








*Introducing . . .*

***Digital's new Venturis  
575/590/5100 Series***

***“Pentium power, pure and simple”***

# Agenda

-  **May 1, 1995 Desktop Announcement**
-  **Product Specifications/Models**
-  **Pricing**
-  **Key Selling Points**
-  **Key Competitive Advantages**
-  **Marketing Strategy**
-  **Service and Support Plan**

# The Digital Venturis Pentium Series

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 The new Digital Venturis Pentium Series of desktop PCs include:

 Venturis 575

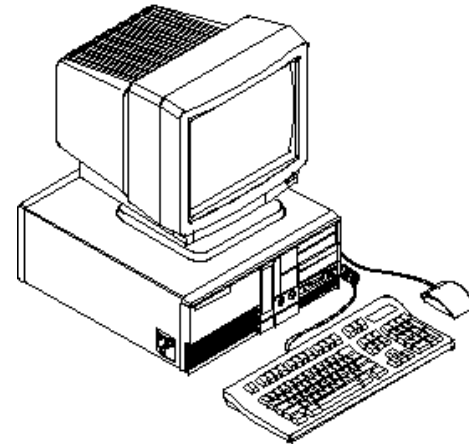
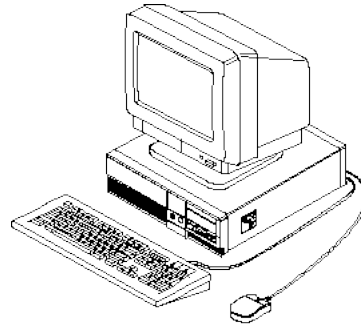
 Venturis 590

 Venturis 5100

 Venturis<sub>FP</sub> 575

 Venturis<sub>FP</sub> 590

 Venturis<sub>FP</sub> 5100



# Venturis 575/590/5100 Feature Specifications

Pentium 75  
Pentium 90  
Pentium 100

- 8MB RAM (standard), expandable to 128MB
- 256KB Write-Back Secondary Cache (standard)
- PCI/ISA Bus Architecture
- Expansion Slots
  - one ISA (full-size), one PCI/ISA (full-size), one PCI (half-size)
- Integrated S3 Trio64-bit Graphics Accelerator w/1MB DRAM (standard), expandable to 2MB graphics DRAM
- 420MB, 845MB, 1.2GB IDE HDDs Models
- Plug and Play Ready
- Slimline Desktop Enclosure
  - one 3.5"x1.0", one 5.25"x1.6", two 3.5"x1.0"
- Enhanced IDE on PCI Local Bus
- Flash System/Video BIOS
- EPA Energy Star compliance and Advanced Power Management
- Multi-level Security
- 100W Power Supply
- Two high speed buffered serial ports, one enhanced parallel port (EPP/ECP), PS-2 style keyboard and mouse ports
- Preinstalled MS-DOS 6.22/Windows for Workgroups 3.11

# Venturis<sup>FP</sup> 575/590/5100

## Feature Specifications

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Pentium 75  
Pentium 90  
Pentium 100

- ☐ **8MB RAM (standard), expandable to 128MB**
- ☐ **256KB Write-Back Secondary Cache (standard)**
- ☐ **PCI/ISA Bus Architecture**
- ☐ **Expansion Slots**
  - ☐ **three ISA (full-size), one PCI/ISA (full-size), one PCI (half-size)**
- ☐ **Integrated S3 Trio64-bit Graphics Accelerator w/1MB DRAM (standard), expandable to 2MB graphics DRAM**
- ☐ **420MB, 845MB, 1.2GB IDE HDDs Models**
- ☐ **Plug and Play Ready**
- ☐ **Full-profile Desktop Enclosures**
  - ☐ **one 3.5"x1.0", two 5.25"x1.6", two 3.5"x1.0"**
- ☐ **Enhanced IDE on PCI Local Bus**
- ☐ **Flash System/Video BIOS**
- ☐ **EPA Energy Star compliance and Advanced Power Management**
- ☐ **Multi-level Security**
- ☐ **200W Power Supply**
- ☐ **Two high speed buffered serial ports, one enhanced parallel port (EPP/ECP), PS-2 style keyboard and mouse ports**
- ☐ **Preinstalled MS-DOS 6.22/Windows for Workgroups 3.11**

# Venturis 575/590/5100 Model 1

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## Model 1 System Configuration

Base System Unit

8MB System Memory (standard)

