest MSO, reports 175,300 cable subscribers, and passes 783,000 subscribers. Grande Communications, the thirtieth largest MSO, provides cable service to 87,800 subscribers and passes more than 328,000 homes.

Municipally-owned cable systems, in selected areas, also continue to compete with cable systems and other MVPDs. According to a survey by the American Public Power Association (APPA) of its members, conducted at the end of 2004, 102 municipally-owned utilities offered cable TV service.⁴³ The APPA survey also reported that 81 municipally-owned utilities were offering cable modem or DSL service, and 52 municipal utilities offered telephone service.

Mobile Video

Digital video recorders and video-on-demand services have fueled consumer demand for watching TV shows whenever people like. The next goal for video providers is to offer consumers the ability to watch TV wherever they like. The market for video over cell phones is growing quickly and is being developed by major players - including service providers like Verizon Wireless, Sprint, and Cingular as well as major technology companies like Qualcomm, Microsoft, and Nokia.

For example, Verizon Wireless rolled out V Cast, a service that offers video programming to cellular telephone users, in February 2005. V Cast currently provides news updates, sports highlights, celebrity news, stock quotes and market information, weather, and games for \$15 per month. Its television-like video, at high bit rates, allows customers to download music videos and other high quality content. It is also reportedly working on its own original, reality programming. Verizon asserts that its V Cast service is "available in 118 major metropolitan areas covering more than 148 million people."

Industry experts estimate that Verizon Wireless has signed up 500,000 customers since the service was launched early this year.

Similarly, Sprint Corporation began broadcasting live video over its wireless phones in August 2004. Sprint PCS customers can now see news, video clips, and other content real time over their cell phone. Sprint/Nextel has also announced that it will "offer 2-3 Mbps mobile broadband service to the top 100 U.S. markets at \$20-\$40 month in 2008." Qualcomm recently introduced its TV-cell phone service, MediaFlo.⁵⁰ In addition, MobiTV, a video service made available by Sprint and Cingular in the United States, now has 500,000 subscribers and an Emmy Award from the Academy of Television Arts and Sciences for its streaming TV broadcast service.

The drive to deliver TV content to portable devices is picking up steam, as some providers prepare to launch Hollywood films and short format cinema in the near term.⁵² HBO and Cingular Wireless recently entered a pact for wireless content distribution.⁵³ In addition to making the network's existing programming available, HBO may create new entertainment channels for the service.

Meanwhile, Sony's new portable PlayStation game device, known as PSP, is another mobile video play. It is capable of downloading TV shows and video information. It has been called "a plasma screen in your pocket."

Although still a nascent business, some financial analysts on Wall Street are predicting the following about wireless video services:

The U.S. mobile video user base may balloon to more than 20 million by the end of 2007, up from less than 1 million today, says Albert Lin, an analyst at American Technology Research (ATR). Assuming each subscriber pays \$5 a month for such services, that would translate to a \$1.2 billion market. Worldwide, more than 250 million people are expected to be watching mobile video by 2010, generating some \$27 billion in sales, vs. with \$200 million today, according to market consultant ABI Research.

Internet Video

The video landscape is marked not only by intense rivalry among cable, satellite and telephone providers but also Internet-based video delivery systems. Consumers now have new ways to access video content - from digital cell phones and other portable devices to interactive websites to enhanced in-home consumer electronics and computer

COMMUNICATIONS ISSUES Federal Document Clearing House Congressional Test

equipment with high definition DVD or streaming video-capability. Not surprisingly, Internet companies such as Yahoo! and Google have declared themselves to be media companies offering multiple services to compete with cable.

As one observer put it, the ethos of New TV can be captured in a single sweeping mantra: anything you want to see, any time, on any device." Another stated it this way:

It's the key battleground in what promises to be one of the most bruising - and important- global corporate fights in the next couple of years. Telephone giants, cable titans, computer companies and consumer electronics makers are all vying to provide the next generation of hightech entertainment - a single network or gadget that lets you view photos, listen to music, record DVDs and tune into whatever TV programs you want to watch, whenever you feel like watching them.

There is no denying that this proliferation of new delivery modes - the combination of digital communications and computers with entertainment and immediate access to worldwide information - is making all industry players compete more aggressively to stay in the game. As one media analyst recently said, "from an investment standpoint, I don't think we've ever before seen such a competitive landscape."

The FCC has recognized that video provided over the Internet has grown and promises to become an increasingly strong participant in the video programming marketplace.⁵⁹ As broadband Internet offers broadcast-quality video, consumers are increasingly turning to Internet-based means of accessing video content, including downloading movies and other high value video content traditionally available only through broadcast, cable, satellite or home video outlets. Libraries of video content, containing thousands of hours of video programming, are becoming available to consumers on a personalized, customized basis.

Internet companies are providing their own unique content or partnering with other established content providers and video distributors. New entrants, like Akimbo Systems, offer a mix of established TV programming and unique content via the Web. Akimbo charges \$10 a month and offers about 1600 programs, some for an extra fee. The company's chief executive predicts that Akimbo "will do what eBay has done for retailing." Google, Yahoo! and Microsoft are developing video search engines to harness video content via their portal service. Over the past year, Yahoo! predicted a one billion subscriber base for its multiple media services by decade's end. BitTorrent, an Internet file-sharing method enables video enthusiasts to trade video files online. iFilm and other websites offer video clips to millions of customers. Wi-FiTV, a broadband Web site that features more than 200 TV channels from around the world, recently began service.

Program networks are enhancing their Internet presence to gain viewers and advertising dollars. These web "channels" contain specially made programming, short videos targeting niche interests, and repackaged TV content. MTV Overdrive, a mix of news, live performances and on-demand music videos launched in April 2005. Networks such as Home & Garden Television, Food Network, CNN, Fox News Channel, and MSNBC are offering more video content on their sites. According to one analyst, Internet advertising is headed toward a 25 percent increase over the last year, to upwards of \$8.8 billion in 2005.

AOL saw a jump of 120 percent in its on-demand video streaming in 2004 and drew in five million viewers for its exclusive live coverage of the July 2, 2005, Live 8 concert. ManiaTV.com, the interactive television website, had 1.6 million users in July alone.

As Internet companies and website operators grow their on-line video businesses, consumer electronics manufacturers are developing ways to exploit the World Wide Web via equipment. Toshiba and Matsushita, for example, offer digital TVs that allow users to download and store online video, along with DVD recording capability. PC makers are developing new "media center" PCs that can play and record movies, television, and music accessed on-line. As described by PC magazine online, "there is going to be a big battle for dominance in people's living rooms. What we've seen is a mini-explosion of set top boxes for Internet television." This flurry of announcements and deals in recent months shows that all players in the video marketplace are positioning themselves to compete in the IPTV arena.

Broadcasting

Broadcasters are still strong competitors to cable and other multichannel providers. The competition for viewers is manifested in the battle for advertising dollars. After a 10-year decline in viewers aged 18 to 49, the broadcast networks posted an increase in this key demographic for the 2004-2005 television season. It all came down to the big four broadcast networks' crop of breakout hit shows. Some network shows turned in performances "akin to the days before cable became a serious competitor." This has boosted advertising commitments for the coming year on all broadcast net-

works. While the broadcast share of television viewing has declined in recent years as television viewers have increasingly opted for the multitude of choices available on cable, broadcast television remains a potent force. Broadcasting's share of the viewing day continues to exceed 40 percent. Moreover, approximately 15 percent of television households do not subscribe to any multichannel service. These television households continue to find broadcast television alone or in combination with non-MVPD video sources (such as DVDs) to be their preferred means of receiving video programming - and a significant percentage of MVPD households include television sets that are not connected to multichannel service.

Home Video

DVDs, video cassettes, and laser discs continue to provide competitive alternatives to MVPD viewing options. There are approximately 47,000 DVD titles available for purchase or rental today, compared to 30,000 a year ago. Consumers spent \$24.5 billion renting or purchasing DVDs and VHS tapes last year, while generating \$9.4 billion in domestic box office revenue. In addition to theatrical releases, many highly popular previously broadcast television series are now available in DVD format, frequently accompanied by major advertising campaigns. Popular cable network shows are also available on DVD.

