

In-House or Outsourced Value-Added Services

Do they help or hurt your bottom line?

Effective computing platforms are more than just off-the-shelf boxes that can be purchased over the Internet or at a local big-box store. They must be supported by a suite of services and technologies that provide optimal solutions to your customers.

Some of these services are the essence of your business — differentiators that separate you from your competitors — while others are profit leaks that drain margin from your bottom line.

There are compelling economic arguments why some integration services should be performed by you ... and why others should not. Your technology partners must provide some level of integration and testing. What is the right mix for you?

Since every need is different, Continental Resources helps you identify and evaluate the issues, trade-offs, costs, and ramifications of the make-buy decision ... with special attention given to those hidden elements that affect the long-term cost of support.



You benefit from our expertise.

Custom Computing Solutions

CRI considers customers' technology, business, and marketing needs and then designs, configures, assembles, and tests application-specific solutions. These solutions are based on Sun SPARC™, Intel™, and AMD™ architectures that accommodate Solaris™, UNIX®, Linux, and Windows™ operating environments.

Our experienced engineers configure and design systems to customer specifications. Highly trained technicians assemble each unit from the highest quality components. Exacting tests ensure that each system meets our standards — and those specified by our customers and yours. Finally, our comprehensive warranties guarantee long life and design stability.

Continental Resources, Inc.
Corporate Headquarters
175 Middlesex Turnpike, Suite 1
P.O. Box 9137
Bedford, MA 01730-9137

www.conres.com

1-877-722-5776
ccs@conres.com

With offices in IL, MA, MD, NH, NJ (2), and NY

Sun, Sun Microsystems, Solaris, Sun Fire, and the Sun logo are trademarks or registered trademarks, and iForce is a service mark, of Sun Microsystems, Inc., in the United States and other countries.

All SPARC trademarks are used under license and are trademarks or registered trademarks of SPARC International, Inc. in the United States and other countries. Products bearing SPARC trademarks are based upon an architecture developed by Sun Microsystems, Inc.

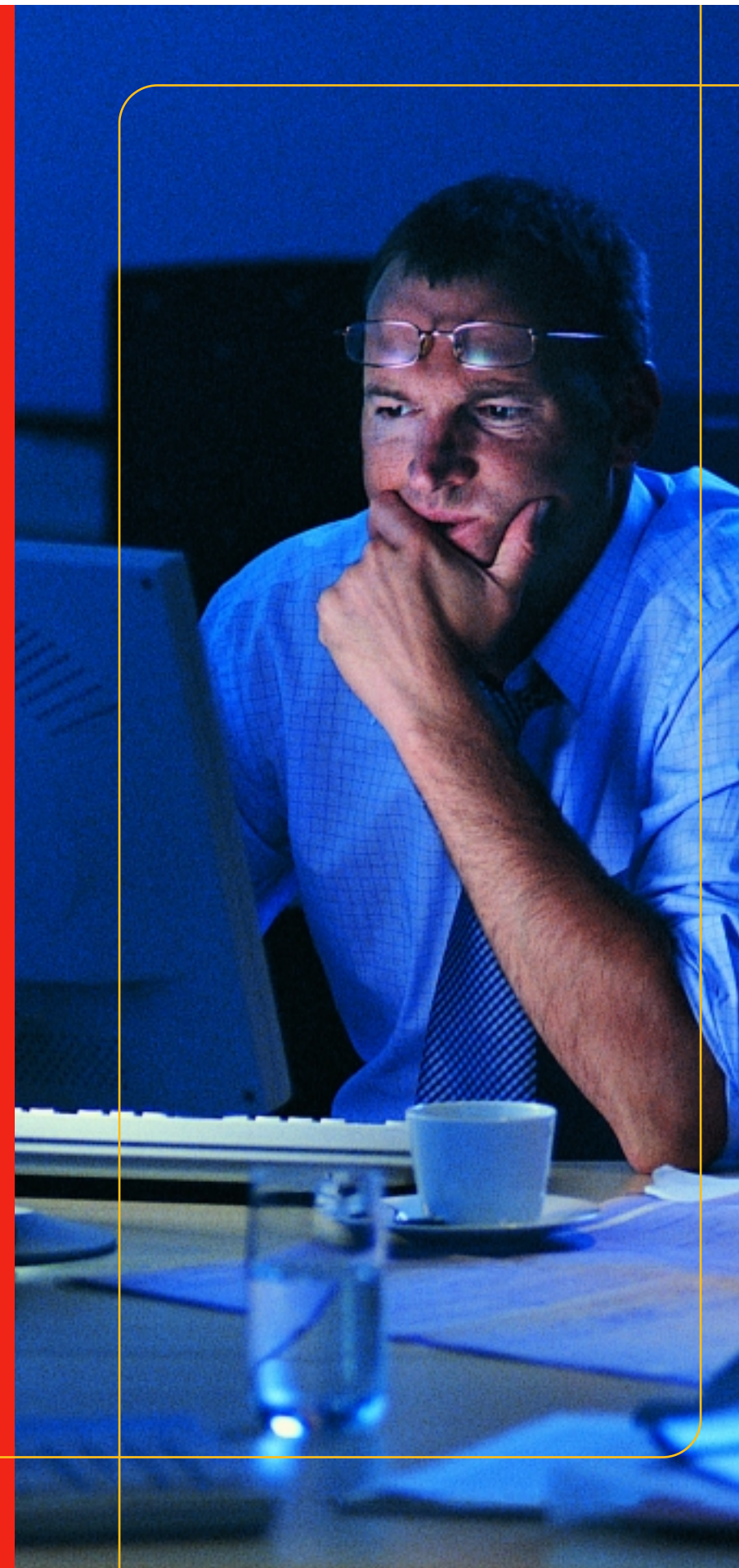
All other trademarks are the property of their respective owners.

