

BULLETIN

Number 60

October 5, 1987

SUBJECT: MARK 4-to-MARK 4E Upgrade Kit

The new, 32-port MARK 4E system was announced via Bulletin #47, published April 21, 1987. The Bulletin also announced three upgrade kits:

- CPK4000 - Upgrades an Extended MARK 4 to a MARK 4E
- CPK01MB - Upgrades a 512KB MARK 4 to a 1MB Extended MARK 4
- CPK02MB - Upgrades a 512KB MARK 4 to a 2MB Extended MARK 4

Recent engineering changes to the MARK 4E have necessitated modification of the upgrade procedures. The chart on Page 3 contains a simplified overview of the three MARK 4 upgrade options, a detailed description of which follows. The descriptions of the upgrade kits, originally published in Bulletin #47, are listed below.

MARK 4 TO MARK 4E UPGRADE KIT

An upgrade kit is available to allow an installed 1MB or 2MB MARK 4 to be upgraded to a MARK 4E in order to allow additional users to be supported. This kit includes a 16-port PIB, a new 16-port I/O backpanel, cables, plus the installation by POINT 4 of Engineering Change Order #1910 and a new PROM set for the CPU. The upgrade kit PIB will **not** include a Western Digital disk controller, as this "piggyback" board can be removed from the installed MARK 4 PIB and re-installed on the new MARK 4E PIB. The MARK 4 upgrade kit may be ordered as follows:

MARKETING I.D.	DESCRIPTION	SUGGESTED RETAIL PRICE	DISCOUNT SCHEDULE
CPK4000	MARK 4-to-4E upgrade kit	\$3,500	A
	- 16-port PIB (w/o WD cont.)		
	- 16-port I/O backpanel		
	- Cables		
	- ECO #1910*		
	- PROM set for CPU*		
	Less optional trade-in allowance credit for old PIB (w/o WD controller)	- 500	A
		=====	
		\$3,000	A
	* Must be installed by POINT 4		

MARK 4 MEMORY UPGRADE KIT

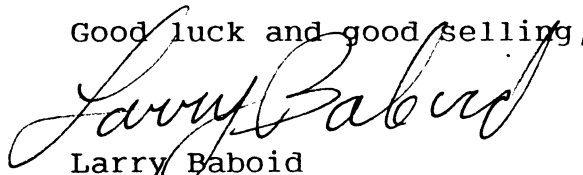
Two kits are available which make it possible to replace a 512KB MARK 4 CPU with either the new 1MB or 2MB Extended MARK 4 CPU. The kits include a new, replacement CPU board plus either a 1MB or 2MB "piggyback" memory board. As with the MARK 4-to-MARK 4E kit, a trade-in allowance credit of \$500 less applicable discount is offered for the CPU and 512KB memory being replaced. The MARK 4 memory upgrade kits may be ordered as follows:

MARKETING I.D.	DESCRIPTION	SUGGESTED RETAIL PRICE	DISCOUNT SCHEDULE
CPK01MB	Kit to upgrade 512KB MARK 4 to 1MB.	\$6,240	A
	Less optional trade-in allowance credit for CPU w/512KB	- 500 =====	A
		\$5,740	A
CPK02MB	Kit to upgrade 512KB MARK 4 to 2MB.	\$7,530	A
	Less optional trade-in allowance credit for CPU w/512KB	- 500 =====	A
		\$7,030	A

The material in this Bulletin describes how you can upgrade your installed MARK 4 end users. You can add more memory, more ports, or both without having to exchange the entire system. By providing your customers with cost-effective, incremental capacity you have another tool in your "VARsenal for Success" to help you succeed in your business.

If you have any questions about the material contained in this Bulletin, please contact your Regional Sales Manager or me.