The growth in sales of DVD-formatted programming has been facilitated by gains in the sale of DVD hardware. U.S. consumers purchased 37 million DVD players in 2004, an eight percent increase over the previous year. During the first half of 2005, nearly 14 million DVD players were sold to consumers, more than a six percent increase over the same period last year. Household penetration is expected to reach 80 percent by year-end 2005, with over 45 percent of DVD owners having more than one player. When accounting for computers with DVD-ROM drives and DVD-enabled video game consoles, an estimated 79 million households currently have the capability to play DVD, approaching three-fourths of all U.S. TV households.

With regard to DVD software, on-line provider Netflix recently teamed with retail giant Wal-Mart to offer their customers access to more than 40,000 titles of video programming. Overall, consumers spent \$15.5 billion in 2004 on DVD sales, an increase of 33 percent over 2003, while revenues from DVD rentals increased 26 percent over 2003, as consumers spent more than \$5.7 billion.

VI. VERTICAL INTEGRATION

Vertical integration in the cable industry has declined dramatically over the past decade. For example, in 1992, half of all cable program networks were vertically integrated with cable system operators. Since 1992 the percentage of programming networks in which cable operators collectively have any ownership interest has dropped to 21.8 percent. No single cable operator has a financial interest in more than seven percent of the more than 475 national program networks (counting each multiplexed payper-view network only once) identified in the FCC's Twelfth Annual report on competition in the video marketplace. Consequently, the vast majority of channels carried by any one cable operator - including Comcast, Time Warner, and every other member of NCTA - are not affiliated with that operator.

Even with over 530 national program networks, including several 24-hour allnews channels, the video marketplace is open to new independent networks. 90 cable channels have launched since January 2000 which are not affiliated with a cable operator, according to the FCC. This belies the complaints made by some critics that cable operators are refusing to carry independent programmers.

VII. TELEPHONE COMPANY ENTRY INTO VIDEO

Now that DBS has transformed the video marketplace so that virtually all television households have choice, it is easy to forget that only a decade ago, it was the large local telephone companies that were promising to provide a competitive alternative to cable - just as cable operators were promising to provide a new source of telephone service. Congress took those promises seriously and cleared a path for both the cable and telephone industries to enter each other's business. The 1996 Telecommunications Act immediately removed the statutory barrier for telco entry into video. It also allowed cable to provide local exchange service,⁷⁸ assuming that cable operators met the regulations for providing competitive local exchange service.

The cable industry delivered on its promise to provide facilities-based competition to incumbent voice providers. By contrast, the telephone companies did not fulfill their promises to enter the video marketplace. Instead, they spent ten years focused on the long distance market and thwarting the efforts of their competitors - especially the CLECS - to provide local telephone service.

The telephone companies are now reviving plans to provide multichannel video programming services. For example, AT&T/SBC is spending \$4 billion over the next three years to install fiber optic cable to serve up to 18 million homes and plans to deliver television services using Internet protocol (IP) technology. Verizon is spending \$6 billion over five years to lay fiber directly to 16 million households in its service areas.⁸¹

VIII. CONCLUSION

As Congress drafts changes to the Telecommunications Act of 1996, we urge you to treat like services alike, preferably in a deregulatory environment. We will do the rest by raising private risk capital, investing in new technology, offering better customer service, creating innovative programming, and competing with other multichannel video providers in order to provide consumers with the best voice, video, and data services possible.

LOAD-DATE: March 31, 2006

TAB 71

1 of 6 DOCUMENTS

Copyright 2006 Los Angeles Times
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Los Angeles Times

April 27, 2006 Thursday
Home Edition

SECTION: BUSINESS; Business Desk; Part C; Pg. 2

LENGTH: 87 words

HEADLINE: California and the West;
IN BRIEF / INTERNET;
Yahoo Unveils Software to Record TV Shows

BYLINE: From Bloomberg News

BODY:

Yahoo Inc. introduced software that lets people record television shows on their personal computers and use Yahoo services through their televisions.

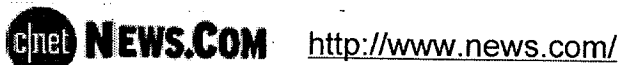
A test version of Yahoo Go for TV is available at Yahoo's website. Its use requires that computers be equipped with a TV tuner circuit board and cables to connect to a television.

The Sunnyvale, Calif.-based company laid out a plan in January to move beyond PC-based services and already offers photo and e-mail software for some mobile phones.

Shares of Yahoo rose \$1.01 to \$33.

LOAD-DATE: April 27, 2006

TAB 72



Yahoo's free software turns PC into DVR

By Candace Lombardi

http://news.com.com/Yahoos+free+software+turns+PC+into+DVR/2100-1026_3-6065254.html

Story last modified Thu Apr 27 05:19:38 PDT 2006

Yahoo has released a beta version of software that turns a PC into a digital video recorder.

The software, Yahoo Go for TV, is free to download. After the software is installed, people plug their computer into their television's video and audio input connections. The computer can then record and play back shows on the TV just like with a standalone DVR. Consumers can also play DVDs, music, photos or other downloaded content.

The cost of a few cables and TV tuner card, in comparison with the hundreds of dollars being shelled out for DVD players or DVRs, could lure consumers away from DVR competitors like TiVo. And many industry leaders see TV-computer combinations as the portal for reaching consumers.

Microsoft said recently that its Windows XP Media Center software is outselling the standard edition of the software, and Hewlett-Packard announced last year that it is developing technology to let high-definition televisions directly access digital content from home computers.

The Yahoo software, as of yet, only runs on Windows and requires a computer with 20GB of disk space to store recorded programs, 512MB of RAM and a 1GHz processor.

The DVR feature on Go for TV also requires a TV tuner card and connector cables for connecting to a TV monitor. Yahoo also suggests using a remote control, which usually comes standard with the purchase of most TV tuner cards. While the software works with any TV signal, Yahoo recommends a 1.5mbps broadband connection for best results.

Television listings are provided via a Yahoo Go for TV interface. Users are prompted to give their ZIP code during setup, so that the proper service provider can be chosen. Yahoo Go for TV updates the listings daily. Those who already use TiVo can still use the Go for TV digital video recording feature by simply connecting each component to a different video input outlet. One system will not interfere with the other, as long as they each have access to the TV signal.

Last year, Yahoo partnered with TiVo so that TiVo subscribers could browse and schedule downloads remotely via the Internet. Yahoo has not released any information on how this release affects that relationship.

The Yahoo Go for TV software works in conjunction with many of Yahoo's other Yahoo Go media products, such as Yahoo Launchcast, a radio and music subscription service, and Flickr, Yahoo's photo-sharing site. In addition, Go for TV lets people view photos from any online service and to listen to music from CDs or digital-music libraries already stored on the linked computer.

Last week, Yahoo announced its purchase of Meedio's technology and intellectual property. Houston-based Meedio's software integrates videos, photos and music for digital home media systems. At the time of the announcement, some

industry watchers speculated that Meedio would enable Yahoo to offer this very type of system.

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TAB 73

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RCR Wireless News

March 27, 2006

SECTION: NEWS; Pg. 4

LENGTH: 924 words

HEADLINE: Carriers must use network to offset 'dumb pipe' pressures

BYLINE: COLIN GIBBS

BODY:

Sling Media Inc. launched a software package allowing wireless subscribers to view TV broadcasts on Windows Mobile devices.

The developer announced a beta version of the much-awaited offering, which sends video from a cable box through an Ethernet cable to a handset running Windows Mobile Pocket PC 5.0 and 2003 Second Edition. The software requires a Slingbox, which sells for about \$250 at consumer electronics and computer retailers.

A trial version of SlingPlayer Mobile is available as a free download through April 2; the company plans to charge \$30 for the software after the trial. Existing and new Slingbox users who register their device will receive a "key" providing them free access to the mobile software.

