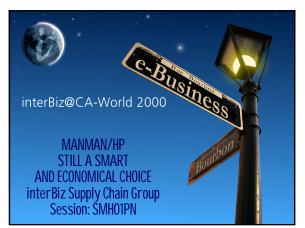
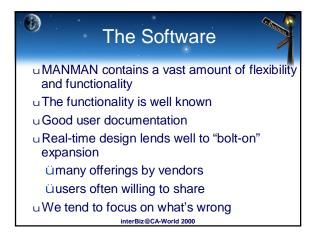
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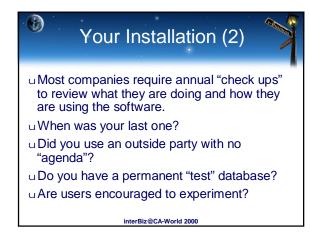


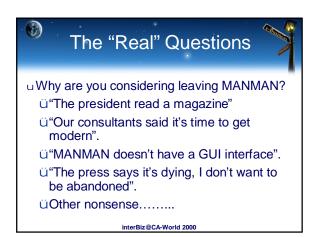
Third Party "bolt-ons" u MANMAN/ INSIGHT (GUI Sales Order Interface) u Peripheral S/W Concepts u Quantum S/W u Summit Systems u The Navigate Group (Advocate) u EDI vendors u JAS u Lots more

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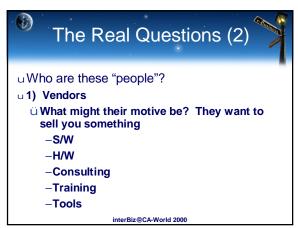






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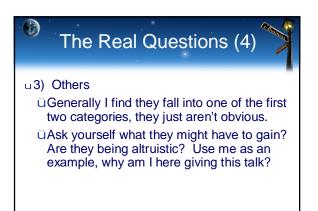




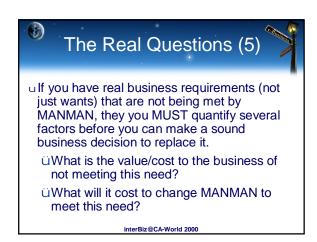
The Real Questions (3)

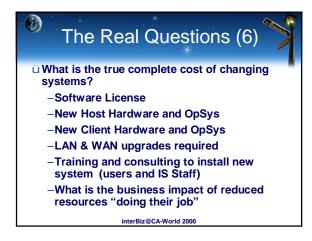
- u 2) "Pundits"
 - ü They get paid to "stir the pot"
 - ü Someone paid them to take a survey, validate an assumption, make a point, etc.
 - ü They want to make a prediction
 - ü But it isn't their business they are betting.
 - ü How often do their predictions come true?

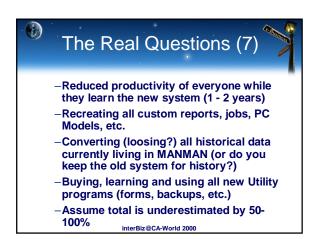
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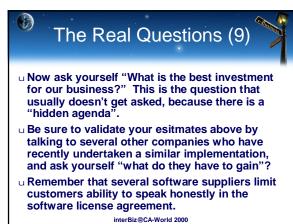






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Session Summary

- u Why are you considering a replacement to MANMAN?
- u Force a quantification of true total costs to replace vs. enhancement of MANMAN.
- uStick to the Business case and be "skeptical" of others' motives.

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