



SOFTOOL CORPORATION



*Managing Software Assets With Proven
Change and Configuration Control Tools*

Well-Positioned for Continued Growth

"We are dedicated to providing complete solutions for our customers to control and improve their software resources.

"Our staff is totally committed to excellence, innovation, and customer satisfaction."



DR. LEON PRESSER
Founder and President

Softool Corporation was founded in 1977 by a group of former faculty and staff members from the University of California. Softool is a full-service software products company, specializing in productivity tools.

Softool's products are in use at hundreds of leading commercial, scientific, and government installations worldwide. The products are available for a large number of different computers ranging from workstations to mainframes. Machines from multiple manufacturers are supported, including IBM, DEC, Honeywell Bull, Data General, Gould, Harris, and Sun Microsystems.

Softool markets its products through its own sales organization. In addition, in recognition of Softool's strategic technology, several computer manufacturers carry Softool's products as part of their standard offerings. These companies include Honeywell Bull Inc., Gould Inc., and Harris Corp.

With an excellent reputation and a strong organization in place, Softool has a solid foundation and is well-positioned for continued growth.

Successfully Providing Industry Leadership

Software has unlocked the power of computers and allowed their successful application throughout government agencies and corporate organizations. However, the inefficient use or failure of software can be very costly. There is a critical need to effectively develop, maintain, and manage valuable software resources. Any change made to this software must be carefully administered.

Yet, because of its flexibility, software is continually going through change cycles that produce new versions. The inability to control this constantly evolving information leads to errors, delays, and inordinate development and maintenance costs. Management needs to control who can make a change, why a change needs to be made, what is changed, and when it is changed. Further, the potential impact of a change must be fully understood before it is allowed to occur.

The new discipline of **change and configuration management** has emerged to provide for the orderly initiation, review, testing, approval, and integration of changes, as well as for the analysis of the impact of changes.

Softool is the recognized industry leader. Softool's Change and Configuration Control (CCC®) product line is the worldwide standard for automated change and configuration management tools. It addresses the needs of software project managers, MIS managers, auditors, test managers, quality assurance managers, production managers, and others.

CCC is considered a fundamental building block for computer-aided software engineering (CASE) environments.

In addition to CCC-based products, Softool markets a complete line of tools including programming environments and conversion aids.

"Key issue:

"How can users better manage their software assets?"

...Softool's CCC product represents a leap in technology over other available products...

Extract from "Software Management Strategies" report by Gartner Group, Inc., January 22, 1988

Experienced Management Team



Softool is led by a seasoned team of managers with an established track record of success in the software products industry.

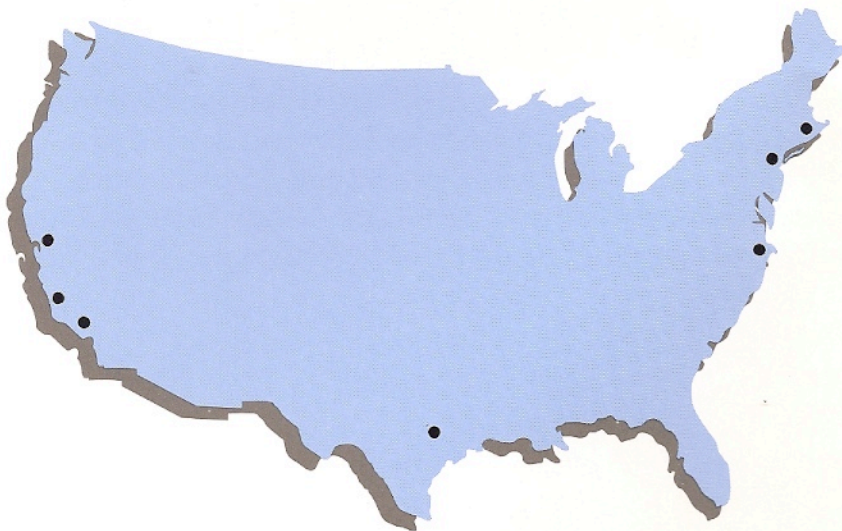
Softool's headquarters occupies a modern three-building complex in Goleta (Santa Barbara), California.

An Established National and International Presence

Softool's network of users, offices, and support personnel is expanding at a rapid pace.

National Offices

Softool has sales and support offices in Boston, Dallas, Los Angeles, New York, San Francisco, Santa Barbara, and Washington, D.C.



