AViiON

Strategy for Large Scale Business Processing Slide Show

Objective:

With the introduction of the AV 7000 and AV 8000 for large scale business processing, and the availability of a quad processor upgrade to the existing 5200, 6200 series, the AViiON line is being refocused to the high end. This 35mm slide presentation is intended to give prospects and customers information regarding the new systems, disk array technology, the strategy for high availability and an overview of the entire AViiON line.

Slide Breakdown:

Section 1: Introduction

- Title slide: Strategy for large scale business processing
- 2. AViiON Family: Spotlight on large scale systems
- 3. AViiON Risc Power

Section 2: AViiON Addresses Customer Requirements

- 4. Customer Requirements for Business Today
- Customer Requirements for Large Scale Business Processing
- AViiON Addresses these Requirements
- 7. AViiON Addresses these Requirements Part 2
- 8. AViiON Packaged Systems for Large Scale Processing: **AV** 7000
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- 12. Redundant Array of Inexpensive Disks (RAID)
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Slide 1. Strategy for large scale business processing

DGC Open Systems strategy for the '90's is to continue to provide broad, standards-based scalable multiuser systems and servers. Our focus and center of gravity for these systems is the mid to high end of the AViiON family. This presentation describes the set of AViiON products that meet that goal and reviews components that can help you achieve a maximum business advantage - meet your large scale business processing needs.

Slide 2. AViiON Family: Spotlight on large scale systems

We're committed to providing a fully scalable family of open systems. The AViiON high end systems, comprised of the AV 7000 and AV 8000 packaged high availability systems, and the 5200/6200 family continue that commitment. A new level of processing performance is achieved with these systems. And, they support a full portfolio of core software products, such as commercially enhanced DG/UX, applications software products, business/office applications, database, communications, and software development tools.

Slide 3. AViiON RISC Power

Designed around the latest in RISC technology and standards compliance, the entire AViiON family provides a broad range of powerful multiuser systems and desktop alternatives with access to state of the art peripherals and industry standard software.

Slide 4. Customer Requirements for Business Today

Let's discuss what's important to your business today.

Everyone wants the best value for the best price. Expensive is not always synonymous with better. Choice is important too; no business wants to feel forced into making a decision because they have no choice in order to address their business requirements.

Growth is always a factor in making abusiness decision. Many question a purchase today if it permits no growth for the business tomorrow.

Performance is an issue that directly relates to a business' productivity. If you cannot get optimum performance from a system, employee and other resource, productivity is likely to degrade as well.

Finally, reliability is key. The ability to make good business decisions hinges on access to the right information at the right time.

AViiON Open Systems address these requirements.

Slide 5. Customer Requirements for Large Scale Business Processing

Let's home in on the business requirements in large scale processing, and how AViiON systems address those requirements.

High performance and throughput become even more important as large amounts of data are required and user application access needs increase.

Large scale information processing requires high capacity disk storage and memory.

Availability of data and applications, while always important, becomes even more critical as more data is being processed and a larger number of users need access throughout an organization.

A typical business needs to be able to recover their applications within minutes in the event of system failure in order to continue processing in certain mission-critical situations.

Businesses need to protect their current investments. Systems purchased today need to expand with the business. They also need to work with systems that may be purchased in the future and be able to be integrated with existing networks.

And more service and support is an inevitable requirement with larger scale systems.

Slide 6. AViiON Addresses these Requirements

AViiON high end systems address these requirements.

The new 117 MIPS 7000 and 8000 series and new High availability disk array subsystems that we'll discuss address the requirements for performance and throughput.

Thirty gigabyte disk capacity and a flexible 20 slot chassis design accommodate requirements for more disk and memory.

In addition to offering large data capacity, HADA subsystems can be configured to be 100% available, addressing the need for highly available data and applications. AViiON systems provide recovery in minutes in the event of a system failure.

The DG/UX operating system also facilitates fast file recovery and other high availability data handling features. And, B1, C2 security options are an important component AViiON systems offer to address your requirements.

Slide 7. AViiON Addresses these Requirements

System growth and investment protection is achieved by upgrading single or dual processor sytsems to quad processing power. Binary-compatibility and a fully scalable operating system with System V.4 adherence also contribute to investment protection.

