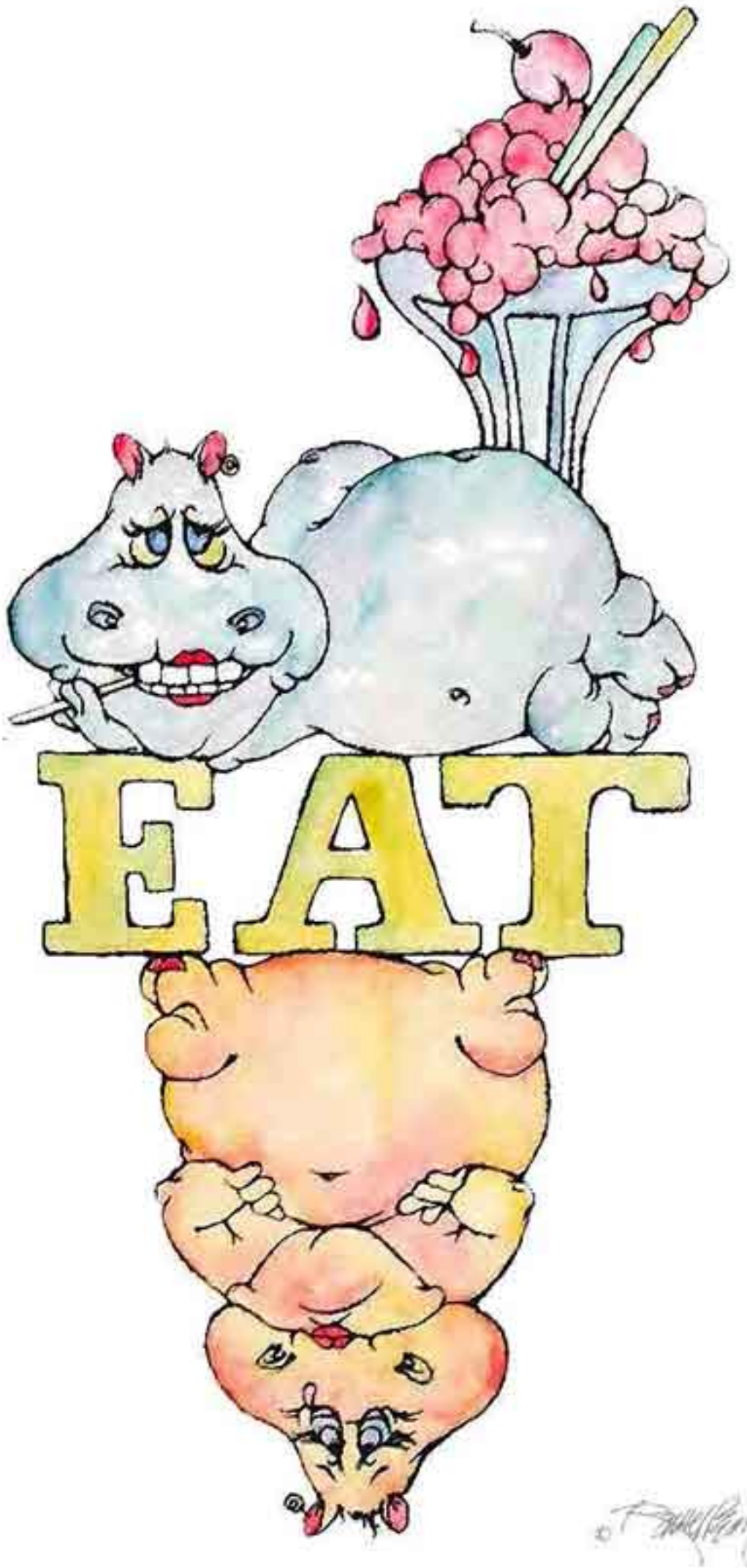
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