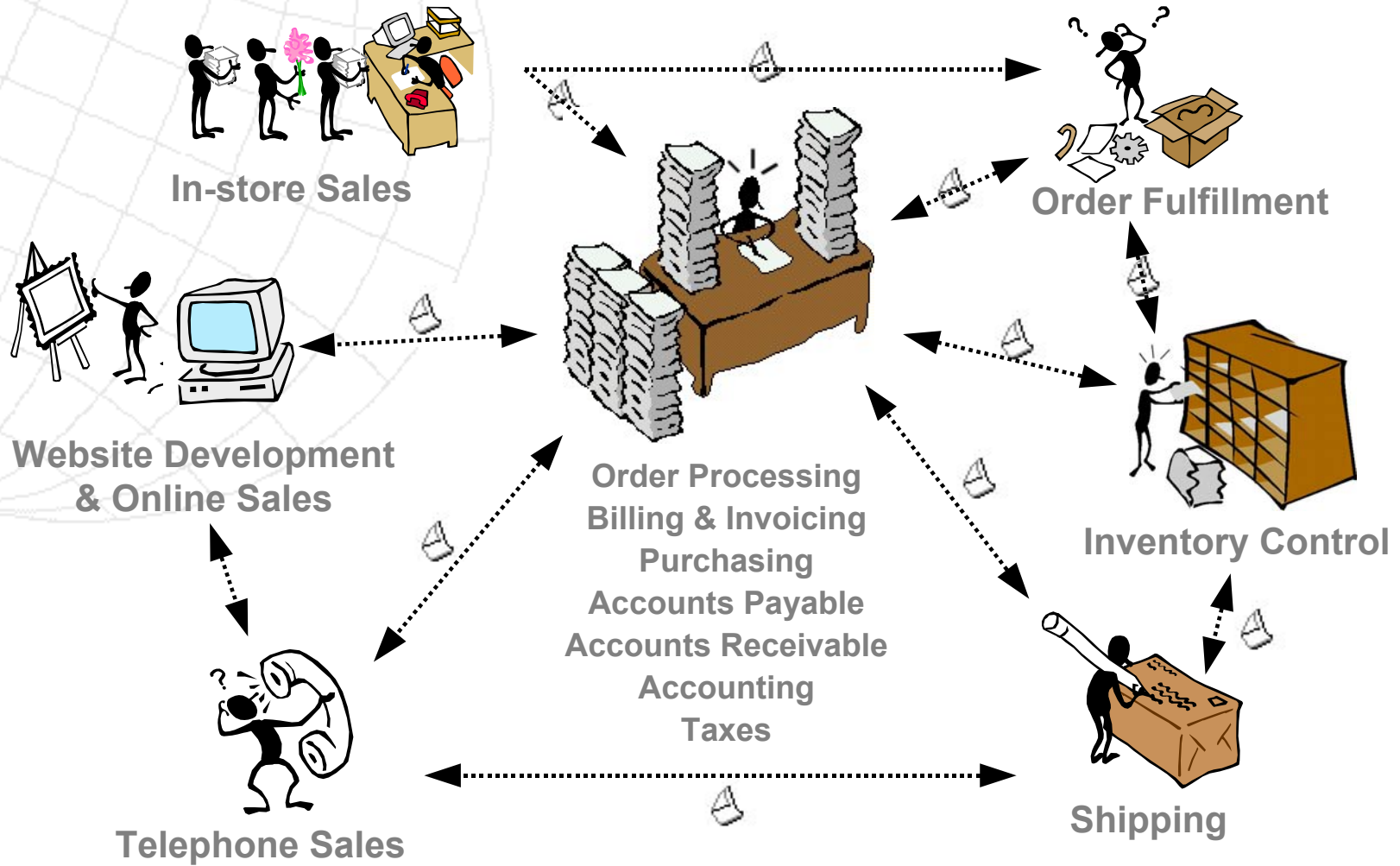


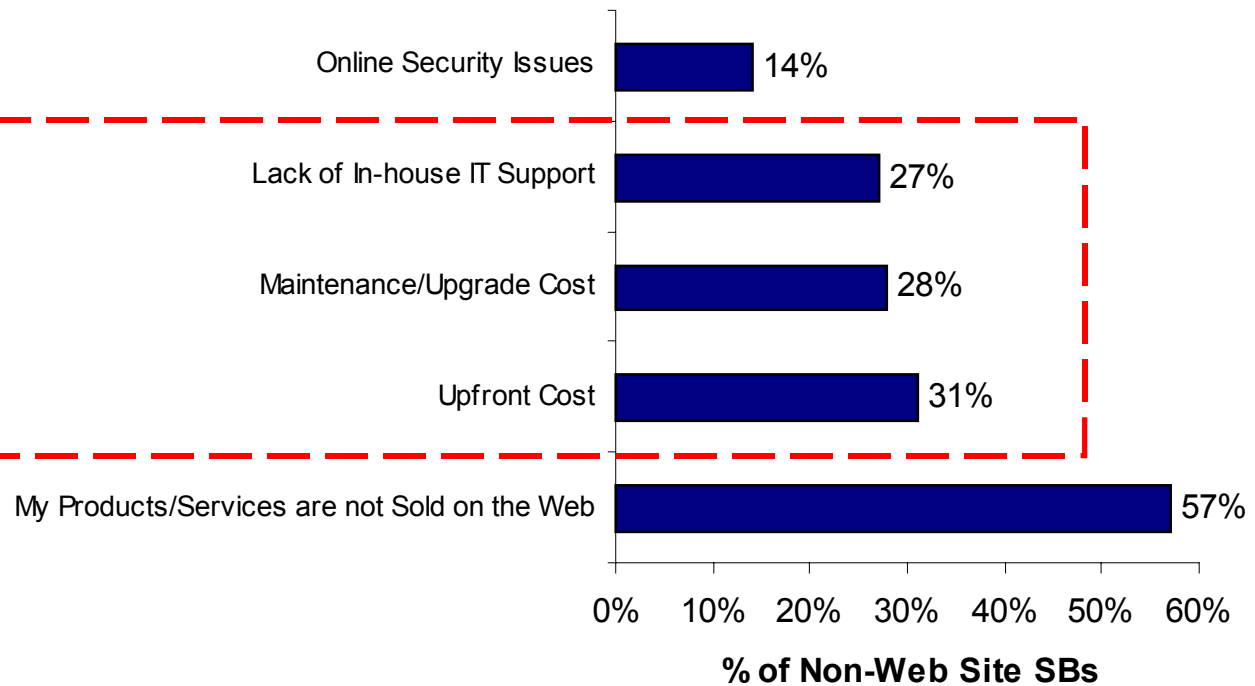
- **Why YukonSoft**
- **Customer Environment**
- **Customer Perceptions**
- **Small Business Solutions**
- **Y.E.S.! Time and Attendance™**
- **YukonSoft Focus on Small Business**
- **Hardware Opportunity**
- **Software Opportunity**
- **Financial Opportunity**
- **Summary**



- Y.E.S.!™ offers your customers a small business, enterprise solution, priced for the QuickBooks® user
- Y.E.S.!™ enables multiple hardware sales
- Y.E.S.!™ can be offered as an ASP solution
- Y.E.S.!™ is modular, capable of providing
  - E-Commerce with Back Office functions
  - Point of Sale with Back Office functions
  - Entire software suite
- Y.E.S.!™ is a client-based software solution
- YukonSoft committed strategy to build larger upscale solutions built on the Y.E.S.!™ platform



## BARRIERS TO ENTRY



YukonSoft  
Development  
Strategy

Source: AMI Partners ([www.ami-partners.com](http://www.ami-partners.com))

## **Y.E.S.!™ ... Y.E.S.! V-Mall™ ... Y.E.S.! Time and Attendance™**

**Y.E.S.!™ Software Suite is a PC based application that store owners use to:**

- Manage inventory
- Develop and manage their e-Commerce website
- Manage and Operate their retail store
- Process in-store and online (secure) orders
- Transfer information to and from accounting software (QuickBooks® and others)
- Post inventory items as eBay® auctions

**Y.E.S.! V-Mall™ is a Web based Product Portal Engine serving as a “virtual mall”, tying store owner’s web sites together**