Service and support is available through DGC's worldwide service organization. Our multi-level training and systems integration expertise are in place to address your needs for comprehensive support services.

Slide 8. AViiON Packaged Systems for Large Scale Processing: AV 7000

The AV 7000 package includes a 117 Dhrystone MIPS performance 4 processor system and is comprised of 25 MHZ Motorola 88100 CPUs, with 512KB of on boards cache memory.

This system is available in office packaging and includes many components needed for high performance. It has a memory capacity to 512MB and includes both a SCSI-based disk array subsystem and an uninterruptible power supply in some models.

We'll discuss in more detail the disk array technology in a few minutes. But, major features of the array include a 9U VME bus IOP and a CSS2 or CSS2/DC chassis with 5 disks configured as an array. In the 7000, two IOP's can be configured with a maximum configuration of 24GB of data storage in six array chassis.

Our objective for offering packaged systems with high availability features is to provide all of the hardware and software products that allow you quick recovery in the event of system failure. While the AV 7000 does give you some HA features, the AV 8000 was specifically packaged for enhanced high availability.

Slide 9. AViiON Packaged Systems for Large Scale Processing: AV 8000

The AV 8000 packaged system offers many high availability features in a standard rackmount chassis. It was designed to provide the components that allow customers quick recovery from any hardware failures. With the AV 8000 20 slot chassis, AViiON systems can now be configured such that no single hardware failure will cause extensive downtime. It is a fast recovery system for customers requiring near continuous availability of system resources.

The AV 8000 also includes the high performance 4-processor system, the high availability disk array subsystem (and an uninterruptible power supply in some models). The system supports a memory capacity to 768 MB and is capable of high performance processing up to 117 MIPS. It is mounted in a 20 slot chassis for maximum configurability.

Again, more on the disk array technology in a few minutes but let's discuss the high availability features of this system now. The high availability disk array cabinet can be dual ported to two of these 8000 (or 6200 rackmount) systems so that no single point of failure can prevent quick recovery after a system failure. The array has repair-under-power and redundancy features; if the array or one of the systems fails, the DG/UX operating system is equipped to to switch to a "failure" scenario to handle recovery automatically on the surviving system.

The uninterruptible power supply is built to sense low power states and initiate controlled shutdown of the operating system in the event of power failures or lost power integrity.

The DG/UX 4.4 operating system is tailored to support large, highly available AViiON systems. Features such as disk mirroring and disk array handling ensure maximum disk availability and integrity. Faster system booting and automatic rebooting, as well as the fast recovery file system provides fast accurate recovery and

eliminate traditional UNIX requirements to run special utilities to guarantee data integrity.

Other DG/UX features, such as communications controller online restart, automatic dump to tape after system failure, and a host of commercial functionality contribute to the high availability features of these AViiON systems.

Slide 10. AViiON Systems for High Performance: AV 6240, 5240

In addition to offering high availability packaged systems, we continue a long standing tradition of protecting our current customers' investments and giving new customers maximum flexibility in choosing a system that meets their requirements.

The high performance quad processor board is also available as an upgrade to our AV 6200 and AV 5200 systems. With this upgrade, they are known as AV 6240 and AV 5240. Offered as a rackmount and office desk-side package respectively, the 6200 and 5200 can now be upgraded to offer the same high performance as the 8000 and 7000. Memory ranges from 512 maximum on the 5200 to 768 MB on the Additional disk storage is also supported with the ability to add the high availability disk arrays to these systems. The 6200 is also available with the 20 slot chassis (standard in the 8000) to support large disk and memory configurations. Easy-to-order high availability components (including disk array and uninterruptible power supply) are available as add-ons to the 5200 and 6200 AViiON systems.

Slide 11. High Availability Disk Array Subsystem (HADA)

The High Availability Disk Array subsystem provides the perfect complement to high-performance AViiON 6000 and 8000 series systems. Its high performance I/O capability provide a level of data access that is balanced to the high-performance characteristics of the quad-processor 6000 and 8000 systems. In addition, the HADA subsystem can be configured in a variety of ways to provide standard data storage or totally redundant storage offering 100% availability of the data to host systems. Redundancy options include:

Multiple power systems
Multiple cooling systems
Multiple SCSI interfaces
Dual porting to host interfaces
Multiple 5 1/4 inch disk drives

Up to 30 drives can be configured per subsystem giving 30GB of storage. Two redundancy options are available with the disk drives. Drives can be allocated in redundant pairs for traditional disk mirroring or groups of 5 drives (called stripes) can be selected for RAID level 5 redundancy (discussed in next slide).

