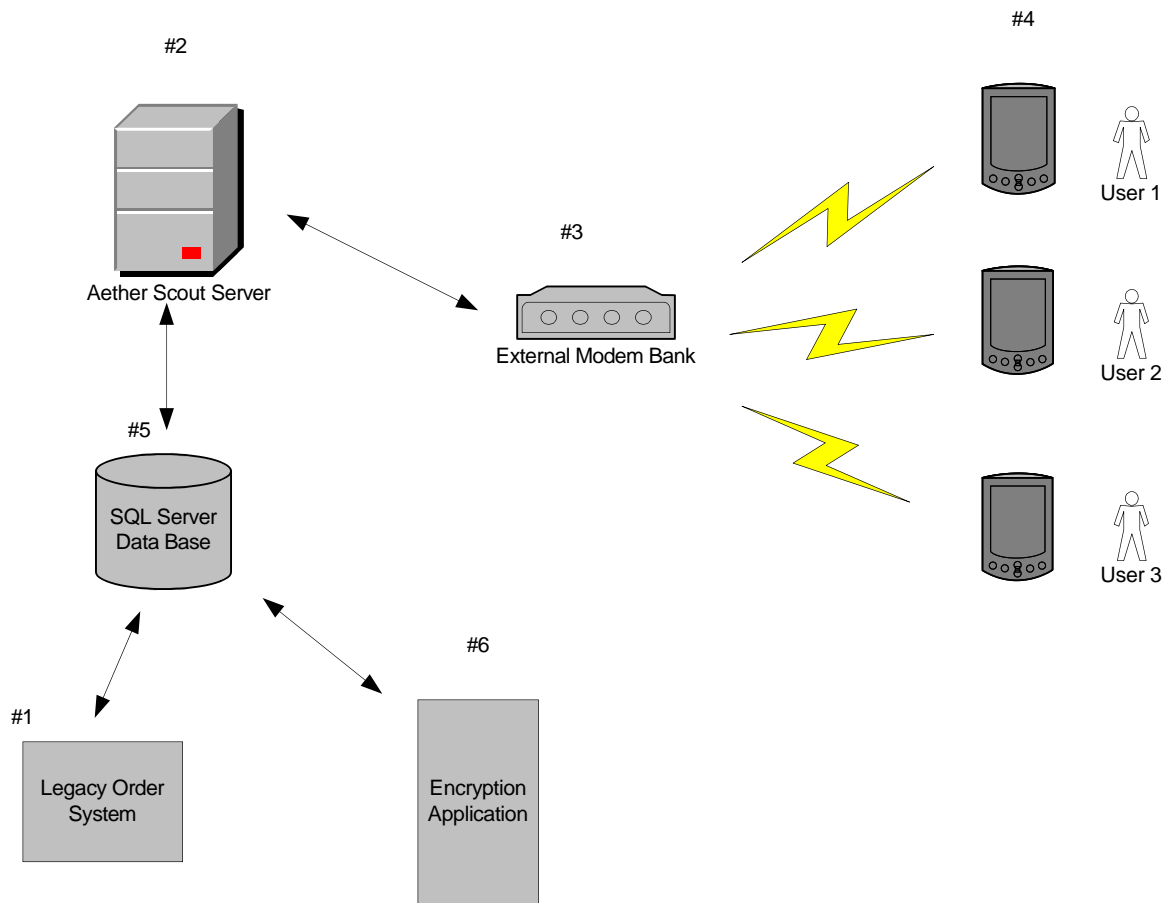


Kar Products Inc.

Pricing Application



The Kar Products Price book application allows field sales representatives to carry a variety of product prices for Kar Products on their Palm. The application also calculates commissions on the products for the sales representatives.

- 1. Legacy Pricing Data Loaded** - Kar Products legacy systems master the product pricing data. This data is loaded into the price book SQL Server database at a regular frequency.
- 2. Scout Server** - The Aether Scout Server runs a conduit that allows remote users to connect and load the current pricing data to their Palm OS based devices.
- 3. Modem Bank** - Users dial into a modem bank in order to connect to the Scout Server to load any price book changes. By dialing through standard phone lines, the field users are guaranteed access to accurate pricing data from any location that has a standard phone line.
- 4. Mobile Device** - Sales representatives have a custom developed price book application on their Palm based handheld device. This application gives them very quick access to accurate product pricing data and allows them to calculate their commissions on the sales of any of those products.
- 5. Pricing Database** - The SQL Server database is used to hold pricing data that is downloaded to the users.
- 6. Encryption Application** - The encryption application is run every time data is refreshed from the Legacy Pricing System to the SQL Server database. This application encrypts the pricing data so that it cannot be exported from the mobile device.