

January 12th, 2017

Announcement: Network Director Sunset

Today, North Ridge Software, Inc. announces the termination of all marketing and sales activities for **The Network Director**. We will continue to offer support services to existing clients with Maintenance Contracts with a starting date prior to January 1, 2019 through the end of the contract period.

The Network Director was originally created and introduced as a general offering in August of 1984. At the time, network growth was localized in relatively large data centers, which was the target market for the software. We anticipated the network segment of the industry growing very quickly and we were preparing to try to leverage this in our development projects. It was extremely gratifying that **The Network Director** found it's niche and has been operating continually since then (approaching 35 years in some installations).

However, as to be expected, the Market segment **The Network Director** was designed to service has continued to undergo change (some good, some less so). As a result of this change and evolution, the installed client base of active **Network Director** licenses has gradually declined as individual Clients have migrated their network architecture to other alternatives. In response to this evolutionary decline, we have gradually reduced the number of people dedicated to support efforts to match the decline.

The Network Director, as a product, is a large Assembler based software product that requires skilled individuals to maintain it, understand it, and help clients in it's usage and customization. The availability of talented individuals with the skill set to perform these duties is, as you might imagine, not particularly high given the overall direction of the industry.

As the original designer and technician for the vast majority of the code has remained involved with NRS, this lack of availability has not been an insurmountable problem over the years. But, as formal retirement looms, keeping NRS actively supporting **The Network Director** in the manner we find acceptable is not something that seems realistic, given the gradual decline in the client base.

We're making the announcement today in an effort to provide our remaining clients a lengthy notice (2 years) so that each can make a decision about how to proceed that works best for them. We will continue to provide support services to existing Clients through the end of their service contract period, but will not accept or initiate any Support Contract starting after 1 January 2019.

The Network Director will continue to operate after that date for as long as licensed installations choose to operate it (for North American installations, there is no CPU or Expiration date coded in the AUTHORIZATION). The only change is that we will not be collecting any Support fees from a Client, nor will we be providing any official support services (as implied). NRS will remain active as a business to continue other projects it has underway and, insofar as is possible, will continue to answer questions about **The Network Director** via email, etc.

It has been an honor for us all to have been trusted by so many for so long to deal with the many aspects of Network Management. We hope each and every remaining installation can find an appropriate way forward that fits their requirements and we stand ready to do what we can to assist.

Thank you,



Mick Wokich
President