Wireless subscribers can use the software to view programs, change channels, order videos on demand and control home digital video recorders. Sling Media hopes to deliver a version of the offering for non-touchscreen devices running Windows Mobile within the next month.

"This is an exciting time for people who want a single mobile device that does more than e-mail," said Scott Horn, general manager of mobile and embedded devices at Microsoft Corp. SlingPlayer Mobile delivers video to handsets at an average of 25 to 30 frames per second, according to spokesman Brian Jaquet, nearly duplicating traditional broadcast frame rates.

The software underscores the growing trend of "place-shifting," or using technology to move content across platforms. While some see place-shifting as a positive step that enables consumers to access a variety of content on multiple devices, others say the trend threatens wireless revenue streams by placing carriers one step closer to being "dump pipes" for data.

While the technology allows users to access mobile video without paying a premium for the content, though, Jaquet said Sling Media hopes to work with carriers to encourage users to sign up for lucrative data plans.

"We think it's something that's going to help them drive traffic to their networks," Jaquet said. "When you're spending \$40 a month for a data connection, we think this provides tremendous value for customers to actually sign up" for those subscription plans.

But the ability for wireless users to access home TV broadcasts over a handset could have serious implications for carriers that have gained substantial traction with their own mobile video offerings. Cingular Wireless L.L.C. earlier this month joined both Sprint Nextel Corp. and Verizon Wireless in offering carrier-branded video services; Cingular and Sprint Nextel also carry MobiTV's live wireless video broadcasts.

Whether wireless subscribers want to watch traditional TV broadcasts on a small screen has yet to be determined. Images can be difficult to discern even on repurposed video, and few consumers will be interested in watching a one-

hour episode of "Nova" on their phones. So TV networks like MTV and the Fox Broadcasting Co. are joining pure-play wireless video publishers like GoTV in creating content exclusively for mobile users.

But many believe that carriers looking to keep viewers tuned to their own broadcasts will have to offer more than just three-minute video shorts. They'll have to take advantage of their networks to determine what users want to watch and how they want to watch it. But they don't have long.

"MNOs (mobile network operators) must solidify their position in the mobile TV value chain before their role becomes minimized," according to Nick Holland, a senior analyst at Pyramid Research and author of a new report on mobile video. Holland estimates carriers have 12 to 18 months to offer mobile-centric video services at affordable prices lest they lose substantial ground to place-shifting technologies.

Schema, an Israel-based developer of network optimization software, this week plans to unveil an offering designed to allow carriers to glean and analyze network traffic information on W-CDMA and EV-DO networks. Other developers and infrastructure providers are evangelizing to operators, encouraging them to their most important asset: the network.

"The one advantage the carriers have got is that they do know who you are—they know your device, they know your tastes, and they know your location," said Martin Dunsby, senior vice president at Openwave Systems Inc. "There are a lot of TV providers out there right now trying to duplicate the experience (of watching television) on a mobile ... and you've got 300 channels and nothing's on."

And while the types of content or applications may vary, the battle lines remain the same for network operators. Wireless is being targeted by Google Inc. and Yahoo as well as digital music services and cable TV giants.

NMS Communications Corp., an infrastructure company that is working to leverage its experience in deploying ringback services, is building a "content promotions engine" that can track user behavior and analyze past purchases to recommend new kinds of content to users, like online retailer Amazon.com.

But the industry has a substantial amount of heavy lifting to do before carriers can capitalize on all the data their networks can offer, said NMS Vice President of Marketing John Orlando. The explosion of content and services on the market has operators scrambling to catch up, and content providers and infrastructure companies must help.

"I think the place (carriers) fall short is that all the application information is siloed," Orlando said. "Our view is that there are a lot of things to fix to get to the other side."

GRAPHIC: Art Credit: SlingPlayer Mobile

LOAD-DATE: March 30, 2006

TAB 74

Copyright 2006 Gannett Company, Inc.
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USA TODAY

March 13, 2006 Monday
FIRST EDITION

SECTION: MONEY; Pg. 1B

LENGTH: 1718 words

HEADLINE: Tech giants build bridge to consumers;
Companies used to corporate customers have to learn new way of doing business

BYLINE: Michelle Kessler

BODY:

SAN FRANCISCO -- Executives at Cisco Systems are grappling with an unusual problem for the networking giant: what to name new products.

Cisco usually just slaps technical monikers on its pricey back-office computer gear. The fact that a router is called CRS-1 -- and can cost about a million dollars -- doesn't faze the specialized technicians who purchase them.

But now Cisco has begun developing products for consumers. In the works are a DVD player and TiVo-like digital video recorder that can connect to the Internet using Cisco's networking technologies. Both are scheduled to come out this year -- if Cisco can pick names.

"One of the reasons that we haven't launched any network entertainment products is because we don't have a branding strategy," says Chris Stevens, the executive in charge of the line. While the Cisco brand is well-respected among business buyers, it hardly resonates with consumers. "A lot of people just know us as a stock to own," he says.

Brand recognition is just one of many hurdles Cisco and other tech companies more geared to corporate sales must overcome if they are to succeed in the consumer market. Unlike businesses, consumers buy goods one at a time, demand high levels of technical support and are extremely sensitive to prices and trends.

It's enough to make a company stay away. But tech firms from Cisco to Seagate Technology are plunging into the consumer market, even though they're having to make big, painful changes to do so. The reason: Consumers are their best chance for growth.

Corporate technology spending growth has been slow since the dot-com bust of 2001. It stalled completely in 2003 and, despite a crawl back, grew a modest 6% in 2005 from the previous year, says researcher IDC. In contrast, consumer electronic sales jumped 11% from 2004 to 2005 as shoppers bought digital music players, flat-panel TVs and other gadgets, says the Consumer Electronics Association, a trade group.

"We all made money in the 1990s on (businesses)," says William Watkins, CEO of computer drive maker Seagate Technology. "Now we all have to morph ourselves into consumer companies."

Buying in

Cisco typically enters new markets through acquisitions, and the consumer market is no exception. Recent purchases include Linksys, a home and small-office network gear maker; Scientific-Atlanta, a maker of cable TV boxes for Time Warner and others; and Kiss Technology, a Danish maker of networked DVD players.

Tech giants build bridge to consumers; Companies used to corporate custo

But while Cisco is known for the speed at which it merges acquired firms with the rest of its staff, these consumer-focused acquisitions haven't fit easily. In fact, Cisco runs its consumer arm under the Linksys name, as a near-separate company. Its offices are in Irvine, Calif., about 390 miles from Cisco's Silicon Valley headquarters. It has its own website, logo and administrative staff.

Linksys financials differ greatly from the rest of Cisco, too. Big routers often have a profit margin of 25% or more. Margins on consumer electronic products are usually less than 10%. "We recognize that and are operating the business in a distinct way," Stevens says.

Keeping the business divided might be a smart approach for some companies, says William Barnett, a professor of business strategy at Stanford University. "The organization and strategy that works really well in one part of the technology world doesn't necessarily translate quickly to another part," he says.

That's because consumer-focused firms build their reputations from the bottom up, one shopper at a time. Business-focused firms rely more on a few large, successful rollouts, Barnett says. The two models are so different that sales, marketing and design all need to be overhauled to move from one to the other.

Keeping units separate is just one approach to the problem. Other tech giants are tackling it with:

*An organizational overhaul. Seagate became the world's No. 1 hard disk drive maker by selling the data storage devices to Dell, Hewlett-Packard and other computer makers. They were built into corporate storage products as well as PCs.

Then computer sales tumbled after the dot-com bust, and Seagate began losing money. So the company looked into new markets, such as inexpensive stand-alone drives it could sell directly to consumers. The drives plug into any PC for extra storage of digital photos, music or other files.

But Seagate soon realized that consumers wouldn't buy the standard, bulky drives preferred by businesses. They wanted unique products designed to meet a particular need.