International Representatives

Softool has trained representatives in place in Australia, Denmark, France, Hong Kong, Israel, Italy, Japan, Malaysia, the Netherlands, Singapore, Spain, Sweden, and the United Kingdom.



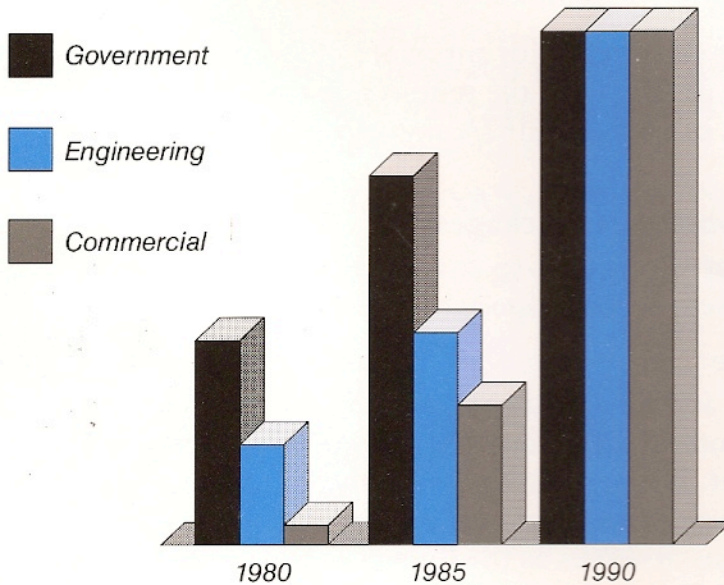
Consistently Targeting the Market's Needs

There are two sides to productivity: **quantity** and **control**. Management must balance these two factors to obtain optimum results.

There has been much emphasis in the industry on increasing the quantity of software produced. It is now widely accepted that maintenance costs are exorbitant, and that major productivity gains and cost reductions can only be obtained through better quality, that is, **better control**. Softool's product offerings allow an organization to control its valuable software resources, improve productivity, and reduce costs.

The Control Problem

Just as there are two sides to every coin, there are two sides to productivity.

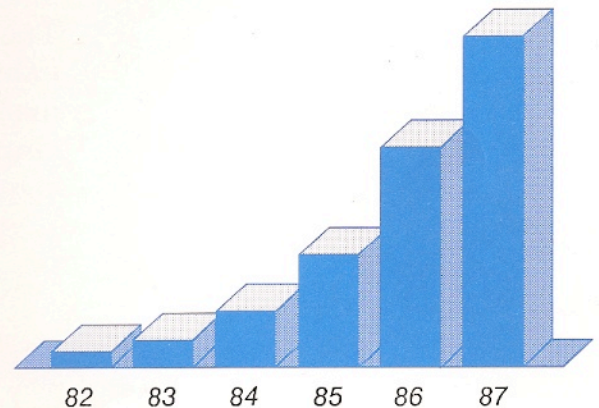


Market Segments

Systematic planning has led to a balanced market growth, ensuring company stability.

Revenues

Softool's revenues and profits show success and a strong financial foundation. The company's future looks excellent as it continues to penetrate the markets it serves.



Proven Products That Address the Market's Needs

Product Groups

CHANGE AND CONFIGURATION CONTROL.

The CCC product line is a continually growing family of products:

CCC/DM

A menu-driven, easy, and ready-to-use turnkey (i.e., an application program) for software Development and Maintenance (DM). A given user need only learn those few panels that support his or her responsibility, such as project management, development, configuration management, auditing, testing, quality assurance, production control, or emergency maintenance.

CAC™/2167A

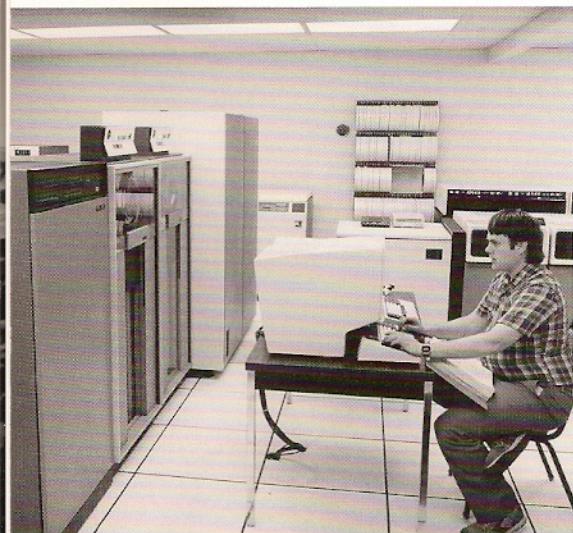
A menu-driven turnkey for automated Computer-Aided Compliance (CAC) with the requirements set forth by the Department of Defense 2167A standards for mission-critical software

CCC Customization Packages

Products that allow users to customize their own menu-driven turnkeys to meet special requirements

CCC Native

The flexible and powerful core product that has become the industry standard for automated change and configuration management. It is a command-oriented product that is employed in environments that require detailed or special controls. Also, it serves as the foundation for all the turnkeys.



