FILE: IDG

DATE: Setptember 15, 1986

IDG MSR NO.: GTD-003

PRODUCT GROUP: 18

DISTRIBUTION: Worldwide

4200 SERIES OF INTELLIGENT COLOR GRAPHIC TERMINALS

I. Product Descriptions

Overview:

The 420X Series is the new standard in Tek desktop color graphics. The new 4200 standard is a breakthrough in price and graphics performance from the previous Unicorn 13-inch product family.

This new product family consists of:

o	4205	Replacement for the 4104A and 4105A:	$2495
o	4207	Replacement for the 4106A and 4107A:	$3995
o	4208	Expands the product line with additional features:	$4995

The big news of the 4200 family is a new, significantly improved level of price and feature performance. Valuable new features have been added.

The 420X new price/performance and features allows Tek IDG to better address customers, position to enter new markets and add new customers to our base.

All three products share common firmware and thus are a strong product family offering. This means the 4205 has segments and zoom and pan.

The 4200 is expected to significantly expand our share of a growing terminal market. The 4205 price/performance will enable us to compete much more effectively against DEC and IBM color terminals and their emulators, as well as monochrome terminals.

Features Overview:

4200 SERIES FEATURE OVERVIEW

	4205	4207	4208
Screen Size	13"	13"	13"
Resolution	480x360	640x480	640x480
Graphic Colors	16*	16	16
Alpha Colors	8	8	8
Color Palette	64	64	64
Segments	yes*	yes	yes
Zoom and Pan	yes*	yes	yes
Segment Memory Standard	128K*	256K	512K
2 PPI	no	yes	yes
CX	option*	option	option
1 Megabyte Memory Additional	option*	option	option

*New for 4205 vs. 4105A

NEW FEATURES

	4205	4207	4208
Mouse	option	option	option
Downloadable Characters	standard	standard	standard
Background Copy	standard	standard	standard
HP LaserJet Support	N/A	standard	standard
VDE Level B EMI	standard	standard	standard
New Keyboard	standard	standard	standard
RGB Video Output	N/A	N/A	standard
VT-200 Alphanumerics and keyboard**	option	option	option

** Availability is Q4 of FY700/May, 1987.

NEW FEATURES

	4205	4207	4208
CRT	.31mm dot pitch for finer text clarity. 4105A had a .43mm dot pitch	.31mm dot pitch as previously on 4107A	.31mm dot pitch as previously on 4107A
Packaging	NEW: smaller footprint	NEW: smaller footprint	NEW: Comparable to 410X footprint
Height	13.148"	13.148"	15.247"
Width	14.988"	14.988"	17.674"
Depth	16.296"	16.296"	18.460"
CX OPTION:	NEW DFT support adds multiple sessions and increased graphics throughput	NEW DFT like 4205	NEW DFT like 4205

420X SOFTWARE SUPPORT

All 420Xs will be supported at announcement, October 1, 1986, as the 4107A is supported today. This is enacted by setting terminal ID to 4107.

420X new features will be supported as indicated below:

FEATURES

Software	Planned Release	Mouse	Back-ground Copy	4205	Status Save/ Restore	CX DFT
PLOT-10 TCS	None	No	No	No	No	**
PLOT-10 IGL	6.2 AP703.2	Oct. 1	No	Oct. 1	Oct. 1*	No
PLOT-10 GKS	3.2 AP706.4	Yes	No	Oct. 1	Oct. 1*	Oct. 1
PLOT-10 STI	1.1 AP704.3	Oct. 1	Oct. 1	Oct. 1	Oct. 1	Oct. 1
PLOT-10 TCAP	Unknown	<---------TO BE DETERMINED--------->				
PLOT-10 TCAD	AP704.2	Oct. 1	Oct. 1	Oct. 1	No	No
ISSCO DISSPLA	Oct. 1	---	Yes	Yes	Yes	Yes
ISSCO TELLAGRAF	Oct. 1	---	Yes	Yes	Yes	Yes
ISSCO PINPOINT/ DYNAMICS & GKS	Oct. 1	Yes	---	---	---	---
SAS/GRAPH	Dec. 1	No	Yes	Yes	Yes	Yes
MCS ANVIL-500	Dec. '86	Yes	Yes	Yes	Yes	Yes
PDA PATRAN	Jan. '86	Yes	Yes	Yes	Yes	Yes
SDRC IDEAS	Oct. '86	Yes	Yes	Yes	Yes	Yes
SIERRA QUIK	Unknown	Yes	Yes	Yes	Yes	Yes
PVI DI-3000	Unknown	Yes	Yes	Yes	Yes	Yes

*=Tentative dates

**=Customer installs Tek-supplied I/O routines

420X Peripheral Support:

You can expect 420Xs to support peripheral products . . . copiers and tablets . . . as the 410Xs support peripherals today. Supported peripherals are:

	4205	4207	4208
4695	Yes	Yes	Yes
4696*	Yes	Yes	Yes
4692	Yes	Yes	Yes
4644	Yes	Yes	Yes
4631/2	No	No	Yes
4662/63	No	Yes	Yes
4510A**	No	Yes	Yes
HP Thinkjet	Yes	Yes	Yes
HP Laserjet (2686A)	No	Yes	Yes
Epson FX80	Yes	Yes	Yes
RGB video output devices	No	No	Yes (RGB video output as on the 4109A)***
Tablets:			
o 4957	No	Yes	Yes
o 4958	No	Yes	Yes

* Supports 4696 like a 4695. 4696 downloadable character feature not supported.