Slide 12. Redundant Array of Inexpensive Disks (RAID)

RAID technology uses groups of inexpensive disk drives to provide high capacity storage, and a variety of redundancy options. The use of multiple inexpensive components compared to single large capacity drives offers the advantages of multi-spindle access for better performance in high transaction-rate environments and low spare and replacement cost when physical disk failures occur. It also provides new techniques for maintaining redundancy of data in the case of physical disk failure. With RAID level 5, data is written across 5 physical units along with parity information that can be used to re-construct lost data in the case of a drive failure. Compared to mirroring which requires a duplicate

drive and totally duplicates data from the primary drive, RAID5 only requires 20% of total storage to store parity information necessary to re-construct lost data. This means that a user does not need to spend 100% more for a second drive, but only 20% more to add a 5th drive to the 4 drive set. It also means the spare physical drives can be smaller and less expensive for immediate replacement in case of failure. Our HADA systems are designed for "repair under power" so that a failed unit can be replaced while the application continues to run. The new drive will be "re-constructed" automatically to restore full redundancy in that stripe.

Slide 13. HADA

This is a picture of the HADA subsystem. With standard rack mounting, the subsystem complements 6000 and 8000 series packaging. Note the availability of up to 2 tape backup units within the housing as well. This allows file backup to tape without configuring separate tape units and controllers in the host system.

Slide 14. CSS2, CSS2/DC Disk Array Subsystems

Disk array capability is also available for 5200 and 7000 series systems. Housed in the CSS2 rackmount or CSS2/DC stand-alone unit, 5 drives can be configured for RAID5 or mirrored redundancy. One set of 5 drives can be supported on the 5200,7000 series while up to 3 can be supported on the 6000,8000 series. This packaging offers a low-cost alternative to the HADA where 100% redundancy of power, buses, and cooling within the subsystem is not required.

Slide 15. DG/UX for RISC Systems

One of the design goals for DG/UX was to implement all of the relevant UNIX standards. These standards include:

- o AT&T System V.4 adherence
- o System V interface definition as defined by the second issue of the SVID and as tested by the System V Verification Test Suite. Meets both V.4 and V.3
- o Berkeley 4.3 system calls and relevant libraries and commands
- o POSIX standards first the P1003.1 system call interface definition and later all of the POSIX standards for real-time, security, shell and tools
- O US Federal Information
 Processing Standards which are
 really tied to definitions of
 the POSIX standards
- o 88000 Binary Compatibility Standard (BCS) which insures that we can run shrink wrap applications for 88k systems
- o 88000 Object Compatibility
 Standard which is an extension
 to the BCS and allows us to
 build products that are
 libraries rather than
 executables, so participating
 88k developers can build
 graphics libraries, math
 libraries, signal processing
 libraries, etc. which can be
 bound and used together on
 target systems.

Other relevant standards are the C language as defined by the ANSI X3J11 committee; X-Windows version 11 Release 4, a defacto standard for windowing; and the Open Network Computing standards from Sun, commonly referred to as NFS.

Slide 16. DG/UX for RISC Systems

- In addition to complying with all relevant standards, DG/UX has a significant number of value-added features. First, fully-symmetric multi-processing guarantees an upward growth path for additional processing power that allows you to go from a single processor to a multiprocessor configuration without changing the application at all.
- Another part of our added value is in the design of our file system. While it looks like an ordinary UNIX file system to the programmer and the system administrator, it's much more robust, and it's designed to maximize data security so that if the system fails, no data is lost and recovery time is minimal.
- The advanced scheduler maximizes the throughput and responsiveness of the system, especially when the user count increases in very large scale systems.
- As with the first two features discussed, symmetric multiprocessing and the file system, the scheduler is absolutely transparent to applications. This means that no system administration commands are required to manage this facility.
- DG/UX kernel support and advanced error reporting features allow us to provide extended error codes which make error messages more meaningful to the user and simplify the debugging process.
- DG/UX simplifies system administration by providing a single operating system that supports all devices and by offering both single and multi-cpu support.
- We have maximized the number of applications available to users by embracing the 88open BCS. And we have the only RISC microprocessor capable of delivering 117 MIPS on a single 9U board today.