256Kbyte Secondary Cache (standard)

S3 Trio64 Graphics Accelerator, 1MB video DRAM (standard)

3.5" 1.44MB Diskette Drive

PS/2-style 101-key keyboard

PS/2-style two button mouse

Utility Media Kit

No Operating System

No Hard Disk Drive



# Digital Venturis Line

## Product Line Comparisons

	<b>Venturis 433/450/466/4100</b>	<b>Venturis 575/590/5100</b>	<b>Venturis FP 575/590/5100</b>
System Enclosures	Slimline/Full-Profile	Slimline	Full-Profile
Processors	Am486SX2/DX2/IntelDX4	Pentium 75/90/100MHz	Pentium 75/90/100MHz
Upgradability	OverDrive, P24T	P54CT	P54CT
Bus Architecture	ISA	PCI/ISA	PCI/ISA
Memory	4/8MB - 68MB	8MB - 128MB	8MB - 128MB
L2 Cache	128Kbyte (option)	256Kbyte (standard)	256Kbyte (standard)
Expansion Slots	3 ISA, 5 ISA	1 ISA, 1 PCI/ISA, 1 PCI	5 (3 ISA, 1 PCI/ISA, 1 PCI)
Device Bays	4/5	4	5
Graphics	S3 Trio32/64	S3 Trio64	S3 Trio64
Local bus	Integrated	PCI	PCI
Disks	L.B. IDE	PCI EIDE	PCI EIDE
BIOS	Flash	Flash	Flash
Plug & Play	Yes	Yes	Yes
Energy Star	Yes	Yes	Yes
Win95 Ready	Yes	Yes	Yes
CD-ROM/Audio	Model	Option	Option
PCMCIA	Model	Option	Option

# Venturis 575 Slimline Models

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	<b><u>Model</u></b>	<b><u>Description</u></b>
Venturis 575		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, utility media kit, no hard disk drive
Venturis 575		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 420MB IDE hard disk drive
Venturis 575		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 845MB IDE hard disk drive
Venturis 575		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 1.2GB IDE hard disk drive



# Venturis 590 Slimline Models

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	<b><u>Model</u></b>	<b><u>Description</u></b>
Venturis 590		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, utility media kit, no hard disk drive
Venturis 590		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 420MB IDE hard disk drive
Venturis 590		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 845MB IDE hard disk drive
Venturis 590		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 1.2GB IDE hard disk drive

# Venturis 5100 Slimline Models

	<b><u>Model</u></b>	<b><u>Description</u></b>
Venturis 5100		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, utility media kit, no hard disk drive
Venturis 5100		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 420MB IDE hard disk drive
Venturis 5100		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 845MB IDE hard disk drive
Venturis 5100		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 1.2GB IDE hard disk drive

# Venturis 575 Full Profile Models

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	<u>Model</u>	<u>Description</u>
Venturis 575		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, utility media kit, no hard disk drive
Venturis 575		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 420MB IDE hard disk drive
Venturis 575		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 845MB IDE hard disk drive
Venturis 575		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 1.2GB IDE hard disk drive

# Venturis 590 Full Profile Models

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	<b><u>Model</u></b>	<b><u>Description</u></b>
Venturis 590		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, utility media kit, no hard disk drive
Venturis 590		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 420MB IDE hard disk drive
Venturis 590		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 845MB IDE hard disk drive
Venturis 590		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, on-line documentation, 1.2GB IDE hard disk drive

# Venturis 5100 Full Profile Models

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	<b><u>Model</u></b>	<b><u>Description</u></b>
Venturis 5100		8MB RAM, 256KB secondary cache, S3 Trio64 graphics accelerator, 1MB graphics DRAM, 1.44MB diskette drive, keyboard and mouse, utility media kit, no hard disk drive
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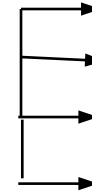
# Venturis 575/590/5100 Slimline U.S. Manufacturer's List Pricing

