PERISCOPE

. . . taking a look at the issues that affect your business

TRICORD SYSTEMS "UPS THE ANTE" WITH SUITE OF ANNOUNCEMENTS

PowerFrame products, with their industry-leading performance, scalability, availability and management features, are now available for network applications in the workgroup, department, division or corporate IS data center.

"The broad acceptance of Tricord's PowerFrame products in all application areas of networking is and will continue to be, based on providing the best sustained performance, maximum scalability, optimized reliability features and powerful system management tools, regardless of the network size, application complexity or operating environment," said Mark Garver, Tricord's vice president of corporate strategy.

PowerFrame Model 20

The PowerFrame Model 20, which is available immediately, sets a new entry point for companies looking for the performance, scalability and reliability of Tricord's enterprise server family for workgroup or small departmental applications. The PowerFrame Model 20 offers a base configuration list price of $9,900. The base configuration includes Intel i486DX2 66MHz CPU, 16MB of main memory, 425MB of SCSI 2-compatible disk storage, an 8-slot EISA bus to support industry-standard EISA cards, a built-in SVGA card, one 3.5" floppy disk drive and a keyboard. RAID 0,1,3 and 5 are supported as standard products.

The Model 20 will optionally support a single Pentium™ processor, with a dual Pentium processor configuration planned. The base cabinet will support up to 7 drive bays for in-cabinet disk storage scalability with accommodations for third-party storage expansion options. Memory can be either parity protected RAM or, optionally, ECC memory.

PowerFrame ES4000

The PowerFrame ES4000 provides the first extension of Tricord's enterprise server series, introduced in April of this year, that includes the PowerFrame ES5000. Scalable to six Intel i486DX2/66MHz or Pentium™ microprocessors, up to 488 GB of disk storage and up to one GB of ECC memory, the PowerFrame ES4000 provides the ideal system for large department or division-specific client/server applications that are independent of the corporate IS data center applications where the ES5000 capacities and features better meet the initial network and application requirements.

The base configuration of the PowerFrame ES4000, priced at $43,900, includes one Intel i486DX2 66MHz CPU with 256KB second level cache, 525MB of disk storage, 64MB of ECC memory, a 9-slot EISA bus, one intelligent storage subsystem (ISS) supporting up to 28 fast/wide SCSI-compatible devices, and both a 3.5" and 5.25" floppy drive. The ES4000 also supports RAID 0,1 and 10 as standard features, with RAID 4 and 5 available as options. Shipments of the new PowerFrame ES4000 will begin in Q4 '93.

With the PowerFrame ES4000 and all members of the ES family of enterprise servers, the Intelligent Management Subsystem (IMS) provides administrators the best in system management. Patterned after the modeling, management and performance tuning tools found in very large mainframe systems, the IMS allows administrators to monitor such things as an application's impact on each component in the system, system resource utilization and performance parameters. The IMS also allows the ES4000 and ES5000 to be updated, tuned and diagnosed remotely. The IMS provides a GUI interface through Windows 3.1.

Tricord's management products go beyond network management or simple systems management by closely integrating systems and network management, providing one view into all aspects of the enterprise.

See pages 4, 5 and 8 for more details about these exciting new products.

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OPERATING SYSTEM SUPPORT EXTENDED

PowerFrame users have the widest choice in operating systems to meet each and every requirement they might have for an enterprise server platform.

Tricord offers the widest range of operating system support in the superserver market today. Currently all Tricord PowerFrame products support the leading operating systems, including NetWare 3.X, NetWare 4.X, NetWare SFTIII, IBM OS/2 2.X, SCO UNIX, SCO UNIX MPX, SCO Open Server, UnixWare, Banyan VINES/Open, and Microsoft LAN Manager.

To meet a broader base of the enterprise server markets requirements, Tricord is announcing support for Solaris 2.x, USL SVR4.2 SMP and IBM's OS/2 SMP operating systems (see related announcements). This gives PowerFrame users the widest choice in operating systems to meet each and every requirement they might have for an enterprise server platform.

POWERFRAME MODEL 30/40 UPGRADES EXTEND TRICORD'S PERFORMANCE/SCALABILITY LEAD

Recent NetBench testing indicates that the Model 30/40 has 118% better performance at 24 nodes and 329% better performance at 72 nodes, showing not only better overall disk I/O performance but much better scalability.