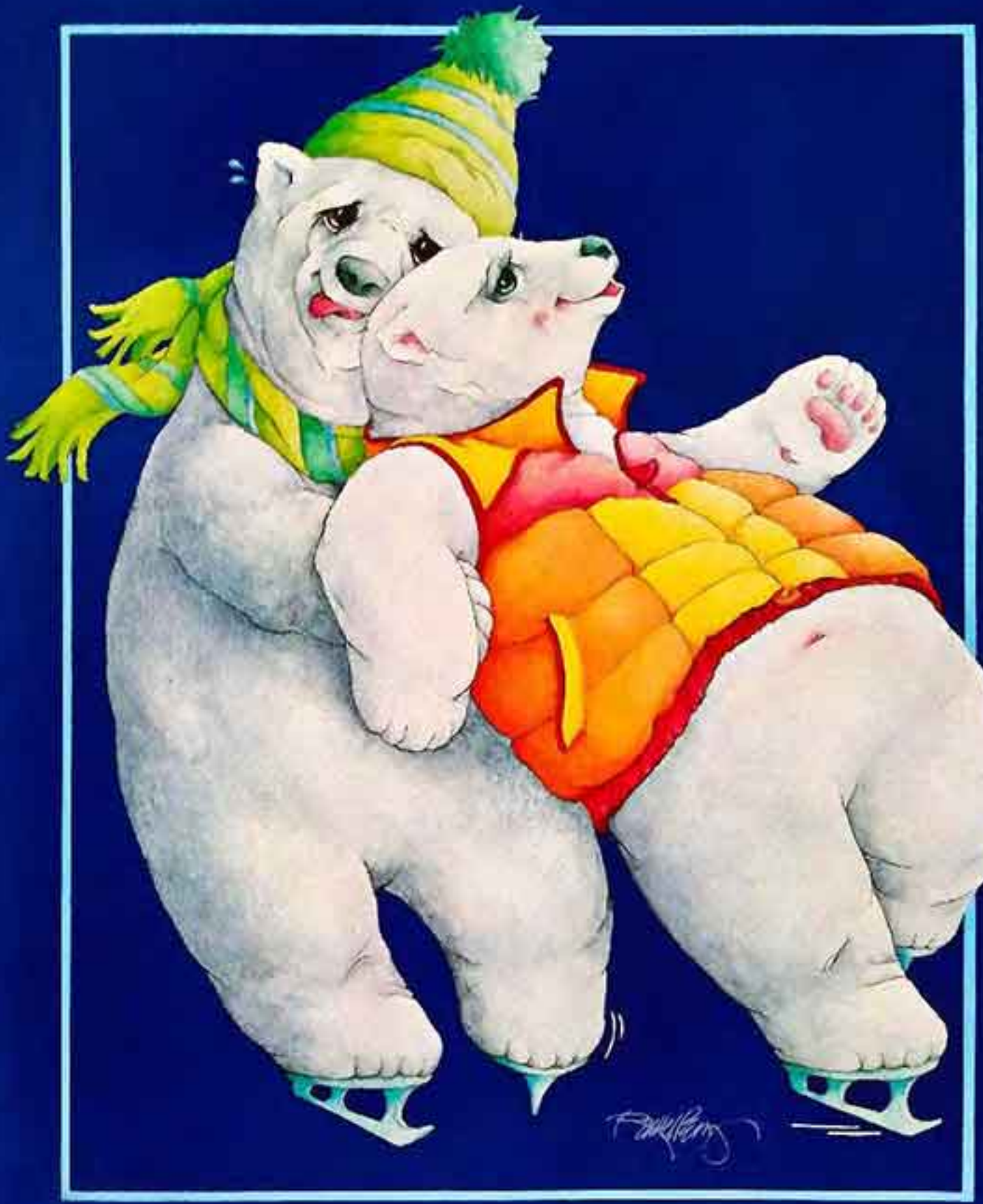
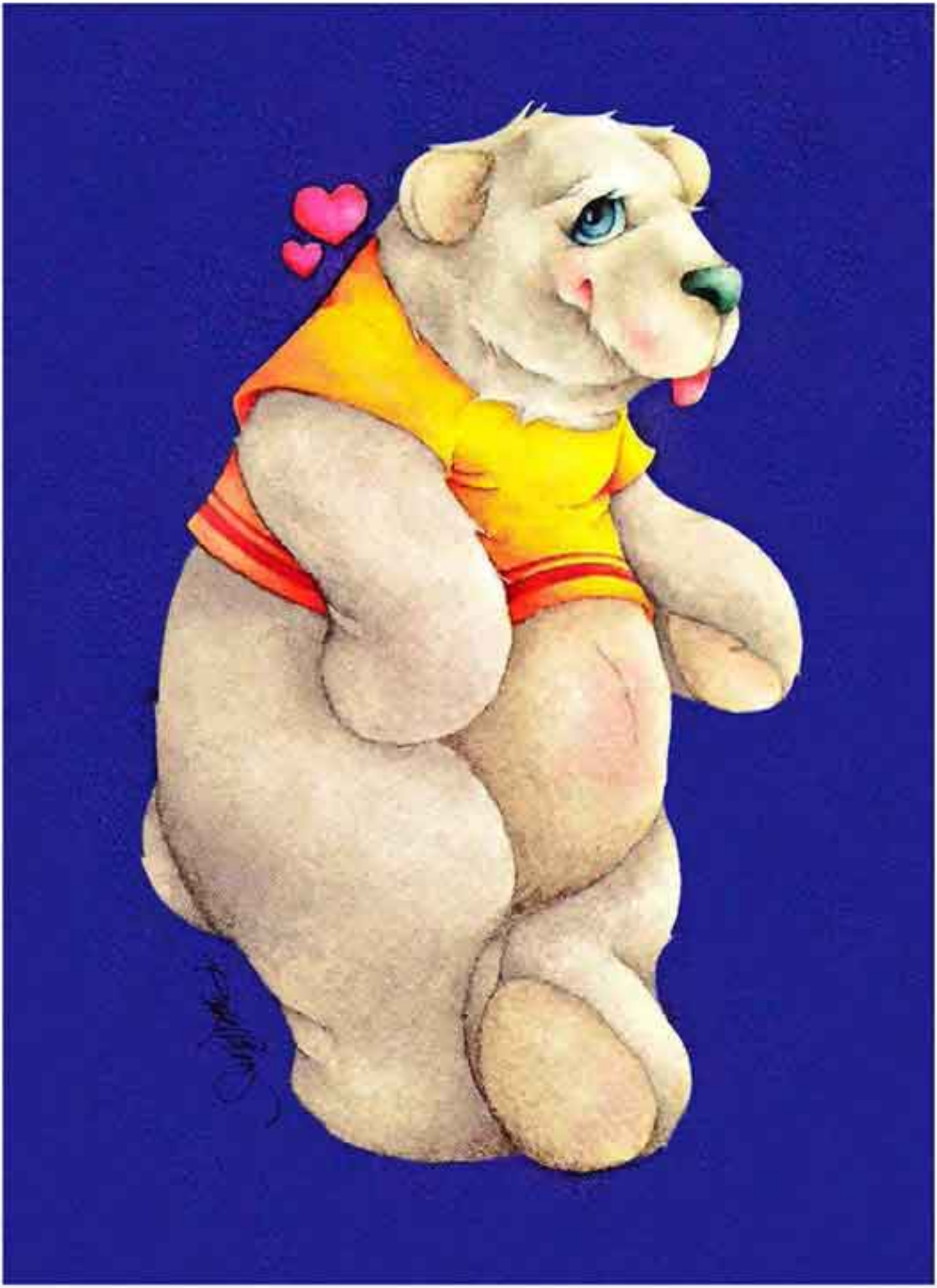
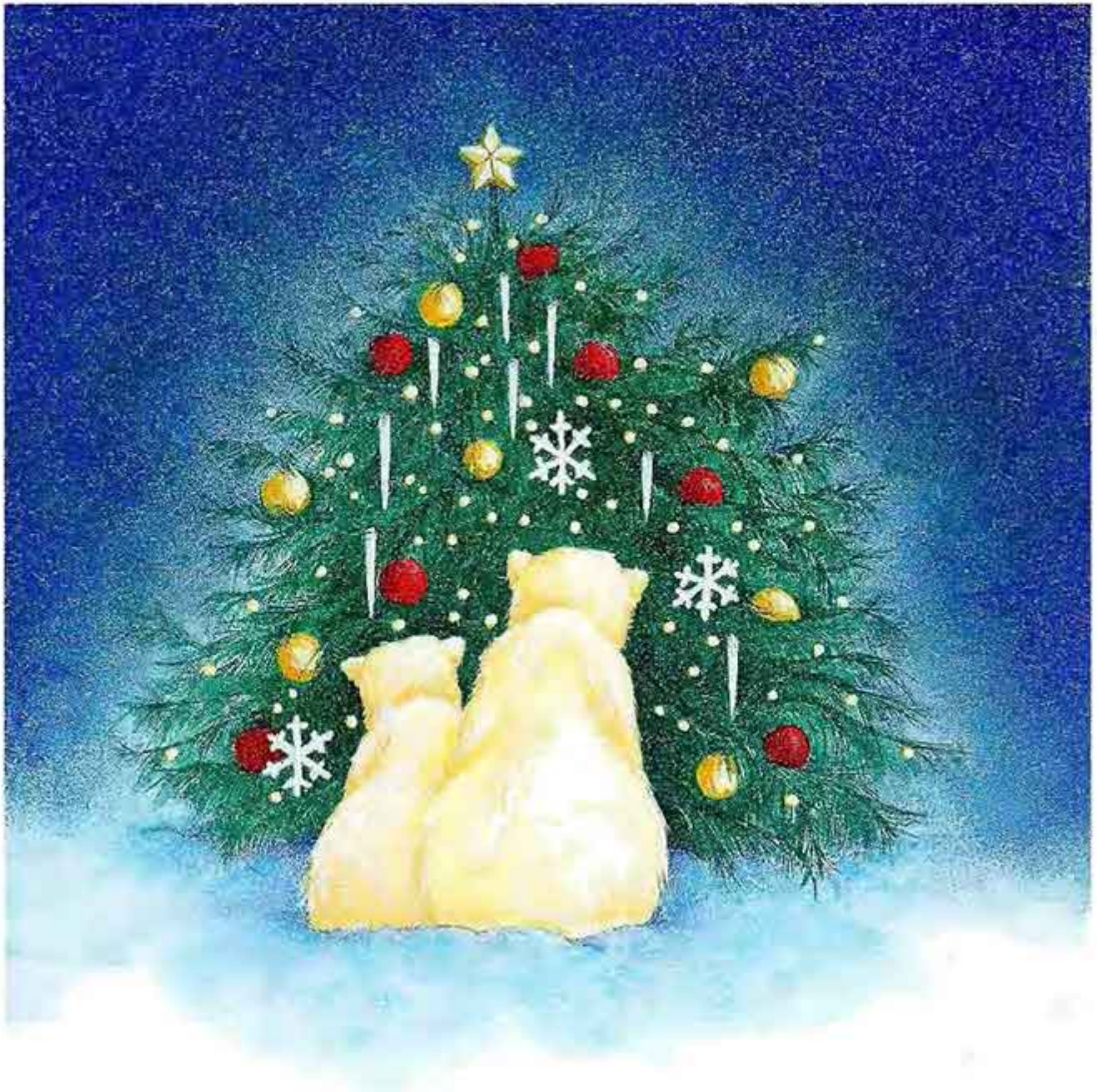


