

Digital Equipment Corporation Personal Computer Business Unit

October 1994 Announcement



Digital Equipment Corporation Personal Computer Business Unit

Introducing . . .

"Digital's Venturis Line, a new standard for corporate value desktop users"



Agenda

- October 31, 1994 Desktop Announcement
- Digital's Venturis Line
- Key Features
- Market Segmentation
- Target Customers
- Specifications
- **Configurations**
- **™**Options
- **™**Beyond The Box
- Transition Plan
- Positioning



The Digital Venturis Line

The new Digital Venturis Line of desktop PCs:

- ₩ Venturis 433sx
- ₩ Venturis 450s2
- ₩ Venturis 466
- ₩ Venturis 4100
- Venturis 560
- Wenturis FP 450s2
- **™ Venturis** _{FP} 466
- Venturis _{FP}4100



Key Features of the New Digital Venturis Line

- Value-oriented, spacesaving, easy access enclosures
- Full-profile enclosures combine easy access with maximum expandability
- Zero insertion force socket for Intel Verified Pentium OverDrive processor upgradeability
- Enhanced IDE on local bus providing faster data throughput and maximum device connectivity
- Flash BIOS for easy and cost-effective BIOS upgrades
- Software-based advanced power management reduces system energy consumption and associated energy costs
- PCMCIA connectivity to share data and peripherals between mobile and desktop systems



Plus . . .

Everything you'd expect from a Digital PC:

- Proven 486-class price/performance
- Digital quality and reliability
- U.S. EPA Energy Star Compliance
- Multi-level security
- Extensive operating system certifications and testing
- Common series options
- Preinstalled MS-DOS 6.22 and Windows for Workgroups 3.11
- Industry-standard compatibility



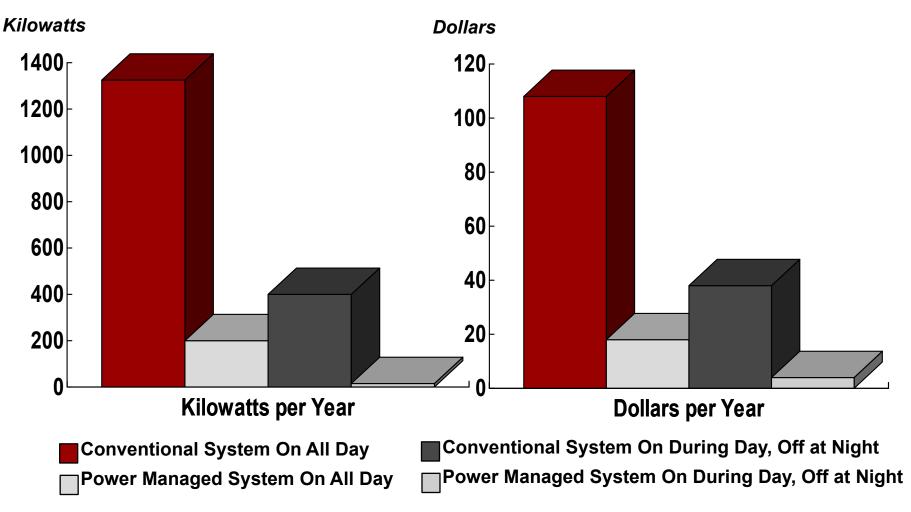
Environmentally Conscious... with New Digital Venturis Line

- U.S. EPA Energy Star Compliant for reduced energy consumption costs
- No Chlorofluorocarbons (CFCs) or toxic inks in packaging and documentation
- Recycleable materials used in packaging and documentation