Good luck and good selling,

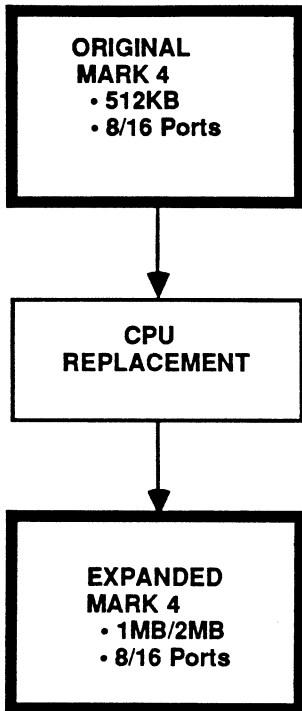


Larry Baboid
Director of Marketing

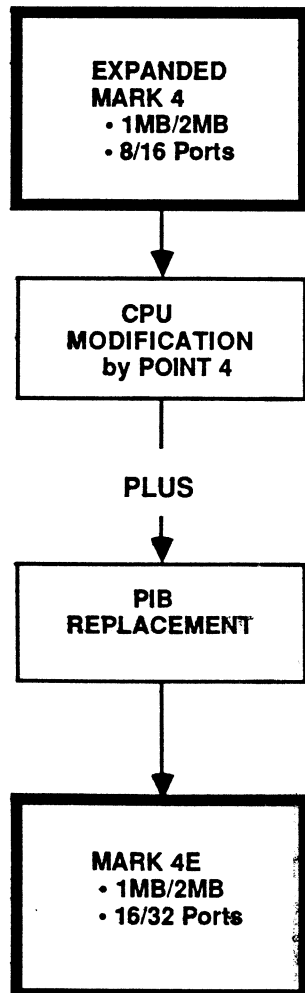
Attachments

MARK 4 to 4E UPGRADES

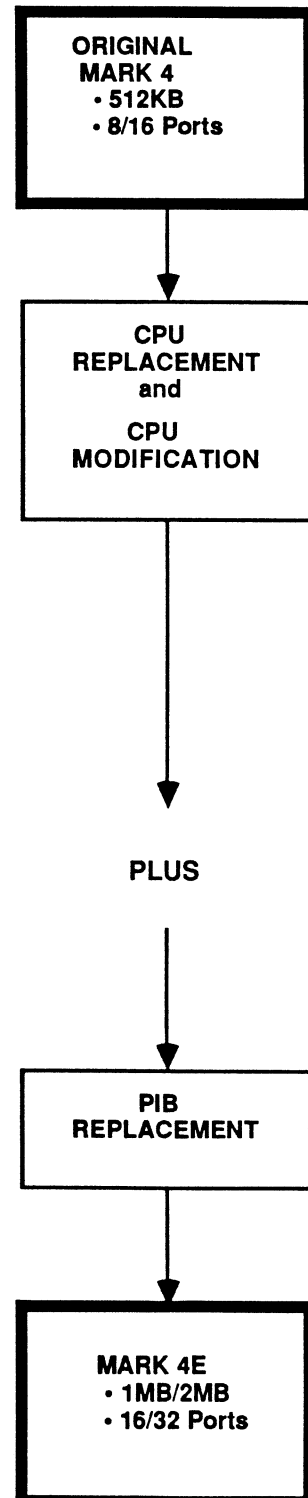
OPTION #1



OPTION #2



OPTION #3



- **OPTION #1** - Upgrade an **original MARK 4**, with 512KB of memory and up to 16 ports, to a new **Expanded MARK 4**, with 1MB or 2MB of memory and up to 16 ports. Replacement of the CPU board and 512KB memory board is required.

- Order CPK01MB to replace a 512KB MARK 4 CPU with an Expanded MARK 4 CPU with 1MB of memory.

OR

- Order CPK02MB to replace a 512KB MARK 4 CPU with an Expanded MARK 4 CPU with 2MB of memory.

- Replace the installed CPU and memory board with the new CPU and memory boards contained in the upgrade kit.

- If desired, return the old CPU board and 512KB memory board to POINT 4 to claim the \$500 trade-in allowance.

- Send the boards to POINT 4 to the attention of Ginette Atwood.

- Include a copy of the POINT 4 Sales Order Acknowledgement or Invoice for CPK0xMB.

- A credit of \$500, less applicable discount, will be applied to your account.

- **OPTION #2** - Upgrade an **Expanded MARK 4**, with 1MB or 2MB of memory and up to 16 ports, to a **MARK 4E**, with 1MB or 2MB of memory and up to 32 ports. The CPU board must be modified via installation of ECO #1910 and the peripheral interface board (PIB) must be replaced. Installation of ECO #1910 **MUST** be performed by POINT 4. IRIS R9.1A and SMbasic R1.9, if applicable, are required.

- Order CPK4000, which contains the new MARK 4E PIB and the new MARK 4E backpanel containing RJ-45 workstation connectors.

- Order CPU modification ECO #1910 which upgrades the existing Extended MARK 4 CPU board to a MARK 4E CPU.

- Order IRIS R9.1A or later and SMbasic R1.9 or later if applicable. (Please see notes 4 and 5).

- Order DCF4160 (\$3,000 less applicable discount) if an additional 16 ports (32 ports total) are required.