Recent NetWare NetBench testing indicates that Tricord's Model 30/40 continue to lead the market in both performance and scalability. For example, comparisons against Compaq's SystemPro/XL, with the Smart SCSI array controller, indicate that the Model 30/40 has 118% better performance at 24 nodes and 329% better performance at 72 nodes, showing not only better overall disk I/O performance, but much better scalability.
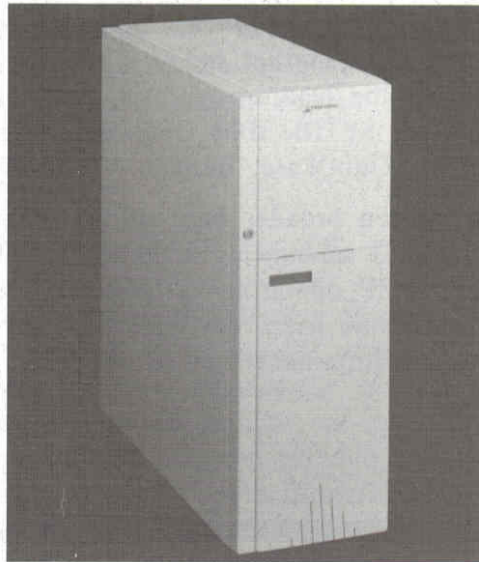
Even though Tricord continues to lead in the Model 30/40 server class, the company is providing upgrades to improve disk I/O and compute performance for its installed base of Model 30/40 users. These upgrades are designed to allow current users of the Model 30/40 to maximize their investment in Tricord technology by increasing both their disk I/O and compute performance to meet higher demand network applications they may be implementing.

The first of these upgrades provides a new release of Tricord's Enhanced Intelligent I/O Processor (EIIOP), which doubles the clock speed of the EIIOP's Intel i386 processor to 33MHz providing even greater I/O performance for these industry leading performers. The second upgrade for the Model 30/40 allows users to migrate their systems to Intel's Pentium™ processor and advanced i486 processor clock-tripling technology. Q1 '94 shipments are planned for both, depending on the availability of Pentium and advanced i486 processors.

POWERFRAME MODEL 20 SPECIFICATIONS, PRICING AND DISCOUNT, ORDER AND CERTIFICATION INFORMATION SPECIFICATIONS

Designed for companies that want the features of a superserver for their workgroups at an affordable price, the PowerFrame Model 20 is a leading-edge, modular server at a price that fits a workgroup's budget. This includes a modular architecture that allows workgroups to purchase the system they require today with the confidence that it will service them for years to come.

Designed for companies that want the features of a superserver for their workgroups at an affordable price

	MIN	MAX
CPUs		
Intel i486DX-2/66MHz	1	1
or		
Intel Pentium Microprocessor(s)	1	Dual
Memory		
parity protected RAM	16Mbyte	128Mbyte
or optional		
ECC	32Mbyte	256Mbyte
SCSI 2 Controller with RAID 0, 1, 3, and 5	1	2
Disk Storage Capacity		
Fast/Wide SCSI Devices	1	8[1]
		(half-height internal)
in 500MByte or 1.0 GByte	500Mbyte	8 Gbytes
		(Internal)
Internal Drive Bays (3.5")	8	8
EISA Bridge Subsystem with 7 slots	Standard	
Power Supply	384 Watt	
SVGA Card, Keyboard	Standard	
3 Half-height Peripheral Slots	Standard	
3.5" 1.44 MByte Floppy Drive	Standard[2]	

[1] Two SCSI Controllers must be installed to support 8 SCSI devices.
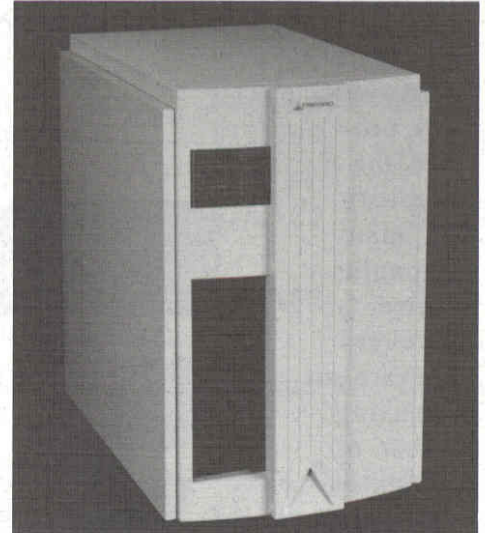[2] Uses one of the 3 peripheral slots.