** Supports 4510 features. 4510 "A" feature additions are not supported. 4510A and 410X compatibility problems submitted under SPRs were corrected. The major fix was to allow the 4510A not to lock up when multiple pictures were sent using a viewport that was not the 4107A default viewport.

*** RGB video output will drive up to 5 monitors, if they all have R-G-B loop through, and will drive them up to approximately 200 feet. All 3 cables (R-G-B) must be the same length (to within 6 inches).

4208 MECHANICAL DESIGN

The 4208 Mechanical Package gives Tektronix and its OEM's greater flexibility to respond to customer requirements for special or modified products.

In the past, mechanical redesign has often been the major obstacle to responding to special product requests. Mechanical components typically have the longest lead times when product modifications are necessary.

Although there are no plans for modification at this time, the external cabinet of the 4208 has the capacity to accommodate future special product requirements.

Another alternative the 4208 offers is that its external cabinet can be completely removed to aid rack mounting and development of alternate enclosures. Mounting holes and a self-contained enclosure help to accommodate this.

The 4205/4207 Mechanical Package is designed to provide our customers the smallest possible footprint at the best price.

The 4205/4207's cabinet is less adaptable than the 4208's cabinet for repackaging and modification. For example, the front bezel is an integral part of the mechanical structure and cannot be removed. The 4205/4207 has capacity for one less option board than the 4208 and has less internal space and power to accommodate added hardware.

The 4208's Mechanical Package was designed to accommodate video output. The basic design of the 4205 and 4207 does not make video output technically feasible at this time.

Video output, increased standard memory (512KB in the 4208 vs. 256KB in the 4207), and the cabinet differences are the functional differences between the 4207 and 4208. Customers can be assured that the two products' command sets, available options, and graphics functionality are identical.

II. PRICING

PRICING	4205	4207	4208
o End-User, Quantity One	$2495	$3995	$4995
o CX Option	$ 750	$ 750	$ 750
o 1MB Memory Option	$ 750	$ 750	$ 750
o Mouse Option	$ 150	$ 150	$ 150

III. KEY PRODUCT FEATURE BENEFITS:

1) Family of Compatible Products

- o Shared firmware of the 420Xs allows easy transition from 4205 to 4207 to 4208.
- o Shared firmware allows for easier support of applications software.
- o Easy customer selection of precise level of price and performance, from $2495 to

2) Price/Performance

- o Unbeatable value. Highest quality display, rich set of Tek local graphics features, color graphics, at prices below equivalent competitive products.

3) Background Copy*

* Memory usage:
- Simple pictures (TCAP 25K bytes)
- Medium (50K bytes)
- Complex (MECAD Drawings) 100K bytes

- o A real productivity booster.
- o Customer can continue work on the 420X as graphics are sent to the copier over the Centronics port. Terminal is freed up in ten seconds or less.

4) Mouse

- o Now Tek terminals offer an industry standard mouse for input.
- o Can be used for GIN in place of a tablet, using less desk space.

5) VT-220 Features

- o 420Xs will be compatible with the industry standard VT- 220 alphanumerics.
- o This makes the 420Xs excellent multi-purpose stations in a VAX Cluster for applications from word-processing and text editing to presentation graphics and 2-D Drafting.

6) New CX Features

The option CX for the 420X offers the latest and most advanced form of IBM 3270 communications. Combined with the superior graphics Tek offers, the new CX terminals bring a new level of performance to users in IBM host environments. Increased graphics throughout and up to five IBM host sessions are the chief benefits of the new CX.

The new CX uses DFT (Distributed Function Terminal) mode of operation. This is the communication scheme that, in essence, uses the 3274 (or 3174) controller solely to pipeline raw data directly to the terminal. This removes the 3274 bottleneck and gives the typical user a 1.1 to 2 times performance increase over the CX4100 terminals. (A display that took 10 seconds on the CX4100s now takes 5 to 9 seconds depending on controller type.)

DFT also lets the user configure the CX terminal with up to five host sessions. The network treats the new CX as if it were up to five separate terminals. The user moves between the sessions by pressing a single key. With each session using the full screen. Pressing shift-JUMP shifts the terminal to the ASCII, RS-232 host (if any).

