



writing sample
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CMS/DATA CORPORATION PROFILE

TALLAHASSEE, Florida -- CMS/Data Corporation designs and implements integrated automation systems that meet the specific needs of medium- and large-size law firms throughout the world.

The company, founded in 1978, produces comprehensive, highly integrated software that operates in networking and communications environments and currently has over 145 clients located throughout the United States and Canada. CMS/Data systems make it easy to compile, access, and analyze data about every aspect of law firm operations.

The company's flagship product, CLO*2 (Comprehensive Law Office), is a collection of applications that fully automate the accounting and management functions of a law firm. Since its introduction, CLO*2 has grown extensively in terms of functionality and capability through the company's response to the needs of its clients and the marketplace in general.

To ensure that law firms have the freedom of choice to mix and match hardware and software for the most comprehensive automation system, CLO*2 is available on a number of platforms including IBM RS/6000 under the AIX operating system, DEC's ULTRIX and SCO UNIX systems, the Hewlett Packard HP-UX systems, and the Data General AViiON RISC-based UNIX systems.

Recently CMS/Data announced CMS OPEN, a new comprehensive financial management system designed for the legal industry. CMS OPEN delivers the power and function of the company's successful CLO*2 product to those firms who are ready to take advantage of client/server technology in a Windows environment. CMS OPEN ensures complete integration of the various applications required for a productive and profitable law office, while providing such crucial factors as flexibility, platform independence, ease of use, and a solid

foundation for growth. CMS OPEN is the most comprehensive law office management system available from any single vendor.

In 1989, CMS/Data developed PC DOCS (Document Organization & Control System) to meet the need for tracking, storing and retrieving the countless number of documents generated by law firms. Network based, PC DOCS allows users to search for documents by any word, group of words, words in proximity, or phrases. It can also manage databases created by other DOS-based programs, i.e., spreadsheet, graphics packages, etc. Today, PC DOCS is the predominant document management application in the marketplace and has won both *PC Magazine's* Editor's Choice award and *WordPerfect Magazine's* Reader's Choice award for two consecutive years. With over 400 dealers worldwide, the product has been installed in more than 400 law firms, industrial organizations, and governmental agencies.

In the first quarter of 1991, CMS/Data acquired two legal software developers, Canterbury Systems of Toronto and CompInfo Inc., located in New York. As a result of this expansion, CMS/Data offers a breadth of products without parallel. CLO*2 and CMS OPEN are the eminent legal financial packages available today and PC DOCS is the market leader in the document management field. CompInfo's Corporate LawPack for Windows software is foremost in the corporate legal environment and finally, the assortment of practice management applications available through Canterbury are tops in the industry.

Canterbury's most recent developments include two applications, *MarketSense* and *DocuDraft*. *MarketSense* is a powerful database application that allows law firms to track both client and prospect information. With built-in document assembly, *MarketSense* becomes an invaluable analysis and reporting tool. *DocuDraft* is a WordPerfect-integrated document-assembly application that allows users to create forms, compose agreements, and even generate reports. It provides power and flexibility while maintaining easy-to-use functionality.

Product development at CMS/Data is an ongoing and continuous process. The research and development staff continually review the needs and problems facing law

practices and seek to translate those requirements into functional, easy-to-use application software. The members of the training, R&D, and customer support teams come from a range of backgrounds including computer science, accounting, word processing, and law. Each person brings unique insight and innovation to the development process.

CMS/Data Corporation places the most emphasis on complete client satisfaction. The concept is called Warmware and it pervades every part of the company. CMS/Data employs over 130 professionals who work side by side with clients during the planning, installation, start up, training and problem solving stages. Active client support, available 24 hours a day, goes on long after the system is up and running so that each firm gets the most from its investment.

By merging all its strengths together, CMS/Data Corporation has become a leader in its industry. The company's success is based on the dedicated support of employees, knowledge of PC-network applications, adherence to industry standards, client support, enthusiasm and experience.

CMS/Data Corporation is a wholly owned subsidiary of PC DOCS Group International Inc. as well as three other subsidiaries: PC DOCS, CompInfo Inc., and Canterbury Systems Corporation. PC DOCS Group International is listed on the NASDAQ exchange as DOCSF and the Toronto Stock Exchange as DXX. CMS/Data is based in Tallahassee, Florida and has offices in Toronto, New York, and San Francisco.

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