Computers from each of the manufacturers supported by Softool are available on-site to Softool's staff for development and customer support. These computers include a major IBM mainframe installation and two DEC VAX centers.

PROGRAMMING CONTROL. The need to automate the repetitive and tedious tasks in programming is felt throughout the industry. Softool offers two groups of products to address this problem:

Programming Environment (PE™)

An integrated collection of software tools that allows a user to compose substantial portions of an application program from prefabricated (reusable) code, and to produce a deliverable product that is fully tested, optimized, documented, and standardized

Fortran Automatic Conversion Tools (FACT™)

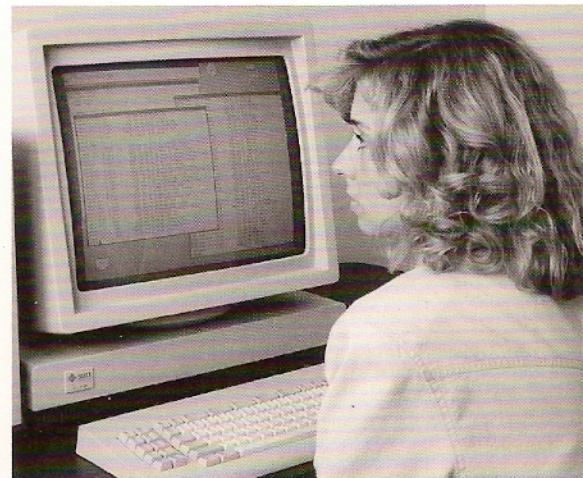
A product that automatically converts Fortran programs from one computer to another

Portability

Today's government agencies and corporations typically possess computers from different manufacturers. The ability to have the same software products, methodologies, and solutions across different computers translates into major savings. Softool's products are available, off-the-shelf, for the following computers and operating systems:

- DEC VAX, MicroVAX, and VAXstation (VMS and ULTRIX)
- IBM 370, 30XX, 43XX, and 9370 (MVS/SP, MVS/XA, and VM/CMS)
- Honeywell Bull (GCOS 8)
- Data General MV (AOS/VS)
- Sun Microsystems (UNIX)
- Gould (MPX and UTX)
- Harris HCX, MCX (HCX/UX and HS/UX)

Thus, not only are Softool's products and the solutions they implement portable, but users can easily move with them from one computer to another.



CCC is widely recognized as a fundamental building block for CASE environments.

The Markets and Customers We Serve

Softool's products are in use in a wide range of applications in corporations and government agencies worldwide.

A partial list of customers includes:

Defense

Australian Defence Research Establishment
Canadian Department of National Defense
FÖRSVARETS MATERIELVERK
Swedish Ministry of Defense
Israel Air Force
Israel Ministry of Defense
Royal Australian Navy (AIOTT)
U.S. Air Force
U.S. Army
U.S. Department of Defense
U.S. Marine Corps
U.S. Navy

Aerospace/Prime Contractors

The Analytic Science Corp. (TASC)
Astronautics Corp. of America
The BDM Corp.
The Boeing Co.
Computer Sciences Corp.
E-Systems
Ford Aerospace & Communications Corp.
General Defense Corp.
General Dynamics
Goodyear Aerospace Corp.
Grumman Corp.
Hughes Aircraft Co.
Israel Aircraft Industries
Litton Systems Inc.
Lockheed Missiles & Space Co. Inc.
Logicon Inc.
Martin Marietta
McDonnell Douglas Corp.
NASA
Northrop Corp.
Oto Melara (Italy)
Plessey Pacific Defence Systems (Australia)
Purvis Systems

Rockwell International Corp.
Science Applications International Corp.
SofTech Inc.
Teledyne Systems Co.
Textron Inc.
Thorn-EMI (Australia)
TRW Inc.
United Technologies Corp.
Vitro Corp.