Of course, users can use the new CX just as they have always used the CX4100s--as a single user, CUT (Control Unit Terminal). This continues to offer instant compatibility with virtually any 3274. Upgrading to the new CX performance only involves reconfiguring the 3274 and swapping in new I/O routines. Solution vendors are prepared with the new support and reconfiguring the 3274 (if necessary) is a minor task. (Using a 3270-PC or 3179G requires the same configuration).

Use the increased graphics performance and the multiple host environment.

EACH 4200 PRODUCT IS A PARTICULAR PACKAGE OF PRICE AND PERFORMANCE CONFIGURED FOR PRECISE TARGET MARKETS AND SALES SITUATIONS:

- If price is the key requirement, the 4205 is the product of choice, with 4200 segments a competitive lock out spec.
- If 640x480 resolution and full peripheral support is a spec requirement, but a low price is also important, the 4207 is the appropriate product.
- If the customer needs video out, the maximum amount of memory, or has special hardware requirements (rack mounting or repackaging), then the 4208 is the right choice.
- The 4208 is also the best fit for many shop-floor applications, where the environment is clean enough not to require a sealed keyboard or terminal, but does have dust and/or oil that could enter top vents.

IV. Sales Training

What:

SE/SA Sales Training Notebook delivered in October from IDG Sales Training.

Training plan and materials developed by IDG Sales Training, Don Heard, M.S. 63-574, Ext. 685-3839, and delivered to RSCs for implementation.

SAs to receive 420X Bridge Documents and Manuals.

When:

Training Notebooks: October
Training : October/November/December
Early Unit : October

Who:

Training conducted by the RSCs, with support from IDG Sales Training and 420X Introduction Team.

What: Theme:

Expanded marketability of the New 420X Series.

4200 Goals and Mission:

1) 50,000 units in first two years, with support of IDG Field Sales and supporting distribution programs.
2) Target Markets
3) Competitive Products Distribution Programs
4) Comparison to 410X
5) How We Win

Where:

Initial introduction session at National Marketing Conference, October 17 - 19, in Portland.
Training at scheduled District Meetings, on October/November/December.

V. DEMO UNITS

Pre-Production (BETA) Demos:

4208: (28) U.S. and (22) International 4208 units are out in the Field now for early demos. In the U.S., these units are managed by the RSCs.

4205 and 4207:

U.S.: (18) 4205s and (15) 4207s will be available starting September 29th. These units are to be managed by the RSCs.

International: (16) 4205s and (16) 4207s will be available starting September 29th.

Production Demo Units:

4208: (68) 4208s available October 1st. (Total in field will be 118, with earlier (28) U.S. and (22) International 4208s.)
4207: (50) units available October 24th.
4205: (50) units available November 14th.

For the U.S., Clark Kashmaier will prioritize demo units and enter orders.

For International, Carly Wiley will prioritize and enter orders.

VI. SALES TOOLS:

TOOL	AVAILABILITY	SOURCE
Preliminary Data Sheets	Now	GTD Marketing
Preliminary 35-mm Slide Set	Now	GTD Marketing
Final Data Sheets	September 15	IDG Marketing Comm/ Lynn Normandin
Final Slide Set	September 15	IDG Marketing Comm/ Lynn Normandin
420X Demo	October 1	GTD Marketing/ Peter Keep

Others to be developed/schedule will be communicated when finalized.

- 420X Family Brochure
- Direct Mail Flyers
- Prospect Lists
- Competitive Product Analysis

MARCOM:

Public Announcement	October 1st
Press Releases	October 1st
Hardcopy Magazine Cover Article	October 1st
Advertising Begins	October 20th
o Hardcopy	
o Digital Review	
o Mini Micro Systems	
o Design News	
o Computer Design	
o R & D	
o Manufacturing Systems	
DEXPO West Show	October 6th - 10th

VII. PRODUCT AVAILABILITY AND ORDERING

	ON CORP. PAL	PAL AT ANNOUNCEMENT OCTOBER 1	FIRST CUSTOMER SHIPMENTS
4208	September 15	8 Weeks	October 01
4207	September 15	8 Weeks	October 24
4205	September 15	10 Weeks	November 14

VIII. TERMS AND CONDITIONS

1) GSA

IDG Contracts Adminstration is investigating adding the 420X Series to the GSA Contract on October 1st. If this fails, the 420Xs will be on a temporary GSA Program which gives the 23% discount. A telex will be sent to Field Office CSRs the week of October 1st, from IDG Contracts, announcing the 420X GSA Program.

2) Other Contracts

The 420Xs will replace their 410X counterparts on existing IDG Contracts. Major Account Contracts contain an add or delete clause which makes this happen.

- The 4205 replaces the 4105A.
- The 4207 replaces the 4107A.
- The 4207 with CX Option replaces the CX4107A.
- The 4208 is an addition to the product line and will not directly replace the 4107A or CX4107A unless the customer specifies so.

