

“If understanding your business is more important than just calculating numbers...

you need ”



Numbers by themselves mean nothing...

understanding your numbers and being able to communicate their significance to others can mean *everything*.

Javelin PLUS™ brings numbers to life with the best features of both a spreadsheet and an analytic database. For unequaled productivity and validity in financial

and marketing analysis, budgeting, planning, and reporting, *Javelin PLUS* helps you understand which of your business variables are most important...how they relate to each other...and helps you share the significance of these variables with other people.

Javelin PLUS' unique architecture enables you to achieve the ultimate goal of analysis...understanding!

Javelin PLUS provides you more valid perspectives of your business. You benefit through logic and data integrity, time efficiency and a unique structure for communicating information to others.

These qualities are made possible by a central information base that stores data, logic, English variable names and notes...accessed by ten views that let you review and manipulate information in whatever way is, at the moment, appropriate to your analysis. Javelin PLUS automatically self-documents your model and clarifies audit trails so you can be thoroughly confident in your information.

In a business world where your control over information and plans is critical, *Javelin PLUS* helps you understand how numbers *really* work...and how they'll work best for you.

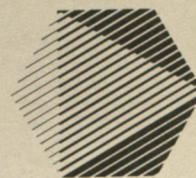


National Sales					
	Aug 1997	Sept 1997	Oct 1997	Nov 1997	Dec 1997
Sales					
Atlanta	8,100	10,650	10,850	7,500	8,100
New York	12,305	12,305	11,320	10,250	10,250
Chicago	10,100	11,150	10,100	11,150	12,200
Miami	3,200	3,200	1,450	5,000	3,550
Eastern	33,705	37,305	32,520	30,000	34,200
Total Sales	58,205	57,805	53,870	51,950	56,650

Western Sales → Eastern Sales → Southern Sales → Total Sales → Collections Time... → Gross Profit

Total Sales = Western Sales + Eastern Sales + Southern Sales

1995 201X CALC READY



Javelin

“If you can't afford to make mistakes... you need **Javelin PLUS**”



Javelin PLUS™ brings you the best way to deal with errors... by keeping them from happening in the first place!

It's never pleasant to talk about errors. They cost money...and jobs. But the fact remains that many spreadsheets contain serious errors. Even a *Lotus* magazine article states that 30% of all spreadsheets contain difficult-to-trace flaws. *Javelin PLUS*' unique features, such as Formulas, Notes

and Errors views, are designed to avoid such pitfalls and to pinpoint errors when they occur.

For example:

- *Javelin PLUS*' clear audit trails significantly reduce the chance that logic can be lost or broken.

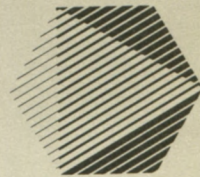


Javelin PLUS helps you manage the risks of a model's growing complexity.

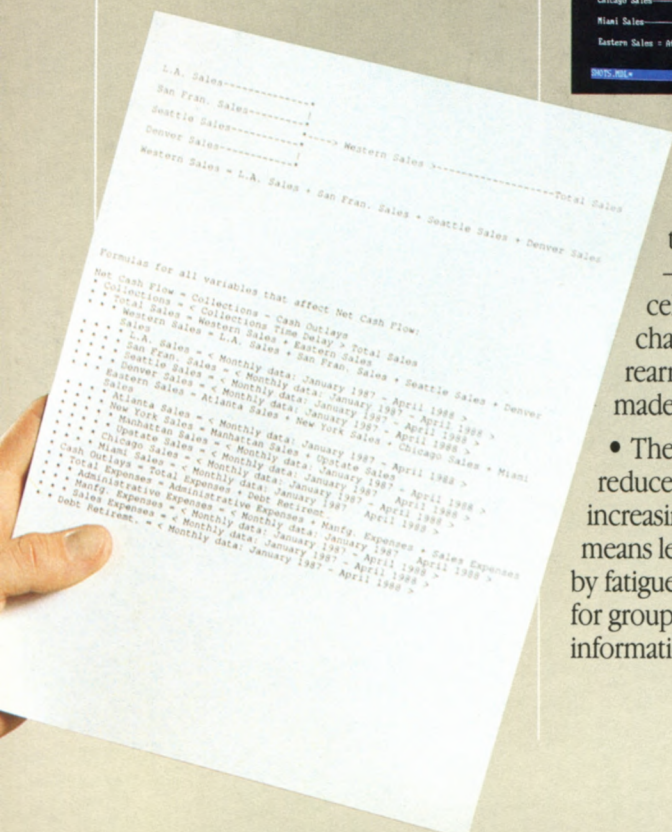
Many models start out quick and dirty but soon take on larger more complex proportions. With added complexity comes frustration and errors due to the practical limitations of conventional spreadsheet software. *Javelin PLUS* solves these problems by eliminating the confusion and potential dangers of tedious cell manipulations. You can handle simple and routine tasks quickly and master the intricacies of large models...all with the confidence of *Javelin PLUS* safeguards.