Slide 17. AViiON Family Chart

We've discussed the large scale AViiON systems; let's now take a look at the entire line and what makes AViiON the most competitive and compatible open systems offering in the industry today.

We'll review the rest of the multi-user systems and servers as well as the desktop alternatives.

Slide 18. AViiON Systems/Servers

AViiON offers a complete range of high performance multiuser systems and servers designed to meet your size and performance needs.

Because the AViiON family is based on the Motorola 88000, Data General can offer a product line that not only supports binary compatibility of applications across the entire AViiON range but also across other 88K vendors systems as well.

To take advantage of industry peripheral development and to provide interoperability in a multi-vendor environment, the AViiON family of systems supports industry-standard peripherals, industry-standard communications, and run on the advanced DG/UX operating system.

Slide 19. AViiON Systems/Servers Chart

- The AViiON system/server family provides a full complement of systems offering price and configuration options suitable for a wide range of multi-user or server applications.
- Packaging options include Deskside, Office, or Rackmount.
- With prices starting under \$13,000 and performance extending to 117 MIPS, the AViiON family provides the broadest range of high-performance standards-based RISC systems in the market today.

Slide 20. AViiON Desktop Alternatives

Data General offers freedom of choice on the desktop with sophisticated integration of Unix workstations, MS DOS PCs, Apple Macintosh systems, X terminals, and timesharing terminals as well as connectivity with IBM systems.

With connections using Novell Netware, TCP/IP, and NFS, integration of business applications and database processing as well as access to graphic applications is a business processing option.

Slide 21. AViiON Workstations

Let's talk a little about the AViiON workstation line.

We offer an extensive family of powerful RISC workstations. The standards-based workstations feature a highly integrated single board system providing state of the art design and technology while delivering the performance and functionality of mid-range workstation at PC prices. And, they're binary-compatible with our complete line of servers.

Slide 22. AViiON Workstation Chart

The workstation line ranges from an entry level desktop system to a powerful mid-range deskside AV 400 family workstation.

The entry level AV 100 offers a 19 MIPS CPU in desktop packaging at the lowest price in the industry today - \$3995.

Maximum memory in the workstation ranges from 8MB to 128 MB with maximum disk capacity to 7 MB. Most of the workstations offer support for serial ports with the deskside models also offering parallel port support.

Slide 23. AViiON Communications

Connectivity is always a requirement in large scale business processing.

DG offers comprehensive enterprise level connectivity. This means customers have the maximum flexibility in integrating with existing networks with ease of access to existing applications and data.

Industry standards such as ISO are an important component of DG's AViiON communications strategy. De facto standards such as TCP/IP, BSC, and SNA are also available. File and print serving, terminal emulation and RPCs for distributing applications and data are easily accomplished with high performance LAN and WAN connections.

Slide 24. AViiON Commercial Strengths

As you've seen, AViiON system can meet your business requirements today. We offer high performance, open, scalable multiuser systems and servers to meet your business processing needs.

We've had and will continue our proven history of technical innovation using powerful Motorola 88K RISC, adhering to standards, offering symmetric multiprocessing, and making our system more highly available and reliable across the board.

Our DG/UX operating system has been designed for reliability while offering the best in class features your business requires, including the DG/UX file system, designed for large scale processing, data integrity, and faster recovery, while adhering to the latest standards. We also offer B1, C2 security packages, compliant with established security standards.

Slide 25. AViiON Commercial Strengths

We offer a full range of desktop alternatives, giving you the freedom of choice on your office desktop. We realize it's important to retain your investments and to protect your employees' productivity in business and not be forced to change workstations being used for your business processing.

Our adherance to standards has enabled us to offer access to over 1000 ported software applications.

And, with over 20 years of systems integration experience and a worldwide service and support organization, we're equipped to support your business processing needs.