3) Discount Schedule

A new IDG discount schedule will be in effect October 1. Until October 1, quote accroding to instructions in the new discount program announcement, MSR MKT-001, dated August 25, 1986. The pricing for the 420X products is in the October 1 price list. For OEM pricing on existing OEM contracts, call IDG Contract Administration, (503) 685-3151.

IX. LEASING PROGRAMS

IDG Leasing

The 4205, 4207, 4208 and their domestic options are available in the U.S. through the IDG Leasing Programs. Customers currently leasing 4100 Series Products can probably upgrade to the 420X line and lower their monthly lease rates at the same time. A list of customers eligible for upgrade (by Field Office) is available through the Regional Leasing Specialists. TLC orders will also be accepted. Call the IDG Leasing Group at (503) 685-2036 for more information.

420X LEASING SCHEDULE

	BASIC			OWNERSHIP			COMPREHENSIVE		
PRODUCT	1YR	2YR	3YR	1YR	2YR	3YR	1YR	2YR	3YR
4205 $2495	$125	90	67	$235	117	82	$165	137	115
4207 $3995	200	144	108	376	188	132	264	220	184
4208 $4995	250	180	135	470	235	165	330	275	230
OPT4M $ 150	8	5	4	14	7	5	10	8	7
OPT22 $ 750	38	27	20	71	35	25	50	42	35
OPTCX $ 750	38	27	20	71	35	25	50	42	35

X. 410X TO 420X TRANSITION

- 410X PRODUCTION PHASE-OUT SCHEDULE -

	4104A/4105A/4106A/4107A/CX
Placed on Limited Supply:	Sept. 15
Last Order Date:	Nov. 1
Last Delivery Date	Dec. 15
Supply Deplete	Nov. 1
Product Obsolete	Nov. 1

410X Price Reductions:

For 410X production units(not reconditioned)the following price changes are planned to be effective October 1:

4104A:	$1795
4105A:	$3495
4106A:	$5995
4107A:	$6995
CX4107A:	$6995

*Price decreases for reconditioned products shown in the next section.

410X Demo Inventory

Effective September 1, 410X Field Demo Unit Prices will be:

4104A	4105A and 4105	4106A/4106 and CXs	4107A/4107 and CXs
$1595	$1995	$2995	$3995

The requirement to hold your 4104/A, 4105/A, 4106/A, 4107/A and CXs inventory for six months to qualify for discounted pricing has been lifted by Clark Kashmaier.

IDG Reconditioned Instruments will have these prices October 1st.

XI. OTHER

Service

The 420Xs will offer the 410X 1-Year Warranty, plus the N Options for Warranty Maintenance Extentions. Price sheets were distributed August 1 with the Early Order 420X MSR.

N8-Firmware Subscription Service

N8 will be offered as a service covering twelve months of firmware updates. N8 is priced at $300 for all 420X products.

F-Kits will additionally be provided to deliver updates. F-Kits will generally be priced higher than $300.

Customers may choose the update vehicle they prefer. N8 ensures that the customer will automatically get any firmware updates that may occur. No specifc updates are committed to, other than the VT-220 features upgrade, available in May, 1987.

XII. OPTIONS

MAJOR OPTIONS/F-KITS/SERVICE PARTS

	OPTION		F-KIT		SERVICE PART
Mouse	4M	$150	4200F4M	$200	$200
Memory Addl. 1MB	22	$750	4200F22	$850	$850
CX	CX	$750			
	o Board + Keyboard				
	o Replaces Standard Keyboard				
VT-220	VT	(SEE MSR #031-18 AND #043-18)			
Alpha-numerics Orderable Now Available May, 1987	o Replaces Standard Keyboard				

See the previously distributed 420X Early Order MSR for details on how a customer will receive the added VT-200 features. Unlike the previous 4105 upgrade of VT-100 features, the VT-200 upgrade includes a new VT-220 compatible keyboard.

VT-200 VT Option for U.S.

This option is not available until May, 1987. Customers can order it now. To do this, the 420X order must include opt. VT bundled with N8, and order must be for partials. N8 will deliver the updated firmware ROMS. Opt. VT will be the VT-220 compatible keyboard and manuals.

VT-200 VT Option for International

For early International orders of Option VT, do not bundle with N8. Order F-Kit 4200FVT. Price is $450. End-User, Quantity 1.

4200FVT consists of:

- o VT-220 Compatible Keyboard
- o Firmware Upgrade with VT-200 Features
- o Manuals

4200FVT is not available for shipment until May, 1987.

PRODUCT GROUP: 18

DISCOUNT GROUP: 61 UNTIL OCTOBER 1ST

DISCOUNT GROUP: 91 AFTER OCTOBER 1ST

Julie Nelson
Product Line Manager
Graphic Terminals Division
M.S. 63-415
Phone: (503) 685-3852

TEK MARKETING SALES RELEASE

COMPANY CONFIDENTIAL

FILE: IDG

DATE: September 15, 1986

IDG MSR NO.: GTD-002

PRODUCT GROUP: 18

DISTRIBUTION: Worldwide

4107A/4109A/CX4107A/CX4109A Service Update Program Termination

The Service Update Program as outlined by IDG MSR 143-18, Feb. 17, 1986, is cancelled, effective AP704.1. No further requests will be honored after that date. The 045 kit will not be available domestically.