Pricing and Discount

The PowerFrame Model 20 will be sold through MarketPlus+ and, therefore, have a 25% discount. PowerFrame Model 20 servers purchased will, similar to other products purchased through MarketPlus+, be credited towards your

POWERFRAME ES4000 SPECIFICATIONS, PRICING AND DISCOUNT, ORDER AND CERTIFICATION INFORMATION

The PowerFrame ES4000 combines high performance symmetrical multiprocessing, dedicated intelligent disk I/O subsystem with RAID capabilities, and a dedicated industry standard bus for networking and communications processors. The ES4000 delivers high availability, ES5000 performance and scalability and is ideally suited for medium to large scale enterprises supporting a variety of business critical applications.

The PowerFrame ES4000 delivers high availability, ES5000 performance and scalability and is ideally suited for medium to large scale enterprises

	MIN	MAX
CPUs		
Intel i486 or Pentium with on-board cache	1	6 [1]
Memory, ECC	32 Mbyte	1 Gbyte
Intelligent Storage Subsystems (Two Channel)		
With RAID 0 and 1 and Hot Sparing	1	6 [1]
RAID 4 and 5, Controller Duplexing, and Hot Replacement		Each Optional
Disk Storage Capacity		
Fast SCSI Devices	1	9 (half-height internal)
		84 (half-height w/PowerFile)
in 500 MByte, 1.0 GByte, 2.1 GByte, or 3.0 GByte (internal) [2]	500 Mbyte	26.1 Gbyte
244 Gbyte (w/PowerFile)		
EISA Bridge Subsystem with 9 slots	Standard	Standard
VGA Card Monitor and Keyboard	Standard	Standard [3]
Intelligent Management System	Optional	Optional
Main Cabinet Power Supplies	500 Watt	3 X 500
		(1000 Watt Redundant)
PowerFile Disk Expansion Cabinet	0	4
Each Supports 12 Full-Height or 24 Half-Height Drives		
Expansion Cabinet Power Supplies	1 x 500 Watt	2 x 500
		(500 Watt Redundant)
3 Half-height Peripheral Slots	Standard	Standard
3.5"/5.25" Floppy Drive	Standard	Standard [4]

[1] Up to a combined total of 7
[2] Available Quarter 1 '94
[3] Uses one of the 9 EISA slots
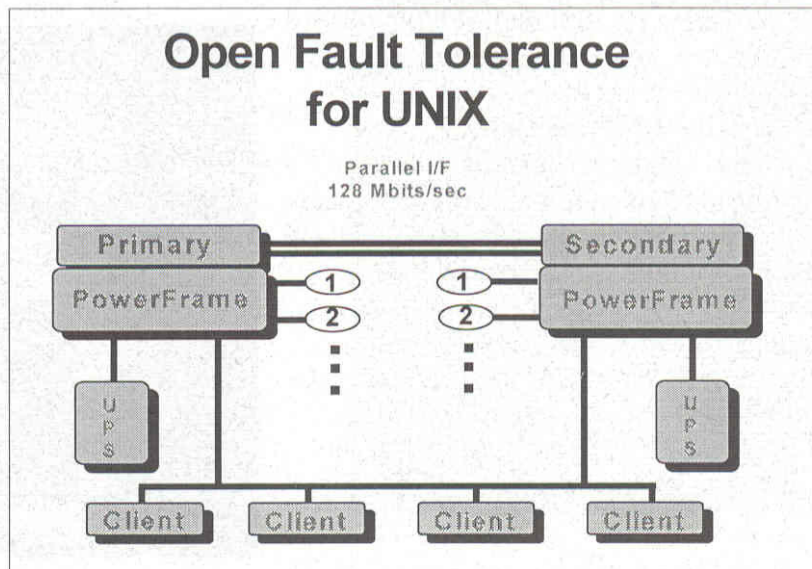[4] Uses one of the 3 peripheral slots

OPEN FAULT TOLERANCE FOR UNIX SPECIFICATIONS, PRICING, DISCOUNT, ORDER AND CERTIFICATION INFORMATION

The PowerFrame's high availability features provides the reliability that many companies require. However, there are an increasing number of companies that cannot tolerate the

Open Fault Tolerance for UNIX

Parallel I/F
128 Mbits/sec

cost of lost time due to a system fault. For these environments Tricord takes system reliability one step further with OFT for UNIX, a mirrored server solution that provides total hardware system redundancy.

Open Fault Tolerance for UNIX Benefits:

- Fully redundant system configuration eliminates all single points of failure.

- Reliability comparable to far more expensive mainframe fault tolerant systems.

- Primary and secondary systems need not be identical.

- Transparent system takeover means no lost data and minimal impact to user.

- Combines performance features of RAID 0 with fault tolerant operation.

- Costly downtime caused by hardware failure or system maintenance is eliminated.