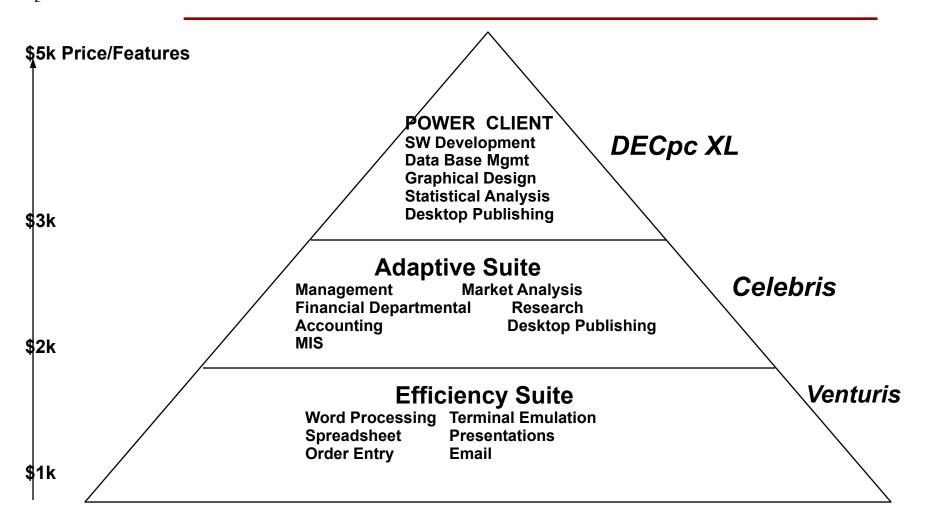
Energy Consumption:Conventional PCs vs. Power Managed PCs



Source: Dataquest 10/11/93



Market Segmentation





Digital Venturis Line Target Audience

Typical User

- General business users requiring integrated technology for maximized return on investment
- MIS administrators requiring basic deployment system with extensive network certification
- Users looking for industry standard computing power in a system that is 486 feature rich and upgradeable at a value price
- Department or workgroup manager looking for desktop systems for use a staand-alone personal computer or as a low cost LAN workstation



Venturis 433sx/450s2/466/4100 Feature Specifications

i486SX/33 Am486SX2/50 Am486DX2/66 IntelDX4/100

- 4/8MB RAM Models, expandable to 68MB
- Scaleable 128KB Secondary Cache (option)
- Expanson Slots
 - three 16-bit ISA (2 full-size, 1 half-size)
- Integrated S3 Trio 32-bit Graphics Accelerator w/1MB DRAM (standard)
- Plug and Play Integration
- Slimline Desktops
 - one 3.5"x1.0", one 5.25"x1.6", two 3.5"x1.0"
- Enhanced IDE on local bus
- Flash ROM BIOS
- EPA Energy Star Compliance
- Multi-level Security
- 100W Power Supply
- Two buffered serial ports, one enhanced parallel port (EPP/ECP), PS-2 style mouse and keyboard ports
- MS-DOS 6.22/Windows for Workgroups 3.11 "Ready to Run"



Venturis 560 Feature Specifications

Pentium 60

- 4/8MB RAM Models, expandable to 64MB
- 256KB Secondary Cache (standard)
- PCI Local Bus Architecture
- **Expansion Slots**
 - one ISA (full-size), one PCI/ISA (full-size), one PCI (half-size)
- Integrated S3 864 64-bit Graphics Accelerator w/1MB DRAM (standard)
- Plug and Play Integration
- Slimline Desktops
 - one 3.5"x1.0", one 5.25"x1.6", two 3.5"x1.0"
- Enhanced IDE on PCI local bus
- Flash ROM BIOS
- EPA Energy Star Compliance
- Multi-level Security
- **™**100W Power Supply
- Two buffered serial ports, one enhanced parallel port (EPP/ECP), PS-2 style mouse and keyboard ports
- MS-DOS 6.22/Windows for Workgroups 3.11 "Ready to Run"



Venturis FP450s2/466/4100 Feature Specifications

Am486SX2/50 Am486DX2/66 IntelDX4/100

- 4/8MB RAM Models, expandable to 68MB
- Scaleable 128KB Secondary Cache (option)
- Expansion Slots
 - five 16-bit ISA (4 full-size, 1 half-size)
- Integrated S3 Trio 64-bit Graphics Accelerator w/1MB DRAM standard
- Plug and Play Integration
- Full-Profile Desktops
 - two 5.25"x1.6", one 3.5"x1.0", two 3.5"x1.0", one PCMCIA
- Enhanced IDE on local bus
- Flash ROM BIOS
- EPA Energy Star Compliance
- Multi-level Security
- 200W Power Supply
- Two buffered serial ports, 1 enhanced parallel port (EPP/ECP), PS-2 style mouse and keyboard ports
- MS-DOS 6.22/Windows for Workgroups 3.11 "Ready to Run"