- Order DCF4050 (\$400 less applicable discount) if a Bisync port is required.
- Installation of ECO #1910 must be performed by POINT 4 and requires that the installed CPU board be sent to POINT 4 for the upgrade.
- POINT 4 will provide the loan of a MARK 4E CPU on a temporary basis while the existing Extended MARK 4 CPU is being modified with ECO #1910.
- When placing the order for CPK4000 and ECO #1910, please provide the Sales Administrator with the assembly number and serial number of the CPU board which will be sent to POINT 4 for the installation of ECO #1910.
- The Sales Administrator will, in return, provide two Return Authorization (RA) numbers. The RA #s authorize shipment of the CPU on temporary loan as well as acceptance of the existing CPU for installation of the ECO. One RA # MUST accompany the CPU sent to POINT 4 for installation of the ECO and the other RA # MUST accompany the CPU on temporary loan when it is returned to POINT 4.
- When the order is complete, POINT 4 will ship the PIB and back panel replacement kit (CPK4000) and the MARK 4E CPU board being temporarily loaned.
- Remove the WD disk controller from the old PIB and install it on the new PIB.
- Install the PIB and backpanel upgrade kit and the temporary MARK 4E CPU board. (Please see Note #1, below).
- Send the Expanded MARK 4 CPU, temporarily replaced by the on-loan board, to POINT 4 for installation of ECO #1910. Ensure that the board is tagged with appropriate RA # obtained above.
- POINT 4 will install ECO #1910 and the new PROMS on the CPU, test the board, run the board through the burn-in cycle, and return it to the sender free of charge.
- When the original CPU board, now updated to run as a MARK 4E CPU, is received, replace the on-loan board and return it to POINT 4. Please ensure that the board is tagged with the appropriate RA # obtained above.

- If the on-loan CPU board is not returned within:
 - 30 days of shipment from POINT 4 for North American VARs
 - 60 days of shipment from POINT 4 for International VARs

an invoice will be issued for the MARK 4E CPU board in the amount listed in the Spare Parts Catalog, less any applicable discount.
- If desired, return the old MARK 4 PIB, replaced by CPK4000, to POINT 4 to receive a \$500 trade-in allowance.
 - Send the PIB to POINT 4 to the attention of Ginette Atwood.
 - Include a copy of the POINT 4 Sales Order Acknowledgement or Invoice for CPK4000 with the PIB.
 - A credit of \$500, less applicable discount, will be applied to your account.
- **OPTION #3** - Upgrade of an original MARK 4, with 512KB of memory and up to 16 ports, to a MARK 4E, with 1MB or 2MB of memory and up to 32 ports. The CPU board and 512KB memory board and PIB board must be replaced; ECO #1910 will be installed on the replacement CPU board prior to shipment from POINT 4.

- Order CPK01MB to replace a 512KB MARK 4 CPU with an Extended MARK 4 CPU with 1MB of memory.

OR

- Order CPK02MB to replace a 512KB MARK 4 CPU with an Extended MARK 4 CPU with 2MB of memory.
- Order ECO #1910 to convert the Extended MARK 4 CPU ordered above into a MARK 4E CPU.
- Order IRIS R9.1A or later and SMbasic R1.9 or later if applicable. (Please see Notes 4 and 5).
- Order DCF4160 (\$3,000 less applicable discount) if an additional 16 ports (32 ports total) are required.
- Order DCF4050 (\$400 less applicable discount) if a Bisync port is required.

- At the time the order is placed, please specify to the Sales Administrator that ECO #1910 and the CPU PROMS be installed on the Extended MARK 4 CPU board contained in CPK0xMB prior to shipment. Otherwise the orders for the ECO and the upgrade kits will be assumed to be for separate systems.
- Order CPK4000, which contains the new MARK 4E PIB and the new MARK 4E backpanel containing RJ-45 workstation connectors.
- When the shipment arrives, install the new MARK 4E CPU and memory, the new PIB, and the new RJ-45 workstation connector backpanel. (Please see Note #1, below).
- Remove the WD disk controller from the old PIB and install it on the new PIB.
- If desired, return the old MARK 4 CPU with its 512KB memory board and return the old MARK 4 PIB board to POINT 4 to receive a \$500 trade-in allowance for each.
 - Send the board(s) to POINT 4 to the attention of Ginette Atwood.
 - Include a copy of the POINT 4 Sales Order Acknowledgement or Invoice for CPK0xMB and/or CPK4000 with the board(s).
 - A credit of \$500, less applicable discount, will be applied to your account for each MARK 4 CPU with 512KB and each MARK 4 PIB so returned.