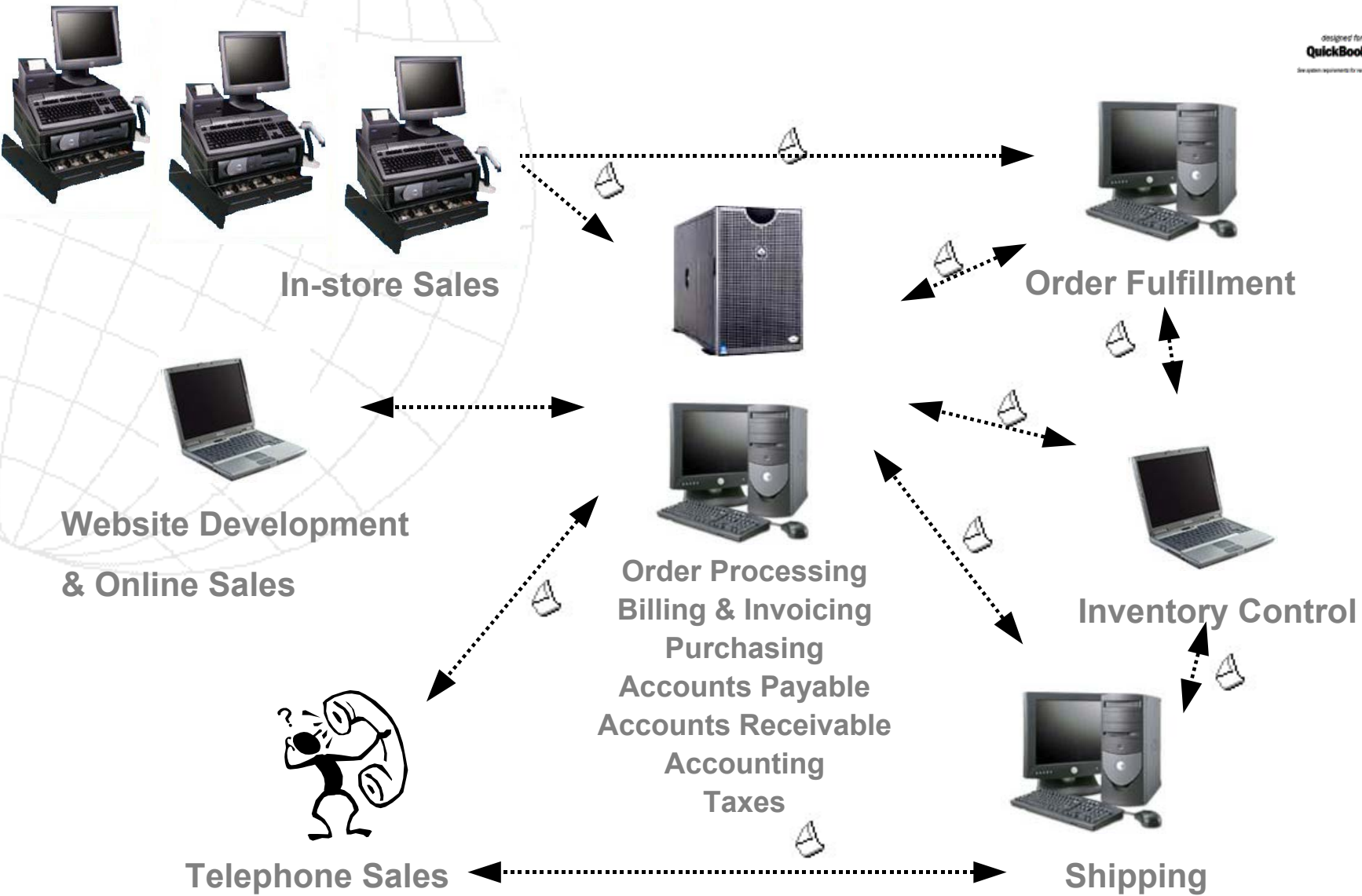
- Utilizes patent pending technology to search at unique item level
- Promotes traffic to customer e-Commerce websites
- Offers recurring revenue streams to host partner
- Places every customer into a virtual shopping mall(s)

## **Y.E.S.! Time and Attendance™ provides a complete integrated solution for managing employee schedules, employee attendance and project tracking :**

- Operates as a standalone time collection system
- Integrates with **Y.E.S.!™**, **Y.E.S.! Front Office™**, and **Y.E.S.! e-Commerce™**
- Posts time to **QuickBooks® 2003** Accounting package
- For general use or with non-exempt and hourly employees, multiple card readers can be networked together through PCs strategically placed throughout the workplace or at employee entrances
- For the professional office environment, Y.E.S.! Time and Attendance™ can be utilized without card readers
- Comes complete with software, one card reader, 24 ink jet/laser printable employee labels and 24 lamination card covers



