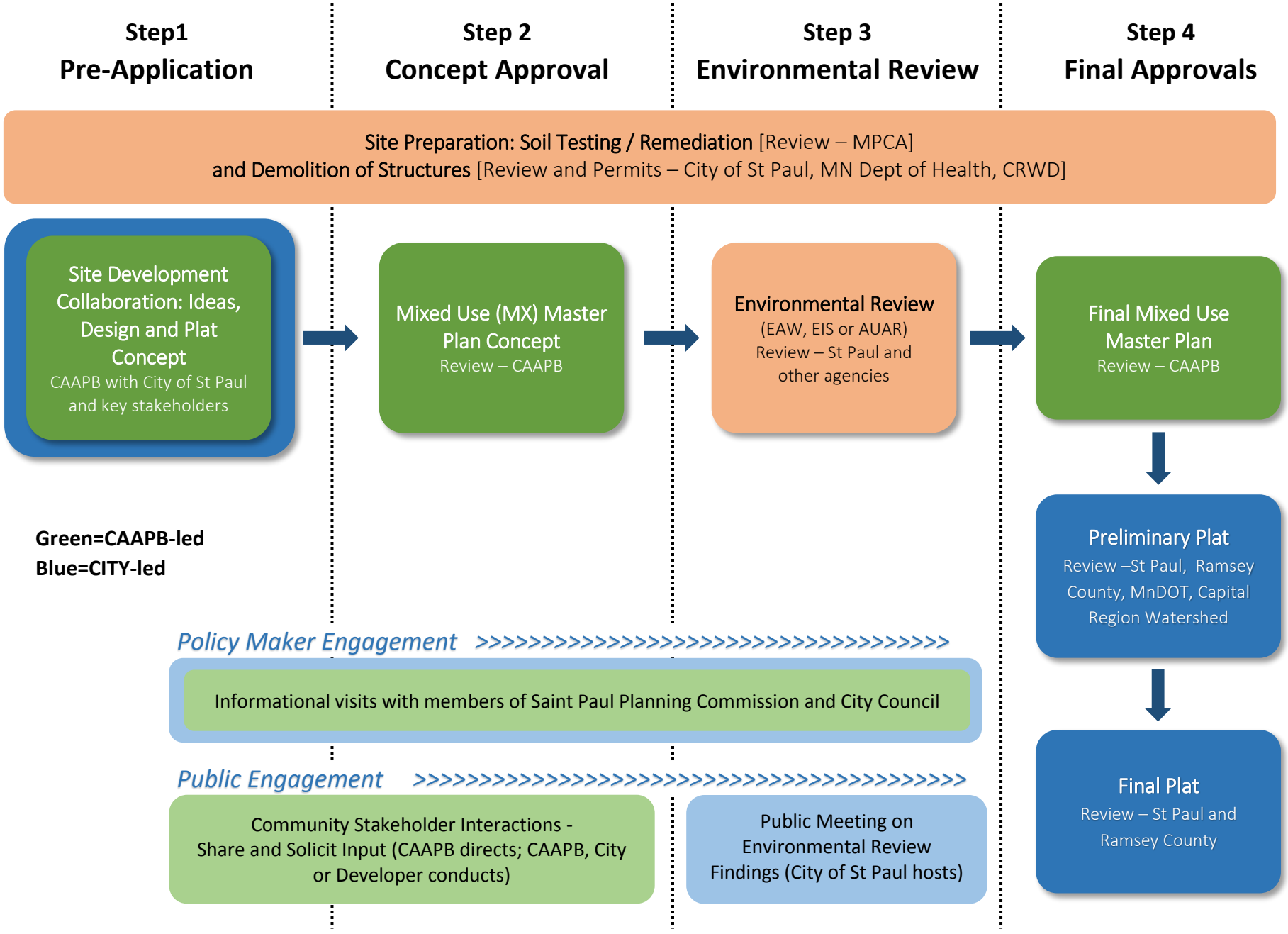PREDEVELOPMENT PROCESS