"I could do the whole (corporate technology) world with about seven products," says CEO Watkins. "Now I have as many as 50."

To meet that demand, Watkins (who was chief operating officer until 2004) re-organized Seagate. Instead of product teams, workers are now grouped by the markets they're targeting. That allows them to explore new kinds of products, such as a portable hard drive that fits into a pocket.

Watkins also ordered designers to make drives more robust. He extended warranties from one year to five. "If you have a problem with Dell or HP, you can renegotiate your contract," he says. "If your consumer drive fails, that person is never going to buy from you ever again."

Thanks in part to that effort, new sales have boosted Seagate's revenue and allowed it to post a \$707 million profit in its 2005 fiscal year.

*A corporate culture shake-up. Semiconductor giant Intel has long made chips for consumer PCs. But they were usually the same as chips for business PCs, which is Intel's biggest market.

But that cash cow faltered after the bust. Business spending slowed, and Intel made some manufacturing missteps. Rival Advanced Micro Devices gained share. Suddenly, the once-booming company was missing its own earnings forecasts.

CEO Paul Otellini ordered a shake-up and a new focus on the consumer market. He hired outside executives with consumer backgrounds, such as Samsung executive vice president Eric Kim and Gemstar-TV Guide vice president Marcelino Ford-Livene. That was a big departure for Intel, which is known for promoting from within.

"We had to change the people, we had to change the products, the positioning, the partnerships," says Intel Vice President Don MacDonald.

A team of ethnographers was dispatched to help develop products. Before, engineers tended to believe, "If you bring it to market, people will buy it," MacDonald says. Now, they have to prove that a product will "delight somebody" and "fit in your life" before getting approval, he says.

Intel launched the first major product from this effort in January. Called Viiv (rhymes with dive), it's a set of chips designed to make entertainment PCs a lot easier for consumers to use. Viiv PCs are built to talk to other devices, such as TV set-top boxes, and handle movies, music and other content without a glitch.

It's too soon to tell how well it will work. This month, Intel said that its first-quarter revenue would be lower than earlier forecast because of market-share losses and weaker-than-expected demand.

A key to Viiv's success is whether Intel can persuade a majority of entertainment companies to release content in a Viiv-compatible format. To improve the odds, Intel is helping other companies design non-Intel devices to interact with Viiv PCs, such as televisions or digital music players. More than 300 employees have been assigned to the project, even though it won't directly generate a single dollar in revenue for the chipmaker.

*Gradual change. Research In Motion's BlackBerry e-mail device was designed with business in mind. It was created as a corporate productivity tool.

But about two years ago, RIM co-CEO Jim Balsillie noticed that spouses of BlackBerry owners had started to buy the gadgets to keep in touch with their busy partners.

A market was born that helped RIM keep growing through the bust years. To target it, RIM first started to add consumer-friendly features, such as instant messaging from Yahoo and mapping software from Google.

The company also focused on making BlackBerrys easier to use. One new feature allowed new owners to instantly activate their device over a cellphone network instead of waiting for a technician to do it.

"In the corporate world, everything goes through a sophisticated (information technology) department," Balsillie says. "You're on your own as a consumer."

(Simplicity is one reason RIM settled a long-running patent lawsuit for \$612 million this month. RIM said it had a workaround, but it would have required BlackBerry users to do a complicated upgrade.)

But the biggest changes came from RIM's marketing department. Corporations usually buy BlackBerrys in bulk and set up their own networks, but consumers buy them one at a time from cellphone carriers.

When Balsillie realized that many salespeople at Cingular, Verizon and other carriers had trouble explaining the devices, he dispatched an army of RIM staffers to teach them. RIM won't say how many there are, citing competitive reasons, but the number doubled in 2005 from 2004.

"A data plan is a lot harder to sell than a voice plan," Balsillie says.

Long-term payoff?

These firms have all benefited from their push into the consumer market. But it will take time before they know if it will pay off in the long term, says Stanford's Barnett. Margins on consumer goods are low and there's little room for error, so consumer companies need to be run carefully. "Wal-Mart is going to expect you to deliver when you say you are," he says.

But if consumer focus doesn't work out, it's OK -- as long as the company can adapt to changing market conditions, Barnett says. After all, consumers are the big spenders now, but they won't always be. More important is the ability to chase the next big thing.

For proof, look at onetime computer giant Digital Equipment Corp., Barnett says. In the 1980s, DEC so dominated the market for big, back-office computers that it was second in size only to IBM. But it missed the shift to smaller, desk-top computers and was sold off in pieces in the late-1990s.

Meanwhile, occasional DEC rival Dell has smoothly moved between consumer PCs, business PCs and back-office computer systems through the decades as demand shifted. It's now the world's largest PC maker. "Those of us who remember DEC (really admire) the capabilities we see in a Dell," Barnett says.

LOAD-DATE: March 14, 2006

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

In the matter of
Trademark Application Serial Nos. 76/035,136 and 76/035,135
Marks: INTUITOUCH and INTUIVISION

Intuit Inc.)	
)	
vs.)	Consolidated Opposition Nos.
Interlink Electronics, Inc.,)	91124742 and 91124758
Applicant)	
)	

Express Mail mailing label No. <u>EV 519614675 US</u>
Date of Deposit <u>5/1/06</u>
I hereby certify that this paper or fee is being deposited with the United States Postal Service "Express Mail Post Office to Addressee" service under 37 CFR 1.10 on the date indicated above and is addressed to: Commissioner for Trademark, P.O. Box 1451, Alexandria, Virginia 22313-1451.
<u>Phyllis O'Sullivan</u>
(Type or Print Name of Person Mailing Paper or Fee)
<u>Phyllis O'Sullivan</u>
(Signature of Person Mailing Paper or Fee)

BOX TTAB NO FEE
Commissioner For Trademarks
P.O. Box 1451
Alexandria, Virginia 22313-1451

**OPPOSER'S NOTICE OF RELIANCE
PURSUANT TO RULE 2.122(e) ON OFFICIAL RECORDS**

Pursuant to Rule 2.122(e) of the Trademark Rules of Practice, Intuit Inc. ("Opposer"), hereby submits this Notice of Reliance and makes of record in this proceeding additional registrations of Opposer and official records, the publication of which is competent evidence and relevant to this proceeding:

Tab Description of Materials

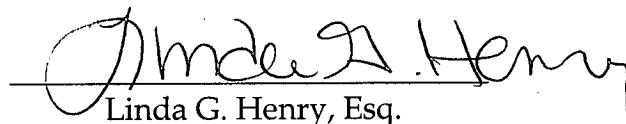
- | | |
|---|--|
| 1 | INTUIT, Reg. No. 2,729,118 owned by Opposer. |
| 2 | INTUIT, Reg. No. 2,729,119 owned by Opposer. |
| 3 | INTUIT, Reg. No. 2,729,121 owned by Opposer. |