Digital Venturis Line Feature Positioning

System	Venturis	Venturis Pentium	Venturis ^{FP}
Processors Enclosures	SX-33, SX2, DX2/66, DX4 Slimline Desktops	Pentium 60 Slimline Desktops	SX2, DX2/66, DX4 Full-Profile Desktops
Upgradeability	OverDrive/P24T	P54C	OverDrive/P24T
Bus Architecture	ISA	PCI/ISA	ISA
Memory	4/8MB-68MB	4/8MB-64MB	4/8MB-68MB
Secondary Cache	0/128Kbytes	256Kbytes	0/128Kbytes
Expansion Slots	3 ISA	1 ISA, 1 PCI/ISA 1 PCI	5 ISA
Device Bays	4 (2 ext, 2 int)	4 (2 ext, 2 int)	6 (3 ext, 2 int, PCMCIA)
HDD	0/270/540MB	270/540MB	0/270/540MB
Local Bus	Integrated	PCI	Integrated
Graphic Accelerator	S3 Trio 32-bit	S3 864 64-bit	S3 Trio 64-bit
Disks	L.B. IDE	L.B. IDE	L.B. IDE
Flash ROM	Yes	Yes	Yes
Plug & Play	Yes	Yes	Yes
Windows 95 Logo	Yes	Yes	Yes
Intel Verification	Yes	Yes	Yes



Digital Venturis Line Model 1

Model 1 System Configuration

- Base Unit
- ₩4MB RAM
- [™]0Kbyte Secondary Cache
- S3 Trio 32-bit (slimline) and S3 Trio 64-bit Graphics Accelerator (full-profile) w/1MB DRAM
- 3.5" 1.44MB Diskette Drive
- PS/2-style 101-key Keyboard
- PS/2-style Two-button Mouse
- Utility Diskettes
- No Operating System
- No Hard Disk Drive



- Digital Venturis Line 433sx, 450s2, 466, 4100, 560
- Venturis 433sx, 450s2, 466, 4100, 560 will be housed in Digital's newly designed slimline desktop enclosure

Model	P/N	Description	
433sx	FR-851AA-AD	i486SX-33MHz, 4MB RAM, 1.44M	1B diskette
drive, S3 Trio 3	32-bit graphics accelerator,	, 0KB	secondary
cache, No HDI	D, keyboard, mouse		-

433sx FR-851AA-WB i486SX-33MHz, 4MB RAM, 1.44MB diskette drive, S3 Trio 32-bit graphics accelerator, 0KB secondary cache, 270MB IDE HDD, keyboard, mouse, MS-DOS/ WFW 3 11

433sx FR-851AA-WC i486SX-33MHz, 8MB RAM, 1.44MB diskette drive, S3 Trio 32-bit graphics accelerator, 0KB secondary cache, 540MB IDE HDD, keyboard, mouse, MS-DOS/ WFW 3.11



Model	P/N	Description	
450s2	FR-852AA-AD diskette drive, S3 Trio 32	Am486SX2-50/25MHz, 4MB RAM	1, 1.44MB
accelerator, 0K mouse	B secondary cache, No H		keyboard,
450s2	FR-852AA-WB diskette drive, S3 Trio 32	Am486SX2-50/25MHz, 4MB RAN	l, 1.44MB
	(B secondary cache, 270N ise, MS-DOS/ WFW 3.11		HDD,
450s2	FR-852AA-WC diskette drive S3 Trio 32	Am486SX2-50/25MHz, 8MB RAM	l, 1.44MB
	(B secondary cache, 540N ise, MS-DOS/ WFW 3.11		HDD,
450s2	FR-852AA-01 diskette drive, S3 Trio 32	Am486SX2-50/25MHz, 4MB RAN	l, 1.44MB
accelerator, 0k keyboard, mou Ethernet adapt	(B secondary cache, 270N se, MS-DOS/ WFW 3.11,	∕IB IĎE ˙	HDD, 10BaseT



Model	P/N	Description
466 diskette drive,	FR-854AA-AD S3 Trio 32-bit graphi 0KB secondary cach	Am486DX2-66/33MHz, 4MB RAM, 1.44MB cs accelerator, le, No HDD, keyboard, mouse
466 cache, 270ME DOS/ WFW 3	BIDE HDD, keyboard	Am486DX2-66/33MHz, 4MB RAM, 1.44MB diskette graphics accelerator, 0KB second mouse, MS-

466 FR-854AA-WC Am486DX2-66/33MHz, 8MB RAM, 1.44MB diskette drive, S3 Trio 32-bit graphics accelerator, 0KB secondary cache, 540MB IDE HDD, keyboard, mouse, MS-DOS/ WFW 3.11