This Service Update Program, corrected a limited number of firmware defects in the 4107A, 4109A, CX4107A and CX4109A. These defects are detailed in the Service Update Plan #1070.

Any situation requiring firmware upgrades to correct firmware problems must be handled through the Firmware Subscription Service (FSS). All future firmware releases will be distributed through FSS. SEs are encouraged to inform their customers of this service prior to problems being encountered.

Peter Keep
Technical Support
GTD Marketing
63-415 685-3745

TEK MARKETING SALES RELEASE

COMPANY CONFIDENTIAL

FILE: IDG

DATE: September 15, 1986

IDG MSR NO.: GTD-001

PRODUCT GROUP: 18

DISTRIBUTION: Worldwide

4111 MEMORY PRICE CHANGES

AND OPTIONAL 410X STYLE KEYBOARDS

4111 Memory Price Changes

Beginning September 21, 1986, the following price changes for the 4111 Opt. 2C and 4111F2C take effect:

	Before Sept. 21, 1986	On and After Sept. 21, 1986
4111 Opt. 2C	$2500.00	$1500.00
4111F2C	$2700.00	$1750.00

Optional 410X Style Keyboards

This style keyboard is available in the form of the six options shown below:

Product	Opt	Description	Price
4111	4N	410X N. American Keyboard	N/C
4111	4P	410X U.K. Keyboard	N/C
4111	4R	410X French Keyboard	N/C
4111	4S	410X Swedish Keyboard	N/C
4111	4T	410X Danish-Norwegian Keyboard	N/C
4111	4U	410X German Keyboard	N/C

There is no charge for these options, which is a change from the IDG MSR No.: 032-18, August 4, 1986, titled 4111 Firmware Upgrade to Version 2, Level 1, in which it stated that there would be a $200 price credit for these options. That is no longer true. Therefore, the 4111 with its current keyboard or with these new optional keyboards will be the same price.

There are no thumbwheels available with the 410X style keyboard (although it does have a joy-disk), but the 4111 mouse will still be supported in this new 410X style keyboard.

Please note that the only way to get European keyboard capability is to use the 410X style keyboard, because the standard 4111 keyboard has no European capabilities.

Donlan F. Jones 63/415 685-3044 GTD Marketing

TEK MARKETING SALES RELEASE

COMPANY CONFIDENTIAL

Addendum to

Artificial Intelligence Machines

4404 Educational Institution

Purchase/Lease Discount Program

FILE: IDG

DATE: 9/15/86

IDG MSR NO.: AIM-100

PRODUCT GROUP: 09

DISTRIBUTION: Worldwide

MSR number 035-09, (August 4, 1986) announced that between August 11, 1986 and May 29, 1987 all qualified educational institutions are eligible for a 50% price discount from published U.S. catalog price when purchasing a 4404 Artificial Intelligence System and any of its options. Also, qualified U.S. educational institutions only may purchase a 4404 with a 68020 Upgrade Kit for $10,000 using the IDG Ownership Lease program.

Effective September 15, 1986 this program is being extended to allow qualified educational institutions to purchase a 4404 with a 68020 Upgrade Kit for $10,000 WITHOUT HAVING TO ENTER INTO AN IDG OWNERSHIP LEASE. This allows universities who have adequate funding NOW to buy an upgraded 4404 outright without monthly installment payments.

The 68020 Upgrade Kit (4404F05) receives a 33% discount when ordered in conjunction with a 4404 at a 50% discount. All memory options etc. to the 68020 Upgrade Kit also are eligible for a 33% discount. All 4404F05 orders are eligible for the 33% discount ONLY IF accompanied by a 4404 order; otherwise, full catalog price for the 4404F05 and any of its options applies.

As stated in the original 4404 Discount MSR, all orders will be supplied from Tek's existing inventory of 4404s which includes newly manufactured units, demo units and lease returns. All units will meet production quality output standards and will be backed by Tektronix' standard warranty (See Warranty below).

On Site Installation and Maintenance options N0 and N1 are available for the 4404 and 4404F05, but are not subject to discount. N0 and N1 pricing quoted in MSR 035-09 were in error. Refer to correct pricing on back of this MSR.

Please reference MSR number 035-09 for more details regarding this discount program.