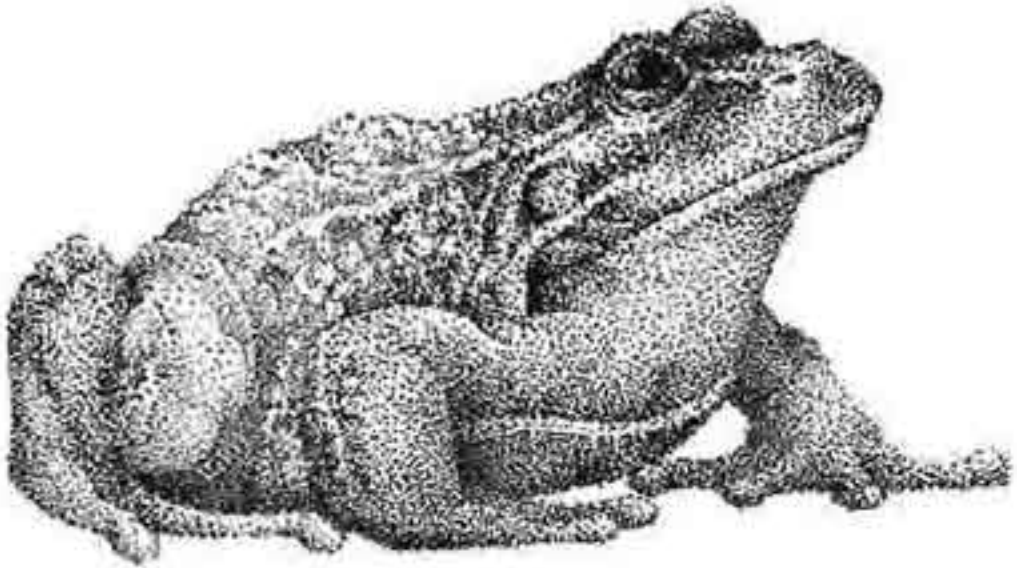




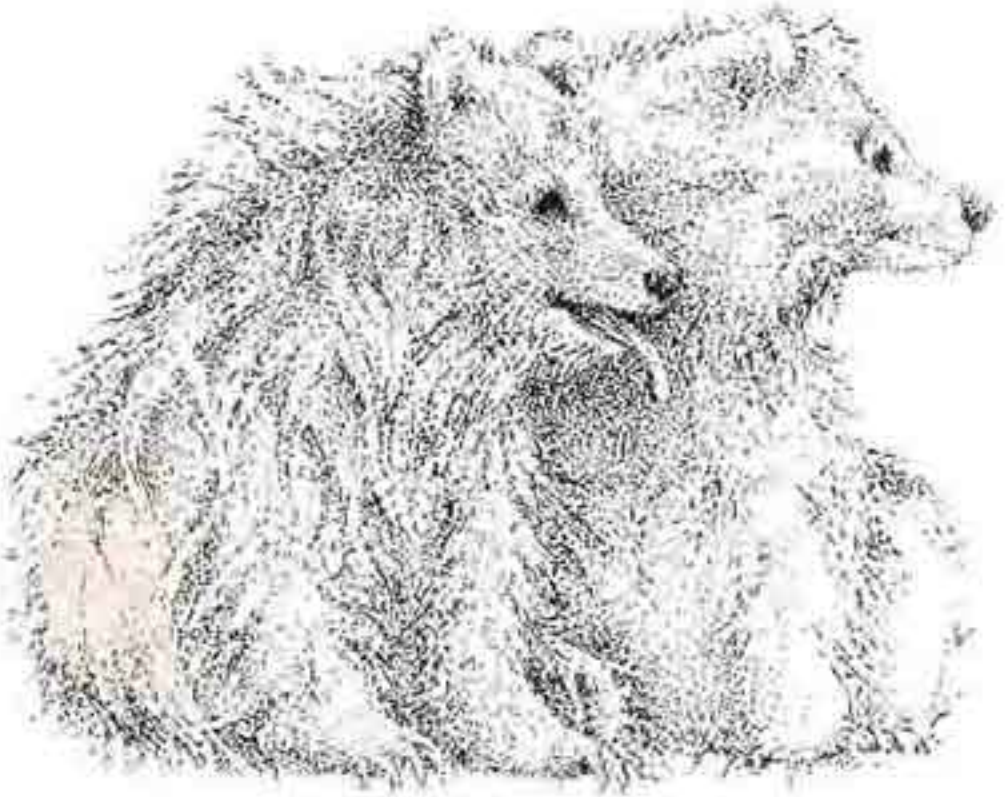
December Dreams Xmas CD Cover pastel & watercolor

Gossiping Giraffes - watercolor

Laid Back Alligator - watercolor



Frog Stipple Black Ink



Two Bears Black Ink +Watercolor Wash

Koala Bear Icon (Black Ink Line Art)

Baker Man (Black Line Art) Cookie Label Design

Call or write *today* for samples and prices.