466 FR-854AA-03 Am486DX2-66/33MHz, 4MB RAM, 1.44MB diskette drive, S3 Trio 32-bit graphics accelerator, 0KB secondary cache, 270MB IDE HDD, keyboard, mouse, MS-DOS/WFW 3.11, 2X CD-ROM Reader, 16-bit audio card, speakers, headphone, microphone



Model	P/N	Description	
4100	FR-855AA-AD diskette drive, S3 Trio 3	IntelDX4-100/33MHz, 4MB RAM, 32-bit graphics	, 1.44MB
accelerator, 0h mouse	KB secondary cache, No		keyboard,
	FR-855AA-WB diskette drive, S3 Trio 3 (B secondary cache, 270 use, MS-DOS/WFW 3.11		, 1.44MB HDD,
4100	FR-855AA-WC diskette drive, S3 Trio 3	IntelDX4-100/33MHz, 8MB RAM, 32-bit graphics	, 1.44MB
	(B secondary cache, 540 use, MS-DOS/ WFW 3.11	OMB IĎE	HDD,



Model	P/N	Description	
560	FR-856AA-WB drive, S3 864 64-bit gr	Pentium 60MHz, 4MB RAM, raphics accelerator,	1.44MB diskette 256KB
secondary cache, mouse, MS-DOS/	270MB IDE HDD, WFW 3.11		keyboard,
560	FR-856AA-WC drive, S3 864 64-bit gr	Pentium 60MHz, 8MB RAM, raphics accelerator.	1.44MB diskette 256KB
secondary cache, mouse, MS-DOS/	540MB IDE HDD,	1	keyboard,



Digital Venturis FPLine - 450s2, 466, 4100

Venturis FP450s2, 466, 4100 will be housed in Digital's newly designed fullprofile desktop enclosure

Model	P/N	Description	
450s2	FR-861AA-AD diskette drive, S3 Trio	Am486SX2-50/25MHz, 4MB RAM	, 1.44MB
accelerator, 0KB mouse	secondary cache, No H		keyboard,
450s2	FR-861AA-WB diskette drive, S3 Trio	Am486SX2-50/25MHz, 4MB RAM	, 1.44MB
accelerator, 0KB keyboard, mouse	secondary cache, 270N , MS-DOS/ WFW 3.11		HDD,
450s2	FR-861AA-WC diskette drive, S3 Trio		, 1.44MB

accelerator, 0KB secondary cache, 540MB IDE keyboard, mouse, MS-DOS/ WFW 3.11

HDD,



Model	P/N	Description
450s2	FR-861AA-01	Am486SX2-50/25MHz, 4MB RAM, 1.44MB
	diskette drive, S3	Trio 64-bit graphics
accelerator, (OKB secondary cache, 2	270 HDD, keyboard,
mouse, 10Ba	aseT Ethernet adapter	•



Model

466

P/N

FR-862AA-AD

Product Configurations

Description

Am486DX2-66/33MHz, 4MB RAM, 1,44MB

diskette drive,	S3 Trio 64-bit graphic	e, No HDD, keyboard, mouse	accelerator,
466 cache, 270ME DOS/ WFW 3.	drive, S3 Trio 64-bit g 3 IDE HDD, keyboard,	Am486DX2-66/33MHz, 4MB RAM, graphics accelerator, 0KB	1.44MB diskette secondary mouse, MS-
	S3 Trio 64-bit graphic IDE HDD, keyboard,		1.44MB 0KB secondary mouse, MS-
	FR-862AA-01 drive, S3 Trio 64-bit g IDE HDD, keyboard, 11, Ethernet SIR, PCN		1.44MB diskette secondary mouse, MS- adapter



Model	P/N	Description		
466	FR-862AA-03	Am486DX2-66/33MHz	z, 4MB RAM, 1.44MB	
	diskette drive, S3	Trio 32-bit graphics		
accelerator, 0KB secondary cache, 270MB IDE HDD,				
			2X CD-ROM	
			speakers,	
•	headphone, microphone			



Model	P/N	Description	
4100	FR-863AA-AD diskette drive, S3 Trio 6	IntelDX4-100/33MHz, 4MB RAM, 4-bit graphics	, 1.44MB
accelerator, 0h mouse	KB secondary cache, No I		keyboard,
	FR-863AA-WB diskette drive, S3 Trio 6 KB secondary cache, 270 use, MS-DOS/WFW 3.11		, 1.44MB HDD,
4100	FR-863AA-WC diskette drive, S3 Trio 6	IntelDX4-100/33MHz, 8MB RAM, 4-bit graphics	, 1.44MB
	KB secondary cache, 540 use. MS-DOS/ WFW 3.11	MB IĎE	HDD,



