

# HiSoft named dealer of the year

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AUSTRALIAN software house and IBM dealer, HiSoft, has been declared "IBM dealer of the year".

HiSoft, which had a \$400,000 turnover in its first year, became an IBM dealer last February and has boosted turnover to more than \$3 million this year.

Apart from custom software for the corporate market, the company is best known for its vertical market packages.

These include HiMed for GPs, surgeons and dentists, HiTrust for the legal profession, HiEstate for real estate agents, HiRags for the textile industry and HiFinance, an integrated business accounting system.

This software, designed primarily for use with the IBM PC but also available for other leading micros, has been sold internationally by HiSoft.

Marketing director Mr Philip Weinman said: "We have a staff of 24, including 14 programmers, and we can offer total support unlike those interested primarily in moving boxes and relying on a third party to provide software support.

"We find people would rather deal with one company. Then there is nobody to shift the blame to when problems arise. It is an in-house problem and we fix it."

The dealer of the year award, which carries a prize to the Los Angeles Olympics, was based not only on the number of PCs sold but customer satisfaction level and general performance.



Mr Weinman (left) and Mr Alan Kras of HiSoft with their IBM Dealer of the Year award