NOTES:

- 1) When upgrading a MARK 4 to a MARK 4E, the I/O backpanel containing the 25-pin connectors for the workstation cables will be replaced. The new backpanel will contain RJ-45 telephone-style jacks. The 25-pin connectors at the MARK 4 end of each of the installed workstations will have to be replaced by RJ-45 connectors.
- 2) A MARK 4E CPU, whether shipped new from POINT 4 or as the result of the installation of ECO #1910, is designed to work ONLY with a MARK 4E PIB. Likewise, a MARK 4E PIB can ONLY work with a MARK 4E CPU. If a MARK 4 board (CPU or PIB) is installed along with a MARK 4E board (PIB or CPU) the results are unspecified.

- 3) For spare parts purposes, MARK 4E boards should only be replaced with other MARK 4E spares when failures occur. MARK 4 boards should only be replaced with other MARK 4 spares. However, MARK 4E spares may be used in a MARK 4 providing the CPU and PIB boards are BOTH replaced. MARK 4 spares may be used in a MARK 4E providing the CPU and PIB boards are BOTH replaced and the diminished capacity of the system is recognized (512KB memory and 16 ports maximum).
- 4) IRIS 9.1A or later is required for the proper operation of the MARK 4E system. The system being upgraded to a MARK 4E must also be upgraded to R9.1A, if not already on that release of IRIS.
- 5) For SMbasic systems, the requirement for IRIS 9.1A also means SMbasic 1.9 or later is required. Systems running SMbasic R1.7 or R1.8 must upgrade IRIS to R9.1A and SMbasic to R1.9.
- 6) The serial port expansion boards for the MARK 4 and the MARK 4E are intended to work only with their respective systems. The 8-port MARK 4 port expansion board can not be installed on a MARK 4E PIB to yield 24 ports. Similarly, the 16-port MARK 4E port expansion board can not be installed on a MARK 4 PIB.
- 7) The memory boards used on all three types of MARK 4 systems (original MARK 4, Extended MARK 4, and MARK 4E) may be interchanged with one another, keeping in mind the capacity restrictions. If a 512KB memory board is temporarily used to substitute for a 1MB or 2MB board, the system is obviously restricted to 512KB. If a 1MB or 2MB board is used as a replacement on a 512KB system, only 512KB will be supported by the CPU.

BULLETIN

Number 65

October 5, 1987

SUBJECT: MARK 5E Announcement

I am pleased to announce the addition of the MARK 5E to the POINT 4 product line. The MARK 5E is a 6.25 Million Instructions Per Second Central Processing Unit with a 160 nanosecond cycle time and 128KB of memory packaged on a 15-inch square board.

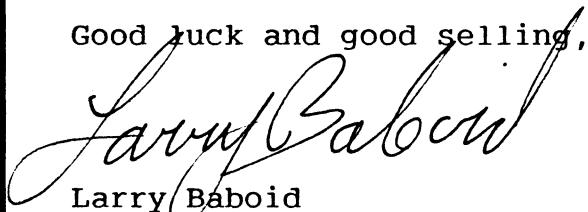
The MARK 5E offers two-and-a-half times faster instruction execution speed than the MARK 5 with a suggested retail price of only \$6,500. It is fully compatible with the existing MARK 5 chassis and power supply as well as the MARK 6/12 chassis and power supply with the single exception that Battery Backup is NOT supported by the MARK 5E. It is fully supported for use with LOTUS Cache Memory, LOTUS peripheral controllers, and the Mighty MUX DMA Multiplexer. The product has been tested and is compatible with R8.x and R9.x of IRIS. The MARK 5E is ideally suited as an economical upgrade to MARK 5 installations which need more power, more users, or both. And, best of all, the upgrade of a MARK 5 to a MARK 5E is a simple board swap. All that is required is a POINT 4-supplied operating system patch to time-critical code to adjust to the faster CPU and Version 2.0 of the Mighty Mux Diagnostics.

The MARK 5E is available for immediate delivery and may be ordered as follows:

MARKETING I.D.	DESCRIPTION	SUGGESTED RETAIL PRICE	DISCOUNT SCHEDULE
CPU5550	MARK 5E Central Processing Unit, 160nsec Cycle, 128KB Main Memory, Self-test Diagnostics, packaged on single 15-inch by 15-inch Board.	\$6,500	A

The MARK 5E is another tool in your POINT 4 "VARsenal for Success," one which can help you capture MARK 5 upgrade business. And it's business which is simple, quick, easy, and profitable. If you have any questions about the MARK 5E please contact your Regional Sales Manager, or me.