Electronics

Allied Bendix
Bell & Howell Ltd.
Bofors (Sweden)
Cincinnati Electronics Corp.
Eastman Kodak Co.
GE Co.
Kaiser Aerospace & Electronics Co.
KLA Instruments Corp.
Loral Corp.
MEL (U.K.)
National Semiconductor Corp.
Philips Elektronikindustrier AB (Sweden)
RCA Corp.
SATT Communications (Sweden)
The Singer Co.
Sony Corp. of America
Tektronix

Industrial

ALCOA
Broken Hill Proprietary (Australia)
Caterpillar Tractor Co.
FMC Corp.
Garrett Corp.
Honeywell Regelsysteme (W. Germany)
Nordson Corp.
Promogros/Promodes (France)
Westinghouse Electric Corp.



"CCC... de facto standard in the Department of Defense..."

"Software Management Strategies" report by Gartner Group, Inc., January 22, 1988

Oil

Exxon Production Research Co.
Mobil Corp.
Shell Oil Corp.

Banking/Financial Services

Banca di Credito Popolare (Italy)
Credit Factoring (U.K.)
Dow Jones & Co.
The First Boston Corp.
Premier Bancorp
Regione Del Veneto (Italy)
Standard Chartered Bank
(Hong Kong)
Standard Chartered Bank (Malaysia)
Standard Chartered Bank (Singapore)

Insurance

Agena Corp.
Business Information Group
CC Services Inc.
Monarch Life Insurance Co.
Prudential Insurance Co.

Utilities

Contel Spacecom
Ericsson Radar Electronics AB
(Sweden)
GTE Government Systems Corp.
The Mountain States Telephone &
Telegraph Co.
Pacific Northwest Bell Telephone Co.
Standard Telephone
Laboratories (U.K.)
Trintex
U.S. Sprint Communications Co.
US WEST Materiel Resources Inc.

Laboratories

The Charles Stark Draper
Laboratory Inc.
Fermi National Accelerator
Laboratory
Fukada Geologic Laboratory (Japan)
Jason Geosystems (the Netherlands)
JPL
Los Alamos National Laboratory

The Mitre Corp.
Sandia National Laboratory
Stanford Linear Accelerator Center
Swiss Meteorological Institute
(Switzerland)
Systems Research Laboratories

Computer Industry

Honeywell Bull Inc.
Computervision Corp.
Control Data
Cray Research
Gould Inc.
Harris Corp.
Hazeltine Corp.
Hewlett Packard Co.
IBM Corp.
Syntax S.p.A.
Toshiba Corp. (Japan)
Unisys Corp.

Software Development

Automatic Data Processing
Bureau van Spaendonck
(the Netherlands)
Cullinet Software Inc.
Ibermatica S.A. (Spain)
Institute for Information
Industry (Taiwan)
KAIST/SERI (Korea)
K3 Software Services Ltd. (U.K.)
Scientific Calculations Inc.
Software House
Software Productivity Consortium
Software Sciences (Australia)
Tesseract Corp.
Unilog Produits (France)

Medical

American Medical International Inc.
IGE Medical Systems Ltd. (U.K.)
Johnson & Johnson
Medtronic Inc.
Professional Hospital Services
Scitex Corp. Ltd. (Israel)
TDS Healthcare Systems Corp.



*CCC controls software assets
in commercial environments.*

Setting the Industry Standard for Customer Support

Softool is totally committed to customer satisfaction and quality service.

"We call our users on a regular basis to make certain all is well and to assist whenever necessary."

LORIN JETER
Customer Support Manager



A fully staffed and responsive telephone Hot-Line department is available to answer questions or help solve customer's problems on a 24-hour basis.

Softool maintains a modern and well-equipped training center at its Goleta (Santa Barbara) headquarters. A complete range of training courses and workshops are regularly offered in Goleta and at various other locations.



Softool actively supports the Softool Users Group, a dynamic and independent organization of users. It holds two major meetings a year. These meetings have become international forums for change and configuration control experts and practitioners to exchange ideas and experiences.

"Also cited by several respondents were the vendor's apparent excellent maintenance services, summed up by one respondent as being 'fabulous, helpful, knowledgeable, timely, and friendly'."

DATA PRO RESEARCH CORPORATION
1987 independent survey of Softool's users



A highly trained technical support staff is available through Softool's consulting and implementation services group, headquartered both in Goleta and in Washington, D.C.

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