Chuck Smith
Product Marketing Manager
Artificial Intelligence Machines
(503) 685-2946 M.S. 60-405

EXPORT CONTROL NUMBER:
ECCN GTDA SCHEDULE B 274.9540

Tektronix®
COMMITTED TO EXCELLENCE

ORDER INFORMATION

Product	Description	U.S. ONLY Domestic Discounted Purchase Price	Monthly Ownership Lease Rates 1YR	2YR	3YR	INT'L Affiliate based Price
4404	Artificial Intelligence System	$ 5,975	$562	$281	$197	$ 7,967
Option 01	Additional 1MB Memory	$ 875	82	41	29	1,167
Option 03	Additional 3MB Memory	$ 2,625	247	123	87	3,500
Option 10	Ethernet Interface	$ 1,000	94	47	33	1,333
Option 21	90MB Hard Disk	$ 1,250	118	59	41	1,667
Option N0	On Site Installation and Setup	$ 225	*	*	*	-
Option N1	One Year of On Site Maintenance	$ 600	*	*	*	-

NOTE: When buying additional memory, least expensive configurations result by ordering the desired 4404 memory option combined with desired 4404F05 memory option, using the 4404 memory as a trade-in credit applied to the appropriate 4404F05 memory option ordered. (4404 memory is not compatible with the 4404F05 upgrade, therefore trade-in options are provided)

THE PRICES LISTED BELOW APPLY ONLY IF THESE PRODUCTS ARE ORDERED WITH A 4404. OTHERWISE, FULL CATALOG PRICE APPLIES.

4404F05	68020 Upgrade Kit	$ 4,025	$378	$189	$133	$ 5,366
Option 02	Additional 2MB Memory (requires 1MB RAM trade-in)	$ 1,340	$126	$ 63	$ 44	$ 1,787
Option 4A	Additional 4MB Memory (requires 1MB RAM trade-in)	$ 3,685	$346	$173	$122	$ 4,913
Option 4B	Additional 4MB Memory (requires 3MB RAM trade-in)	$ 1,340	$126	$ 63	$ 44	$ 1,787
Option 10	Ethernet Software (requires 4404 Ethernet License)	$ N/C	N/C	N/C	N/C	N/C
Option N0	On Site Installation and Setup	$ 175	*	*	*	-

* Call Lease Administration 503/685-2037 for Monthly Maintenance Charges

TEK MARKETING SALES RELEASE

COMPANY CONFIDENTIAL

FILE: I.D.G.

DATE: September 15, 1986

IDG MSR NO.: GPI-004

PRODUCT GROUP: 12

DISTRIBUTION: Worldwide

4691 TO 4692 SPECIAL TRADE-IN/TRADE-UP PROGRAM

This program accepts 4691s in exchange for a 4692 at reduced price. (See MSR #140-12 dated Feb. 3, 1986 and MSR #148-12 dated Feb. 17, 1986).

Effectivity

This MSR extends the effectivity of this program to orders booked by May 29, 1987.

Kathy Hargis
GPID Marketing
63/447, (503) 685-3673

EXPORT CONTROL NUMBER:
ECCN 6599G SCHEDULE B 676.2855

Tektronix
COMMITTED TO EXCELLENCE

TEK MARKETING SALES RELEASE

COMPANY CONFIDENTIAL

FILE: IDG

DATE: 09-15-86

IDG MSR NO.: GWD-003

PRODUCT GROUP: 65

DISTRIBUTION: WORLDWIDE

6130 OPTION 16 (150 MB DISK)
OBSOLESCENCE

Effective immediately, the Option 16 150 MB Hard Disk for the 6130 is being obsoleted. For customers who need large amounts of mass storage we recommend the 4132 Workstation or the 4944 Mass Storage Unit.

Mark R. Mehall
Product Marketing Manager
Graphic Workstations Division
60-770 685-2275

EXPORT CONTROL NUMBER:
ECCN **1565A** SCHEDULE B **676.2825**

Tektronix
COMMITTED TO EXCELLENCE

TEK MARKETING SALES RELEASE

COMPANY CONFIDENTIAL

FILE: IDG

DATE: SEPTEMBER 15, 1986

IDG MSR NO.: GWD-004

PRODUCT GROUP: 65

DISTRIBUTION: WORLDWIDE

New Product

64WP04 UTek Backup Software for 4132 Workstation

Product Description

64WP04 provides 4132 UTek software on either floppy or cartridge tape media for backup purposes. In the unlikely event the software on the 4132's hard disk becomes corrupted, the customer will be able to rebuild the hard disk using procedures in the 4132 System Administration manual and 64WP04 software.

The 4132 allows the user to deinstall four portions of UTek to free up disk space. 64WP04 takes deinstallation into account by providing these portions in separately installable pieces, UTek core (cannot be deinstalled), online manual pages, C Compiler, Fortran 77, and Pascal.

64WP04 is also the vehicle for delivery of UTek Warranty Plus (option N9) and Software Subscription Service updates.

Standard Pricing

	Base Price	Lease Price *	SSS Price
64WP04 4132 UTek Backup	$200	$19	N/A
Options:			
Opt. 02 5.25 Inch Disk	$450	$42	N/A
Opt. 04 Streamer Tape	$150	$14	N/A
Opt. 68 Media Replacement Only	$200	N/A	N/A

* One year Owner rates.