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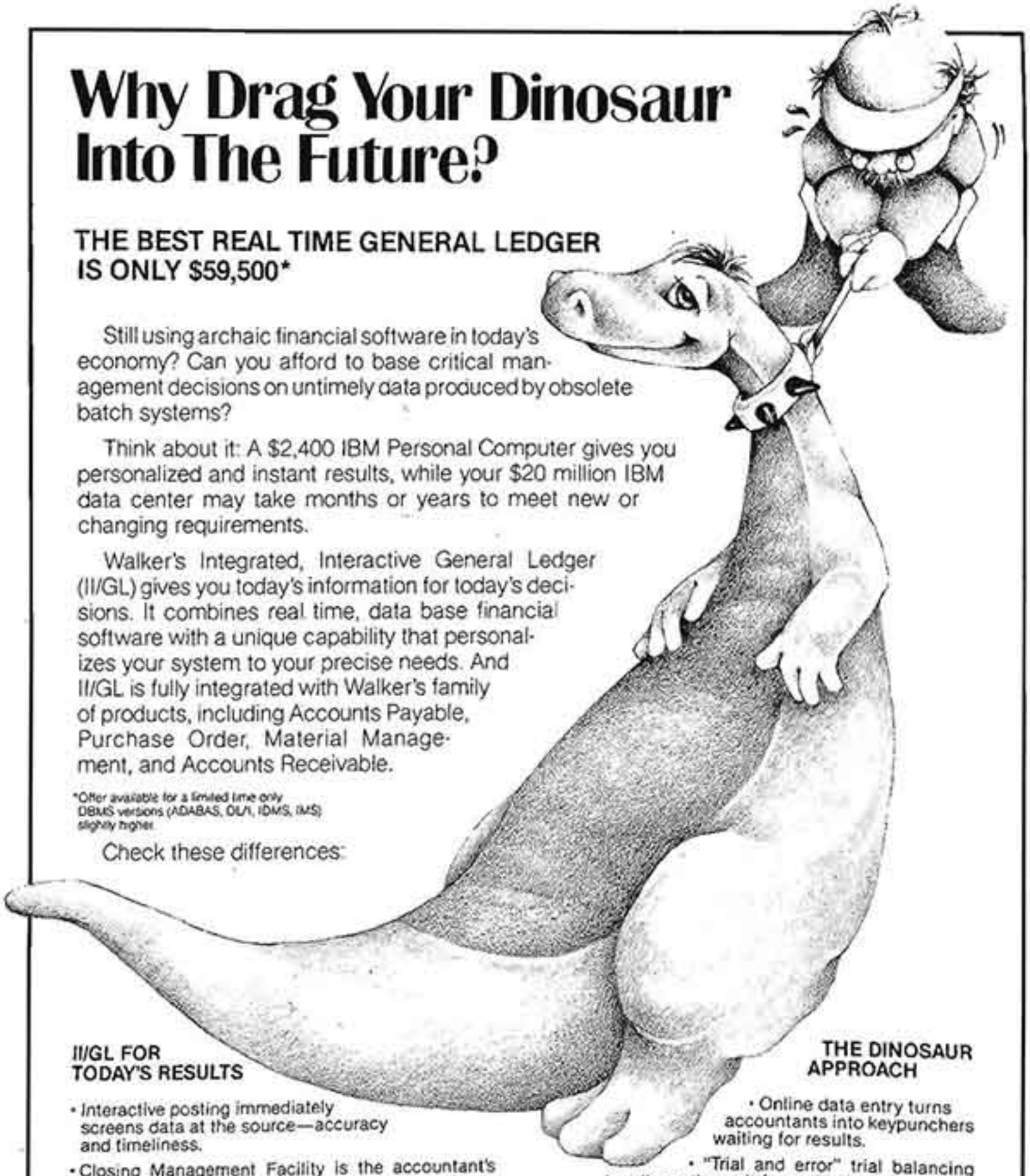
Why Drag Your Dinosaur Into The Future?



THE BEST REAL TIME GENERAL LEDGER IS ONLY $59,500*

Still using archaic financial software in today's economy? Can you afford to base critical management decisions on untimely data produced by obsolete batch systems?

Think about it: A $2,400 IBM Personal Computer gives you personalized and instant results, while your $20 million IBM data center may take months or years to meet new or changing requirements.

Walker's Integrated, Interactive General Ledger (II/GL) gives you today's information for today's decisions. It combines real time, data base financial software with a unique capability that personalizes your system to your precise needs. And II/GL is fully integrated with Walker's family of products, including Accounts Payable, Purchase Order, Material Management, and Accounts Receivable.

*Offer available for a limited time only. DBMS versions (ADABAS, DL/1, IDMS, IMS) slightly higher.

Check these differences:

II/GL FOR TODAY'S RESULTS

- Interactive posting immediately screens data at the source—accuracy and timeliness.
- Closing Management Facility is the accountant's right hand drawer, in real time.
- Inquiry Generation System displays up-to-the second information.
- Friendly, interactive report writer instantly satisfies all information requirements.
- Fast Builder defines new systems in a day, modifies existing systems in seconds.
- Reality DSS integrates budgeting, forecasting, planning, and modeling with G.L.

THE DINOSAUR APPROACH

- Online data entry turns accountants into keypunchers waiting for results.
- "Trial and error" trial balancing lengthens the wait for untimely data.
- Online query highlights stale information.
- "Report Writers" are really Cobol programs with options.
- Specifying system and account data takes months.
- General Ledger is separate from the decision support system.

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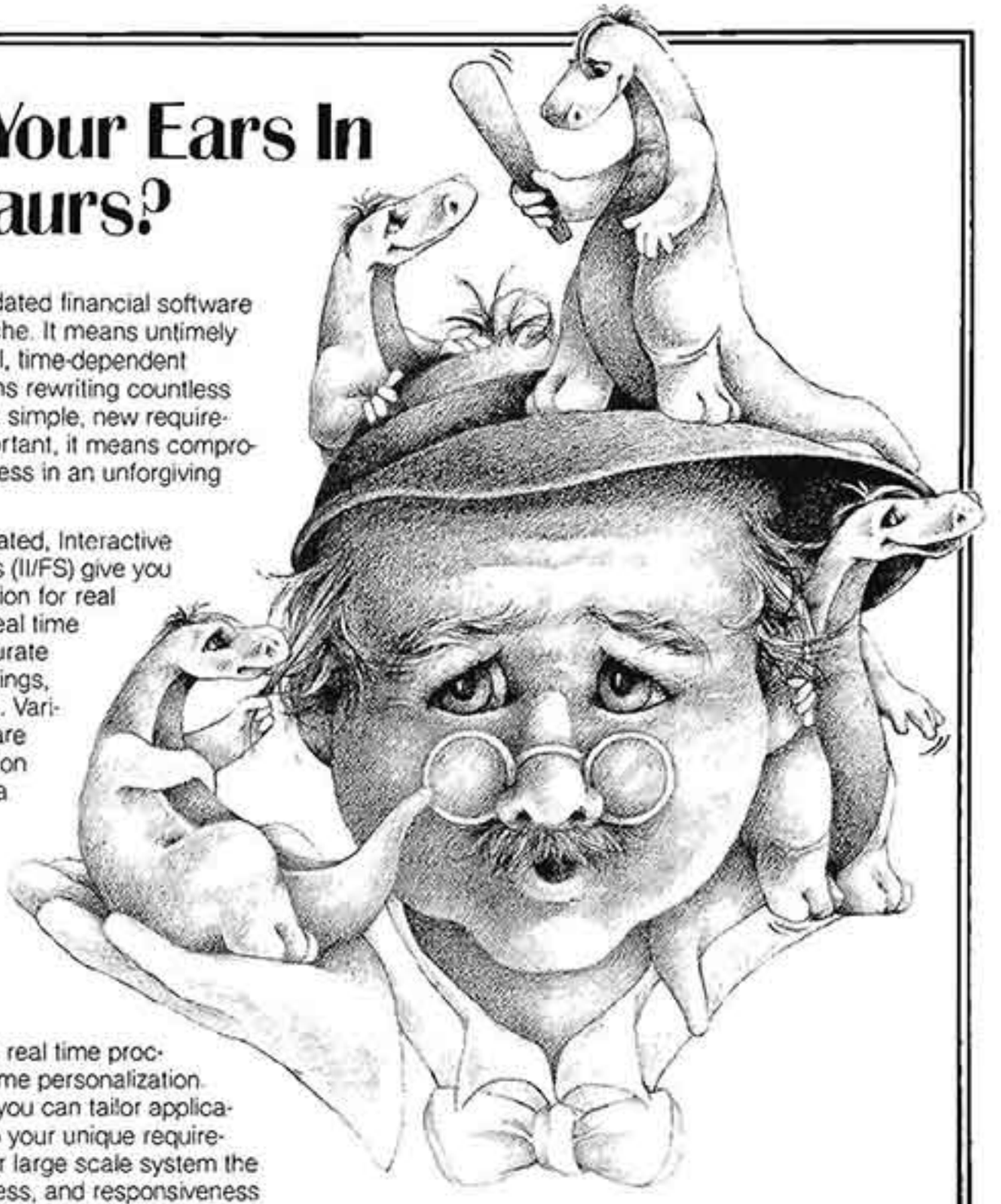
Up To Your Ears In Dinosaurs?