- 4 INTUIT, Reg. No. 2,729,122 owned by Opposer.
- 5 INTUIT, Reg. No. 2,729,359 owned by Opposer.
- 6 INTUIT, Reg. No. 2,729,360 owned by Opposer.
- 7 INTUIT, Reg. No. 2,763,973 owned by Opposer.
- 8 INTUIT, Reg. No. 2,771,349 owned by Opposer.
- 9 INTUIT MASTER BUILDER, Reg. No. 2,852,474 owned by Opposer.
- 10 INTUIT, Reg. No. 2,920,336 owned by Opposer.
- 11 INTUIT, Reg. No. 3,039,919 owned by Opposer.
- 12 Judgment entered against Applicant, Opp. No. 91166830 regarding App. Serial No. 78/364420 for the mark ITUITY, and the Patent and Trademark Office record for same.
- 13 Judgment entered against Applicant, Opp. No. 91158834 regarding App. Serial No. 76/397083 for the mark INTUILOGICS REFINING MANAGEMENT and Life Strategies, and the Patent and Trademark Office record for same.
- 14 Judgment entered against Applicant, Opp. No. 91157821 regarding App. Serial No. 76/450874 for the mark IN-2-IT, and the Patent and Trademark Office record for same.
- 15 Judgment entered against Applicant, Opp. No. 91157414 regarding App. Serial No. 78/120211 for the mark INTUITY, and the Patent and Trademark Office record for same.
- 16 Judgment entered against Applicant, Opp. No. 91154891 regarding App. Serial No. 78/093617 for the mark INTUIT YOGA, and the Patent and Trademark Office record for same.
- 17 Application abandoned with prejudice, Opp. No. 91153692 regarding App. Serial No. 76/261385 for the mark EINTUITY, and the Patent and Trademark Office record for same.
- 18 Judgment entered against Applicant, Opp. No. 91151600 regarding App. Serial No. 76/213185 for the mark VESTUIT.
- 19 Application abandoned with prejudice, Opp. No. 91125495 regarding App. Serial No. 78/065849 for the mark AIRTUIT.
- 20 Judgment entered against Applicant, Opp. No. 91150227 regarding App. Serial No. 76/141398 for the mark INNUITY.
- 21 Judgment entered against Applicant, Opp. No. 91150155 regarding App. Serial No. 76/094395 for the mark GETTUIT.NET.
- 22 Judgment entered against Applicant, Opp. No. 91150289 regarding App. Serial No. 75/874897 for the mark GETTUIT.
- 23 Judgment entered against Applicant, Opp. No. 91124615 regarding App. Serial No. 75/770713 for the mark GETTUIT.COM.
- 24 Judgment entered against Applicant, Opp. No. 91123374 regarding App. Serial No. 75/911423 for the mark INUIT.
- 25 Judgment entered against Applicant, Opp. No. 123018 regarding App. Serial No. 75/853258 for the mark INNUITY.

- 26 Judgment entered against Applicant, Opp. No. 121,985 regarding App. Serial No. 75/632,533 for the mark INTUITEL.
- 27 Judgment entered against Applicant, Opp. No. 111,457 regarding App. Serial No. 75/217,608 for the mark INTUITA.
- 28 Judgment entered against Applicant, Opp. No. 111,744 regarding App. Serial No. 75/320,015 for the mark TAPINTUIT.

The foregoing materials are relevant evidence of the facts alleged in the Notices of Opposition including, without limitation, the facts alleged in Paragraphs 2 and 3. In particular, these registrations and official records are relevant to show Opposer's widespread and prior rights in the INTUIT and "Intuit" family of marks.

Dated: May L, 2006



Linda G. Henry, Esq.
Attorneys for Opposer
FENWICK & WEST LLP
Silicon Valley Center
801 California Street
Mountain View, CA 94041
(650) 988-8500

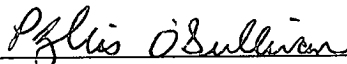
PROOF OF SERVICE BY MAIL

I declare that:

I am employed in the County of Santa Clara, California. I am over the age of eighteen years and not a party to the within cause; my business address is Silicon Valley Center, 801 California Street, Mountain View, CA 94041. On May 1, 2006, I served the within OPPOSER'S NOTICE OF RELIANCE PURSUANT TO RULE 2.122(e) ON OFFICIAL RECORDS, on the interested parties in said cause, by placing a true copy thereof enclosed in a sealed envelope with postage thereon fully prepaid, in the United States mail at Mountain View, California, addressed as follows:

Mark A. Kantor, Esq.
Brooks & Kushman P.C.
1000 Town Center, 22nd Floor
Southfield, MI 48075

I declare under penalty of perjury that the foregoing is true and correct, and that this declaration was executed at Mountain View, California, this 1 day of May, 2006.

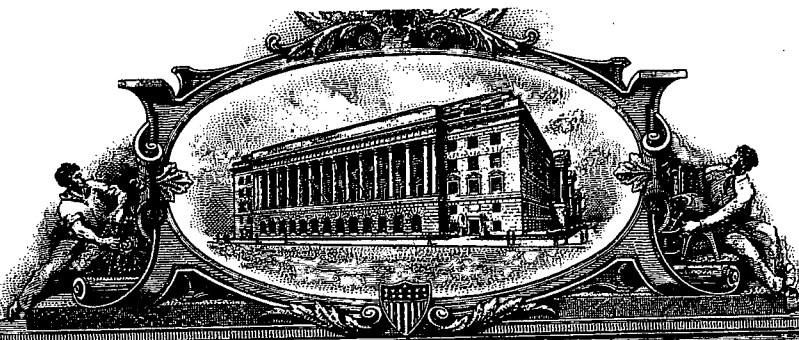


Phyllis O'Sullivan

20797/00724/DOCS/1617562.1

TAB 1

1420806



THE UNITED STATES OF AMERICA

TO ALL TO WHOM THESE PRESENTS SHALL COME:

UNITED STATES DEPARTMENT OF COMMERCE
United States Patent and Trademark Office

February 01, 2006

THE ATTACHED U.S. TRADEMARK REGISTRATION 2,729,118 IS
CERTIFIED TO BE A TRUE COPY OF THE REGISTRATION ISSUED BY
THE UNITED STATES PATENT AND TRADEMARK OFFICE WHICH
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REGISTERED FOR A TERM OF 10 YEARS FROM *June 24, 2003*
SAID RECORDS SHOW TITLE TO BE IN: *Registrant*

By Authority of the
Under Secretary of Commerce for Intellectual Property
and Director of the United States Patent and Trademark Office

E. BORNETT
Certifying Officer



Int. Cl.: 25

Prior U.S. Cls.: 22 and 39

United States Patent and Trademark Office

Reg. No. 2,729,118

Registered June 24, 2003

**TRADEMARK
PRINCIPAL REGISTER**

INTUIT

**INTUIT INC. (DELAWARE CORPORATION)
2535 GARCIA AVENUE
MOUNTAIN VIEW, CA 94043**

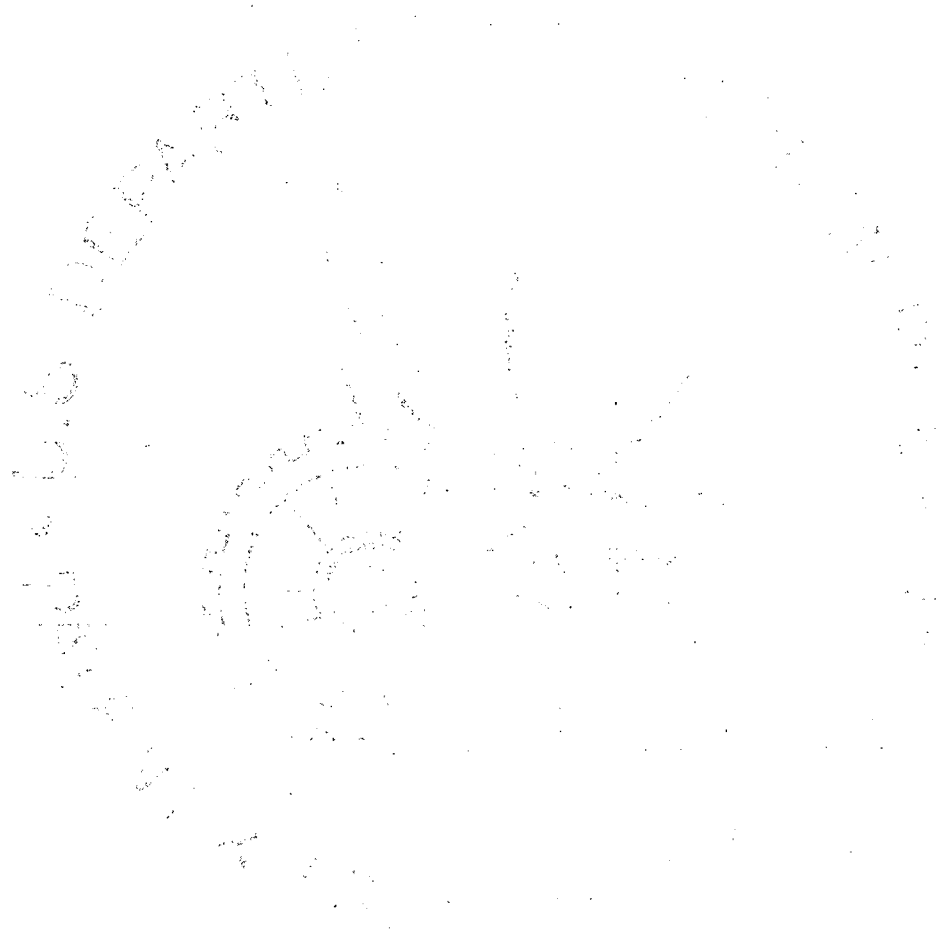
**FOR: CLOTHING, NAMELY, T-SHIRTS, JACK-
ETS, DRESS SHIRTS, POLO SHIRTS, HATS AND
BASEBALL CAPS, IN CLASS 25 (U.S. CLS. 22 AND
39).**

FIRST USE 0-0-1984; IN COMMERCE 0-0-1984.

