NCR Table of Contents

What's new Introduction Corporate overview	1 1 2 Key
executives	2 Sales
organization	3
markets AT&T/NCR sales organization	Target 3 4 Indirect
sales channel	5 Stratogic
goals	Strategic 6
claims Major product strategies	Major 6 7 NCR
product family overview	7
Competitive performance pos NCR System 3000	itioning 8 9 Hardware
summary	9
strategy	Software 12
Competitive sales strategies HP 9000 strengths/criteria for NCR's 3000 perceived strengt HP 9000 Sales strategy summary Quotes	

Figures

Low-end systems performance positioning 8
High-end systems performance

NCR Table of Contents - Page 1 Ñ January 15, 1993 Hewlett-Packard Company For Internal Use Only

positioning Sample 3600 configuration Open system status	8 11 30	
Appendix Cost of ownership comparison Seven levels of computing NCR System 3000 comparison Migration plans to the NCR 30	3 n 5	1 rm
AT&T 3B2 System comparison AT&T StarServer System com AT&T Series 7000 R3 System AT&T Series 7000 System cor	7 n 10 parison compariso 14	13
NCR Tower System comparison NCR I Series System comparison NCR V Series System comparison	n15 son	16 19
Figures AT&T/NCR product migration software AT&T/NCR product migration hardware AT&T/NCR system consolidation	7 plan: 8	8
Support Services	1	