

ALL-IN-1 PHASE II
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OVERALL ANNOUNCEMENT QUESTIONS

Q: How does ALL-IN-1 compare with OfficeVision?

A: First, Digital offers the broadest range of multivendor desktop support, including MACs, UNIX and OS/2 standard edition.

We offer better integration of different types of data, THROUGH CDA, and database accessibility, including Rdb, RMS, DB2, and IMS.

We offer better applications, including windowed applications, for compound document editing, advanced decision support, electronic mail, electronic conferencing, and corporate Videotex.

Digital offers the ability to evolve, not replace office systems as new technologies and new applications become available.

And we offer consistent applications across different scales of implementation.

Q: How can Digital possibly compare these new offerings to OfficeVision when the Office Vision user interface is obviously much more easy to use.

A: Pretty icons don't make an office system easy to use. The applications make it easier for people to do their jobs in an effective manner. In the key areas relative to office, Digital is clearly ahead. For instance, Digital is ahead with the ability to create, edit and transmit revisable documents containing text, graphics and images across the network. And Digital is ahead with the delivery of electronic mail based on open industry OSI standards. These are a couple examples that don't even have analogs within the OfficeVision environment. And they represent products that work with ALL-IN-1, products you can see on our show floor today.

Q: Isn't ALL-IN-1 much more expensive than OfficeVision, which is \$750 per seat?

A: First \$750 is for the OfficeVision client on OS/2. ALL-IN-1 starts at \$312 per user.

Second, Digital offers the right desktop for the job in a whole range of prices. Terminals for \$300, DECstations for \$5000, powerful workstations for \$14,000. Unlike IBM, Digital does not force customers to put \$11,000 devices on all desktops.

Q: Isn't this announcement just a response to IBM's OfficeVision?

A: No.

Q: Which SAA services will Digital support?

A: Digital will support two types of standards, international standards controlled by users and standards which because of broad

scale use have become defacto standards. SNADS mail transport, SQL data access services, and LU6.2 connectivity fall into the latter category. Many other SAA services have neither the support of a large standards body nor a large installed base. When they do fit into one of these categories, we will support them.

Q: What is Digital doing to integrate this new desktop software with Rdb and DB2?

A: I'm glad you asked. Digital's Data Access Services under NAS allow easy access to DB2, IMS, Rdb and RMS databases with more planned for the future.

Q: When will Digital offer MOTIF support?

A: We are committed to MOTIF, but have no announcements to make today,

Q: What's your reaction to the Apple/Microsoft printing alliance which is non-PostScript? What's your strategy... are you going to stick with PostScript?

A: Digital supports the international standards effort for a standard Page Description Language (SPDL). Until this standard is available, Digital will continue to support PostScript, the industry defacto standard.

Digital welcomes Adobe's commitment to open up the PostScript specification and encourages Apple and Microsoft to participate in this effort.

Q: Which NAS services does ALL-IN-1 Phase II support?

A: All twelve NAS services announced to date are supported by ALL-IN-1 Phase II.

Q: Will Digital support Xenix?

A: We're seeing some demand from customers for low cost versions of UNIX for the small office user. We are evaluating how to best meet those needs.

Q: How does ALL-IN-1 Phase II compare to New Wave?

A: It's hard to tell, because HP has yet to ship New Wave for end users.

Q: By announcing an office strategy that embraces MS-DOS, OS/2 and MAC, doesn't this further confirm that DEC has given up on its once high hopes to dominate the desktop?

A: No. Digital realizes that customers have invested in many types of desktop devices from different vendors, and they want to be able to integrate these desktop devices into an enterprise-wide environment. Digital has the superior products to provide a common set of applications and services that MIS can then provide to all these different desktops, including PCs, MACs, VTs, workstations and windowed devices.

Q: You claim that you will support OS/2, but what can you really provide today?

A: Nothing because our customers have told us that their interest in implementing OS/2 beyond the pilot phase will happen around the second half of 1990. When the applications become available, we'll support them.

Q: Will Digital always lag behind IBM in delivery of OS/2 applications?

A: No.

Q: Will Digital take on responsibility for servicing and supporting this multivendor environment? Doesn't the customer want one place to go for support?

A: Digital has the most complete set of enterprise integration services and support available in the industry today. Not only will we support multivendor hardware but we will provide support for 3rd party application and networking software as well.

Q: With IBM's anticipated workstation announcement it's being said that that the workstation war has 'finally' started. This performance leapfrogging is bound to give customers headaches. Do you have any suggestions for them to remedy the situation?

A: When something is announced, we'll comment.

Q: When do I buy the VAX VMS Services and when do I buy the ALL-IN-1 DESKtop?