Living with outdated financial software is a major headache. It means untimely answers to critical, time-dependent questions. It means rewriting countless programs to meet simple, new requirements. Most important, it means compromising your business in an unforgiving economy.

Walker's Integrated, Interactive Financial Systems (II/FS) give you real time information for real time decisions. Real time means more accurate data, quicker closings, and better control. Variances from plan are available at decision time, rather than a month after. Real time systems finally make financial data a driving force in management decision making.

II/FS combines real time processing with real time personalization. From a terminal, you can tailor application processing to your unique requirements, giving your large scale system the flexibility, friendliness, and responsiveness of personal computing.

And forget about duplicated effort. Enter data one time, in one system, and it's balanced in *all* systems. Because II/FS is a fully integrated family, featuring:

- Accounts Payable
- Accounts Receivable and Credit
- Purchase Order
- Material Management
- General Ledger

II/FS means long term strategic solutions. Our unique "Software Bridge" isolates applications from the technology environment. The Bridge facilitates sophisticated TP and DBMS usage with today's latest technology. It's your insurance for easy migration to future technology.

Check These Differences

II/FS FOR TODAY'S RESULTS	THE DINOSAUR APPROACH
• INTERACTIVE PROCESSING immediately screens data for accuracy at the source and ensures timeliness.	• BATCH solves today's problems tomorrow.
• REAL TIME TRANSACTIONS work the way your business works—a natural complement.	• ONLINE DATA ENTRY turns accountants into keypunchers.
• INTEGRATED SYSTEMS provide balanced data with single entries.	• SEPARATE SYSTEMS duplicate work and increase out-of-balance risks.
• REAL TIME QUERY displays up-to-the-second information.	• ONLINE QUERY highlights yesterday's reports on a CRT.
• PERSONALIZED SYSTEMS address your ongoing needs, precisely, quickly, and inexpensively.	• STANDARD, INFLEXIBLE SYSTEMS require continual, costly reprogramming.

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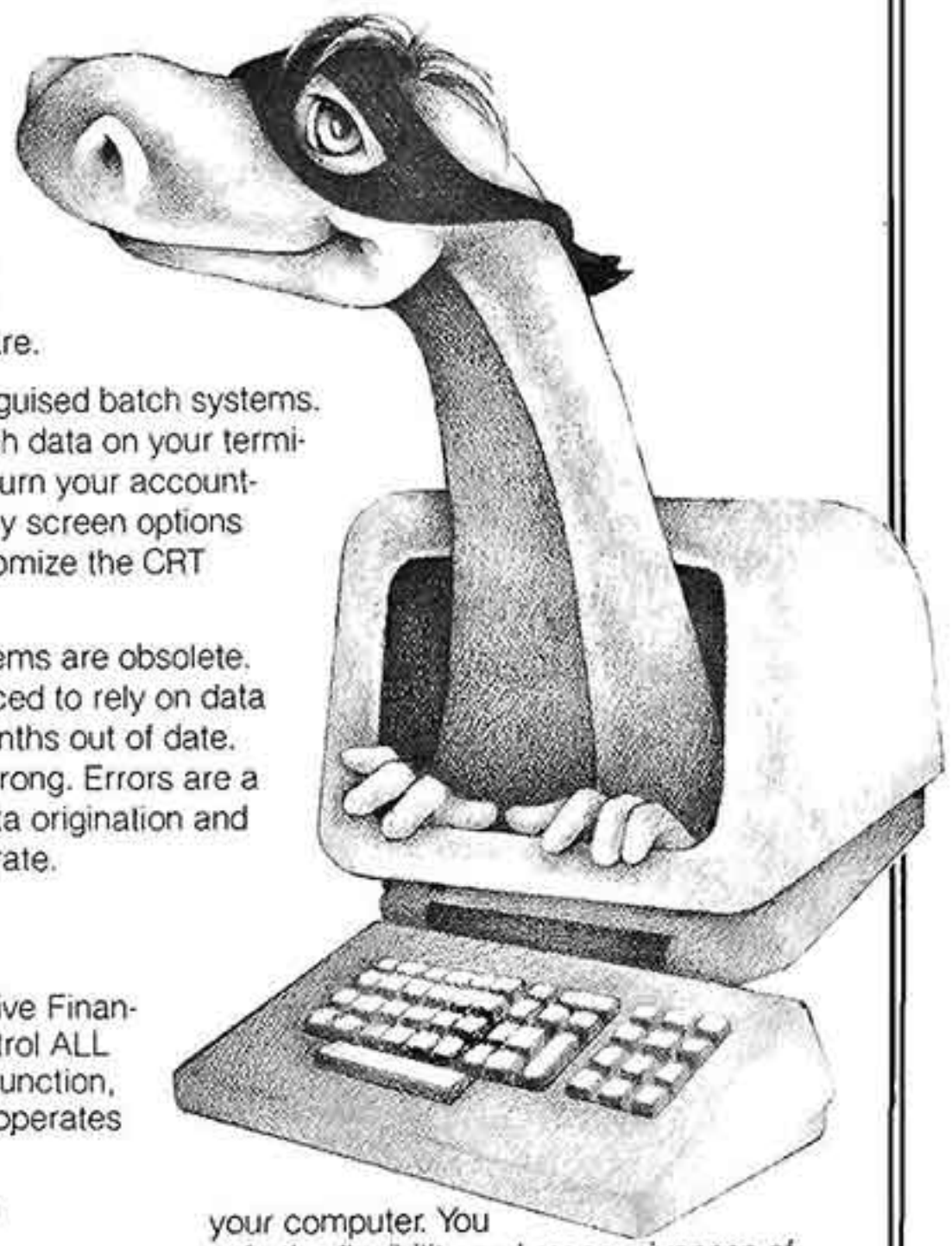
Real Time Financial Software Or A Dinosaur In Disguise?