Note: All Prices Shown are Without Monitor

## Venturis Packages

### 575

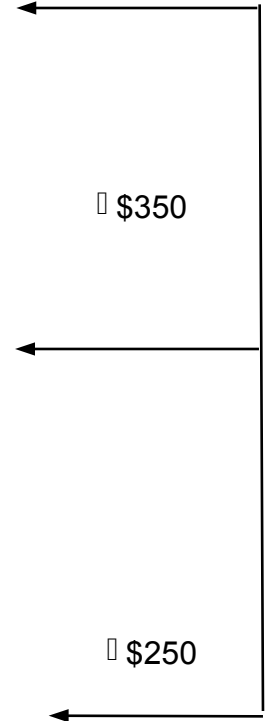
FR-920AA-AD	Model 1/8MB	\$1,749	
FR-920AA-WB	420MB/8MB	\$1,899	▯ \$150
FR-920AA-WD	845MB/8MB	\$2,049	▯ \$150
FR-920AA-WE	1.2GB/8MB	\$2,249	▯ \$200



### 590

FR-922AA-AD	Model 1/8MB	\$2,099	
FR-922AA-WB	420MB/8MB	\$2,249	
FR-922AA-WD	845MB/8MB	\$2,399	
FR-922AA-WE	1.2GB/8MB	\$2,599	

▯ \$350



### 5100

FR-924AA-AD	Model 1/8MB	\$2,349	
FR-924AA-WB	420MB/8MB	\$2,499	
FR-924AA-WD	845MB/8MB	\$2,649	
FR-924AA-WE	1.2GB/8MB	\$2,849	

▯ \$250





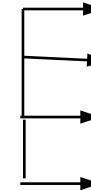
# Venturis 575/590/5100 Full Profile U.S. Manufacturer's List Pricing

Note: All Prices Shown are Without Monitor

## Venturis<sup>FP</sup> Packages

### 575

FR-921AA-AD	Model 1/8MB	\$1,799
FR-921AA-WB	420MB/8MB	\$1,949
FR-921AA-WD	845MB/8MB	\$2,099
FR-921AA-WE	1.2GB/8MB	\$2,299



### 590

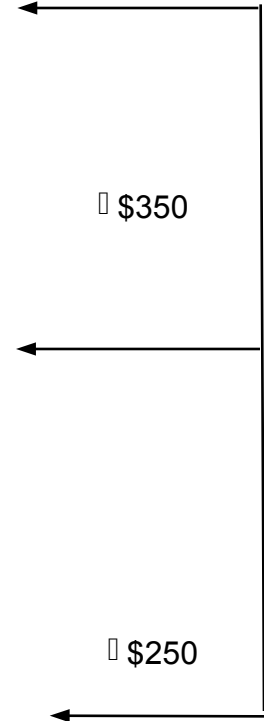
FR-923AA-AD	Model 1/8MB	\$2,149
FR-923AA-WB	420MB/8MB	\$2,299
FR-923AA-WD	845MB/8MB	\$2,449
FR-923AA-WE	1.2GB/8MB	\$2,649

\$350

### 5100

FR-925AA-AD	Model 1/8MB	\$2,399
FR-925AA-WB	420MB/8MB	\$2,549
FR-925AA-WD	845MB/8MB	\$2,699
FR-925AA-WE	1.2GB/8MB	\$2,899

\$250



# Key Selling Points

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- Pentium price/value performance for next generation operating and application environments
- PCI local bus graphics and PCI/Enhanced IDE disk subsystem providing fast system performance
- 64-bit accelerated graphics provides greater bandwidth for graphics-intensive Windows-based applications
- Up to 128MB of system memory provides expansion and flexibility for tomorrow's applications and emerging technologies
- 256KB of write-back secondary cache provides enhanced system performance for processor intensive applications