- Diagnostic software provides operator alerts and tools so problems can be quickly resolved.

- Operating system enhancements provide a sixfold increase in the write speed of the server as measured against a standalone server, improving file system performance.

Certification

There are no reseller certification requirements associated with the Tricord's Open Fault Tolerance for UNIX offering.

Pricing and Discount

The following model numbers and pricing will be established for Open Fault Tolerance for UNIX:

Model#	Description	Price	Discount
OFT50	50 user system, includes hardware, software, and documentation	$15,995	B
OFT100	100 user system, includes hardware, software, and documentation	$19,125	B
OFTUNL	Unlimited user system, includes hardware, software, and documentation	$32,985	B

Upgrade kits consist of certification diskettes for the appropriate user level as follows:

Model #	Description	Price	Discount
OFT100U	50 to 100 user system, upgrade, includes certification diskette	$3,795	B
OFTUNLU	100 to unlimited user upgrade, includes certification diskette	$10,295	B
OFT5UNLU	50 to unlimited user upgrade, includes certification diskette	$13,995	B

Spare parts consist of the following components and prices:

Model#	Description	Price	Discount
OFTHPI	Primary system interface card	$2,195	B
OFT2PB	Secondary system interface card	$2,695	B
OFTCAB	Interconnect cable	$250	B

Order

Open Fault Tolerance for UNIX will be sold based on user count. The product will have a 50 user, 100 user, and unlimited user version. The product itself consists of a two-board set, an interconnecting cable, software and documentation. The base package will include all the components as well as a 50 user license. The 100 and unlimited license version will include the base package as well as a license certification diskette for the appropriate level.

Minimum equipment requirements for OFT are as follows:

- Dual PowerFrame systems with identical disk configurations (Note the systems themselves need not be identical). Dual UPS systems.
- SCO with Open Server Network or Open Server Enterprise software.

OFT warranty is 1 year; product availability is 45 days for beta test customers, 60 days for standard shipments.

annual volume commitment . Additionally, note that PowerFrame Model 20 add-ons will be purchased through MarketPlus+, and will not be integrated into the base system.

Model #	Description	Price	Discount
20166c	PowerFrame Model 20, 66MHz	$ 9,900	25%
201PTN	PowerFrame Model 20, Pentium	$12,100	25%

Order

ThePowerFrame Model 20 will be sold exclusively through Tricord's MarketPlus+ program. As with all products purchased through MarketPlus+, purchase orders for a Model 20 must be independent of other purchase orders, in order to assure the proper pricing and shipment of the products ordered.

Certification

Any Tricord resellers meeting the certification requirements of the PowerFrame Model 30 and Model 40 (including product training and the maintenance of a demonstration unit) are eligible to purchase and resell the PowerFrame Model 20 server. Training for the PowerFrame Model 20 is not a requirement of Tricord's resellers in order to remain certified, however, training will be available from Tricord Systems within the coming months.

Pricing and Discount

The PowerFrame ES4000, as with the PowerFrame ES5000, is a AA product; Certified Tricord Resellers will receive a 30% discount, non-Certified Tricord Resellers will receive a 10% finder's fee discount on a case-by-case basis. PowerFrame ES4000 add-ons -- including NIC cards, disk drives, tape drives and software -- will be placed on the same discount level as the PowerFrame ES5000: B & C = 25%, D = 40%, E = 35%.

Order

Order the PowerFrame ES4000 from Tricord's Business Office.

Certification

Resellers wishing to sell the PowerFrame ES4000 must fulfill the same requirements as with the PowerFrame ES5000: three levels of training must be completed, and a demonstration unit must be purchased and maintained. Note that either the PowerFrame ES5000 or the PowerFrame ES4000 may be purchased as a demonstrtion unit to qualify as a reseller and be certified on both the PowerFrame ES5000 and the PowerFrame ES4000.

BUSINESS OFFICE FAX

The Tricord business office has added a dedicated FAX for order placement. Available 24 hours-a-day at (612) 551-6491, this additional means of placing orders is another example of the continued commitment which the Business Office has to serving our resellers. The Tricord Business Office can also be reached via telephone at (612) 557-9005 during business hours of 8:00 a.m. to 6:00 p.m. Central Time.

NEW PERISCOPE FORMAT

The PERISCOPE, Tricord's publication focused on taking a look at the issues that affect your business, has a new look. The changes in format will provide increased readability and a more effective means of providing our resellers with the information needed to move Tricord products through the pipeline to our customers. Questions and comments on this new format can be addressed to Kari Latvalla at (612) 557-9005.