Try finding an ad for financial software without a photo of a CRT terminal. It's almost impossible. Incredibly, behind most of these terminals lurks an outdated batch system. Disguised with a few "online" add-ons to *look* like real time software.

Don't be misled by these disguised batch systems. Online query highlights old batch data on your terminal. Online data entry add-ons turn your accountants into keypunchers. And easy screen options allow your accountants to customize the CRT "drum card."

Disguised or not, batch systems are obsolete. Management decisions are forced to rely on data that is days, weeks or even months out of date. Data is not only old, it's often wrong. Errors are a major problem because the data origination and correction processes are separate.

ONE PACKAGE DOESN'T NEED A DISGUISE

Walker's Integrated, Interactive Financial Systems (II/FS) let you control ALL processing in real time. Every function, not just the bells and whistles, operates in real time.

From your terminal, you can interactively

- Post data at the source
- Verify data accuracy
- Modify editing criteria
- Personalize CRT screen formats
- Establish and change data relationships
- Define access, authority, and transaction level security

For once, your computer adapts to you, rather than you having to adapt to your computer. You gain the flexibility and responsiveness of a personal computer.

All without duplicated effort. When you enter information in one system, it's balanced in all systems. Because II/FS is an integrated family, featuring:

Material Management
General Ledger
Accounts Receivable
Purchase Order
Accounts Payable

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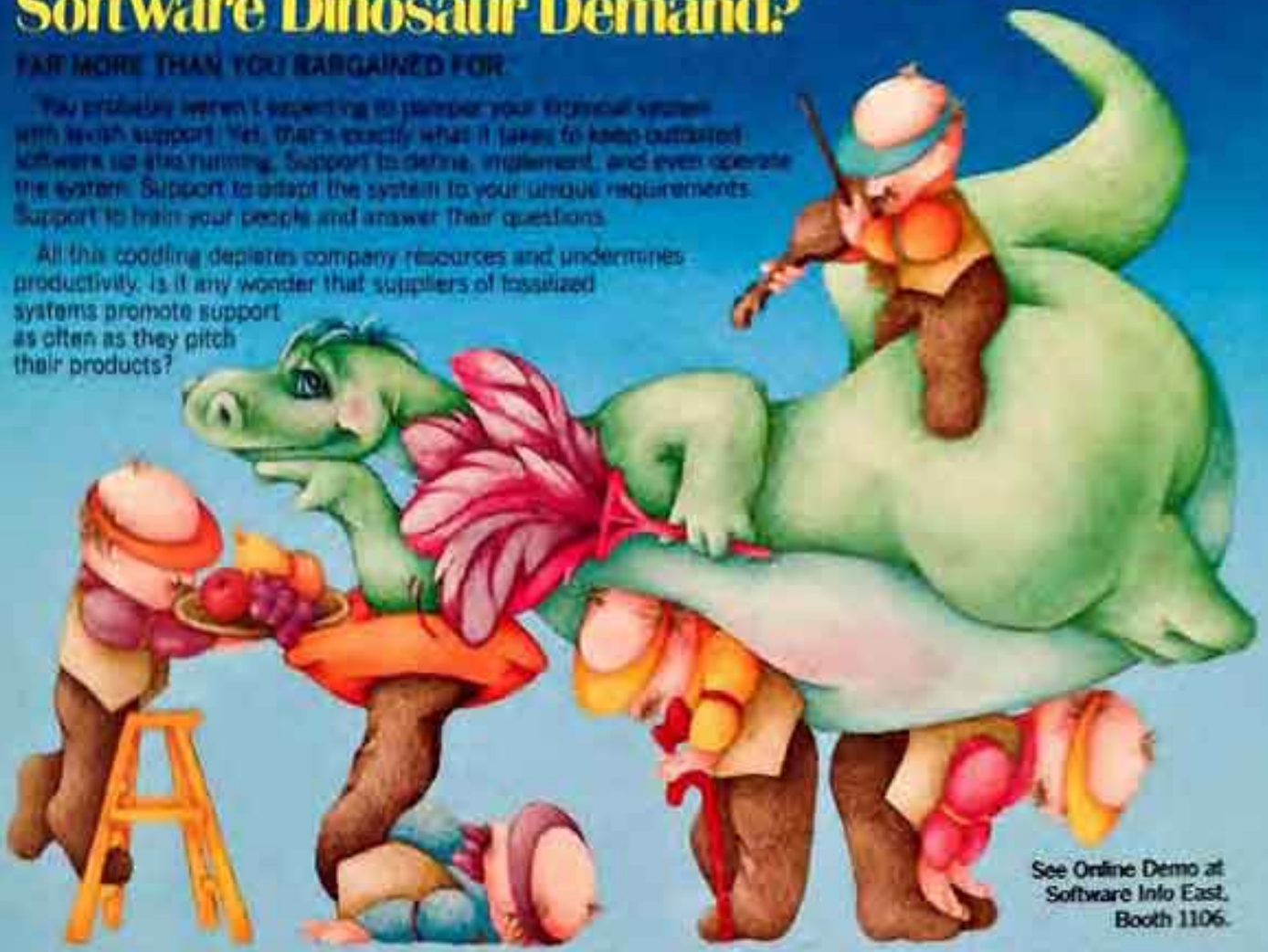
WALKER INTERACTIVE PRODUCTS, 100 MISSION STREET, SAN FRANCISCO, CALIFORNIA 94105 415·495·8811

How Much Support Does A Financial Software Dinosaur Demand?

FAR MORE THAN YOU BARGAINED FOR.

You probably weren't expecting to pamper your financial system with so much support. Yet, that's exactly what it takes to keep outdated software up and running. Support to define, implement, and even operate the system. Support to adapt the system to your unique requirements. Support to train your people and answer their questions.

All this coddling depletes company resources and undermines productivity. Is it any wonder that suppliers of fossilized systems promote support as often as they pitch their products?



See Online Demo at Software Info East, Booth 1106.

WALKER'S FINANCIAL SYSTEMS TURN USERS INTO PRODUCERS . . .

Walker's Integrated, Interactive Financial Systems (II/FS) free users from excessive dependency on data processing and vendor support. Streamlined and easy to use, II/FS supports user independence.

IN SYSTEM IMPLEMENTATION Users can define the system and its accounting rules in a day—the same day your II/FS systems are installed. Our FAST BUILD facility lops months off the time it takes most data processing departments to specify a chart of accounts, consolidations, and summarizations.

