

Perfect Original Quarterly

SUMMER 1993

New Marketing Program, CopyVAR, Enables Key Software Vendors Opportunity To Be DCL Resellers

DisCopyLabs will open another marketing channel to support the software industry and its key suppliers.

Through a program named CopyVAR, the company will provide its full range of software manufacturing services to selected, qualified key vendors of software companies.

"These special vendors, primarily printers of software documentation and software packaging manufacturers, along with brokers of their services to software developers, will integrate our services into their product offerings to the industry," said Bob Benevento, Director of Sales and Marketing.

"In effect, they will become Value Added Resellers (VARs) of DisCopyLabs' services."

For example, a printer producing materials for a software publisher who participates in our CopyVAR program, can offer customers virtually the full-range of DisCopyLabs services — duplication, package assembly, shipping/fulfillment, turnkey and project management support, he explained.

With this expanded capability, this vendor will now be able to provide customers with greater value than could be delivered as a single product specialist. This will distinguish him from the competition

because his relationship with DisCopyLabs will set him apart from other vendors in his industry.

With CopyVAR, the printers and packagers and their brokers will be much

better equipped to present total solutions to their software development customers.

The customers of CopyVAR vendors stand to gain important benefits. The number of suppliers they have to deal with are reduced and their vendor relations are simplified. A software house can now obtain a majority of its critical support service, for example, duplication and printing, from a single highly-qualified source. Moreover, the effort it takes to bring products to market should be lessened because components, manufacturing, and finished inventory will come from one supplier.

"As for DisCopyLabs, this new distribution program naturally complements our existing sales efforts to our traditional markets," Bob said. "CopyVAR offers significant added-value to DisCopyLabs as it can extend our reach into new areas without major investments in facilities, people or time.

"CopyVAR should be a win-win situation for all parties," Bob stated.



Bob Benevento

Duarte Facility Adds

People, Equipment

To Handle Larger

Demand, Bigger

Service Area



DisCopyLabs' Duarte facility has added two new account managers to further extend the company's service coverage throughout Southern California and the Southwestern U. S.

The new managers are Kevin Thompson and Roland Leong. Kevin, a graduate of Cal State-Fullerton, joined the

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DisCopyLabs Gives Technical Advice and Products to Self-Help for the Elderly

Self-Help for the Elderly, a non-profit senior service organization which serves over 25,000 Bay Area seniors each year in a variety of lifeline services, has just completed the installation of a computer network system linking its various programs together thanks to nearly \$50,000 of donated software, hardware and services coordinated by DisCopyLabs.

DisCopyLabs contributed approximately \$10,000 in hardware and \$8,000 in system integration, consulting and training, including two staff members to train a Self-Help employee to implement and maintain the system.

DisCopyLabs also solicited corporate donors including Borland International, Symantec Corporation, Banner Blue Software and 3COM to participate in the project. These four companies donated over \$30,000 in software and network hardware to augment the Self-Help network.

"We are grateful to DisCopyLabs for all their help in setting up our new computer system," said Anni Chung, Self-Help's Executive Director. "Within a month, we were able to use E-mail, word-processing, and spreadsheet programs which will save us all time and money."

Pictured left to right: Vicent Wan, DisCopyLabs MIS Supervisor, Norman Tu, President, DisCopyLabs, Anthony Tam, Self-Help, Director of Administration, Simon Lui, Self-Help MIS, Josh Clark, DisCopyLabs, MIS.

SynOptics Honors DCL as 'World Class Supplier' For Quality Performance

SynOptics, a major customer of the company, has recognized DisCopyLabs' outstanding support through SynOptics' World Class Supplier Award for Quality Performance.

DisCopyLabs has been serving SynOptics with duplication and other services for three years. During this time, the amount of work DisCopyLabs provides this customer, which is headquartered in Santa Clara, has doubled.

Balen Sales, Customer Support Representative, accepted the award for DisCopyLabs at a reception held by SynOptics for its World Class Suppliers.

Antonia Tu, Executive Vice President for Operations, said the award is gratifying as it reflects a demanding customer's appreciation for the excellent team work and performance of many



Balen Sales, Customer Support Representative and Sandra Woodrow, Account Manager, with the attractive trophy presented to DisCopyLabs for being designated by SynOptics as a World Class Supplier for Quality Performance.