Memory

4MB 70ns SIMM Upgrade FR-PCVAM-AA

8MB 70ns SIMM Upgrade FR-PCVAM-AB

16MB 70ns SIMM Upgrade FR-PCVAM-AC

32MB 70ns SIMM Upgrade FR-PCVAM-AD

Diskette/Floppy Drives

3.5" 1.44MB FR-PC7XR-AA

3.5" 2.88MB FR-PCTXR-AA

5.25" 1.2MB FR-PC7XR-BA

IDE Hard Disk Drives

3.5" 270MB IDE HDD FR-PCXAR-CK

3.5" 540MB IDE HDD FR-PCXAR-CL



Monitors

14" Monochrome VGA FR-PC7XV-KA

14" Color VGA FR-PCXCV-GE

14" Color SVGA FR-PCXBV-PF

15" Color SVGA FR-PCXBV-PC

17" Color SVGA FR-PCXAV-EC

21" Color SVGA FR-PCXAV-HA

Tape Drives

120/250MB SCSI QIC FR-PCXAT-BB

525MB/1.0GB SCSI Internal FR-PCXAT-AA

QIC Driver for OS/2 FR-PCXDT-BB

QIC Driver for Windows FR-PCXDT-BC

QIC Driver for NetWare FR-PCXDT-BD



Secondary Cache

128KB secondary cache FR-PC75M-BB

CD-ROM Reader (Internal)

