

Waterfront Technologies



Spring, 2001
Baltimore, MD

Dear Potential Clients, Colleagues and Investment Partners:

May you live in interesting times, goes the ancient Chinese curse. With a tidal wave of change casting information technology adrift in the stock market and the global economy, there is no doubt. The interesting times continue.

In this swirling sea of uncertainty, public and private entities will continue to confront new problems in software needs. Waterfront Technologies Inc. proudly offers a simple, innovative but sorely underused core concept to help you stay afloat.

The new paradigm: offsite software development and outsourcing. Avoid the ensuing problems and hassles of onsite software consultants. Use our cadre of gifted and seasoned professionals available at reasonable rates. We solve the most daunting of corporate, non-profit and government software challenges.

Our strategies follow. Thank you for considering them. If you have questions or comments, let us know your thoughts. During these indeed, interesting times, we believe you will agree Waterfront Technologies Inc. is an excellent choice for sailing into the safe port of Baltimore's Digital Harbor.

Sincerely,
Janice Kaufmann
President
Waterfront Technologies, Inc.