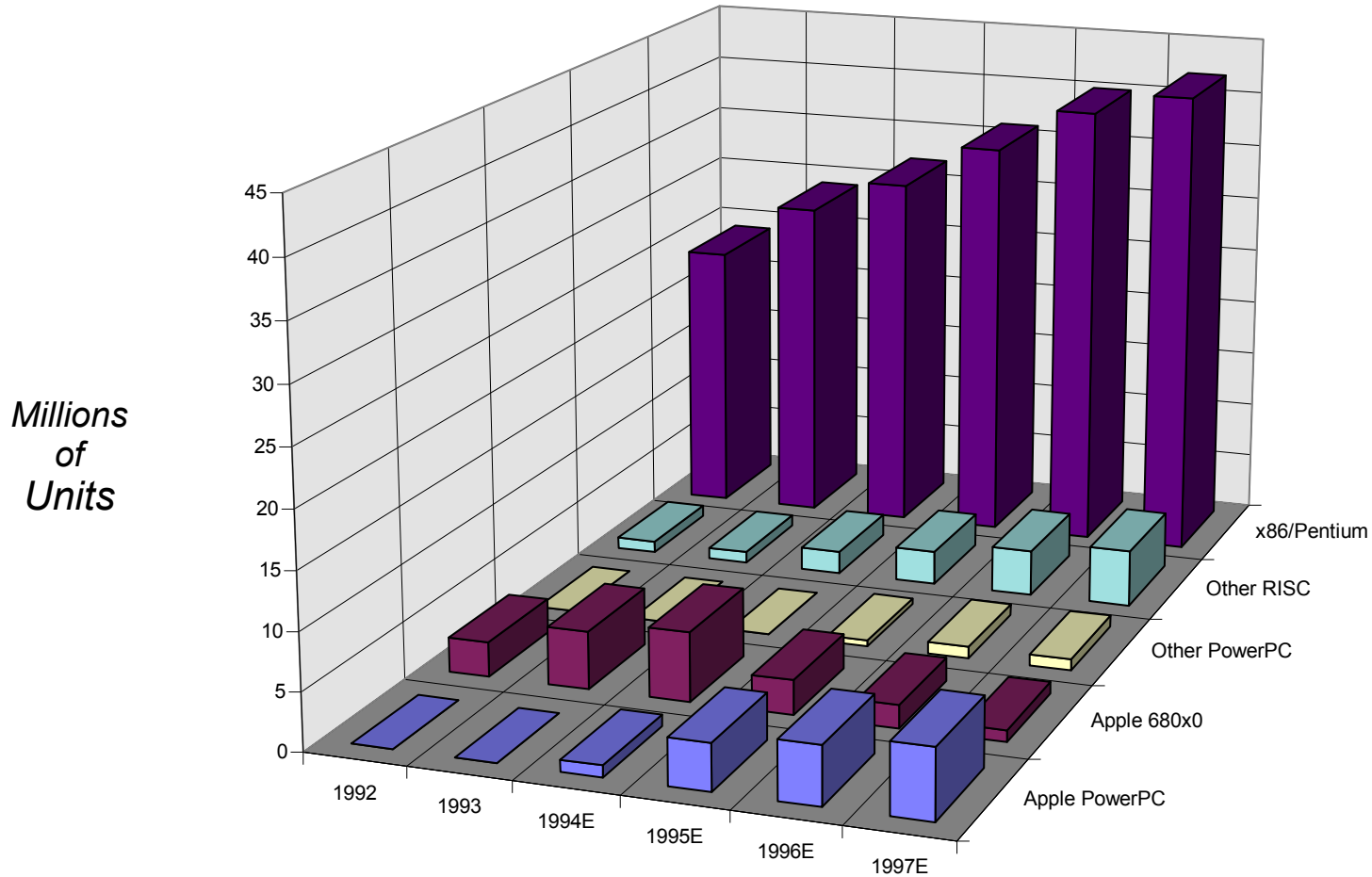


# Key Selling Points

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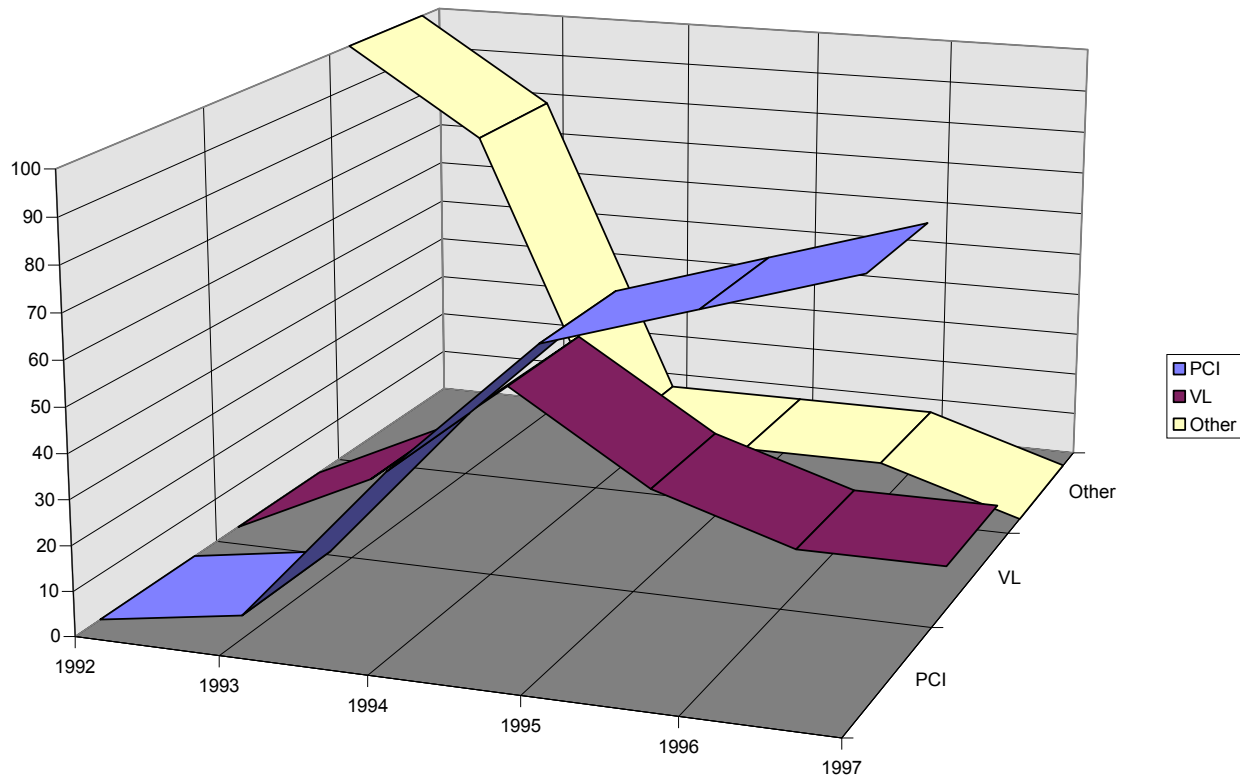
- 1MB of graphics DRAM, expandable to 2MB for higher resolutions and greater color depth
- PCI Enhanced-IDE allows attachment to 4 devices, support for high performance IDE HDDs, and connectivity to CD-ROM readers with an IDE interface