5.25" CD-ROM AT/IDE 2X FR-PCTAZ-AE

5.25" CD-ROM ISA 2X FR-PCXCR-AC

Video Memory

1MB Video DRAM Upgrade FR-PC86M-CA

Communications

2400bps Data/9600bps FAX FR-PCXBF-AA

2400bps Data/FAX/Voice Modem FR-PCXBF-AB

14.4Kbps Data/14.4Kbps FAX Modem FR-PCXDF-AA

14.4Kbps Data/FAX/Voice Modem FR-PCXDF-AB



Network Interface Cards

EtherWORKS 3 TURBO DE203-AB

EtherWORKS 3 TURBO TP DE204-AB

EtherWORKS 3 TURBO PLUS DE205-AB

EtherWORKS 3 TURBO (Reserved) DE203-AS

EtherWORKS 3 TURBO TP (Reserved) DE204-AS

EtherWORKS 3 TURBO PLUS (Reserved) DE205-AS

ProNET 4/16 Mbps ISA DW110-AA

Multimedia

Labtec Soundpack FR-PCXBJ-DA

Sound Power Pro 16 FR-PCXBJ-DC

Multimedia Options Package FR-PCXBJ-AB



SCSI Hard Disk Drive

3.5" 5.35MB SCSI HDD FR-PCXAR-AH

3.5" 1.0GB SCSI HDD (Venturis^{FP} models only) FR-PCXAR-AL

SCSI Host Adapter

Adaptec AHA-1540CF (ISA to SCSI) FR-PCTAZ-AE

Keyboard/Mouse

101-key PS/2-style Keyboard FR-PCXAL-NA

Two-button PS/2-style Mouse FR-PC7XS-AA

Multimedia

Sound Power Pro 16 FR-PCXBJ-DC

Labtec Soundpak FR-PCXBJ-DA



PCMCIA Modems

2400bps Data/9600bps FAX FR-PCP3F-AA

14.4K Data/14.4K FAX FR-CF003-EZ

Hayes OPIIMA 144+FAX144 FR-PCDCD-AB

<mark>™Flash Semi-storage</mark>

4MB MobileMAX FLASH Memory DT-A2501-JF

8MB MobileMAX FLASH Memory DT-A2502-JF

PCMCIA Mass Storage Devices

MobileMAX 105MB Hard Drive FR-PCPAR-DB



PCMCIA Ethernet Cards

XIRCOM 10BaseT Ethernet Adapter

XIRCOM 10Base2 Ethernet Adapter FR-CF003-EY

XIRCOM 10BaseT/10Base2 FR-PCPAN-AA

EtherWORKS TURBO PLUS

Parallel Port Ethernet Adapter

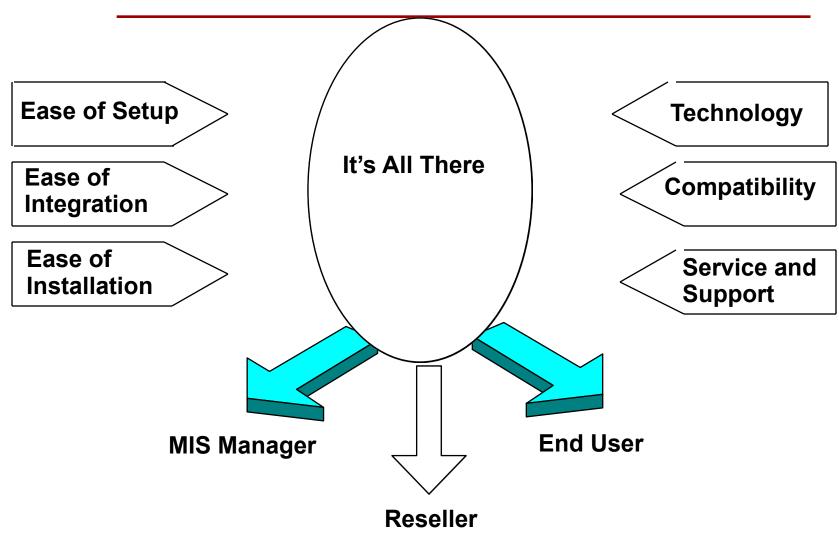
FR-CF003-EX

DEPCM-BA

DEPEA-AA

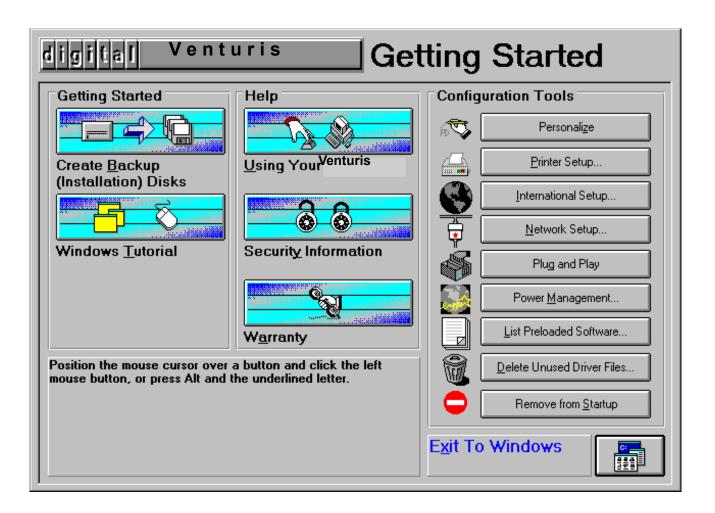
Beyond The Box ...







Venturis Line "Getting Started" - User Interface





Digital Venturis Line Upgradeability

- Simple cost-effective processor upgradeability
 - Intel 486-based OverDrive Processor (ODP) upgrade path
 - 237- pin Zero Insertion Force OverDrive Socket for Pentium OverDrive processors
- Scaleable secondary cache performance
 - Fast 15ns SRAM secondary cache option
 - 0 128Kbyte secondary cache upgrade
- Video DRAM upgrade
 - 1MB video DRAM upgrade kit (Venturis only)

FP



Digital Venturis Line Expandability

System Memory Expandability

- SIMM-based memory expansion to 68MB
- Industry-standard 4, 8, 16, 32MB 70ns SIMM upgrade kits

Industry-standard Architecture Expansion slots

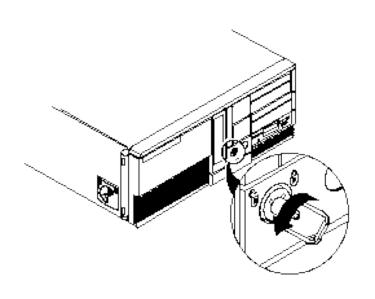
- Venturis slimline features three ISA expansion slots
- Venturis full-profile features five ISA expansion slots

Device Expandability

- Venturis slimline includes four device bays
- Venturis full-profile includes six device bays



