

1997 WE CHANGED OUR NAME \_\_\_\_\_ **WE**

**MOVED TO DOWNTOWN DURHAM** *We hired Sara and Eric* WE TRIPLED OUR SALES **We added 5 new product lines** *we designed our first internet sports cybercast center* Our Client List Topped 500 *we did our first million dollar project* **ERAC AND JENNIE GOT ENGAGED** *we spent almost as much time in hospitals as classrooms* **WE BOUGHT SOME REALLY COOL TOYS** *we didn't get much sleep* WE KNOW MORE ABOUT ENDOSCOPY THAN WE EVER WANT TO KNOW **a bunch of people asked us about "that fish thing" on our van bumper**

With apologies to HARPERS we present the 1997 KONTEK INDEX:

Miles of audio and video cable installed in the UNC Kenan-Flagler Business School: 19  
Feet of wire EATEN by raccoons who had taken up residence in the ceiling of the building: 27

Number of theories on cause of signal loss to room 3500 put forward prior to considering raccoons: 87

# of buildings purchased downtown as part of KONTEK's global expansion effort: 1  
# of future buildings to be purchased as part of KONTEK's global expansion effort: 0

Number of clients who intentionally call after office hours so they can listen to our friend Eliza's voice on our voice mail system: 11

Number of wrong number callers who have left their phone number for Eliza: 1

Number of employees who actually know what is covered under our new BCBS MEDPOINT PPO 90/10 IN NETWORK 70/30 OUT OF NETWORK 10\$ PRIMARY COPAY 25\$ SPECIALIST COPAY 300\$ DEDUCTABLE EXCEPT EXCEPTIONS PLAN: 0

Number of pints of blood lost by Wes while calling the office to find out which emergency room was on our plan while bleeding profusely from an encounter with a circular saw: 1

Diagonal image size of the two BARCO computer monitors installed recently in the Duke Medical Center Radiology conference room: 67 inches

Claimed size of "the one that got away" on Eric's last fishing trip: 37 inches

Change in Dan's average # of hours of sleep since the birth of daughter Amelia: -2

Change since the birth of the Kenan-Flagler Business School project: -3

Time in dog years that Eric has left as a single man: 3  
Number of KONTEK clients named Bob: 3  
Number of KONTEK clients named Bob who were our contacts during the Carolina Room  
Videoconferencing Suite installation at DuPont: 3

Number of months Sara spent in the Shetland Islands on a Watson Fellowship studying  
"cultural assumptions and attitudes manifested in the equine management of Icelandic  
and Faroese pony populations" prior to studying management habits at KONTEK: 12  
Average number of e-mails received by Sara per day: 43

Increase in Wes's computer monitor size since the beginning of the year: 40%  
Chances that he will finish all the CAD work on 1997 projects by year end: 1 in 40

Location suggested by staff for the annual KONTEK retreat: Grand Cayman Island  
Actual location held: Durham

Number of attendees at the annual KONTEK NIGHT AT THE BULLS: 152  
Number of times the Bulls have won at KONTEK NIGHT AT THE BULLS: 0  
Number of NCAA Division I national basketball championships won by KONTEK clients  
in the last 6 years: 4

Number of company founders who had a life this year: 0  
Number of exotic travel locations visited by Frank this year: 0  
Location of this year's photo: Switzerland  
Number of people who will figure out what it is: 0  
Last time Frank updated his resume: 1987  
Percentage of KONTEK staff that would be engaging in that activity if it wasn't for all  
of you: 100