A: The ALL-IN-1 DESKtop for MS-DOS is built to take advantage of PCSA.

Q: When will your PC products be icon and object oriented?

A: DECwindows today is iconic. We have also stated intent to have OS/2 and Macintosh desktop applications with an iconic user interface available within the next twelve months.

If you want to understand Digital's direction for object orientation, look at the products today under DECwindows. DECwindows is object oriented.

Q: If these new products are based on standards, won't Digital always be behind in technology -- don't standards take forever to get approved and usually represent the lowest common denominator?

A: Where standards exist today and do the job, we will use them. If standards don't exist, we'll develop our own approaches and then work with the standards bodies and others in the industry to get them adopted.

Q: If Digital lets customers integrate desktops like PCs and MACs, why should they buy Digital workstations?

A: We believe that Digital's workstations and associated applications -- such as electronic conferencing, database access, and compound document applications -- are the best in the industry and in the jobs for which they are designed, perform much more effectively and efficiently than PCs and MACs.

Digital's strategy is to protect customers investments in the desktop devices they've chosen for particular jobs. For those customers who have significant investments in PCs and MACs and only need that level of power, Digital's strategy is to support those devices. For those customers who require more powerful workstations, or need to choose a device for a new user, we believe they will turn to Digital.

Q: When will your office strategy support popular PC LANs like 3Com and Novell?

A: Digital services 3COM and Novell PCLANs today. This is the first step. Digital is also looking at other options to best determine our future directions in this area.

Q: Will the ALL-IN-1 DESKtop for MS-DOS be supported on the VAXmate?

A: Yes.

Q: DEC continues to talk about support for UNIX. Where's the beef?

A: Refer to the ULTRIX applications list in the press kit.

Q: When will we see an integrated office system on UNIX?

A: They exist already from both Aplix and Uniplex.

Q: When will we see an ALL-IN-1 DESKtop for UNIX?

A: Digital is only talking about products we will ship within the next twelve months. Stay tuned.

Q: What standards does ULTRIX support?

A: ULTRIX will be 100% OSF compliant.

Q: Digital has never been successful selling software. Most companies buy software through retail stores. Why is Digital going to be successful selling this software now?

A: ALL-IN-1 is one of the most widely used office systems in the world. We will continue to meet customer demands with direct sales and direct channels. We are, however, always looking for additional opportunities to meet our customers' distribution needs.

ALL-IN-1 QUESTIONS

Q: Will the new version and extensions to ALL-IN-1 work with the DECwindows terminal?

A: Yes.

Q: I noticed that you've raised the price of ALL-IN-1. Given that OfficeVision costs \$750 per user, how do you expect to compete?

A: We raised some prices and lowered others. ALL-IN-1 starts as low as \$312 per user.

Q: Isn't the ALL-IN-1 DESKtop for MS-DOS just a repackaging of the OA Technology's OATMAIL?

A: No.

Q: Does Digital have a business relationship with OA Technology?

A: Yes.

Q: What was OA Technology's role in the development of the ALL-IN-1 DESKtop for MS-DOS?

A: I am not at liberty to discuss the details of this relationship.

Q: When will the new ALL-IN-1 products be available in Europe? Which countries will be first?

A: Approximately 3-6 months after the US English first customer shipment. UK, French and German versions will be delivered first.

ALL-IN-1 MAIL QUESTIONS

Q: What's your response to HP's new OPENmail offering?

A: Digital again is pleased that another vendor has entered the market with X.400 electronic messaging. Digital was the first vendor to offer X.400-based mail products in 1986, and continues to support the interworking between mail systems from different vendors.

Q: Are the ALL-IN-1 Mail products also the mail components of the new ALL-IN-1 DESKtop products?

A: Digital's mail strategy is to offer the same mail for integrated office systems and for separate applications. This is true today. The mail component of ALL-IN-1 DESKtop for VMS DECwindows is the ALL-IN-1 Mail for VMS DECwindows product. We will do the same with the Macintosh DESKtop and Macintosh mail products in twelve months.

Q: Why is Digital offering two different mail systems (ie. ALL-IN-1 DESKtop for MS-DOS and ALL-IN-1 Mail for MS-DOS)? Do the two systems work together?

A: Digital is not offering two mail systems. Digital offers mail in two ways, as part of a comprehensive suite of desktop applications (ALL-IN-1 DESKtop) and as separate, complementary components (ALL-IN-1 Mail). Both support open international X.400 standards.

Q: What about VMSmail, PCmail, ALL-IN-1 Mail, and mail within the ALL-IN-1 integrated office system? What do I buy?