Slide 26. Closing slide

Data General AViiON is poised to meet your business needs throughout the 90's.

DG builds reliable hardware. AViiON offers fully scalable industry standard platforms with a range of price/performance. AViiON is best in class; our superior Unix technology and our capability for delivering systems solutions is the result of our longstanding history of technical innovation.

As a mature company with over 20 years experience in the industry, we have the infrastructure for hardware and software support. With custom consulting and systems integration services, as well as training, we can support your business throughout the '90s.

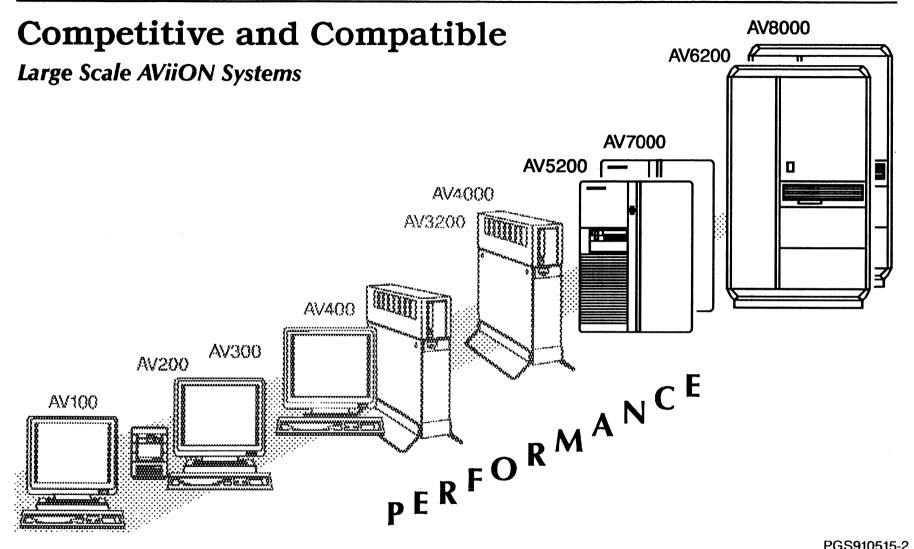
And, DG is continually and aggressively pursuing business partnerships to build systems that meet your business needs. We have a significant commitment to open systems and to our customers and believe our strategy for large scale open systems processing is more comprehensive than any vendor's to meet your requirements throughout the '90's.

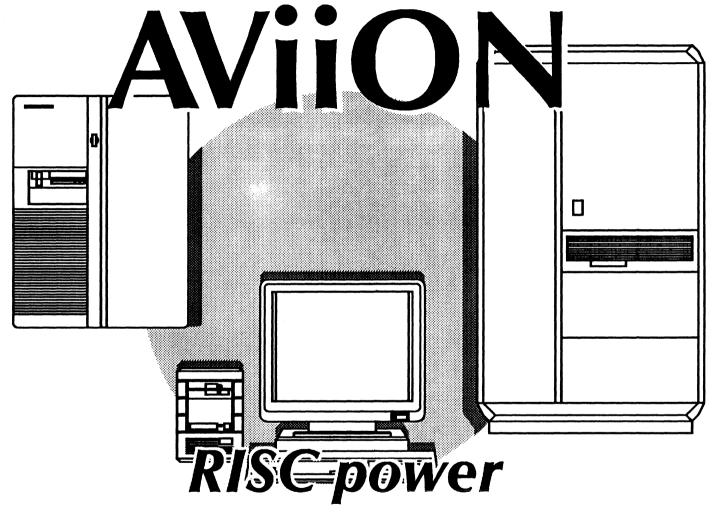
AVION

Strategy for Large Scale Business Processing

1-DataGeneral

DGC Open Systems





with a commitment to standards

Customer Requirements for Business Today

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- Best value for price
- Options to address business issues
- Scalable solutions for growth
- Performance
- Capability to achieve optimum productivity
- Reliable access to information resources

AViiON Open Systems Address These Requirements

What are Customer Requirements for Large Scale Business Processing?

- High performance and throughput
- High capacity disk and memory
- High availability of data and applications
 - Access to mission critical applications
- Protection of current investments through adherence to open systems standards
- Comprehensive service and support

What are Customer Requirements for Large Scale Business Processing?