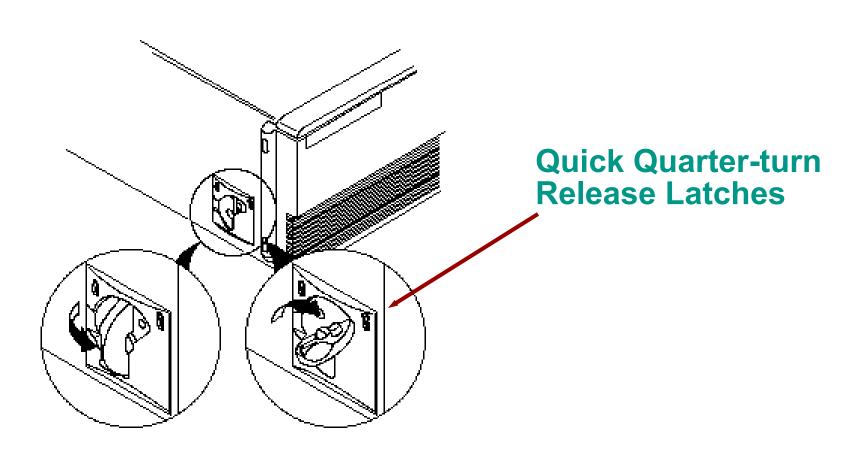
Digital Venturis Line Multi-level Security Features



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 **™**setup password



Digital Venturis Line Ease Access Enclosure

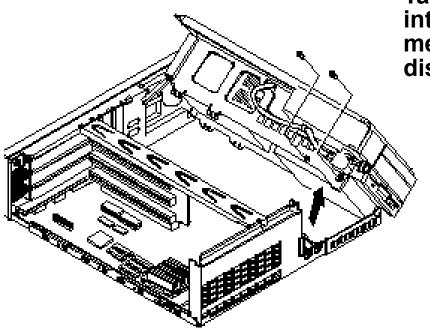




Digital Venturis Line Ease Access Enclosure

Power supply and device bays easily swing out of the way.

Tasks such as installing a network interface card, expanding system memory or adding a second hard disk drive are easier than ever before!





Digital Venturis Line Plug and Play Integration

- 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



WHY Digital?

- Quality and Reliability
- **✓** Industry Standard Compatibility
- Regulatory Compliance
- Worldwide Service and Support
- Customer Satisfaction



Quality and Reliability

- Designed by Digital engineers for superior peformance and high reliability
- Highly integrated chipset and controllers for greater reliability
- Advanced surface mount manufacturing line
- ISO 9000 certification standards



Industry Standard Compatibility

- MS-DOS 6.2x
- Windows for Workgroups 3.11
- Intel OverDrive Verification
- Microsoft Windows 95 Logo Compliance
- Intel Plug and Play Verification
- Windows 3.1
- OS/2 2.X
- Windows NT V3.1
- SCO Unix 3.2.4 Certified
- Digital Pathworks v5.0 Certified
- Novell Netware 386 v3.11, 4.0 Certified
- Banyan Vines 5.0 (Venturise models only)



Regulatory Compliance

```
Safety:
   ਘ∟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)
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CISPR-22 (Class B)



The Right Service: Worldwide Extended Warranty

- 3-year comprehensive worldwide warranty
- 1-year on-site, years 2 + 3 Return-to-Digital
- Return-to-Digital 48 hour turnaround
- PC warranty supplemental services
- Full service Multivendor support
- Service and Support provided either by Digital or by Digital Authorized Reseller





Digital Technical Support

- Free Product Lifetime Technical Support
- Service-in-a-Box User Support Services
- Technical Support Alliances
- 24 hours a day DECpc Bulletin Board Service
- 1-800 InstaFacts Technical Product Information
- 1 year free O/S Support from Digital



Customer Satisfaction

- Delivering a wide range of desktop PCs with the right features to meet specific customer requirements at an affordable price
- Adhering to quality and reliability in product design
- Continuing commitment to industry standard compatibility
- Incorporating innovation design and today's technologies in general business desktop PCs
- Providing comprehensive service and support programs





Digital Venturis Line Competitive Set

Slimline

Venturis 433sx 450s2/466/4100

Compaq ProLinea
IBM ValuePoint Space
AST Bravo LP
HP Vectra VL2
DELL OptiPlex MX

Full-Profile

Venturiș_₽ 450s2/466/4100

Compaq ProLinea MT IBM ValuePoint Desk AST Bravo LC HP Vectra M2 DELL OptiPlex/L

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