

---

## Data General Table of Contents

What's new	1	
Corporate overview	1	
	Financial	
highlights	2	
	Target	
markets	3	
	Sales	
organization	3	
	Strategic	
goals	4	
	Major	
claims	5	
Major product offerings	6	
	Product	
family positioning	6	
	Hardware	
summary	8	
	Software	
summary	9	
Competitive sales strategy	12	
HP strengths against Data General		13
Data General's perceived strengths against HP	17	
Quotes	19	
<b>Figures</b>		
Financial highlights (fiscal year)		2
Revenue by product segment	2	
1992 Industry profile	3	
Low-end systems performance positioning	6	
Series 800 entry-level performance positioning	7	
TPC Chart	7	
Open systems status	20	
HP systems have robust commercial functionality	20	

---

<b>Appendix</b>	
System characteristics	1
Cost of ownership	3
<b>Support</b>	
AViiON systems	1