- Plug and Play ready supporting next generation operating systems and adapters for simplified setup and configuration
- EPA Energy Star compliance and Advanced power management for reduction and savings in power consumption
- 3 year limited warranty stands behind Digital quality, reliability, service and support

# Worldwide PC Shipments 1992 - 1997



Source: Gartner Group - August 1, 1994

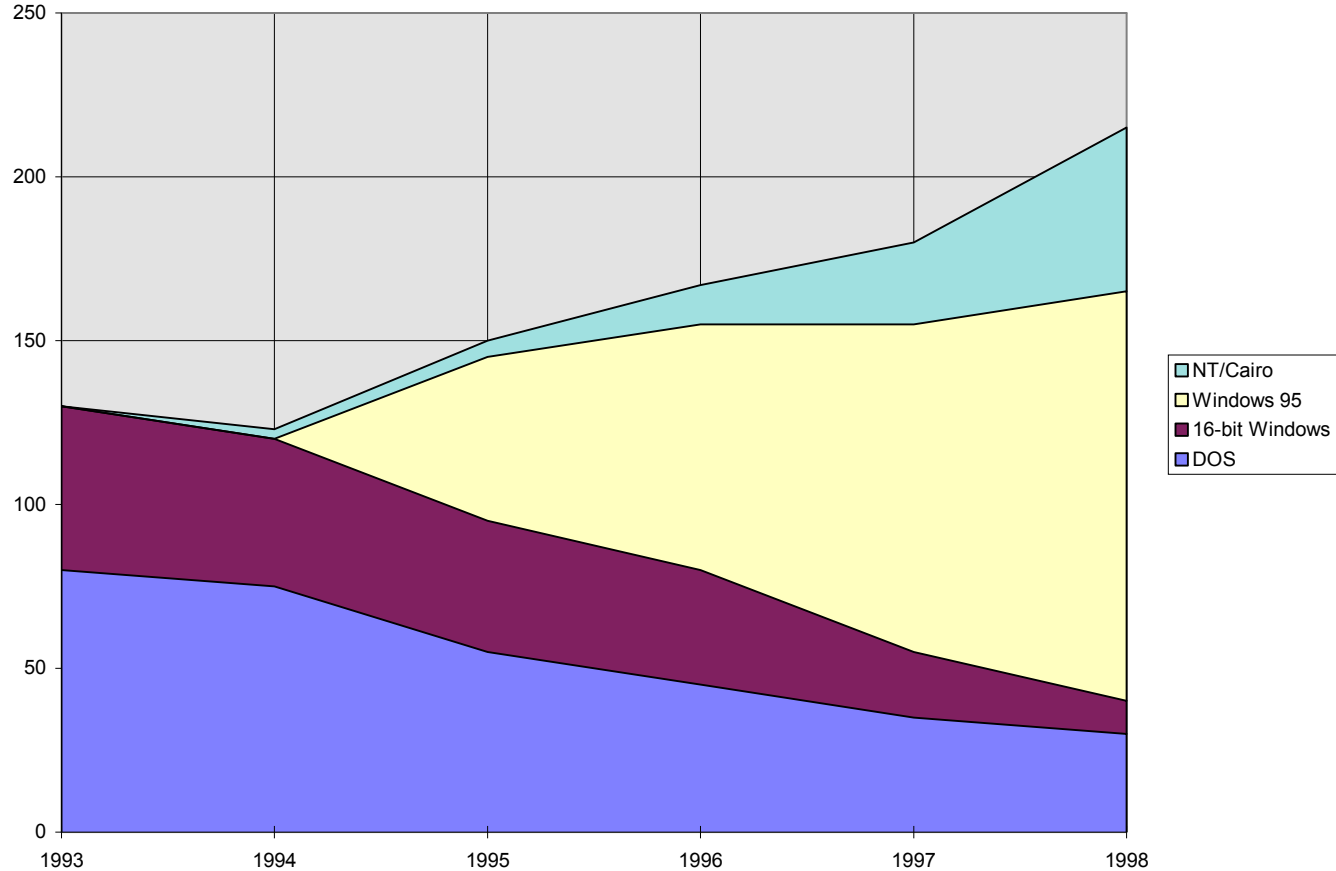
# Worldwide Desktop Shipment Share by Local Bus 1992 - 1997



