



4th June 1993

Acorn Computers Limited
Fulbourn Road
Cherry Hinton
Cambridge CB1 4JN
England
Telephone 0223 254254
Fax No 0223 254262

Dear Dealer,

Acorn and the Special Needs market - Clarification of Cumana and Northwest Semerc Involvement:

For many years, Acorn and our Dealers have played a leading role in the Special Needs market. With the integration of Special Needs in to the mainstream curriculum, many of our Dealers have refocussed their activities and achieved good levels of revenue and profit.

It has become clear, however, that if Acorn is to exploit the market opportunity we have to considerably expand the number of Dealers in this segment. Further, it has become essential that in line with our Company mission statement of 'Developing Partnerships' that Acorn works with third parties where the benefit will be greater than a solus approach. With this in mind, Cumana with its hardware expertise and Northwest Semerc with their Special Needs Software Products are working closely with Acorn to develop a specific solution targeted at the Special Needs market.

I would like to clarify the mechanism for Dealers to purchase the Special Needs solution, the A4000S. Where a Dealer wishes to upgrade a standard A4000 they may purchase an upgrade pack from Cumana, which will include the interface and the Semerc Software. All Dealers will receive a 17.5% discount off Recommended Education Price of the upgrade pack. In order to make sure that Dealers are fully equipped with both the product and market knowledge Northwest Semerc are holding a series of three day training courses, details of which are available from the Northwest Semerc. Dealers who attend a course will receive the benefit of an increased discount of 25% on the upgrades.

If you have any queries please do not hesitate to contact you Acorn Area Sales Manager. Cumana and Northwest Semerc can be contacted on the telephone numbers listed below:

Cumana	0483 503121
Northwest Semerc	061 627 4469

Yours sincerely,

Terry Shurwood General
Manager - Sales



Registered Office Acorn Computers Limited
Fulbourn Road, Cherry Hinton
Cambridge CB1 4JN, England
Registered No 1403810
VAT No. GB 432 2094 84