



Zumasys & Pick MultiValue

PICK MultiValue Overview

Since its inception, Zumasys has made a series of strategic decisions, investments and acquisitions to strengthen the value that we bring to Pick/MultiValue customers. Our strategy for our MultiValue customers has always been one of rejuvenation. We take our customer's so-called "legacy" Pick applications and move them to the cloud, layer on mobile access and modern GUI interfaces, and allow them to maintain a competitive advantage in the marketplace. MultiValue customers do not have to choose between the modern features, efficiencies and technologies they want and the database on which they've built their business.

With Zumasys, customers gain an enthusiastic team that averages more than 30 years of experience with MultiValue systems. We help customers achieve major cost savings, gain flexibility, improve performance, and transform their business to get the features they've always wanted but didn't think were possible.

Custom Software Development

Many Pick/MultiValue customers today are torn between the database on which they've built their custom business applications and their users' desires for modern, mainstream interfaces with anytime, anywhere cloud access. And it's a fact that Pick developers are in short supply. As a result, many MultiValue customers may look to alternative ERP systems and databases.

Zumasys has found that Pick DBMS customers seek access to senior developers because the alternative is costly and unattractive. With nearly two dozen Pick MultiValue developers and engineers now on staff, Zumasys is in a unique position to help D3, UniVerse, UniData, and jBASE customers enhance and modernize their Pick applications. Whether its web integration to a legacy system, mobile applications, warehouse management, or just à la carte programming, Zumasys can breathe new life into your core business applications and ensure that your Pick DBMS is viewed as a competitive advantage.

Zumasys Pick Software Developers

In 2010, Zumasys began recruiting and building a new division, committed to staffing the most capable group of Pick programmers in the country. This was done in direct response to our Pick/MultiValue customers' desires to easily obtain ongoing development services for their legacy applications. Together our team averages more than 30 years of MultiValue experience.

Developer	MultiValue Experience	Years in Pick
Pete Schellenbach	Former Pick Vendor AccuSoft Enterprises	39
Tom Parker	Former Pick Customer E*Trade Mortgage	39
John Riley	Former Pick Reseller The Nerderly	39
Mike Street	Former jBASE Employee 15 years with jBASE	39
Tom McTeer	Former Pick Reseller Computer Clinic	37
Frank Petillo	Former Pick Reseller Choice Computing	37
Daniel Klein	Former jBASE Employee 16 years with jBASE	37
Ray Gasser	Former Pick Reseller Choice Computing	36
Allen Ratcliffe	Former Pick Employee	36
Wouter Schuchner	Former Pick Customer MeadWestvaco	35
Dan Ell	Former jBASE Employee 14 years with jBASE	34
Maria Gasser	Former Pick Reseller Choice Computing	33
Kevin Jones	Former Pick Customer Murphy & Nolan	32
Mitch Buckland	Former Pick Reseller The Nerderly	31

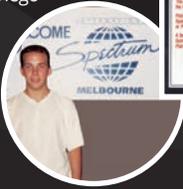


LEGACY IS LOVELY

Headquartered in Irvine, California, Zumasys staffs a comprehensive team of nearly two dozen Pick programmers

Zumasys co-founder starts his career in the Pick market with International Spectrum in San Diego

1981



Paul Giobbi starts a Pick division at Jones Business Systems (JBS) in Houston

1995



1997

JBS acquires Orion Pacific Technologies



2000

Zumasys incorporates in San Clemente, CA



Zumasys acquires The Computer Clinic, Choice Computing, AccuTerm™, MultiValue Dashboard, OpenQM, & jBASE

TODAY

Relationship with Pick/MultiValue

Since age 11, Paul Giobbi, CEO of Zumasys, has been working with the Pick DBMS. In the 1970s, Giobbi's father started a manufacturing software company called Interactive, Inc. (which was later acquired by Epicor Software).

The Giobbis went on to run International Spectrum, a business that produced the Pick DBMS industry magazine and trade shows under the same name. Spectrum later coined and trademarked the term "MultiValue" for the Pick DBMS. Working at Spectrum, Giobbi grew up deeply immersed in the unique culture of the Pick market, interacting with industry vendors, partners, and end users.

At age 18, Giobbi made his very first sales call to Scott Shadle, a Texas Instruments distributor looking to enter the MultiValue market and participate in the Spectrum trade shows. Six years later, Giobbi left the family business to join Shadle at Jones Business Systems (JBS), a fast-growth Unix software distributor based in Houston. Giobbi deepened his experience with Pick through JBS' acquisition of the Pick Systems distributor Orion Pacific Technologies. Over the next three to four years, JBS grew into a \$65 million company. JBS eventually morphed into VeriCenter, an early application hosting company that was sold to SunGard in 2007.

When Pick Systems was purchased by Raining Data/TigerLogic, Giobbi and several managers split off from JBS to create Zumasys and become a TigerLogic reseller. TigerLogic was acquired by Rocket Software in 2013.

Other Key Events

In 2001, Zumasys acquired The Computer Clinic, a Huntington Beach, California, based professional services organization with experience providing outsourced technical services to Pick DBMS customers. Led by Tom McTeer, now VP of Engineering, the employees of The Computer Clinic joined the Zumasys family and formed one of the best Pick/MultiValue teams in the country.

In 2006, Zumasys launched an application hosting platform in the Savvis data center in Irvine, California. Today, Zumasys' sixth generation cloud platform runs within SUPERNAP, the 525,000 sq. ft. data center based in Las Vegas, Nevada.

In 2010, Zumasys acquired the assets of Choice Computing and opened offices in New York and New Jersey. As part of the transaction, Ray Gasser joined Zumasys as VP of Software Development. The combined entity provides custom software development to Pick/MultiValue users.

In 2013, Zumasys acquired the Pick division and certain software assets of The Nerderly, based in Minnesota.

In 2014, Zumasys acquired a string of MultiValue software technologies including:

- **AccuTerm™** – The leading Windows/Mobile connectivity solution for the Pick Market with more than 16,000 customers worldwide. Pete Schellenbach is now Zumasys' Director of Product Development.
- **MultiValue Dashboard** – Originally developed by The Nerderly and re-launched in 2014, MultiValue Dashboard allows you to quickly and easily build web-based dashboards using traditional Pick programming methods.
- **OpenQM** – Zumasys announced an Exclusive Worldwide Distribution and domestic support/maintenance arrangement for OpenQM, a cost-effective, efficient, high-performance database to run Pick applications.
- **jBASE** – Zumasys acquired jBASE database from Temenos, based in Geneva Switzerland. Its contemporary architecture allows Pick-based applications to natively interact with the underlying Windows or Unix operating system, and store data in SQL Server, Oracle and the cloud.

Today, thousands of companies including Bebe Stores, Ganahl Lumber and MeadWestvaco are capitalizing on Zumasys' expertise in cloud computing, infrastructure technologies and the rejuvenation of legacy applications.

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