"As the appetite for proprietary mainframes wanes, a new source of concentrated processing power is springing up -- the component server."

TRICORD SYSTEMS VIEWED AS A PIONEER

Charles Babcock's article "A New Class of Computing" in the September 20th issue of ComputerWorld has identified Tricord Systems as a pioneer in the server industry. Babcock states, "As the appetite for proprietary mainframes wanes, a new source of concentrated processing power is springing up -- the component server." The trend, as Babcock points out, is that technology is "... moving toward a new class of computing, far above an entry-level PC server and adeptly serving the PC users surrounding it." Babcock's article also highlights many features of the Tricord family of enterprise servers, including Tricord's IIOP -- which off-loads 90% of the disk I/O processing from the CPU -- and the RAID 0 (disk striping) and RAID 1 (disk mirroring) capabilities.

ES5000 CERTIFICATION TRAINING SCHEDULE

ES5000 Level 1 and Level 2 certification training classes will be held at Tricord Corporate headquarters on the following dates:

Level 1	Level 2
October 20 - 21	November 3 - 4
November 17 - 18	
December 15 - 16	

Registration and purchase order (to cover registration fee of $1,000) must be received 1 week prior to each class start date. For additional information or to register for a course, contact Bill Adams at the Tricord Customer Support Center, (612) 557-9005.

MarketPlus+

MarketPlus+ Offers PowerFrame Compatible Commodity Products at Market Pricing

Tricord is pleased to announce the formation of MarketPlus+, a program which offers both PowerFrame compatible commodity products to certified Tricord resellers at market pricing, plus value-added features that only Tricord Systems can provide, including:

Installation kits (rails, adapters, installation instructions, etc.)

- Warranty processing
- Technical support
- Critical same day shipping
- One-stop shopping

MarketPlus+ was developed to address the commodity product market by offering a line of products that are certified to be compatible in Tricord PowerFrame products. "The objective of MarketPlus+ is not to be the cheapest, but to offer the most value. The line of products we will be offering to our reseller network are cost effective from a standpoint of pricing, quality, compatibility, and support," explains Dick Jarosak, MarketPlus+ manager.

Initially, MarketPlus+ will offer a product line consisting of the PowerFrame Model 20 as well as selected disk drives for the PowerFrame Model 30 and PowerFrame Model 40. Offering the PowerFrame Model 20 through MarketPlus+ enables resellers to provide customers with Tricord's entry-level workgroup server while purchasing it at a 25% discount from the published price list. Offering disk drives through MarketPlus+ enables resellers to keep pace with the demands of network expansion ranging from 500 megabytes to 2.0 gigabytes. The breadth of products will be expanded as necessary to meet market needs. "The pricing intensity of server add-on products such as hard drives and interface network cards is forcing resellers to hone purchasing skills in sourcing component upgrades," states Jarosak.

Products ordered through MarketPlus+ are shipped "ala carte", not integrated within the PowerFrame system (PowerFrame compatible commodity products integrated within the PowerFrame system will continue to be available under Tricord's existing standard reseller pricing and discount structure). To ensure proper pricing and shipment of correct products, orders under the MarketPlus+ program require a separate purchase order. Resellers purchasing products through the MarketPlus+ program will receive a 25% discount.

Additional information on the MarketPlus+ program will be distributed during the month of October. Questions should be addressed to Dick Jarosak at (612) 551-6468.

"The line of products we will be offering to our reseller network is cost effective from a standpoint of pricing, quality, compatibility, and support," explains Dick Jarosak, MarketPlus+ Manager.

FINANCE AND LEASE PROGRAM DETAILS ANNOUNCED

Strategic partnering between Tricord and our certified resellers seamlessly brings together the benefits of inbound and outbound financing for you and your customers. Tricord is working with AT&T Capital Corporation to offer a finance and lease program to increase your sales, while getting our products to the customer with one convenient financing source.

Tricord is offering three unique financing programs:

- Inventory Financing
- VAR Demonstration "DEMO" Program
- End-customer Leasing Program

Inventory Financing is offered directly to Tricord VARs by AT&T Capital Corporation, Inventory Finance (AT&TIF). The Inventory Finance (IF) product is designed to provide short term (0 to 60 days) financing to the VAR. AT&TIF pays Tricord on behalf of the VAR for the equipment in lieu of the VAR using its own operating capital. The VAR receives 100% volume credit for all this business funded by AT&TIF. The IF product is a SCHEDULED PAY product, not a PAY AS SOLD product. Scheduled Pay is designed to handle multiple units revolving through the VAR's "inventory."