EXPORT CONTROL NUMBER:
ECCN **GTDR** SCHEDULE B **724.4440**

Tektronix
COMMITTED TO EXCELLENCE

Availability

On Corporate PAL Week 39. First product shipments will begin Week 43.

Warranty

Warranty Statement 9(a), November 1985 applies. Warranty period equals 90 days from date of shipment.

Delivery Times

Delivery times are not to exceed four weeks.

Expected GSA Availability Date

GSA will be petitioned. Notification will be given when approval is obtained.

Software License Requirement

R*U*L "Break the Seal" license protection applies. Opening the container or keeping the software for 30 days or more constitutes acceptance of the terms as stated on the enclosed license agreement.

Software Support Category

Full support includes bug fixing and enhancements via the Software Update Agreement. (See IDG MSR #51-09, August 26, 1985, for more information on the Software Update Program.)

Discount Group

Discount Table 8 applies.

Other Applicable Terms and Conditions

Standard IDG software licensing agreements apply.

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Product Marketing Manager
Graphic Workstations Division
60-770 685-2135

TEK MARKETING SALES RELEASE

COMPANY CONFIDENTIAL

FILE: IDG

DATE: 9-15-86

IDG MSR NO.: GSW-002

PRODUCT GROUP: 17

DISTRIBUTION: WORLDWIDE

TERMINAL CONTROL SYSTEM (TCS)
(40P72)
WORKSTATION VERSIONS

OVERVIEW

There are many companies that have licensed PLOT 10 Terminal Control System (TCS) and have developed a large number of applications. The intent of this release is to provide TCS in a convenient form for customers who are in the process of porting existing applications to the Tek 6130/4132 and IBM RT PC workstations.

PLOT 10 Terminal Control System (TCS) is a library of FORTRAN callable subroutines which was originally developed to support 4010 family DVST terminals. TCS **does not support** all of the modern 4100 terminal features. Customers who are undertaking new graphics application development should be encouraged to use 40P71, Software Terminal Interface (STI); or 41P70, Graphical Kernel System (GKS), instead of TCS.

CONFIGURATIONS

Please refer to the IDG Configuration Guide for details.

Host/OS	Option	Media
IBM RT PC	1B	5.25" Floppies
IBM RT PC	1D	Streamer Tape
6130 UTEK	1F	5.25" Floppies (replaces 6000P72)
6130 UTEK	1H	Streamer Tape (replaces 6000P72)

PRICING

40P72 base price	$ 2995
Opt. 1X Host/Media Option	N/C
Opt. N9 12 Mo SW Update 1st Yr	N/C
Opt. 1S 12 Mo Intl SSS 1st Yr	N/C
Opt. 3S 12 Mo Intl SSS Renewal	450

The domestic Software Update Agreement (SUA) price is $450.

GSA

The new workstation TCS products will be added to the next GSA contract update (October, 1986).

DEMOS

Demonstration software should be ordered through the normal procedures since updates are not automatically provided. Demos can't be subsequently licensed to customers. The international demo price is $100.

WARRANTY

TCS is warranted for 90 days following shipment under Warranty Statement 9(a), November 1984.

UPDATES

Software updates for the first year are included in the license fee. Domestic customers must enter Opt. N9 and International 1S to ensure updates are received. Subsequent years of updates are available for a fee.

LICENSING

Break-the-Seal (R*U*L)

AVAILABILITY

Workstation TCS will start shipping 705.2 (September 29). The current Tek 6130/4132 TCS (6000P72) will go to Limited Supply (LS) immediately and to Supply Depleted (SD) 705.2. All new orders should be entered as 40P72.

DAVID H. STRAAYER
PLOT 10 Tools Marketing
GRAPHIC SOFTWARE PRODUCTS
63-166 685-3544

TEK MARKETING SALES RELEASE

COMPANY CONFIDENTIAL

FILE: IDG

DATE: 9-15-86

IDG MSR NO.: GSW-003

PRODUCT GROUP: 17

DISTRIBUTION: WORLDWIDE

PLOT 10® TekniCAD FAMILY
(41P41, 41P42, 41P49, 40P48)
IBM® RT PC HOST OPTION

TekniCAD Family

41P41 SINGLE USER TEKNICAD	41P42 WORKSTATIONS TEKNICAD	41P43 MAINFRAMES TEKNICAD	40P48 TEKPLOT	41P49 CADDPORT
• **IBM RT PC**	• **IBM RT PC**	• VAX®	• **IBM RT PC**	• **IBM RT PC**
• MicroVAX®	• MicroVAX		• MicroVAX	• MicroVAX
• VAX	• 6130/4132		• VAX	• VAX
			• 6130/4132	• 6130/4132

Introduction

The **IBM RT PC** has been added to the list of hosts supported by TekniCAD, CADDPort, and TekPlot. CADDPort has also been expanded with the addition of an **AutoCAD translator**.

