



directly from them.)

This is the place in The TSL Story, where the protagonist figures out a way to make an end run around the biggest player at that time in the PC market – IBM, once known as “Big Blue.” Galt continues: “We were perceived to be an organization that was not going to be anywhere at all. They only wanted to deal with companies that had a nice building façade, and we, unfortunately, did not have that. We had a little hole-in-the wall operation. We didn’t have two cents to scratch together. We were very, very ambitious, but we were undercapitalized, and it was very difficult for us to earn the respect of companies looking to go into technology - either those companies that were downsizing from legacy systems, or companies that were waking up to the fact that there were machines that could automate their processes.” (A legacy system refers to an operating technology, application, or program that is outdated or in need of replacement.)

“So what we did instead was, we appealed to the auditing companies that were here, by putting on a session in a local hotel and showing them the first server-based, networking applications for PCs we had been exposed to,” says Galt. “And I was very bold. I showed them the application that we had done, and I said ‘this is the way the world is going and we need a partner on the ground to be able to implement these systems,



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