- Website Development** Includes a website design wizard and full WYSIWYG HTML editor within the Content Management System
- E-Commerce** Enables merchants to sell items online, and in the store, both controlled from the same inventory  
Provides a new distribution channel through an automated link to ebay® auctions
- Point-of-Sale** Contains a full-featured P.O.S. system  
Payment options include cash, credit card, credit, or other means of payment  
Has built-in barcode technologies for in-store use
- Inventory Management** Information is readily available, including item information, pricing, bar coding and quantity tracking  
The merchant can add pictures for their items to be shown on the Internet, indicate selectable item options (sizes, colors, etc.), develop quantity discounts, and establish re-order points
- Accounting** Designed to easily import and export information with QuickBooks® 2003 and other financial applications  
Reports customer information, inventory levels, sales, profit, and tax statistics
- Customer Tracking** Reports customer contact information, purchasing history, trends, and outstanding balances  
Applies payments, issues credit memos, and manages returns
- Vendor Tracking** Reports vendor's contact information, items supplied, prices paid for each item, and profit made from the sale at list price
- Employee Management** Features departmental control, permitting department supervisors to view, schedule and manage their employees
- Virtual Mall Environment** Provides a Y.E.S.!™ Merchant Cooperative, linking all customers together through a Portal/Hub



## Reseller Model

### Y.E.S.!™ Software Suite Reseller

- No inventories to keep ... download software from [www.yukonsoft.com](http://www.yukonsoft.com) or install on customer computer with CD
- Software includes Y.E.S.!™ Software suite and Y.E.S.! Time and Attendance™
- Software runs for 15 day Free Trial Period
- Customer purchases Registration Codes (25% margin) for any or all of the following:
  - ✓ Y.E.S.!™ software suite
  - ✓ Y.E.S.! E-Commerce™
  - ✓ Y.E.S.! Front Office™
  - ✓ Y.E.S.! Time and Attendance™
- Service sales opportunities:
  - ✓ Installation and configuration of Inventory
  - ✓ Website design
- Residual sales opportunities:
  - ✓ QuickBooks® upgrades
  - ✓ Additional YukonSoft software (25% margin)
  - ✓ Hardware

## Reseller Model

Customer Type	Customer Mix	H/W		S/W		Service		Revenue			Gross Margin			Percent Gross Margin	
		Sales	GM (18%)	Sales	GM (25%)	Sales	GM (50%)	25	50	100	25	50	100		
Tier 1	50%	\$3,000	\$540	\$1,100	\$275	\$3,500	\$1,750	\$95,000	\$190,000	\$380,000	\$32,063	\$64,125	\$128,250	33.8%	
Tier 2	30%	\$13,500	\$2,430	\$1,900	\$475	\$3,500	\$1,750	\$141,750	\$283,500	\$567,000	\$34,913	\$69,825	\$139,650	24.6%	
Tier 3	20%	\$17,500	\$3,150	\$1,900	\$475	\$3,500	\$1,750	\$114,500	\$229,000	\$458,000	\$26,875	\$53,750	\$107,500	23.5%	
									<b>Total Revenue</b>	<b>\$1,405,000</b>			<b>Total GM</b>	<b>\$375,400</b>	

**ASSUMPTIONS:**

**Tier 1 Customer:** 1- POS hardware systems, 1-Desktop computer, 1-Y.E.S.! Suite™, 1-Y.E.S.! Time and Attendance™ (1-10)

**Tier 2 Customer:** 2-POS hardware systems, 2-Desktop computers, 1-Server, 1-printer, 1-Y.E.S.!™ Suite, 2-add'l POS s/w, 1-Y.E.S.! Time and Attendance™ (11-50)

**Tier 3 Customer:** 2-POS hardware systems, 3-Desktop computers, 2-Laptop computers, 1-Server, 1-printer, 1-Y.E.S.!™ Suite, 2-add'l POS s/w, 1-Y.E.S.! Time and Attendance™ (11-50)

**Pricing:**

POS hardware system	\$2,000														
Desktop computer	\$1,000														
Laptop computer	\$1,500														
Server	\$5,000														
Printer	\$500														
Y.E.S.! Suite	\$600														
add'l POS s/w	\$300														
Y.E.S.! Time and Attendance™ (1-10)	\$500														
Y.E.S.! Time and Attendance™ (11-50)	\$700														
Installation, business setup and website design	\$3,500														



**Should you make YukonSoft a part of your business strategy?**

**The answer is Y.E.S.!™**

- **Y.E.S.!™ enables you to offer a complete small business solution at an affordable price**
- **Y.E.S.!™ enables service revenue**
- **Y.E.S.!™ enables multiple hardware sales**
- **Y.E.S.!™ leverages the QuickBooks® market share**
- **Y.E.S.!™ provides complementary small business solutions**
- **Y.E.S.!™ provides data mining of customers through Y.E.S.! V-Mall™**