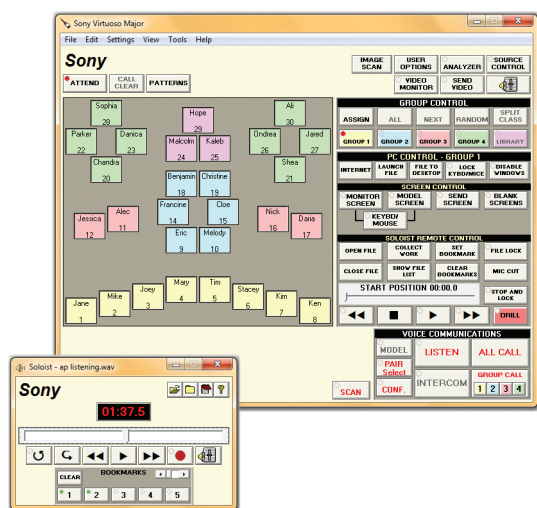


OVERVIEW

SANSSupport™ Software Upgrade Plan

SANSSupport Software Upgrade Plan for your Sony Language Learning Software Suite is like having insurance for your technology plan, providing consistent, timely software upgrades and enhancements – and a positive return on your technology investment.



On The Plus Side:

- Keeps software current and fully functional to effectively meet evolving teaching methodologies, technology standards and operating systems
- Gives the competitive edge to your language program
- Predictable budgeting and affordable annual plans
- Protects your initial technology investment

For More Information on the SANSSupport Software Upgrade Plan, contact your local SANS Language Learning Software Reseller or e-mail us at MoreInfo@sansinc.com.

Upgrade Plans for:

- Sony Virtuoso™ Instructional Control Software
- Sony Soloist® Digital Comparative Recorder Software
- SANS Concurrent Controller™ License Management Software

The continual search for the "new and improved."



Software, by nature, is never a finished product; it's always in an evolutionary stage, being as effective as it can be until exceeded by the next "new and improved" generation. As a dedicated designer and developer of software for education, SANS tackles the evolutionary process head-

on by continually developing, improving and expanding our software solutions to better meet the needs of language educators and their students.

Teaching methodologies, as well as national, state and local standards often demand change to produce more positive educational outcomes. Even universally accepted technology standards and operating system parameters frequently change. SANS keeps one step ahead of these changes by continually evolving how our software performs.

If educational institutions are to make financially sound investments with their software purchases, then upgrades must be an integral part of the total plan. With SANSSupport, schools are virtually guaranteed a positive ROI on technology purchases, with language learning technology that keeps pace with current needs.

WHY YOU NEED THE SANS UPGRADE AND MAINTENANCE PLAN FOR YOUR SONY VIRTUOSO™/SOLOIST® DIGITAL LANGUAGE LEARNING SYSTEM

- **Excellent Software is Always in an Evolutionary Process. *SANS is committed to this philosophy. Continual product development to meet educators' needs always at the top of our list.***
- **Teaching Methodologies, National, State, and Local Standards Often Demand Change to Produce More Positive Educational Outcomes. *Software functionality needs to evolve to meet these needs.***

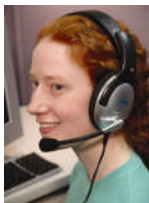


- **Universally Accepted Technology Standards and Operating System Parameters Change Frequently.**

- **Educational Institutions Need to Make Financially Sound Investments, assuring a Positive ROI For Technology Purchases. *Software Maintenance and Upgrades must be an Integral Part of this plan.***
- **You are Competing for Students. *Your Language Technology Products Should Reflect Your Desire to Provide Your Students with a Superior Language Program.***



- **The SANS Sony software enhancements are provided in a consistent and timely manner. Our PC Registration process assures that you have the most recent changes to your software without the need to tie up your IT staff for installation.**



- **Your Local SANS Reseller/Salesperson will work with you to determine the best multi-year plan for your organization.**

Contact your local SANS Sony Language Learning Systems Reseller today to discuss your school's plan for Upgrade/Maintenance or e-mail us at sales@sansinc.com for assistance.