Source: Gartner Group - August 1, 1994

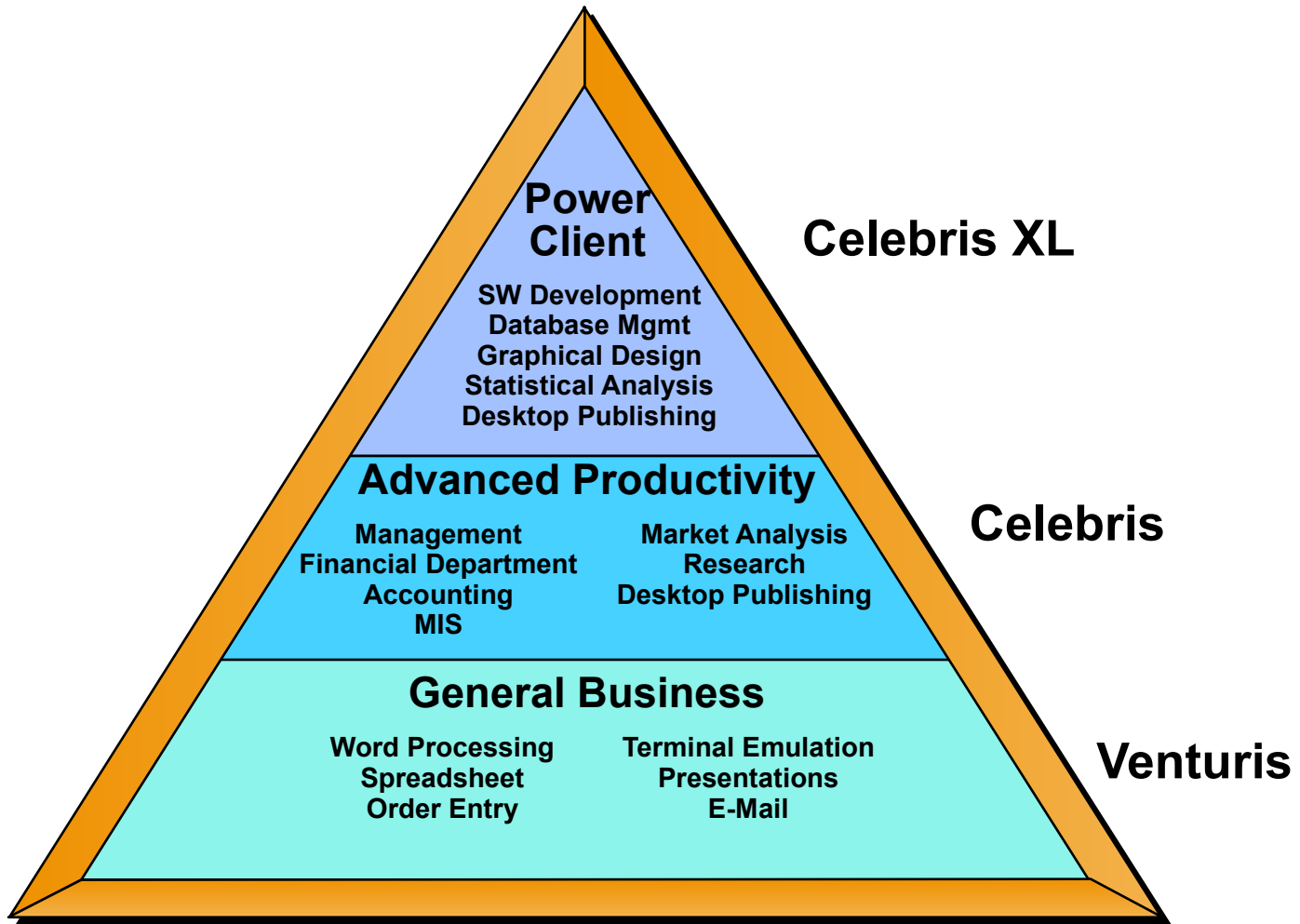
# Worldwide PC Operating System Installed Base 1993 - 1998