© 2005. Continental Resources, Inc.
All rights reserved. Printed in the USA.



Custom Computing Solutions

Because commodity platforms are too expensive to support in OEM applications.



CRI provides as much or as little support as you need.



CRI 2977-0401-2.5

CRI ... Value-Added Services as a Competitive Differentiator

Continental Resources (CRI) helps you understand the big picture and not just the initial cost of a platform. Our suite of services and technologies lets you select only what you need. We help you drive down the support costs; reduce overhead, integration, and testing costs; and standardize on stable, high-performance solutions.

In today's world, large computer manufacturers are forced to play a game of technological leapfrog. To be profitable and to maintain market share, they must produce in large volumes, constantly enhance their product lines, and commoditize their offerings.

While using a commodity-based computer in your solution can save you money on the initial purchase, the burden of supporting that technology skyrockets in terms of hard, soft, and opportunity costs. OEMs that require custom computing solutions must support their users well beyond the expected life of the computing platform. Providing support within a dynamic environment is expensive and full of risk.



Design Service

No matter where you are in your product life cycle planning — from concept to production — Continental Resources can help you determine or evolve the form, fit, and function of your solution. After a solution has been designed, we provide you with a prototype for testing and design approval. This approach allows you to anticipate hardware, software image, and firmware issues.

Vendor Management

CRI enjoys longstanding relationships with major technology partners. By leveraging our relationships and by serving as your single point of contact, we ensure thorough evaluation, extensive technical support, uninterrupted product acquisition, and end-of-life strategies. We help you minimize administrative, technical, and procurement expenses.

Inventory Management

Our team is skilled at leveraging the latest off-the-shelf components to minimize hardware costs and maximize product life. We ensure product availability as we prepare for a last-time buy according to your forecasts. Inventoried systems and modules can serve as hot-swap spare units to support your installed customer base.

Integration Services

CRI documents and controls processes that ensure manufacturing procedures are completed according to your specifications. We provide complete integration and testing of your hardware, software, and firmware. In addition, we can private brand your solution and packaging to promote your company identity.

Logistics

CRI's customized asset-management capabilities help you track assets and maintain product in the field. To minimize your handling and to speed up response time, we can ship your branded product from our facility directly to your customer.

Warranty Services

Depending on the level of support your customers need, CRI will customize a support program for you. We offer 24/7 on-site service, depot repair, or a fully customized plan that may include response in as little as two hours from first call.

CRI helps you minimize the expense and the risk of providing support.