IBM plans to have the RT PC become one of the standard Industry computers in the Engineering/Manufacturing markets. Tektronix can turn the RT PC into a **multi-user** drafting station by providing the necessary application program and graphic terminals for the job. With TekniCAD the RT PC takes on all the power, ease of use, and macro programmibility that TekniCAD brought to the DEC VAX® and Tektronix 4132/6130 computers. Tektronix also provides a range of quality graphic terminal products, unequaled by any other vendor. Other companies simply support the IBM RT PC, but Tektronix gives the customer what he needs, a quality drafting application and the speed and resolution of Tektronix terminals.

Changes have also come to CADDPort. It can now be ordered for the IBM RT PC and an AutoCAD translator has been added. The RT PC has provided a means for many PC CAD applications to migrate up into the 32 bit Engineering Workstation market. For the first time AutoCAD and TekniCAD run on the same computer. TekniCAD offers many advantages over AutoCAD. The AutoCAD translator will facilitate this favorable comparison. AutoCAD DXF files can be read directly from the MS DOS diskettes, and converted to TekniCAD format. In this fashion AutoCAD drawings can be used to demonstrate the flexibility and ease of use of TekniCAD. The translator is bidirectional, allowing TekniCAD files to be converted into DXF files as well. A TekniCAD versus AutoCAD competitive comparison is in the works, and should be out during the month of September.

Please refer to the Configuration Guide for more detailed information on these products and their options.

Competitive Advantage

TekniCAD has significant advantages over other drafting applications on the IBM RT PC, especially PC CAD applications. These applications are designed to use the PC monitor and to make maximum use of the PC's fixed computing resource. On the RT PC these become liabilities. The RT PC supports only one monitor, making applications tied to it effectively a single user system. The second point, PC CAD software designs assume the extravagance of a dedicated host, whereas TekniCAD was designed for a multi-user environment and its design stresses data communication efficiency, shared disk and plotting resources, use of local terminal intelligence, and the ability to plot and draft at the same time! Some key benefits are listed below.

- Multiple users on the same IBM RT PC
- Workstation performance at PC prices - $2,500 for 41P41
- Tektronix offers choice of display resolution and performance
- TekniCAD also runs on DEC VAX®, and Tektronix 4132/6130
- Run outside editors or initiate plots within TekniCAD (VOS Command)
- Ability to read and write AutoCAD DXF files (CADDPort)

Product Compatibility
The IBM RT PC products were evaluated on the current IBM AIX operating system, version 1.0. The AutoCAD translator was evaluated with the new version 2.5 AutoCAD and version 9.1 of TekniCAD. Compatibility with prior releases of AutoCAD, or AIX operating system is not guaranteed. All TekniCAD files produced by CADDPort are version 9.1, which are not compatible with TekniCAD systems below version 9.1. The PATRAN® translator is not available for the IBM RT PC media option.

Pricing
41P41 and 41P49 are priced at $2,500, all options are N/C. The base price for 41P42 is $5,250, and the IBM RT PC option (Option 0B) has a N/C price. 40P48 is priced at $2,000, and all options are N/C.

Ordering Information
These products are warranted for 90 days following shipment under Warranty Statement 9(a), November 1984, and are licensed under a Break-the-Seal (R*U*L) agreement. The 0B option for 40P48, 41P41, 41P42, and 41P49 and option 0D for 40P48 will be include in the GSA contract at the next opportunity, which is expected to be October 1. Option 0B is available for 41P41, 41P42, 41P49, and 40P48. It is provided on 5¼" flexible diskettes. 40P48 has an option 0D which is DC300XL cartridge tape media for IBM RT PC. Each order for 41P41, 41P42, 41P49 or 40P48 will require one and only one of the host/media options.

Software Update Agreement (SUA)
The enhancements documented above only effect new customers, therefore a software update will not be sent to existing customers.

Demonstration Software
Demonstration copies of 40P48, 41P41, 41P42, or 41P49 will **NOT** be automatically distributed. Normal demo ordering proceedures must be followed to obtain demo copies of these products. Demonstration software for International is priced at USD $110 for 40P48, at USD $200 for 41P41, at USD $260 for 41P42, and at USD $110 for 41P49.

Software products purchased for demonstration purposes may **NOT** be subsequently licensed to customers.

Availability

PRODUCT	PRODUCT DESCRIPTION	OPTION	ON PAL	QUANTITY QUOTE LIMIT
40P48	TekPlot	0B	AP 706.1	4 Weeks
		0D	AP 706.1	4 Weeks
41P41	Single User TekniCAD	0B	AP 706.1	4 Weeks
41P42	TekniCAD for Engineering Workstations	0B	AP 704.4	4 Weeks
41P49	CADDPort	0B	AP 704.4	4 Weeks

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