• Numbers, formulas, and assumption notes are dynamically linked to English variable names — not cryptically coded cell locations — so that all changes are global and rearrangements can be made easily.

• The efficiency of *Javelin PLUS* reduces total analysis time — increasing productivity. That means less chance of error caused by fatigue, and more opportunity for group discussions of computed information.



Javelin



“If time is critical to you...

you need

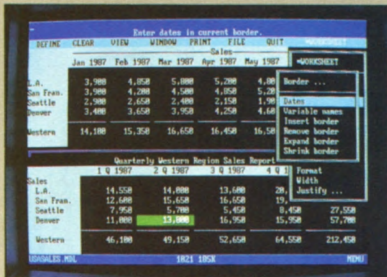


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If there's no time like the present, why does everyone need everything yesterday? *Javelin PLUS™* does the job right the first time. Jobs that took hours or days with conventional spreadsheet software now take minutes!

Here's how Javelin PLUS saves you time...and increases productivity!

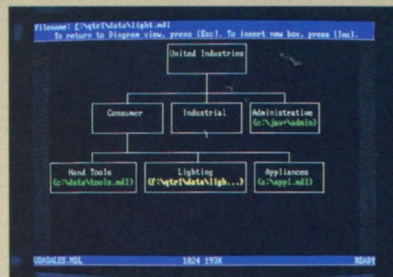
- *Javelin PLUS* lets you make as many worksheets (spreadsheets) as



you want and they are all automatically linked. You enter data only once. *Javelin PLUS*' central information base links ALL numbers,

text data, dates, relationships, graphs, notes, as well as worksheets, making manipulations easy. This permits remarkably quick report generation and lets you rearrange the layout of your worksheets without altering logic or losing information. Worksheets can be as large or as focused as you need and are flexible for anything from quick and dirty jobs to formal reports for giant models.

- *Automatic consolidations of data.* Without building new logic, *Javelin PLUS* can quickly consolidate files...and you don't need to match rows and columns!



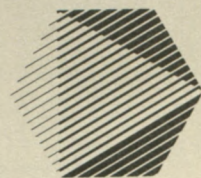
- *Javelin PLUS understands time.* A built-in calendar handles fiscal and calendar years, and can convert data between years, quarters, months, weeks, and days. For example, your budget may be in months — *Javelin PLUS* automatically sums the data from months into quarters.

- *Interactive graphics* give you the unique ability to change your numbers by moving bars or lines. For example, you can draw a graph to create data for a forecast — the numbers go into the central information base and can be used anywhere in your model.

- *Javelin PLUS lets you use the same software for both modeling and database operations on text and dates as well as numbers.* Now you can effortlessly combine, compare, sort, and cross tab information any way you like.