AViiON Addresses these Requirements:

- High performance and throughput
 - 4 processor 117 MIPS system
 - High speed disk array technology
 - Peak performance at 400 I/Os per second
- High capacity disk and memory
- High capacity main memory up to 768 MB
 - Large capacity disk array and memory
- High availability of data and applications
 - 100% available disk array technology
 - Operating system enhancements
 - Recovery within 15 minutes in the event of failure
- Security features
 - B1, C2 compliant

What are Customer Requirements for Large Scale Business Processing?

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AViiON Addresses these Requirements:

- Protection of current investments through adherence to open systems
 - 4 processor upgrade capability
 - Binary compatible open systems with System V release 4 adherence
- Comprehensive service and support
 - Worldwide service and support
 - Training
 - Systems integration expertise

AV7000 Packaged Systems for Large Scale Business Processing

- Office packaging
- High performance quad processor system on single 9U VME bus format processor board
 - Performance to 117 MIPS
 - 25 MHz 88100 CPUs
 - 512 KB cache memory
- Memory capacity to 512 MB
- CSS2, CSS2/DC disk array subsystem
 - 9U VME bus IOP
 - CSS2 or CSS2/DC chassis with 5 disk array max.
- Uninterruptible power supply
 - Total power solution
 - Protection, conditioning, and distribution of power

AV8000 High Availability Systems for Large Scale Business Processing

- Rackmount packaging
 - 20 slots for maximum flexibility
- High performance quad processor system on single 9U VME bus format board
 - Performance to 117 MIPS
 - 25 MHz 88100 CPUs
 - 512 KB cache memory
- Memory capacity to 768 MB
- HADA disk array subsystem
 - Disk cabinet is configurable to be 100% available
 - 30 disks in a single cabinet to 30GB capacity
 - Repair-under-power
- Uninterruptible power supply
 - Total power solution
 - Protection, conditioning, and distribution of power

AViiON Systems Designed for High Performance Processing

AV6200-40, AV5200-40

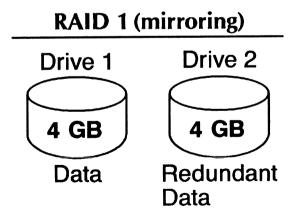
- Field upgrades for 6200, 5200 AViiON systems
- CPU and memory
 - Performance to 117 MIPS
 - Single 9U VME board with 4 x 25 MHz 88100 CPUs
 - 512 KB cache memory
 - 512 to 768 MB memory maximum
- Disk capacity
 - 113 GB total
 - 60 GB with disk arrays
- Office packaged (5200 series), or
- Rackmount (6200 series)
 - 10 or 20 slot chassis

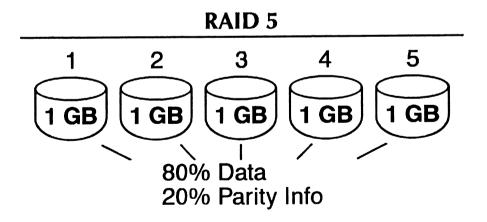
High Availability Disk Array Subsystem (HADA)

- Supported on 6000 series and 8000 series
- High performance access to data
 - Peak performance at 400 I/Os per second
- Configuration flexibility
 - Standard high speed device
 - Redunant:
 - -- Power
 - -- Cooling
 - -- Buses
 - -- Interfaces
 - -- Drives
 - Up to 30 drives/subsystems (30 GB)
- Available in RAID 1 (mirroring) or RAID 5 configurations

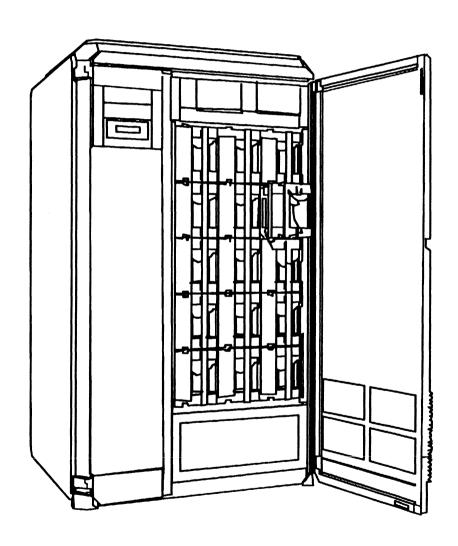
Redundant Array of Inexpensive Disks (RAID)