Good luck and good selling,



Larry Baboid
Director of Marketing

LCB/th



October 5, 1987

Dear POINT 4 Value Added Reseller,

As part of POINT 4's continuing program of product line enhancements, I am pleased to introduce the following announcements:

- New Winchester Disk Drives
- New MARK 2E Disk Drives and Prices
- New MARK 4E Configurations, Disks, and Prices
- MARK 4-to-MARK 4E System Upgrades
- MARK 2 Discontinued
- Price Reduction For Electronic Office System on MARK 2E
- IRIS Revision 9.1.1 and Smbasic Revision 1.9.1
- Pico-N Exchange Program
- MARK 5E Announcement

After reviewing the enclosed Bulletins I am confident you will agree that the new hardware, software, and prices combine to provide you a product line with the most competitive price-performance characteristics yet. They unite to equip you for a fast start in the fourth quarter of 1987.

Please review the material in the enclosed Bulletins carefully. If you have any questions about their contents please contact your Regional Sales Manager, or me.

Good luck and good selling,



Lawrence C. Baboid
Director of Marketing

LCB/th



BULLETIN

Number 64

October 5, 1987

SUBJECT: Pico-N Exchange Program

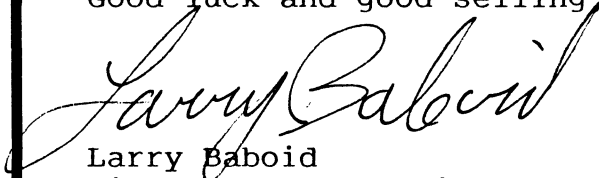
With the announcement of the MARK 2E POINT 4 introduced a new Pico-N. The new Pico-N, intended expressly for use with the MARK 2E, is physically smaller than the standard Pico-N but functionally identical.

From time to time it becomes necessary to return an installed Pico-N in order to have a new key encoded. In practice, POINT 4 ships a new Pico-N with the appropriate keys and the VAR replaces the installed Pico-N with the new. The VAR is invoiced for the full amount of the new Pico-N then returns the old Pico-N within 60 days for credit. The net amount thus invoiced is the sum for the new keys only.

Please note that POINT 4 policy is to allow exchanges only between like Pico-Ns. Miniature MARK 2E Pico-Ns may only be exchanged for other miniature MARK 2E Pico-Ns; the larger, standard Pico-Ns employed on all other systems may only be exchanged for other standard Pico-Ns.

In order to facilitate placing your order for the correct Pico-N, please inform your Sales Administrator of the type of Pico-N being exchanged. The Marketing Identifiers listed on the opposite side of this Bulletin may be used to distinguish among Pico-Ns and will be placed in the next edition of POINT 4's Products and Services Catalog.

Good luck and good selling



Larry Baboid
Director of Marketing

LCB/th

MARKETING

SUGGESTED DISCOUNT
RETAIL PRICE SCHEDULE

I.D. DESCRIPTION

PICO-N DEVICES*

**Furnished with IRIS License but
remains the property of POINT 4.**

QPN0010	PICO-N, #499, includes Documentation for R8.x of IRIS	N/C
QPN0020	PICO-N #499, includes Documentation for R9.x of IRIS	N/C
QPN0030	PICO-N, R9, for use with MARK 2E only	N/C
QPN0100	PICO-N Customer Application Key	\$20/ea.

*** These prices are not discountable**

BULLETIN

Number 63

October 5, 1987

SUBJECT: IRIS Revision 9.1.1 and SMbasic Revision 1.9.1

POINT 4 Data Corporation is pleased to announce the release of Revision 9.1.1 of the IRIS Operating System. The chief purpose of R9.1.1 is to provide support for the new MiniScribe 6053 and 6085 disk drives (53MB and 85MB respectively), now available for use with MARK 2E and MARK 4E systems. (Please refer to Bulletins #57, #58, and #59 for additional information.)

Accompanying IRIS Release 9.1.1 is SMbasic release 1.9.1, providing support for the above products on those systems running SMbasic software applications.

IRIS revision 9.1.1 and SMbasic 1.9.1 are available for immediate delivery. Please contact your Regional Sales Administrator to order the new software products. If you have any questions regarding the information in this Bulletin, please contact your Regional Sales Manager or me.

Regards,



Floyd Atwood
Product Marketing Consultant

FEA/th

