NCR Table of Contents

What's new Introduction	1 1
Corporate overview	2
Key executives	$\frac{2}{3}$
Sales organization	ა 3
Target markets	
AT&T/NCR sales organization	4
Indirect sales channel	5
Strategic goals	6
Major claims	6
Major product strategies	7
NCR product family overview	7
Competitive performance positioning	8
NCR System 3000	9
Hardware summary	9
Software strategy	12 16
Competitive sales strategies	16
HP 9000 strengths/criteria for HP win	18
NCR's 3000 perceived strengths versus HP 9000	20
Sales strategy summary	$\frac{21}{22}$
Quotes	23
Figures	
Low-end systems performance positioning	8
High-end systems performance positioning	8
Sample 3600 configuration	11
Open system status	30
Open system status	30
Appendix	
Cost of ownership comparisons	1
Seven levels of computing	3
NCR System 3000 comparison	5
Migration plans to the NCR 3000 platform	7
AT&T 3B2 System comparison	10
AT&T StarServer System comparison	13
AT&T Series 7000 R3 System comparison	14
AT&T Series 7000 System comparison	14
NCR Tower System comparison	15
NCR I Series System comparison	16
NCR V Series System comparison	19
T.	
Figures	_
AT&T/NCR product migration plan: software	7
AT&T/NCR product migration plan: hardware	8
AT&T/NCR system consolidation plan	8

NCR Table of Contents - Page 1 [®] January 15, 1993 Hewlett-Packard Company For Internal Use Only Support Services

rvices 1