IN OPERATION Because of Walker's unique Strategic Software architecture, users control the application features of the system and DP controls the technical elements. Each group operates and modifies the areas they know best. From their terminals, users post data, verify data accuracy, modify editing criteria, and personalize CRT screen formats—on THEIR schedule. All with instant results.

And once information is entered in one system, it's balanced in all systems. You avoid wasted effort because II/FS is an integrated family, featuring:

ACCOUNTS PAYABLE
ACCOUNTS RECEIVABLE AND CREDIT
GENERAL LEDGER
MATERIALS MANAGEMENT
PURCHASE ORDER

IN PERSONALIZATION Adapting to exceptions, special accounting procedures, and changing requirements are routine for II/FS. All the tools for personalizing your system are built right in. Need instant or periodic summarizations? Thirteen- or 52-period accounting? Ad hoc views of accounting data to answer "what ifs"? II/FS handles it all, and more.

IN EDUCATION Top caliber, interactive workshops are a Walker trademark. Learning time is reduced because training occurs online. You come away with hands-on experience, fully applicable to your job. Reinforcement is immediate, not delayed.

IN TECHNICAL ASSISTANCE Walker's technical assistance is the best in the industry, though rarely needed. Response to technical questions is quick and on target. While you're on the telephone, our staff can duplicate your operating conditions on their terminal. That way, there's no ambiguity, your solution works—the first time.

Call Walker. We pamper our systems *BEFORE* they're delivered so you'll never have to.

Free Seminars coming soon! Call Barbara Bond at 415-495-8811.

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Is Every Month-End A Challenge At The OK Corral?

When you're up against an outdated, financial software dinosaur, month-end is a no-win situation.

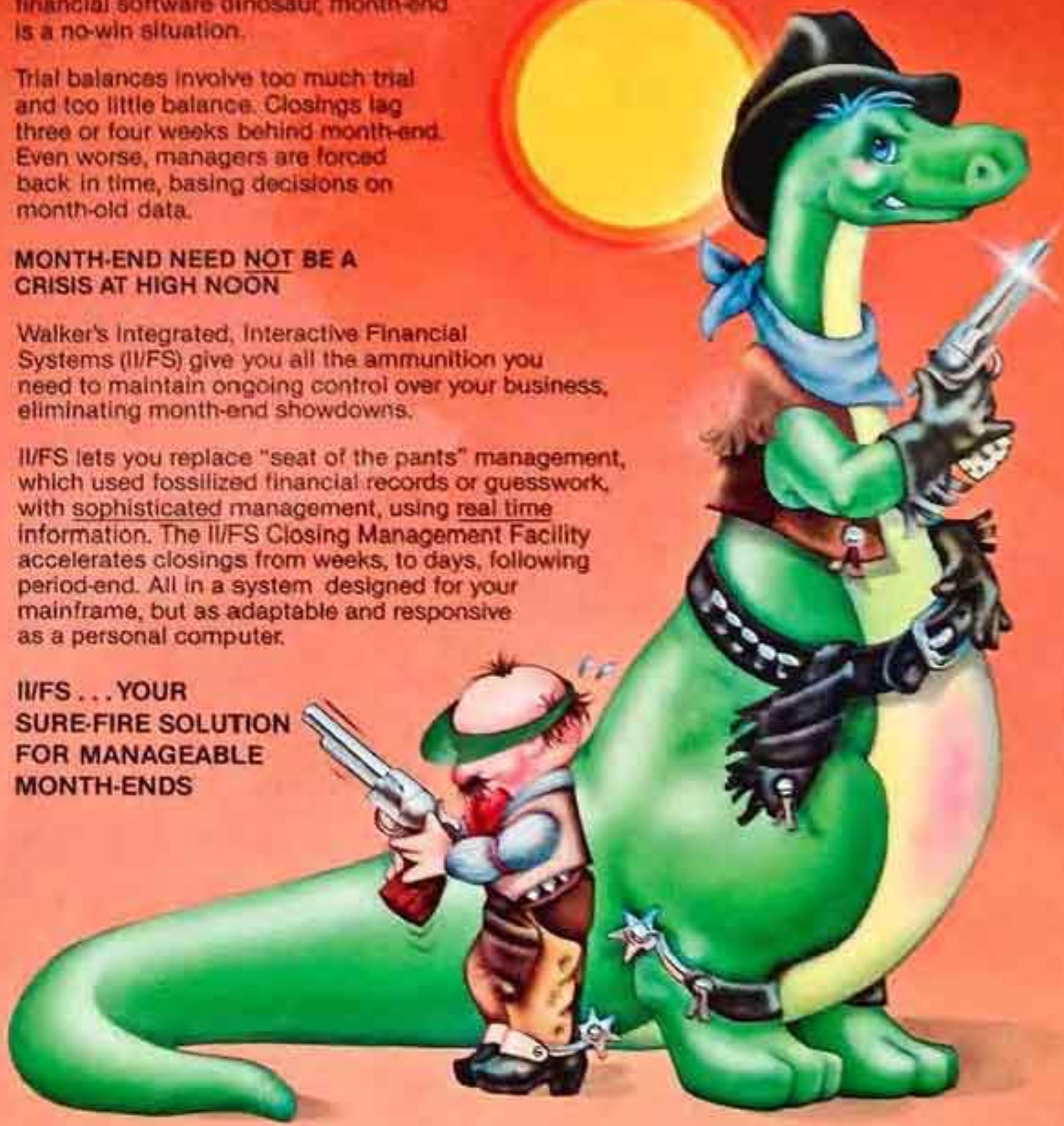
Trial balances involve too much trial and too little balance. Closings lag three or four weeks behind month-end. Even worse, managers are forced back in time, basing decisions on month-old data.

MONTH-END NEED NOT BE A CRISIS AT HIGH NOON

Walker's Integrated, Interactive Financial Systems (II/FS) give you all the ammunition you need to maintain ongoing control over your business, eliminating month-end showdowns.

II/FS lets you replace "seat of the pants" management, which used fossilized financial records or guesswork, with sophisticated management, using real time information. The II/FS Closing Management Facility accelerates closings from weeks, to days, following period-end. All in a system designed for your mainframe, but as adaptable and responsive as a personal computer.

II/FS . . . YOUR SURE-FIRE SOLUTION FOR MANAGEABLE MONTH-ENDS



Free Seminars Coming Soon! Call Barbara Bond at (415) 495-8811.

