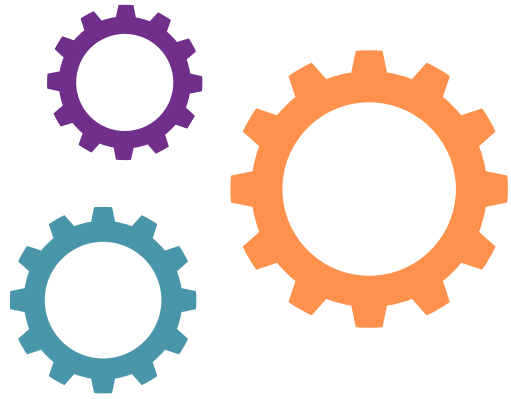




MATERIAL HANDLING PROJECT SUPPLIER

COMPARISON CHART

	SYSTEMS INTEGRATOR	CONSULTANT	LARGE EQUIPMENT MANUFACTURER	 DLN INTEGRATED SYSTEMS, INC.
MANUFACTURES OWN EQUIPMENT	NO	NO	YES	NO
INTEGRATES ALL EQUIPMENT WITH SINGLE POINT OF CONTACT	YES	NO	SOMETIMES	YES
FLEXIBILITY IN MAKING DESIGN CHANGES	USUALLY	NO	NO	YES
CONSIDERS MULTIPLE EQUIPMENT SUPPLIERS	SOMETIMES	YES	NO	YES
IN-HOUSE CONSULTING SERVICES	SOMETIMES	YES	USUALLY	YES
ACCOUNTABILITY / "ONE THROAT TO CHOKE"	YES	NO	SOMETIMES	YES
ONGOING LIFECYCLE SERVICES FOR ENTIRE DC	SOMETIMES	NO	USUALLY	YES
WORKING EXPERIENCE WITH WIDE RANGE OF EQUIPMENT PROVIDERS	USUALLY	YES	NO	YES
SOFTWARE IN-HOUSE	SOMETIMES	NO	YES	YES
OFFER IN-HOUSE CUSTOMIZED ROBOTICS / AUTOMATION	SOMETIMES	NO	SOMETIMES	YES
OFFER CHANGE MANAGEMENT ASSISTANCE / STAFF TRAINING	NO	NO	NO	YES

NOTE: This chart is intended as a high level overview based several assumptions. There are exceptions.