In conjunction with Inventory Financing, AT&T offers a unique program called "Dividend Dollars." For those VARs participating in both AT&TIF and selling AT&T Leasing to the end-user, Dividend Dollars provides significant rebates to the VAR's Inventory Finance billing statement. The size of the rebate is directly related to the volume of leasing done each month through AT&T Leasing Services.

VAR Demonstration "Demo" Program is a program which has been designed to fill a traditional finance product void. As described above, inventory financing provides the VAR with maximum 60 days financing. Traditional lease products target lease terms starting at a minimum term of 12 months, resulting in a window of between two and 12 months. Typically, financial resources such as the VAR's own internal working capital or bank revolving lines of credit are used to fill this void. Anticipating the trend that economic pressure to conserve capital will continue, the "DEMO" program was designed to supplement these traditional finance products *exclusively* for Tricord VARs.

The VAR DEMO Program is one means by which resellers can finance PowerFrame demonstration units located at their sites. Available exclusively to certified Tricord VARs, the DEMO program is structured on a 24 month amortization schedule, offering a better cash flow to our VARs. Further, to improve flexibility over a standard lease contract, windows of opportunity to pay down the finance contract are built in at six month intervals. After months 6, 12, 18 & 24 a VAR can buy-out the contract at the stated percentage of original sale price. In this way, the "DEMO" product offers the flexibility of short term financing, as well as the potential benefits of a long term-lease.

Increase your sales while getting our products to the customer with one convenient financing tool.

11

INDUSTRY EVENTS

UPCOMING SHOWS

During September and the beginning of October, Tricord Systems will be active in the following industry shows and forums throughout North America. For additional information about Tricord's participation in these events, please contact Sue Reynolds at Tricord corporate headquarters, (612) 557-9005.

UNIX Expo September 21-23 at the Javis Convention Center, New York, New York. Tricord Systems, booth 728, displayed its entire range of systems running SCO UNIX and UnixWare, as well as OFT on two PowerFrame Model 30s. Additionally, UNIX System Laboratories (USL) will be exhibiting in their booth for the first time the company's multiprocessing operating system on an ES5000.

ABUI September 27-29 at the Ottawa Congress Centre, Ottowa, Canada. Tricord Systems will have an ES5000 on display in booth 317. Also stop by the Plaintree Systems' booth where a PowerFrame Model 40 will be exhibited; and take note that a PowerFrame Model 40 will be running the ABUI show network.

International Oracle Users Week September 28-30 at the Orange County Convention Center, Orlando, Florida. SCO will have a PowerFrame Model 30 running Oracle 7 in the booth, and Tricord personnel will be in the SCO booth available to answer questions and provide information about Tricord's PowerFrame family of enterprise servers.

NetWorld October 5-7 at the Dallas Convention Center, Dallas, Texas. Tricord Systems, booth 2354, will be showing a variety of operating systems running on the full line of PowerFrame enterprise servers. Also, look for PowerFrame enterprise servers on display in a large number of other vendor booths throughout the show, including Palindrome and Legato.

Tricord Systems continues to create awareness and market recognition of the PowerFrame enterprise server line with the company's participation in industry events throughout the world.

End-Customer Leasing Program is a segment of the Tricord leasing program available to both Tricord sales representatives and VAR sales representatives. Standard lease offerings include Capital, True and Operating lease products. Lease terms range from 12 to 60 months. Customized lease proposals and lease rates are available upon request. A customized quote can be developed based on specific customer needs and market conditions.

These three programs -- the Inventory Financing, the VAR Demonstration "DEMO" Program, and the End-Customer Leasing Program -- mean *money in your pocket.*

Detailed information packets have been sent to the executive contact at each of Tricord's certified resellers. Additional information can be obtained by contacting Kari Latvalla at Tricord, (612) 557-9005.

TRICORD SYSTEMS PARTICIPATES IN EUROPEAN TECHNOLOGY ROUNDTABLE EXHIBITION (ETRE)

Tricord's participation in ETRE is due to our position as the leader in the superserver market

Tricord Systems was honored and pleased to participate in the European Technology Roundtable Exhibition (ETRE) September 9-12 in Barcelona Spain. ETRE is the premier conference for senior executives of the international computer industry. ETRE addresses strategic industry issues from a technological, financial, and international perspective and aims to:

- Increase the level of cooperation and interaction among European, Asian and American computer firms.

- Reduce the cultural and time-related hurdles that CEOs face as they deal with their peers from other continents.

- Allow easier access to leaders of the industry's large, established firms.