DisCopyLabs staff.

"Special thanks belong to those employees who have contributed a great deal of their time and fine efforts to win this expression of customer appreciation. Congratulations for a job well done," she said.



Tu Scholarships Awarded to Children of Four Employees

Scholarships to help cover the cost of a college education have been awarded to four young people whose parents are employees of DisCopyLabs.

The Joseph and Sieu Mei Tu Scholarships, named and awarded in honor of the parents of Norman and David Tu, have been won by Shelly Tabke, Lorenzo Cinco, Jr., Phan Yen Tran, and Tammy Wong, announced Antonia Tu, Vice President and Chairperson of DisCopyLabs' Scholarship Committee.

Shelly Tabke, daughter of Kathy Tabke, Customer Support Manager, will be a sophomore this fall at UC San Diego. She plans to major in biology and hopes to enter medical school upon graduation. She is a member of UCSD's swimming team.

Lorenzo Cinco, son of Lorenzo Cinco, Sr., Media Processor, will begin his freshman year at UC Davis. He has achieved high academic honors throughout his high school career, and is a seasoned swimmer who will be a member of the

UC Davis swim team, a musician, and is active in several school and church organizations.

Phan Yen Tran, daughter of Vinh Tran, Labeling Lead, and Chau Huyen Tran-Do, Duplicator, will be a senior at San Jose State University. She is pursuing a bachelor of science degree with a speciality in business administration/information sciences. Her memberships include the school's Vietnamese and Chinese clubs.

Tammy Wong, daughter of Winnie Au, Packaging Lead, enters her freshman year in the fall at UC Davis. She has worked at DisCopyLabs parttime since 1990 in various positions. Tammy is a volunteer for the the Mission Valley Student Nursing Assistant Program.

"The company and my parents, who, throughout their lives, have valued education very highly, are delighted to present the scholarships to these deserving youngsters. We wish these young people the best of luck in their academic and professional careers," said Norman Tu, President.

DisCopyLabs has been granting scholarships to children of employees since 1986.



Pictured, left to right: Winnie Au, Chau Huyen Tran-Do, Phan Yen Tran, Sieu Mei Tu, Shelly Tabke, Kathy Tabke, Blanca Cinco, Lorenzo Cinco, Jr., Lorenzo Cinco, Sr.

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Duarte Facility

company last November and has a background in sales and marketing.

Roland, who earned his MBA at UC-Irvine, is a 10-year veteran of the software industry with heavy experience in technical engineering and sales and marketing.

Randy Powell, General Manager of the Duarte facility, said that Kevin and Roland broaden DisCopyLabs' capability to give current and prospective customers specially tailored services to meet their specific needs.

"Along with more account service, we have added manufacturing equipment and made enhancements that have improved our production capabilities significantly," said

Randy. "With the installation of additional loaders and drives, and upgrading to the new Trace Turbo Controller boards, we have increased our 3.5-inch HD capacity by more than 60 percent to over three million disks per month in response to growing demand."

Equipment also was installed at Duarte to do 8mm Exabyte, 4mm DAT and 3480 tape duplication and conversion, as well as QIC 1/4-inch, TK50 and 9-track reel computer tapes.

"We have already made great progress in establishing DisCopyLabs' presence in Southern California during the past 2-1/2 years, and with our expansion of sales and service coverage and manufacturing capabilities, we're positioning ourselves strongly to meet the many requirements of our growing customer base.



DISCOPYLABS

The Complete Software Production Company

Software Manufacturing and Turnkey Services

- Duplication
- Kitting & Sub-assembly
- Packaging
- Fulfillment
- Warehousing
- Turnkey Project Management
- Conversion

Media & Formats

- **1/4" Data Cartridges**
 - QIC 11
 - QIC 24
 - QIC 120
 - QIC 150
 - QIC 320
 - QIC 525
 - HP format
 - AS/400
- **9 Track Tapes**
 - 1600 BPI
 - 6250 BPI
- **3480 Tape Cartridges**
- **TK50 Cartridges**
- **8 mm Helical Scan**
- **DAT**
- **Diskettes**
 - 3.5" LD, HD, ED
 - 5.25" LD, HD
 - 8" SD, DD
- **CD ROM**
- **VHS**



DISCOPYLABS

The Complete Software Production Company

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