- Large storage capacity with inexpensive components
- Redundancy with minimum additional storage cost
 - RAID 1 (mirroring) = 100% additional storage cost
 - RAID 5 = 25% additional storage cost



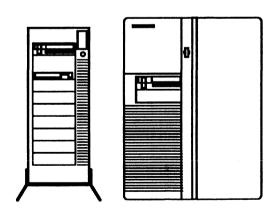


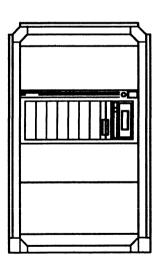
HADA



CSS2, CSS2/DC Disk Array Subsystems

- SCSI-based array for up to 5 drives
- Rackmount or stand-alone cabinet
- Supported on AV5200, AV7000, AV6200 and AV8000 series
 - 1 subsystem on 5200 & 7000 series
 - Up to 3 on 6200 & 8000 series
- RAID 5 or RAI 1 (mirroring)





DG/UX for RISC Systems

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Industry-Standard UNIX Operating System; Compliant with:

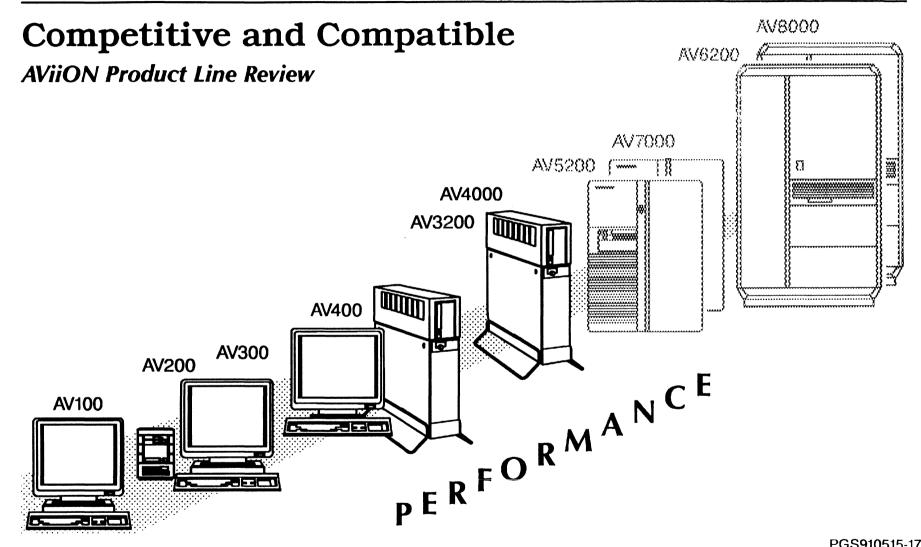
- AT&T System V release 4
- SVID 2 (AT&T V.3 compatibility)
- SVVS
- POSIX (IEEE P1003.1)
- FIPS POSIX
- 88open Binary Compatibility Standard (BCS)
- 88open Object Compatibility Standard (OCS)
- X Windows Version 11 release 4.0
- ONC™/NFS 4.0
- OSF/Motif

DG/UX for RISC Systems

Advanced UNIX Features Enhance Business Appeal without Compromising Standards:

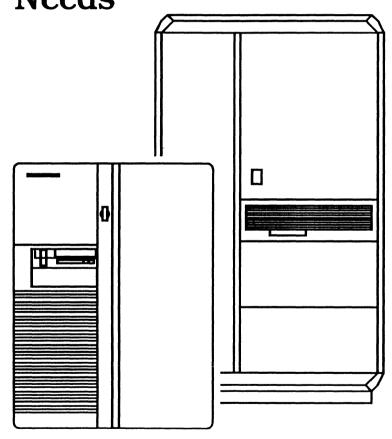
- Fully symmetric multiprocessing for scalable growth
- Highly available file system for file security, fast recovery
- Advanced scheduler for greater thoughput and best response
- Advanced error reporting for ease of use, optimum productivity
- Single kernel supports entire server line, workstations, timesharing and X Terminals
- Application support through standards
- Industry leading 88K RISC platform for maximum performance