A: The first two you don't have to buy at all, they come free, and work within the Digital environment. The second two are products we do sell separately that work within a multivendor environment.

Q: Digital has said for the past three years that ALL-IN-1 already supports X.400 mail. Does it?

A: Yes, the ALL-IN-1 integrated office system supports the CCITT X.400 standards through the MAILbus Message Router X.400 Gateway, which allows ALL-IN-1 users to send and receive mail with users of other vendors' X.400 mail systems and public X.400 systems.

Q: Will ALL-IN-1 Mail be the mail application that comes with the PCLAN/Server 3100?

A: Yes.

Q: How would you compare your multivendor capability with SoftSwitch?

A: Digital's MAILbus is an X.400 alternative to SoftSwitch.

Q: But SoftSwitch has superior support for MHS standards for PCLANS.

A: All major MHS PCLAN based mail systems connect to MAILbus and ALL-IN-1 Mail today.

Q: Will ALL-IN-1 MAIL be available for ULTRIX systems?

A: Yes.

Q: When will Digital support X.500?

A: X.500 is an interim standard produced jointly by ISO and CCITT. Further work is being done on the standard in the next study period for publication in 1992. Digital is working with the standards organizations to ensure that X.500 addresses the practical needs of our customers, and will ensure that Digital's Distributed Directory Service evolves to encompass the future standard. Digital will also support interworking between its mail products and public X.500 directory services.

BUSINESS INTELLIGENCE

- Q: Why the new term Business Intelligence? Aren't these simply decision support applications?
- A: These applications are a generation ahead of past personal productivity and decision support applications in their integration with networked data and office systems. We and leading consultants call these applications Business Intelligence applications.
- Q: The relationships with Lotus and Ashton-Tate were announced almost a year ago. They still haven't announced product. Given their past performance, why should we believe we will see either product in our lifetime?
- A: Both of these vendors will not announce their products until they are ready and tested. Digital supports this position. At the show this week, both partners are demonstrating their flagship products running on the VAX as proof of their development progress and to show the value of supporting NAS services.
- Q: Don't some of these applications directly compete with Digital's own applications, like DECdecision?
- A: Digital's strategy is to give our customers a choice. All of our Business Intelligence applications offer common integration features, but are quite different in their other features.
- Q: Aren't you just offering yesterday's applications?
- A: Our portfolio has the market leaders' latest products enhanced with features not available on their PC versions. New, innovative applications are appearing first in the ALL-IN-1 environment; applications like Paradigm from Execucom and Wingz from Informix.
- Q: Are you only going to allow access to Digital and IBM databases? What about Oracle?
- A: Our strategy is to drive industry standards to allow data interoperability among all vendors. In the meantime, we are working to integrate all databases into Rdb at our customers requests. Thus far we have focused on IBM databases (IMS, DB2 and IDMS) based on customer needs.
- Q: Aren't all major applications being developed for OS/2 and OfficeVision? Why are you going to be successful in capturing applications with ALL-IN-1 Phase II?
- A: We believe IBM will have trouble attracting broad support for their proprietary OfficeVision OS/2 EE environment.
- Q: Many of your business intelligence applications are object oriented. Is Digital going to join the Object Management Group?

A: Digital is seriously considering joining the OMG and is reviewing the details now.

EDI

- Q: Why do you continue to make announcements like this rather than wait for a formal product announcement?
- A: Digital is shipping EDI products in the UK and they are shown on the floor here today.
- Q: Will your EDI product talk with IBM's Information Network?
- A: Digital will continue to work with customers to determine which VANs are the most important for them and deliver a product which is VAN independent, providing those VANs adhere to EDI standards.
- Q: Will your EDI product be integrated with ALL-IN-1?
- A: Digital's worldwide EDI product will be an integral component of applications based on NAS. For instance, EDI will be accessible through business applications (eg. financial applications) integrated with ALL-IN-1.
- Q: Will the new EDI product support CDA?
- A: As graphics become more defined in EDI standards, Digital will support them in our EDI products.
- Q: Will there be a migration path from VAX/EDI in the UK to the new worldwide EDI software?
- A: VAX/EDI is Digital's first EDI product which was designed to support the specific trading needs of our UK customers. As Digital announces new EDI products and services, VAX/EDI customers can be assured of a migration path for the future. At the upcoming EDI '89 Conference in London later this month, Digital will be making an announcement regarding a special program of VAX/EDI customers.
- Q: Is Digital planning to be in the VAN business?
- A: Digital does have an industry-specific VAN in the UK; however, in most of the world Digital works closely with VANs by providing products and services to help them manage and operate their businesses effectively. As far as future predictions, it is not Digital's policy to speculate which markets we will pursue.
- Q: With all the attention being given to security, it seems that EDI information would be a big target. How will DEC address this?
- A: Digital recognizes the business imperative for a secure EDI environment and is a leader in network and operating system security. Our EDI product architecture addresses these EDI security needs and Digital will work closely with EDI VANs, applications developers and customers to ensure that the entire EDI information chain meets Digital's security standards.

