

CONDENSED CONSOLIDATED STATEMENTS OF INCOME*(in thousands, except per share data) (unaudited)***Quarter Ended****September 30,**

	<u>2001</u>	<u>2000</u>	
REVENUES:			
Software Licensing & Installation	\$ 22,270	\$ 23,512	-5%
Support & Services	41,606	30,446	37%
Hardware Sales	<u>22,256</u>	<u>23,050</u>	-3%
Total Revenues	86,132	77,008	12%
COST OF SALES:			
Cost of Hardware	14,879	15,969	-7%
Cost of Services	<u>32,204</u>	<u>26,407</u>	22%
Total Cost of Sales	47,083	42,376	11%
GROSS PROFIT	39,049	34,632	13%
<i>Gross Profit Percentage</i>	45%	45%	
OPERATING EXPENSES:			
Selling & Marketing	6,569	7,655	-14%
Research & Development	2,910	2,383	22%
General & Administrative	<u>7,505</u>	<u>5,906</u>	27%
Total Operating Expenses	<u>16,984</u>	<u>15,944</u>	7%
Operating Income	22,065	18,688	18%
OTHER INCOME (EXPENSE)			
Interest Income	819	560	46%
Interest Expense	<u>(47)</u>	<u>(679)</u>	-93%
Total Other Income (Expense)	772	(119)	
Income from Operations before Income Taxes	22,837	18,569	23%
Provision for Income Taxes	<u>8,221</u>	<u>6,685</u>	23%
NET INCOME	14,616	11,884	23%
Diluted Net Income per Share	0.16	0.13	23%
Diluted Weighted Average Shares Outstanding	92,724	89,091	

CONSOLIDATED BALANCE SHEET HIGHLIGHTS

	September 30,		
	<u>2001</u>	<u>2000</u>	
Current Assets	\$ 157,435	\$ 85,997	83%
Total Assets	\$ 423,235	\$ 312,375	35%
Accounts payable and accrued expenses	\$ 25,879	\$ 17,515	48%
Deferred revenue	\$ 79,204	\$ 63,513	25%
Total Liabilities	\$ 112,789	\$ 86,562	30%
Stockholders' equity	\$ 310,446	\$ 225,813	37%
Total Liabilities and Stockholders' Equity	\$ 423,235	\$ 312,375	35%