Date	Customer	Stock	Quantity	Price	Amount
23 Feb 87	Chris Johnson	IBM	388	142.5	55,290.00
23 Feb 87	Bob Lenoux	General Dynamics	388	77.375	29,921.50
23 Feb 87	Boeing Crumser	Bank of Boston	680	34.5	23,380.00
23 Feb 87	Crep Rolands	Chrysler	788	48.625	38,327.50
23 Feb 87	Crep Rolands	BOC	488	152	74,176.00
23 Feb 87	Scott Engler	IBM	388	142.875	55,435.00
23 Feb 87	Arthur Hansen	Mossanic	188	76.375	14,370.00
24 Feb 87	Stewart Jenkin	Bank of Boston	488	32	15,616.00
24 Feb 87	Charlon Frunkh	American Motors	588	7.875	4,620.00

When time moves more quickly than your current system for analyzing information...you need *Javelin PLUS!*



Javelin



“If you need to communicate your work to other people... you need **Javelin PLUS**.”



Analysis is often a group process. *Javelin PLUS™* gives you the tools to present and justify data that can be easily understood.

Automatic, clear audit trails result in easy explanation of models.

Javelin PLUS creates clear audit trails automatically. No conventional spreadsheet package provides convenient and effective documentation of logic and assumptions behind business models.



Javelin PLUS provides flexible data exchange with other Javelin PLUS users as well as with conventional spreadsheets.

Javelin PLUS allows users to import or export data, worksheets, macros, or entire models. This flexibility helps you share every-

thing you want to...or *only* what you want to. Libraries of models can be reliably, easily and automatically interlinked. *Javelin PLUS* understands ASCII, WKS, WK1, WRK, DIF, and SYLK data, as well as PIC and PostScript™ graphics file formats. You are in control with *Javelin PLUS*.

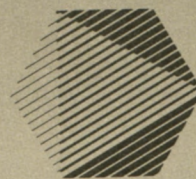
Javelin PLUS spans networks.

Javelin PLUS utilizes local area network (LAN) power, including Novell's® Advanced NetWare™, 3Com's® EtherShare™ and 3PLUS™, and IBM's Token Ring. Not only can you import and export data across these networks, but *Javelin*'s SPELL key lets you look into the contents of other *Javelin* models and helps guide you through DOS directories and path names.

“This product is much better than I can possibly describe.

You've got to see it to believe it.”

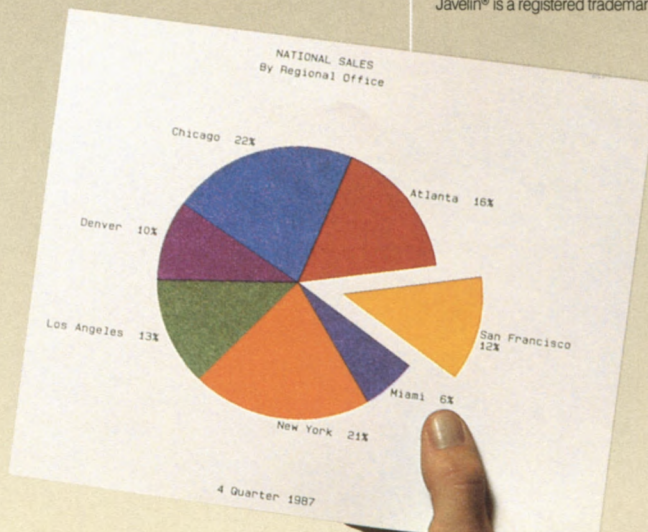
Bill Machrone
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Javelin

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Javelin PLUS system requirements:

IBM PC, XT, AT, PS/2, Compaq, and 100% compatibles • 512K of memory • Two floppy disk drives or one hard disk (recommended) • DOS 2.1 or later version.

Additional support:

IBM Monochrome, CGA, EGA, MCGA, VGA graphics adapters • Hercules Graphics Card • Wide variety of printers and plotters • 8087 and 80287 math co-processors • Memory cards supporting Expanded Memory Specification (EMS) including: Intel, AST, Orchid, Thesys.

REGISTERED TRADE-MARKS: IBM, International Business Machines Corp.; 3Com, 3Com Corp.; Novell, Novell Corp. TRADEMARKS: EtherShare and 3PLUS, 3Com Corp.; Novell Advanced NetWare, Novell Corp.; PostScript, Adobe Systems, Inc.