Millions  
of  
Units







Source: Gartner Group: August 1, 1994

# Business Desktop Market Segmentation







# Venturis Target Markets

-  Fortune 1000
-  Small to medium size businesses
-  State and federal governments
-  Schools and universities






# Who Will Buy This Product?

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-  MIS and IT Directors requiring maximized standardization
-  Early majority buyer that understands the price/performance benefits of Pentium and PCI for improved personal or enterprise productivity
-  Application environments requiring the enhanced high performance floating point capabilities of Pentium
-  Customers planning for the strategic deployment of Windows 95, Windows NT Workstation and 32-bit Windows applications and suites

# How is the Venturis Line Extended?





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-  Full range of price/performance for enterprise computing - 486 to Pentium
-  Extensive testing with new and legacy third party peripherals, operating systems and network operating system environments
-  Commonality of Digital options and third party peripherals across desktop product line
-  Continued emphasis of desktop systems that are easier to use
-  Maximize standardization and make it easier for customer with single vendor solution



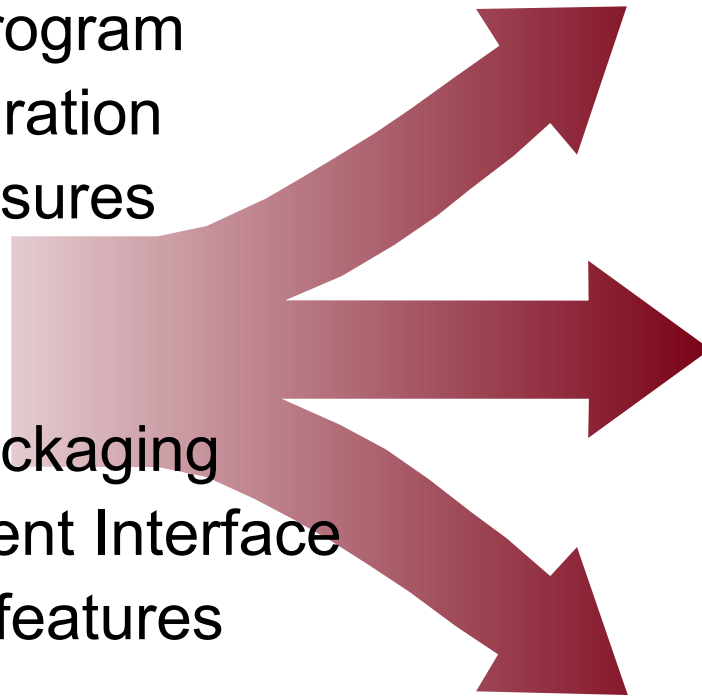
# Digital Strengths

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-  Strong reputation for quality, reliability and effective integration of technology
-  Brand recognition with a solid positioning to market segment
-  Well developed distribution strategy
-  Economy of scale in procurement and manufacturing revision control

# Ease of Use in Enterprise Computing

- “Getting Started” Program
- Plug and Play Integration
- Quick access enclosures
- Energy Star APM
- Wide OS support
- Modular product packaging
- Desktop Management Interface
- Enhanced security features