**OWNER OF U.S. REG. NOS. 1,840,504, 1,944,876
AND OTHERS.**

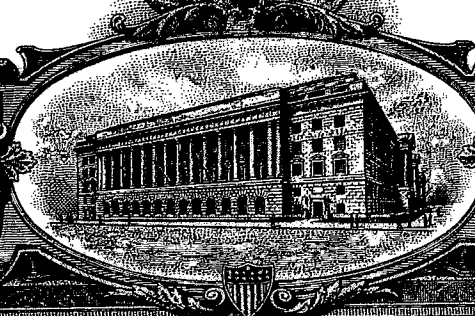
SER. NO. 76-462,270, FILED 10-29-2002.

CHERYL CLAYTON, EXAMINING ATTORNEY



TAB 2

1420806



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**By Authority of the
Under Secretary of Commerce for Intellectual Property
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E. BORNETT

Certifying Officer



Int. Cl.: 9

Prior U.S. Cls.: 21, 23, 26, 36 and 38

Reg. No. 2,729,119

United States Patent and Trademark Office

Registered June 24, 2003

**TRADEMARK
PRINCIPAL REGISTER**

INTUIT

**INTUIT INC. (DELAWARE CORPORATION)
2535 GARCIA AVENUE
MOUNTAIN VIEW, CA 94043**

FOR: COMPUTER SOFTWARE FOR DATABASE AND DATA MANAGEMENT, NAMELY, COMPUTER SOFTWARE FOR INVENTORY MANAGEMENT, ESTIMATING, JOB COSTING, EMPLOYEE TIME TRACKING, CUSTOMER RELATIONSHIP MANAGEMENT, BUSINESS OPERATIONS MANAGEMENT AND PROJECT MANAGEMENT AND INSTRUCTIONAL MANUALS SOLD AS A UNIT; COMPUTER SOFTWARE USED FOR THE ELECTRONIC EXCHANGE OF ACCOUNTING, FINANCIAL, CUSTOMER, CONTACT, PRODUCT AND BUSINESS DATA; BUSINESS MANAGEMENT SOFTWARE FOR USE IN A VARIETY OF INDUSTRIES, NAMELY REAL ESTATE AND PROPERTY MANAGEMENT, AUTOMOTIVE SERVICE AND REPAIR MANAGEMENT, CONSTRUCTION MAN-

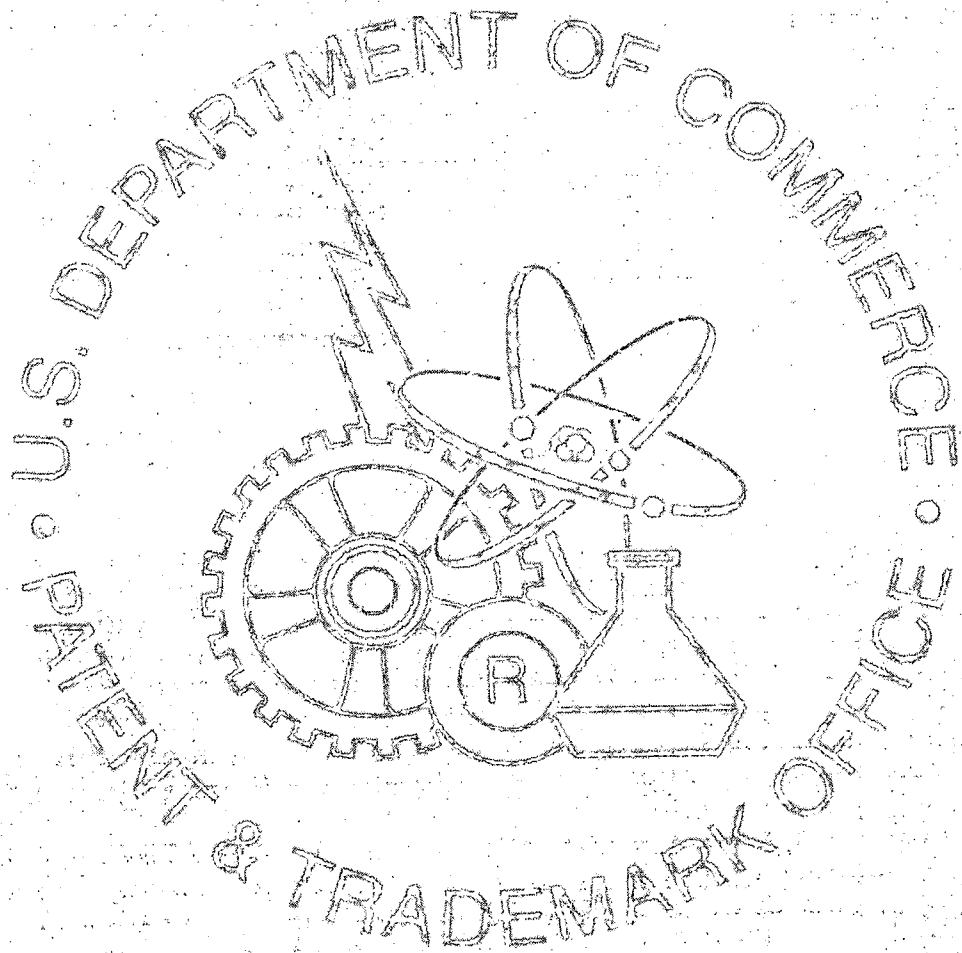
AGEMENT, HEALTH CARE PRACTICE MANAGEMENT, LAW FIRM MANAGEMENT, NON-PROFIT AND PUBLIC SECTOR ORGANIZATION MANAGEMENT, RETAIL AND RESTAURANT MANAGEMENT, AND TRAVEL SERVICES MANAGEMENT AND INSTRUCTIONAL MANUALS SOLD AS A UNIT; COMPUTER SOFTWARE FOR USE IN DISTRIBUTING, INSTALLING AND UPDATING OTHER APPLICATIONS, IN CLASS 9 (U.S. CLS. 21, 23, 26, 36 AND 38).

FIRST USE 2-0-1992; IN COMMERCE 2-0-1992.

OWNER OF U.S. REG. NOS. 1,840,504, 1,944,876 AND OTHERS.

SER. NO. 76-462,271, FILED 10-29-2002.