NAS and CDA QUESTIONS

Q: How does ALL-IN-1 Phase II compare to NAS?

A: The products under Digital's ALL-IN-1 Phase II office strategy for the 90s are based on NAS.

Q: How would you compare NAS to SAA?

A: NAS solves customers real problems -- like integrating multivendor desktops (MACs and PCs, including clones), and integrating UNIX systems into their environment; and it's based on standards -- not our own standards, but industry standards.

Q: Isn't NAS just a marketing veneer to hide the fact that now DEC has two incompatible architectures, just like the problems IBM has?

A: No -- unlike IBM, NAS was designed from the start to support a multivendor environment -- adding UNIX and RISC is just a natural extension. With NAS, customers don't have to compromise or choose between the two -- they can have it both ways. NAS includes a modular set of 12 software products, most of which already run today and are deliverable on both VMS and ULTRIX.

Q: IBM announced OfficeVision based on SAA. When will DEC's office products support NAS?

A: Digital already supports NAS in office products like DECwrite, DECdecision, DECimage, VAX/VTX, and VAX Notes. ALL-IN-1 supports NAS today through capabilities such as MAILbus, DDIF and DECwindows. Incidentally, IBM has yet to ship any significant applications as part of OfficeVision.

Q: Tell me the user applications that have implemented NAS so they can operate with each other across the Digital, DOS and MAC environments.

A: There are lots of examples. For instance, any DECwindows application can operate with any other across VMS, ULTRIX, and MS-DOS (and in the future, MAC). MACpaint, Lotus, etc. can all output data which can be involved in a DECwrite document on VMS or ULTRIX through NAS.

Q: What about TP? How does that fit into NAS?

A: NAS is intended to support a wide variety of application environments. NAS services like DECforms are already part of Digital's TP strategy. We will continue to evaluate the need to add additional NAS services to support TP.

Q: What about the Digital CASE environment? Can you be more clear on its relationship to NAS?

A: CASE tools and application already use NAS services like CDD+, DECwindows, etc. NAS supports a wide range of environments, including CASE.

Q: We've read some things about AIA -- why was there little mention of it, and what is it's relationship to NAS?

A: We chose to focus on NAS because it provides the real code (products, toolkits, etc.) that developers use to build applications. The underlying architecture for NAS is AIA -- its like DNA is to DECnet.

Q: How does CDA compare with to ODA/ODIF and SGML?

A: CDA is consistent with the direction of key emerging industry and international standards, including ODA/ODIF and SGML. CDA will accommodater emerging standards as they develop. Digital has committed to develop converters to and from CDA and ODA and SGML.

GENERAL EXECUTIVE QUESTIONS

Q: What happened to Digital's claim for one architecture?

A: We have long recognized that a single SYSTEM architecture must accomodate more than one hardware architecture and more than one operating environment. As we have evolved our architecture over the years, you have seen that in various ways we have brought in various components to meet customer needs.

Q: What is Digital's RISC strategy?

A: Digital does not have a separate RISC strategy per se, but rather a strategy of being the premier supplier of integration for heterogeneous computing environments. RISC is simply a complementary technology for the hardware portion of our overall system architecture, providing a different level of performance to our customers.

Q: Will Digital be abandoning the VAX architecture.

A: Digital has a longstanding commitment to the VAX architecture as is seen by the broad range of products in our VAX systems family. Our plans are to continue developing extensions to the VAX computer family in every price and performance range.

Q: Will Digital produce a RISC version of VMS?

A: We are not prepared at this time to speculate on future versions of the VMS operating system.

Q: When will we see the much anticipated Aquarius?

A: A lot of press people have been speculating on a product called Aquarius, however, I am not at liberty to confirm or deny their validity.

Q: Now that OSF has announced MOTIF, is Digital committed to evolve the DECwindows UI to be compatible with Motif?

A: Yes -- on both VMS and ULTRX. The API's are already compatible.

Q: You announced your deal with Apple 18 months ago; what's happened and why haven't we seen any products?

A: Today we're announcing intent to deliver a Macintosh version of the ALL-IN-1 DESKtop and ALL-IN-1 Mail products within the next twelve months. You can see the ALL-IN-1 DESKtop for Macintosh on the show floor today.