- Give CEOs the opportunity to see products and meet with companies outside their usual sphere of contact.

Over 500 presidents, founders, CEOs, managing directors and partners from 30 nations — in Europe, North America, and Asia — attended the event to share views on critical strategies and technological issues facing the computer industry.

James Edwards, president of Tricord Systems gave a presentation at the roundtable discussions, moderated by journalists from such publications as *Financial Times, Fortune, Business Week, Newsweek,* and *Release 1.0.* , Tricord's participation in ETRE is logial due to our position as the leader in the superserver market , our acknowledged role as a technology leader, and Tricord's international market presence.

Contact Tricord's International Marketing Manager, Jim Subak, at (612) 557-9005 for more information on Tricord's participation at ETRE.

TRICORD PARTICIPATES IN NOVELL "KNOW NO BOUNDS" TECH FAIR

Novell and its partners joined together on September 16th to bring you the most effective tools available in meeting the challenges of today's network computing environments at Novell's "Know No Bounds" Connectivity Forum and Technology Fair held at the Novell Chicago office, 2850 W. Golf Road, Rolling Meadows, Illinois.

Tricord Systems, the leading manufacturer of enterprise servers, delivered a presentation entitled "Enterprise Servers" providing seminar attendees with information about enterprise server technology and how it can meet the needs of their computing environments.

Tricord continues to work with leading manufacturers and suppliers of networking applications to provide our customers with the best possible solutions to meet their networking and enterprise server needs.

For additional information about the Know No Bounds Connectivity Forum and Technology Fair, call Tricord's Regional Manager in the Chicago area, Dave Baugatz, at (708) 717-7672.

PRODUCT CHANGES AND TRAINING

HIGHER CAPACITY AT THE SAME PRICE: FUJITSU 1.7GB HARD DISK DRIVES REPLACED BY HIGHER CAPACITY FUJITSU 2.1GB DRIVES.

In conjunction with Fujitsu, Tricord Systems is pleased to announce to the availability of two new, higher capacity Fujitsu disk drives for Tricord's PowerFrame Model 30, Model 40 and ES5000 enterprise servers.

Effective immediately, the new 2.1GB full-height Fujitsu hard disk drives will replace the 1.7GB full-height Fujitsu hard disk drives currently listed on Tricord's Pricing Configuration Guide. And, these higher capacity 2.1GB drives will be offered at the same list price as the 1.7GB drives, providing PowerFrame users with increased capacity at the same low price.

Order information is as follows:

Model Number	Description	Standard List Price
D2100F	2.1GB full-height Fujitsu drive for the PowerFrame Model 30 and Model 40	$4750.00
DD2100FT	2.1GB full-height Fujitsu drive for the PowerFrame ES5000	$5250.00

Tricord continues to work with industry-leading suppliers to provide our resellers and end-customers with high quality products at competitive prices.

PRICE INCREASE ON DISK DRIVE

Effective December 1, the price of the D1700F (on the PowerFrame Model 30/40) will increase to $5,250. The DD1700FT(on the PowerFrame ES5000) will increase to $5,750. Both drives have been placed on the Long Lead Time/End of Life list.

MANUFACTURE AND SALE OF 4 AND 8 MB SIMM DISCONTINUED

Effective September 27, 1993 Tricord will discontinue manufacturing and selling of 4 megabyte SIMM modules (Tricord PN/MODEL 32003-1/SMEM4) and the 8 megabyte SIMM pair (Tricord PN/MODEL 30033-/MEM8). Tricord will continue to service and support the installed base of product, but will only manufacture and sell memory upgrades to the more economical and more demanded 16 and 64 megabyte products.

PRICE CHANGE FOR ES FAMILY SPARES

Effective December 1, there will be two price changes on ES family spares. The Intelligent Management Processor will carry a list price of $4,125. The 500W, hot replaceable power supply module will carry a price of $13,175.

Correction

"Price Change for ES Family of Spares" on page 14 of the September 24 issue of Periscope inadvertently has the pricing changes for the Intelligent Management Process and the 500W, hot replaceable power supply module transposed. The article should correctly read:

Effective December 1, there will be two price changes on ES family of spares. The Intelligent Management Processor will carry a list price of $13,175. The 500W, hot replaceable power supply module will carry a price of $4,125.