CHERYL CLAYTON, EXAMINING ATTORNEY



TAB 3

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United States Patent and Trademark Office**

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**W. MONTGOMERY
Certifying Officer**



Int. Cl.: 35

Prior U.S. Cls.: 100, 101 and 102

United States Patent and Trademark Office

Reg. No. 2,729,121

Registered June 24, 2003

**SERVICE MARK
PRINCIPAL REGISTER**

INTUIT

INTUIT INC. (DELAWARE CORPORATION)
2535 GARCIA AVENUE
MOUNTAIN VIEW, CA 94043

FOR: ONLINE BUSINESS DIRECTORIES FEATURING FINANCIAL ADVISORS, ACCOUNTANTS, BOOKKEEPERS AND THIRD-PARTY VENDORS; ONLINE ORDERING SERVICES IN THE FIELD OF FINANCIAL AND ACCOUNTING PRODUCTS AND SERVICES; OPERATING ONLINE MARKETPLACES FOR SELLERS OF GOODS AND SERVICES; DISSEMINATION OF ADVERTISING FOR OTHERS VIA THE INTERNET; ASSOCIATION AND MEMBERSHIP SERVICES, NAMELY PROMOTING THE INTERESTS OF, AND PROVIDING BUSINESS REFERRAL, MARKETING AND BUSINESS MANAGEMENT SERVICES TO MEMBER ACCOUNTING AND BUSINESS MANAGEMENT PROFESSIONALS; ARRANGING AND CONDUCTING BUSINESS CONFERENCES AND TRADE SHOWS IN THE FIELDS OF FINANCE, PAYROLL AND TAX PREPARATION AND PROCESSING, ACCOUNTING AND BUSINESS MANAGEMENT; PROVIDING

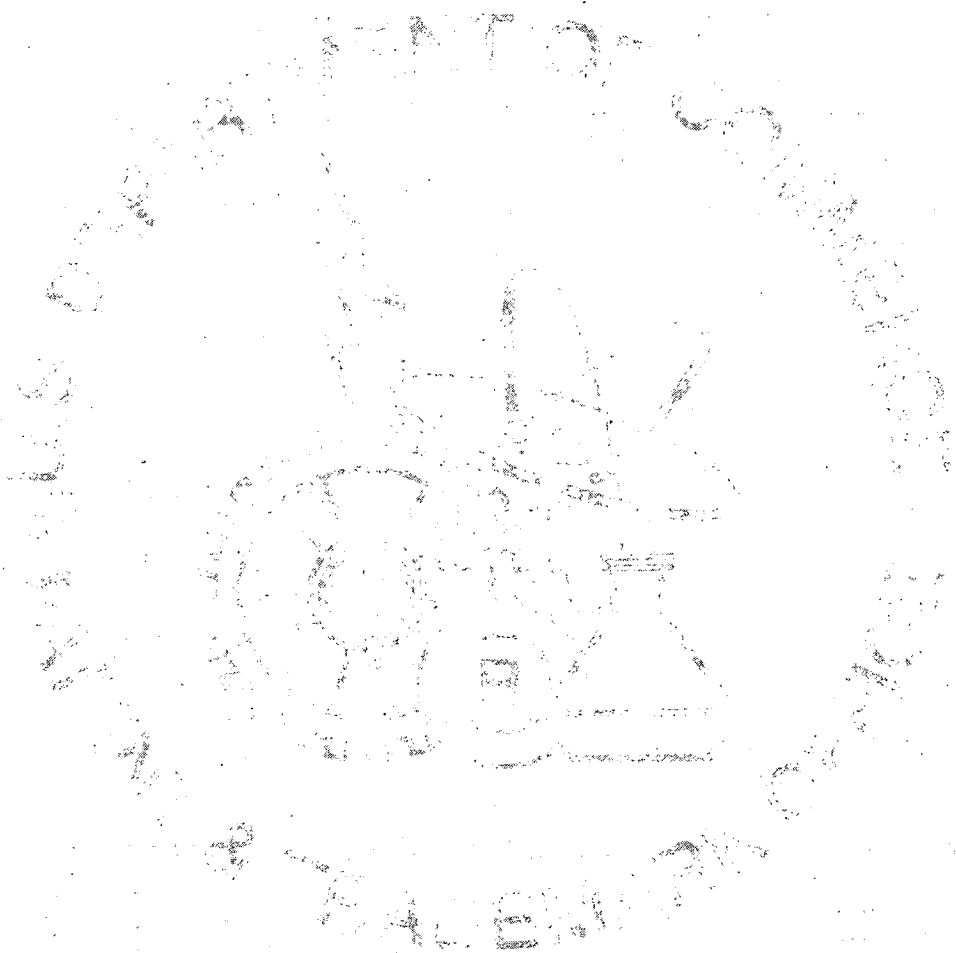
BUSINESS MANAGEMENT INFORMATION ON A WIDE VARIETY OF TOPICS VIA ELECTRONIC MEANS; ASSOCIATION AND MEMBERSHIP SERVICES, NAMELY PROMOTING THE INTERESTS OF, AND PROVIDING BUSINESS REFERRAL, MARKETING AND TECHNICAL ASSISTANCE TO MEMBER SOFTWARE DEVELOPERS; ONLINE DIRECTORIES FEATURING SOFTWARE DEVELOPERS; ARRANGING AND CONDUCTING BUSINESS CONFERENCES AND TRADE SHOWS IN THE FIELD OF SOFTWARE DEVELOPMENT; DATABASE MANAGEMENT SERVICES BY ELECTRONIC MEANS, IN CLASS 35 (U.S. CLS. 100, 101 AND 102).

FIRST USE 0-0-1996; IN COMMERCE 0-0-1996.

OWNER OF U.S. REG. NOS. 1,840,504, 1,944,876 AND OTHERS.

SER. NO. 76-464,189, FILED 11-4-2002.

CHERYL CLAYTON, EXAMINING ATTORNEY



TAB 4

1420805



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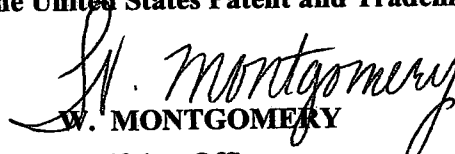
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**W. MONTGOMERY
Certifying Officer**



Int. Cl.: 16

Prior U.S. Cls.: 2, 5, 22, 23, 29, 37, 38 and 50

Reg. No. 2,729,122

United States Patent and Trademark Office

Registered June 24, 2003

**TRADEMARK
PRINCIPAL REGISTER**

INTUIT

**INTUIT INC. (DELAWARE CORPORATION)
2535 GARCIA AVENUE
MOUNTAIN VIEW, CA 94043**

BOXES FOR STORAGE OF BUSINESS AND PERSONAL CHECKS AND RECORDS; TAX FORMS, IN CLASS 16 (U.S. CLS. 2, 5, 22, 23, 29, 37, 38 AND 50).

FOR: CATALOGS IN THE FIELD OF FINANCE AND ACCOUNTING, OFFICE SUPPLIES AND DESKTOP SOFTWARE; ENDORSEMENT AND INK STAMPS; RUBBER STAMPS; STATIONERY PAPER; ADDRESS AND MAILING LABELS; BINDERS; PLASTIC BAGS FOR MAKING BANK DEPOSITS; BUSINESS CARDS; CARDS BEARING UNIVERSAL GREETINGS; CHECK HOLDERS; FILE

FIRST USE 0-0-1989; IN COMMERCE 0-0-1989.

OWNER OF U.S. REG. NOS. 1,840,504, 1,944,876 AND OTHERS.

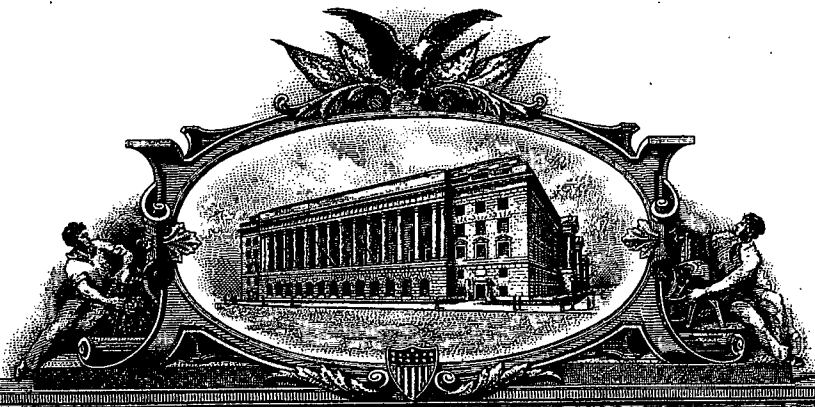
SER. NO. 76-464,192, FILED 11-4-2002.