Ease of  
Installation

Ease of  
Deployment

Ease of  
Asset  
Management

# Venturis Line Plug and Play Ready

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- Plug and Play defines a means for peripherals to communicate with a system's BIOS and operating system, and resolve resource conflicts
- Plug and Play defines automatic configuration techniques that make system configuration simple
- With Plug and Play you won't have to worry about DMAs, IRQs, and I/O addresses
- Plug and Play will be one of the key building blocks of Windows 95
- Digital's Venturis Line will display from Microsoft - the Windows 95 logo indicating Plug and Play compatibility

# On-Line Documentation

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 **FEATURE:** On-Line MS-DOS & Windows

 Business Professional Content

 QuickStart for Windows

 QuickStart for MS-DOS

 Using Your Venturis-On-Line Help

 **BENEFIT:** Easy Access To Documentation

 No Shelfware

 Will Not Lose Documentation

## **FEATURE:** Advanced Power Management

 Power Management Appellate

 Power Management - Enable/Disable

 System/Monitor Suspend

 Monitor Off, Disk Drive Suspend

 DPMS - Display Power Management Signaling

## **BENEFIT:** Reduced Power Consumption/Costs

 Intuitive Power Management Controls

 Reduced Electrical Costs

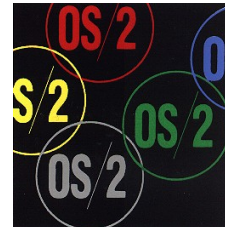
 Lower building and maintenance costs

 Greater System Reliability

# Compatibility Testing Operating Systems Supported

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- MS-DOS 5.0/6.22
- Windows 3.1
- Windows for Workgroups 3.11
- Windows 95
- Windows NT Workstation V3.5
- OS/2 2.x
- OS/2 3.0 Warp
- SCO UNIX 3.2.4



# Compatibility Testing Network Operating Systems

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 PathWORKS v5.0

 Novell NetWare 3.11, 4.0

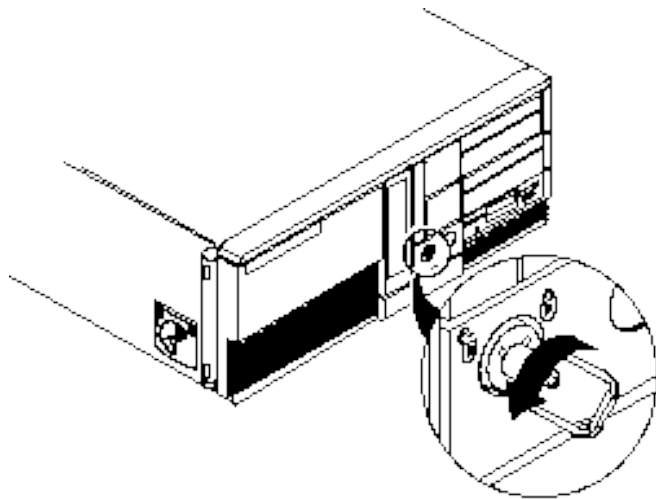
 Windows for Workgroups 3.11

 Windows NT Workstation 3.5



# Venturis Line Multi-level Security Features

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- cover key lock (standard)
- power-on password
- supervisor password
- user password
- keyboard and mouse password
- diskette drive boot control
- diskette drive write control
- hard drive control
- parallel port interface control
- serial port interface control
- BIOS customization utility



**FEATURE:** Desktop Management Interface [DMI]

Static MIF

Intel Service Layer For MS-DOS/Windows

Program To Update The MIF On Each Boot

Windows-based MIF Database

Integration with Digital SMS/AssetWorks

**BENEFIT:** Asset Management

Understand Client Installed Components




Visibility To Client Capacity, i.e. Memory, HDU Usage

Manage Software Usage and Updates

Enhance Serviceability, i.e. System FRU Part Numbers

# Service and Support

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-  Digital worldwide service and support in over 75 countries
-  Full service Multivendor service/support
-  3-year limited worldwide warranty



# Venturis Line Regulatory Testing

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## Safety:

- UL-listed
- CSA-listed
- TUV/VDE
- N-mark (Nemko)
- D-mark (Demko)
- S-mark (Semko)
- FI-mark (SETI)

## Emissions:

- FCC-Class B
- Korean EMI
- VCCI-2 (Japan)
- CISPR-22 (Class B)

digital<sup>TM</sup>

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