

Customer mgt. newsletter

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90/25,30,40 CUSTOMER MANAGEMENT UNTIL SYSTEM 80, MODEL 8 DELIVERY

The System 80, Model 8 offers the 90/25,30,40 customer the ideal upgrade for his present system. The Model 8 supplies him with the additional processing power plus new peripherals necessary to expand his present capabilities. Equally important is the high degree of compatibility between the 90/25,30,40 systems and the System 80, Model 8. This compatibility virtually eliminates the normal lengthy conversion process in moving from one computer system to another.

The first customer delivery for the Model 8 is scheduled for 1st Quarter, 1984. There has been a number of recent Marketing Announcements which allow the 90/25,30,40 user to expand his present system at an economical price. Following is a list of these programs which will help supply this customer with the added capacity he may require until delivery of the Model 8.

- 90/30 Memory Expansion to 1MB - All Models
- 90/30 to 90/40 Processor Upgrade Flexibility
- 90/25,30,40 Book, Ship and Bill Program - Extended
- 8418 Disk Units at 2-for-1 Price

In addition to the above, there is the option of extending the customers lease at a very attractive price.

These Expansion/Extension alternatives are explained in more detail below, and reference is made to supporting documentation and announcement material.



- **90/30 Memory Expansion**

90/30 Memory Expansion to one megabyte is now available for all processors. This allows all 90/30 users to make use of the expanded capabilities and functionality offered in the latest OS/3 software releases. Refer to Customer Management Announcement Number 6, dated June, 1982.

- **90/30 to 90/40 Processor Upgrade**

90/30 users who have a 3029-04,05 processor can upgrade their system to a 90/40 to supply additional processing power. Optionally, this user can add a 5039 controller and 8430,33 disk subsystems to his configuration, but these are no longer a requirement in expanding to a 90/40. Refer to Customer Management Announcement Number 5, dated March, 1982.

- **90/25,30,40 Book, Ship and Bill Program**

The Book, Ship and Bill Program originally announced in February, 1982, has been extended. Eligibility for this program extension requires that business be Booked, Shipped and Billed by 3/31/83. The program consists of the following five plans:

- I. 90/25 to 90/30 CPU Upgrade Plan
- II. Memory Expansion Plan
- III. 8418 Disk Drive Expansion Plan
- IV. 0770, 0778 Printer Speed Upgrade Plan
- V. U10 to U14 Tape Upgrade Plan

Refer to Customer Management Announcement Number 7, dated July, 1982.

- **8418 Disk Units at 2-for-1 Price**

The 90/25,30,40 user can now order one 8418 disk unit at Price Book list and receive a second 8418 disk at no charge. This program allows the user to either purchase, lease or rent the 8418's and it covers both single density and double density units. Refer to Customer Management Announcement Number 8, dated July, 1982.

With all of the above upgrade and expansion features, a three year lease extension with associated discounts may be very attractive to the 90/30,40 user awaiting delivery of a System 80, Model 8.