CHERYL CLAYTON, EXAMINING ATTORNEY



TAB 5

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**By Authority of the
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**P. SWAIN
Certifying Officer**



Int. Cl.: 9

Prior U.S. Cls.: 21, 23, 26, 36 and 38

United States Patent and Trademark Office

Reg. No. 2,729,359

Registered June 24, 2003

**TRADEMARK
PRINCIPAL REGISTER**

INTUIT

**INTUIT INC. (DELAWARE CORPORATION)
2535 GARCIA AVENUE
MOUNTAIN VIEW, CA 94043**

FIRST USE 0-0-1994; IN COMMERCE 0-0-1994.

**OWNER OF U.S. REG. NOS. 1,840,504, 1,944,876
AND OTHERS.**

**FOR: COMPUTER SOFTWARE FOR USE IN TAX
PLANNING, TAX PREPARATION AND FILING;
COMPUTER SOFTWARE FOR USE IN PROFES-
SIONAL TAX PRACTICE MANAGEMENT, IN
CLASS 9 (U.S. CLS. 21, 23, 26, 36 AND 38).**

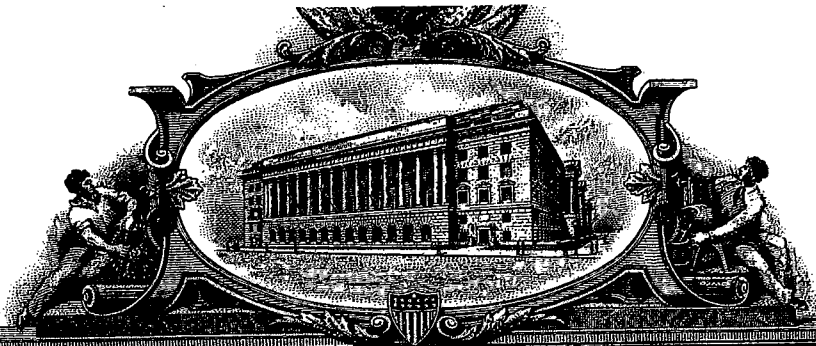
SER. NO. 78-178,237, FILED 10-24-2002.

CHERYL CLAYTON, EXAMINING ATTORNEY



TAB 6

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February 01, 2006

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**REGISTERED FOR A TERM OF 10 YEARS FROM *June 24, 2003*
SAID RECORDS SHOW TITLE TO BE IN: *Registrant***

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**P. SWAIN
Certifying Officer**



Int. Cl.: 36

Prior U.S. Cls.: 100, 101 and 102

Reg. No. 2,729,360

United States Patent and Trademark Office

Registered June 24, 2003

**SERVICE MARK
PRINCIPAL REGISTER**

INTUIT

**INTUIT INC. (DELAWARE CORPORATION)
2535 GARCIA AVENUE
MOUNTAIN VIEW, CA 94043**

**FOR: FINANCIAL SERVICES NAMELY, ONLINE
BANKING, BILL PAYMENT AND PAYMENT PRO-
CESSING BY ELECTRONIC MEANS, IN CLASS 36
(U.S. CLS. 100, 101 AND 102).**

FIRST USE 0-0-1991; IN COMMERCE 0-0-1991.

**OWNER OF U.S. REG. NOS. 1,840,504, 1,944,876
AND OTHERS.**

SER. NO. 78-180,304, FILED 10-30-2002.

CHERYL CLAYTON, EXAMINING ATTORNEY



TAB 7

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United States Patent and Trademark Office**

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**REGISTERED FOR A TERM OF 10 YEARS FROM *September 16, 2003*
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and Director of the United States Patent and Trademark Office**


**E. BORNETT
Certifying Officer**



Int. Cl.: 40

Prior U.S. Cls.: 100, 103 and 106

United States Patent and Trademark Office

Reg. No. 2,763,973

Registered Sep. 16, 2003

**SERVICE MARK
PRINCIPAL REGISTER**

INTUIT

**INTUIT INC. (DELAWARE CORPORATION)
2535 GARCIA AVENUE
MOUNTAIN VIEW, CA 94043**

FIRST USE 2-0-1984; IN COMMERCE 2-0-1984.

**FOR: PRINTING SERVICES; OFFSET PRINTING
SERVICES; STATIONERY PRINTING SERVICES;
CUSTOMIZED PRINTING OF COMPANY NAMES
AND LOGOS FOR PROMOTIONAL AND ADVERTISING
PURPOSES ON THE GOODS OF OTHERS,
IN CLASS 40 (U.S. CLS. 100, 103 AND 106).**

**OWNER OF U.S. REG. NOS. 1,840,504, 1,944,876
AND OTHERS.**

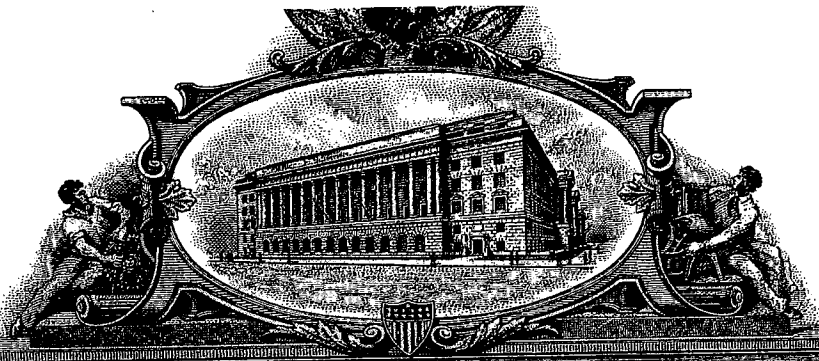
SER. NO. 76-462,269, FILED 10-29-2002.

CHERYL CLAYTON, EXAMINING ATTORNEY



TAB 8

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United States Patent and Trademark Office

February 01, 2006

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**REGISTERED FOR A TERM OF 10 YEARS FROM *October 07, 2003*
SAID RECORDS SHOW TITLE TO BE IN: *Registrant*.**

**By Authority of the
Under Secretary of Commerce for Intellectual Property
and Director of the United States Patent and Trademark Office**

W. Montgomery
W. MONTGOMERY
Certifying Officer



Int. Cls.: 35 and 36

Prior U.S. Cls.: 100, 101 and 102

United States Patent and Trademark Office

Reg. No. 2,771,349

Registered Oct. 7, 2003

**SERVICE MARK
PRINCIPAL REGISTER**

INTUIT

**INTUIT INC. (DELAWARE CORPORATION)
2535 GARCIA AVENUE
MOUNTAIN VIEW, CA 94043**

FOR: ADMINISTRATION OF BUSINESS PAY-ROLL AND PAYROLL PREPARATION SERVICES FOR OTHERS; TAX PREPARATION SERVICES; FILING OF TAX ASSESSMENTS; PROMOTING PUBLIC AWARENESS OF TAX PREPARATION AND FILING SERVICES FOR OTHERS; BUSINESS INVOICING SERVICES; PROVIDING BUSINESS SERVICES, NAMELY BUSINESS INCORPORATION SERVICES IN THE NATURE OF PREPARATION AND FILING OF INCORPORATION APPLICATIONS AND ARTICLES OF INCORPORATION FOR OTHERS, IN CLASS 35 (U.S. CLS. 100, 101 AND 102).

FIRST USE 0-0-1994; IN COMMERCE 0-0-1994.

FOR: ADMINISTRATION OF EMPLOYEE BENEFITS FOR OTHERS, IN CLASS 36 (U.S. CLS. 100, 101 AND 102).

FIRST USE 3-30-2001; IN COMMERCE 3-30-2001.

OWNER OF U.S. REG. NOS. 1,840,504, 1,944,875, AND 1,944,876.

SER. NO. 76-464,191, FILED 11-4-2002.

CHERYL CLAYTON, EXAMINING ATTORNEY

