New and Improved Information Access Product Structure

Effective CPL Date: August 1, 1993

Client Products

Product Number	Description	Price
B3538AA	English A.06.00 Information Access for Windows contains English version of client license, media, and manuals - the license will entitle one user to use one copy of the software on either Windows or NewWave.	$299
B3538AD	German D.05.00 Information Access for Windows contains German version of client license, media, and manuals - the license will entitle one user to use one copy of the software on either Windows or NewWave.	$399
B3538AF	French F.05.00 Information Access for Windows contains French version of client license, media, and manuals - the license will entitle one user to use one copy of the software on either Windows or NewWave.	$399
B3538AJ	Japanese J.04.30 Information Access for Windows contains Japanese version of client license, media, and manuals - the license will entitle one user to use one copy of the software on Windows.	$399
B3539AB	Contains a 10 user right to use client for any language version.	$1999

Server Products

Product Number	Description	Price
B3116A	HP Information Access Server SQL/UX contains server license, media, and manuals and manuals for accessing ALLBASE/SQL, INFORMIX, INGRES, ORACLE, and PROGRESS on an HP-UX/800 platform - the license will entitle the user to set-up 10 users on the server software on one server.	$1999

This is the ONLY product with options!

(1) Choose one media option:

#AAU Compact Disk
#AAH Digital Data Store
#AA1 Mag Tape
#AA0 Cartridge Tape
#AA4 QIC Media

B3162A	HP Information Access Server SQL/iX contains server license, media, and manuals for accessing ALLBASE/SQL, INGRES, ORACLE, and IMAGE/SQL on an MPE/iX platform - the license will entitle the user to set-up 10 users on the server software on one server.	$2999
B3160A	HP Information Access Server MPE/iX contains server license, media, and manuals for accessing TurboIMAGE and MPE files on an MPE/iX platform - the license will entitle the user to set-up 10 users on the server software on one server.	$2999
B3161A	HP Information Access Server MPE/V contains server license, media, and manuals for accessing TurboIMAGE and MPE files on an MPE/V platform - the license will entitle the user to set-up 10 users on the server software on one server.	$2999

Product Number	Description	Price
B3540AB	Unlimited User License for HP Information Access Server - entitles customer to set-up an unlimitet-uumber of users for any of the server products on one server.	$10,000

NOTE: No credit is given when B3540AB is purchased. However, we will be flexible about B3540AB. I am willing to address any and all concerns with my marketing managers about the price for this particular product and when it needs to be sold. The product is priced competitively when compared against products such as Pacer DAL and ORACLE SQL*NET.

Client Upgrade Product

Product Number	Description	Price
B3139A	Upgrade Client License for customers who purchased ANY previous Information Access client (any language) including Access PC for DOS or NewWave Access.	$75

To obtain the desired number of media and manuals (with license), order one or more copies of the following products and any number of the B3139A for $75.

Product		Price
B3538AA	English A.06.00 Information Access for Windows Media, manuals AND license	$299
B3538AD	German D.05.00 Information Access for Windows Media, manuals AND license	$399
B3538AF	French F.05.00 Information Access for Windows Media, manuals AND license	$399

For example, if they previously purchased 50 copies of NewWave Access A.04.00 and they wanted to upgrade all of their users to Information Access for Windows A.06.00, then they would purchase:

1 B3538AA	English A.06.00 @ $299 -	$ 299
49 B3139A	Upgrade Licenses @ $ 75 -	$ 3675
		$ 3974

Deleted Products

The following products will no longer be on the CPL as of August 1:

Product Number	Description
B3115A #001	Upgrade for D2500A
B3115A #003	Upgrade for D2502A
B3116AD	HP Information Access HP-UX/800 German
B3116AF	HP Information Access HP-UX/800 French
B3116AJ	HP Information Access HP-UX/800 Japanese
B3162AD	HP Information Access SQL/iX German
B3162AF	HP Information Access SQL/iX French
B3161AD	HP Information Access MPE/V German
B3161AF	HP Information Access MPE/V French
B3160AD	HP Information Access MPE/iX German
B3160AF	HP Information Access MPE/iX French
B3140A	HP Information Access Client Software - English
B3140AD	HP Information Access Client Software - German
B3140AF	HP Information Access Client Software - French
B3140AJ	HP Information Access Client Software - Japanese