DGC Open Systems



AVIION Systems/Servers

Complete Range of High Performance Multiuser Systems and Servers to Meet Size/Performance Needs



- Motorola 88K RISC-based architecture
- Available in 1, 2, and 4 processor configurations
- Binary compatibility
- Industry standard peripherals
- Industry standard communications
- Advanced UNIX operating system

AViiON Systems/Servers

	AV3200	AV4000	PGS910515-19 AV4100
Packaging	Deskside	Deskside	Deskside
MIPS	19	19-38	23-46
Main Memory (MB)	16	128	128
Max. Disk (GB)	1.3	6	6
VME Slots	1	2	2
Async Connects	18	257	257

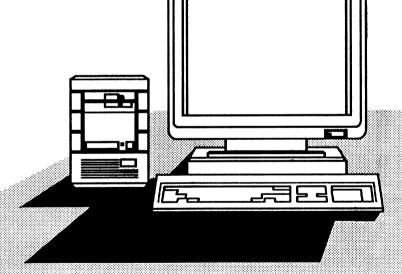
AViiON Desktop Alternatives

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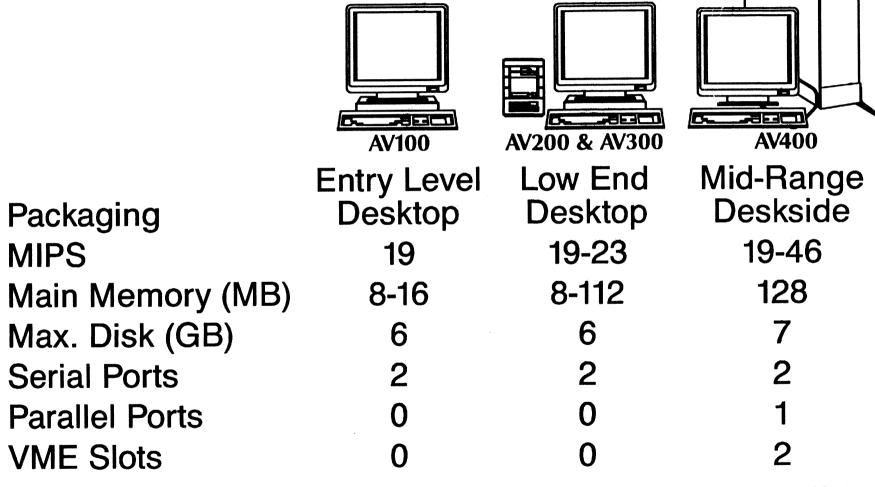
Freedom of Choice on the Desktop with Sophisticated Integration of UNIX, MS-DOS, Macintosh, and IBM Environments

- Workstations
- PCs
- X terminals
- Timesharing terminals

- Motorola 88K RISC-based technology
- High performance open architecture desktop system
- Delivers the performance and functionality of a mid-range workstation at PC prices
- Fully integrated single board system



AViiON Workstation Systems



AViiON Communications

Comprehensive Enterprise Level Connectivity Offering Easy Access to Existing Applications and Data

- High performance LAN and WAN connections
- Integration with business applications and databases
- Integration of UNIX, MS-DOS, Macintosh, and IBM systems using ISO, SNA, and traditional UNIX protocols
- Terminal emulation
- File transfer and serving
- RPCs for distributing applications and data
- Market data feeds for financial industries

Why Data General?

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AViiON Commercial Strengths

- High performance, open, scalable multiuser systems/servers
- Proven history of technical innovation
 - Based on powerful Motorola 88K RISC
 - Binary compatibility standards
 - Symmetric multiprocessing
 - Highly available and reliable
- DG/UX designed for reliability with business features
 - Enhanced file system
 - Data integrity
 - Fast file recovery

Why Data General?

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AViiON Commercial Strengths (continued)

- Desktop alternatives
- Application access
- Focused solutions in targeted markets
- Systems integration expertise
- Worldwide sales and service organization

Data General & AViiON

Meeting Your Business Needs for the 900s

AViiON Systems/Servers