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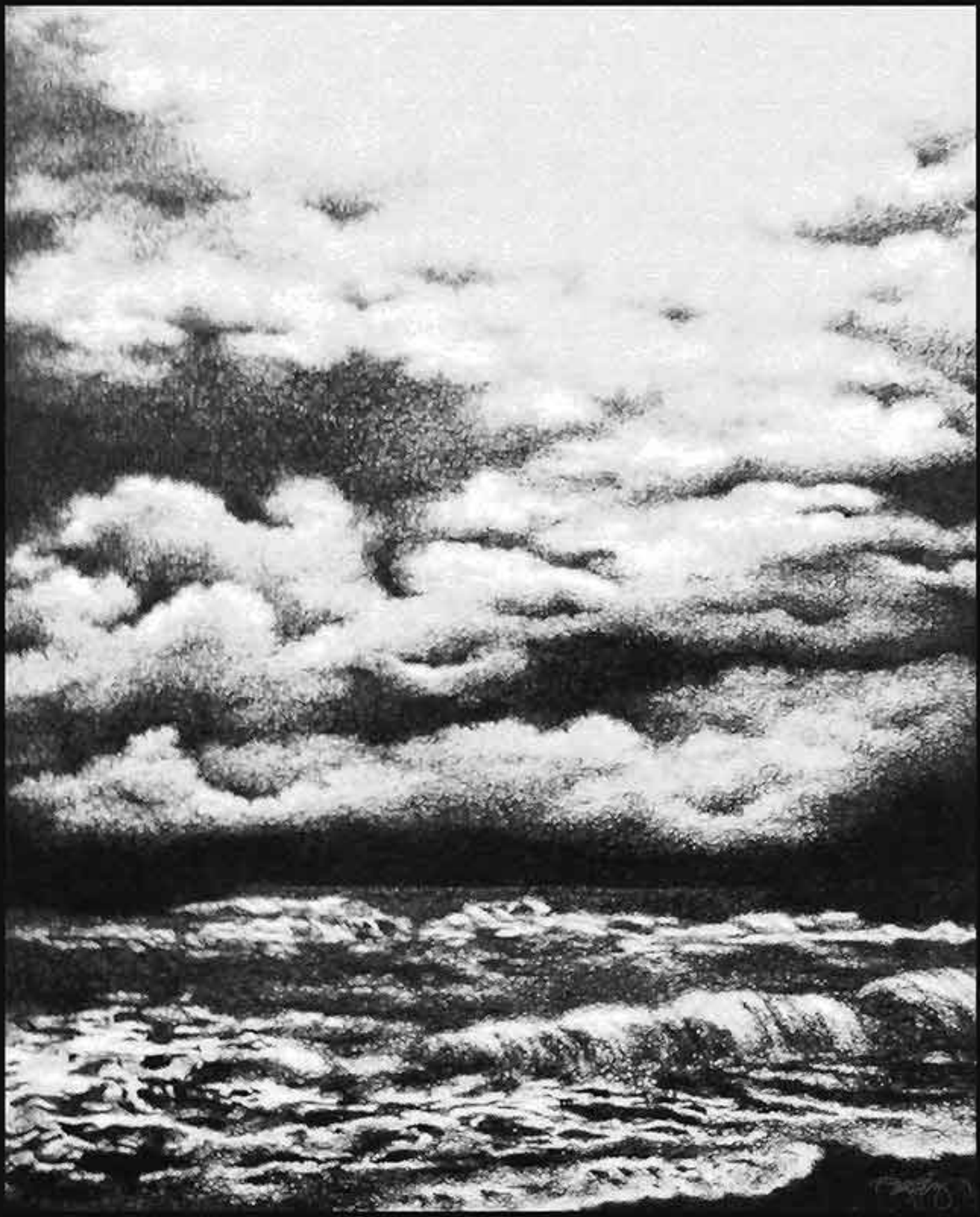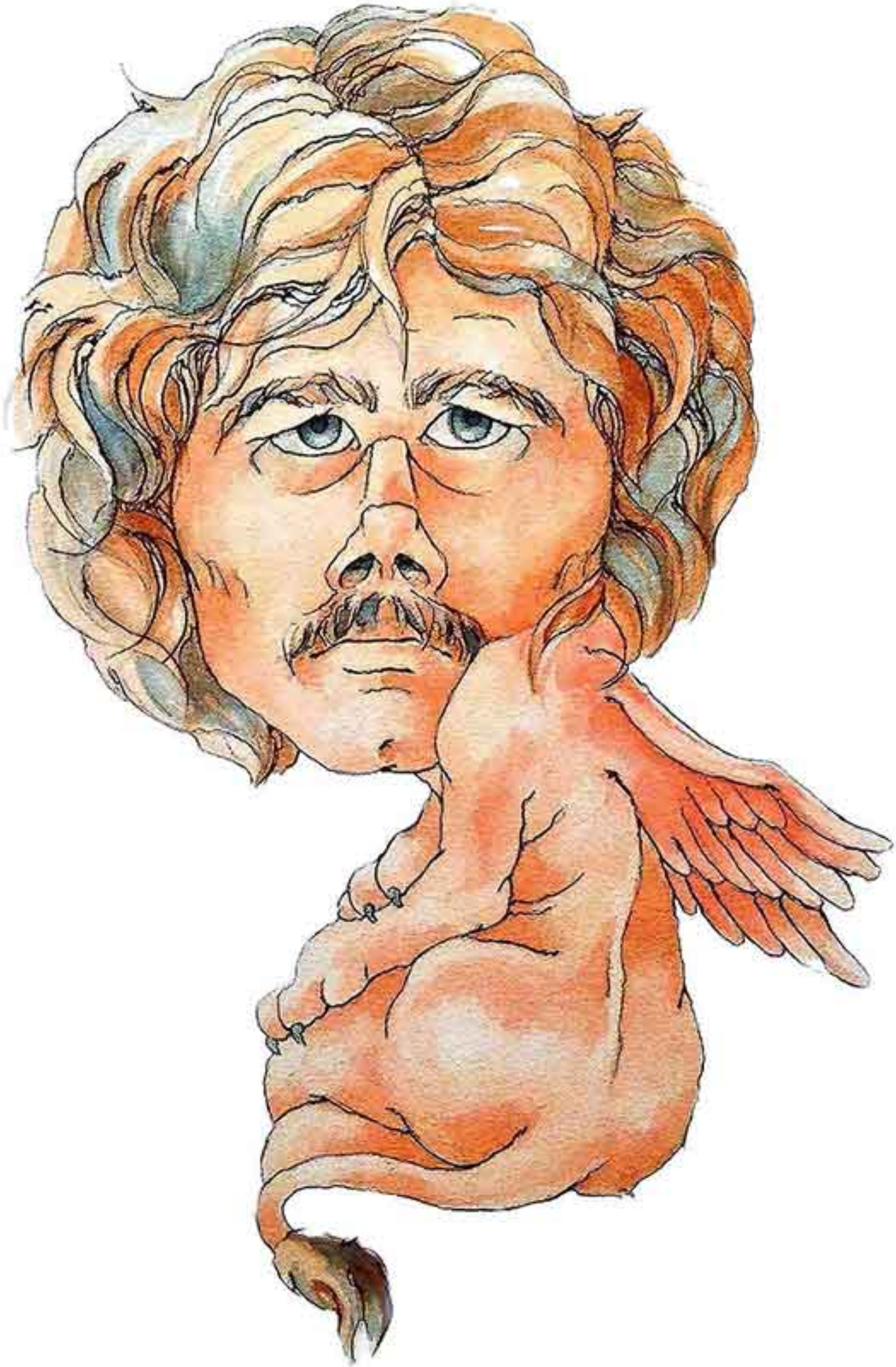
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