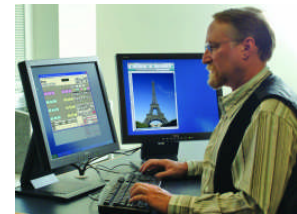# WHY YOU NEED THE SANS UPGRADE AND MAINTENANCE PLAN FOR YOUR SONY VIRTUOSO™/SOLOIST® DIGITAL LANGUAGE LEARNING SYSTEM

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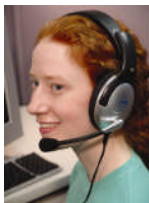
  - **Universally Accepted Technology Standards and Operating System Parameters Change Frequently.**

- **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.*