NEWLY RELEASED SALES MATERIAL:

Tricord User Profile, Northern States Power Company
Part Number 070107-00

Northern States Power Company (NSP) provides electricity and natural gas to over 3 million customers in Minnesota, Wisconsin, North Dakota, and Michigan. NSP's Gas Utility services the greater Grand Forks and Fargo, North Dakota, St. Paul area, St. Cloud, and southeastern Minnesota. The division must provide safe, reliable supplies of gas to its customers while at the same time keep prices competitive. This means that NSP needs to quickly dispatch service personnel should a problem be reported. And, NSP is required to continually monitor the gas market so they can purchase gas at the best possible prices. To ensure the most efficient operation of their dispatch organization and to keep gas prices as low as possible, NSP upgraded their Tricord PowerFrame Model 30 file and application server to two Model 40s operating in a mirrored configuration running Novell NetWare SFT III. This solution gave NSP reliability comparable to that provided by far more expensive mainframe computers.

Tricord User Profile, Norwest Mortgage
Part Number 070106-00

Norwest Mortgage, Inc. is the largest retail mortgage originator in the United States. Their Minneapolis and Bloomington, Minnesota offices process over $16.5 million in mortgages per hour. Norwest was using five Compaq Systempro file servers in Minneapolis and two Compaq Systempro file servers in Bloomington as their computing resources for mortgage processing. Norwest was expanding their workforce and wanted to consolidate their servers onto a single superserver platform. They required a highly reliable and powerful computing enterprises to run their mission-critical, heavily-accessed mortgage applications and support 700 users in Minneapolis and 450 users in Bloomington. To accomplish this Norwest replaced the Compaq Systempros at each site with a single Tricord ES5000 PowerFrame enterprise server running NetWare 3.11 (1000 user version) operating as a network file server.

Tricord User Profile, Expert Database Marketing Systems, Inc.
Part Number 070059-01

Expert Database Marketing Systems, Inc. (EDMS) is one of the most successful list management companies in the nation. EDMS builds and maintains customer databases used by banks, insurance companies and retailers for direct mail and frequent-shopper programs. The company wanted to migrate from a PC-based system to a LAN that would allow them to process more then 400 gigabytes of data per year while maintaining 95% accuracy. They found the high-powered system they required with a Tricord PowerFrame Model 40 running list management software under LAN Manager and OS/2.

Note: This story is a new version of (and replaces) Success Story 4: Expert Database Marketing Systems. The old version (Part Number 070059-00) is available while supplies last.

WIN REPORTS, PRESS COVERAGE

TRICORD'S EDITORIAL COVERAGE DURING THE MONTH OF AUGUST

Communications Week: SCO coverage in August 2 issue,

Open Systems Today: Tricord coverage in August 16 issue.

LAN Computing: Tricord coverage in August Pentium feature; Tricord/Sequent coverage in August issue.

LAN Magazine: Tricord coverage in August Pentium feature; Tricord coverage in September issue.

LAN Times: Brainshare article coverage in August A issue.

Network Computing: Tricord coverage in August issue.

Communications Week: Tricord/IBM coverage in August issue.

Computer Reseller News: Tricord/SCO announcement covered in August 9 issue; Tricord coverage in August 16 issue.

Imaging Magazine: Tricord coverage in August issue.

The PowerFrame family of enterprise servers continues to get great press coverage

WIN REPORTS

Southern Maryland Electric Cooperative of Hughesville, Maryland recently worked with the **Riverbend Group** to identify the PowerFrame Model 30 as the solution to meet the company's file and application serving needs. Installed to support a NetWare environment of 70 users, Oracle as well as various autocad, wordprocessing and spreadsheet applications are additionally being utilized. Based on the price/performance, open system architecture and upgradability, the PowerFrame Model 30 was chosen over NetFrame, Compaq and AST Manhattan.

HMIS of Youngstown, Ohio installed a PowerFrame Model 40 in June as part of a new LAN. Supporting 50 users utilizing office automation in a NetWare environment, HMIS worked with **Basic Computer** to identify and select the PowerFrame Model 40 over NetFrame, Compaq and IBM PS/2 295 as the superserver to meet their needs.

American Residential Mortgage and **Winson Olson** of La Jolla, California chose Tricord's PowerFrame Model 40 over Compaq, NetFrame and System Pro to meet the fileserving needs of a 180 user, NetWare environment running Oracle and Sybase.

The U.S. Postal Service of Washington, DC installed a PowerFrame ES5000 in September. Working with **WANG**, the system was clearly the choice to meet the needs of the SCO/UNIX environment.

Texas Air Control Board worked with **NetServe** of Austin, Texas in identifying the PowerFrame ES5000 as the enterprise server to meet the needs of an expanding NetWare network computing environment. Installed in August, the PowerFrame ES5000 was chosen for its performance, capacity and compatability.