are expected to be used. The average site license will cost $18,000, for 40 clients and 10 servers.

Expected average total sales to each large corporate client are:

Demo Copy		Free
Development Copy		$3500
Consulting	$2400/day @ 3 days/month for 6 months	$43,200
Site License	6 sites @ $5000/site	
	10 servers/site @ $500/server	
	40 clients/site @ $200/client	$108,000
Total Revenues per Site		$154,700

5.2 Phase I - Independent Software Vendors

Independent software vendors (ISVs) need development tools that easily implement group communication software. LinkWare will be marketed as a solution to those needs. To reach this market segment, MultiLink Distributed Solutions, Inc. will actively participate in software development conferences (such as Software Development 96 and the popular Interop conferences held throughout the country) and promote its software in magazines (where costs permit). Similar to the SFT market, sales will be through a direct sales force.

MultiLink Distributed Solution's direct sales force will market LinkWare to developers or potential developers of group applications. MultiLink's consultants will then work with the ISV to assist in the development of their group application on top of LinkWare. The publicity that RMP is receiving in the Internet has already brought MultiLink a number of potential customers in this market.

Development copies and Technical Consulting will be made available to these software developers at no cost. ISVs will develop their applications on LinkWare and bundle LinkWare with each sale. Each bundled copy will be priced at $100.

5.3 Phase II - Distributed Computing/CORBA

One of the most significant discoveries of the company's market research was the paradigm shift to distributed object computing. MultiLink Distributed Solutions, Inc. will aggressively pursue this trend by developing CORBA-compliant (see Technical and Market Research sections) versions of LinkWare that will be marketed to developers with the following needs.

The shift to distributed computing is still in its infancy, driven by a need for companies to develop software tools based on emerging object models. MultiLink's market analysis reveals that the CORBA model represents the most promising of all distributed object models. MultiLink will dedicate Phase II to providing software tools to this burgeoning market.

A CORBA-compliant version of LinkWare will be ready for marketing beginning in Quarter 9 from the company's inception. In addition to marketing this product (in bundled quantities) through the company's direct sales force, MultiLink will distribute LinkWare/CORBA