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DIGITAL ANNOUNCES LEADERSHIP OFFICE SOLUTIONS  
FOR INDUSTRY'S WIDEST RANGE OF DESKTOPS

... First products in ALL-IN-1 Phase II Program from Digital and leading software companies ...

NEW YORK, NY -- October 10, 1989 -- At the INFO '89 show here today, Digital Equipment Corporation announced the first set of products under its ALL-IN-1 Phase II program. The new family of office products allows users of the industry's widest variety of multivendor desktop devices to work together easily, and to share information and insight using their own chosen style of work.

The ALL-IN-1 Phase II program implements Digital's office strategy for the 90s -- providing the technologies and services that empower people to work together in task-oriented teams.

Built on Digital's Network Application Support (NAS) services, the ALL-IN-1 Phase II program includes support for MS-DOS, OS/2 and Macintosh personal computers; DECwindows VMS and DECwindows UNIX workstations; Digital video terminals; and IBM 3270 users.

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"In the office of the 90s, people use a wide variety of desktop devices from different vendors doing different jobs. In order for an organization to become more competitive, their people need to communicate -- or talk together, collaborate -- or work together, and coordinate -- or act together, across the entire organization," said Kenneth H. Olsen, President of Digital Equipment Corporation. "The difficult challenge of the 90s is tying together all parts of the organization. This means work groups, as we call them, can expand or contract spontaneously as needs and tasks change. They can share computing software, and transmit data, documents and pictures. Its just common sense." The ALL-IN-1 Phase II program meets these needs in an evolutionary manner, without disruption.

The ALL-IN-1 Phase II Program -- Empowering People for the Demands of the 90s

"Currently, the ALL-IN-1 integrated office system is the industry's leader, with 3.3 million users worldwide," said Henry Ancona, Digital's Vice President, Business and Office Information Systems. "Digital is announcing the first set of products in its ALL-IN-1 Phase II family, designed to answer users' needs for choice in desktop device, consistent applications at the desktop, and the ability to work together as a team across the entire organization."

With ALL-IN-1 Phase II, Digital is evolving in three major areas:

- o implementing the client/server model and supporting Network Application Support services, including the DECwindows graphical user interface and CDA (Compound Document Architecture);
- o expanding ALL-IN-1 from a single product to a family of products that cover the widest variety of desktop devices in the industry;

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- o providing users with added flexibility in implementing the entire ALL-IN-1 integrated office system, or if needed, a choice of separate ALL-IN-1 electronic mail, business intelligence, electronic publishing and user-specific applications.

"With the ALL-IN-1 Phase II program, we're continuing to provide the world's best integrated office system," added Ancona. "And, we're expanding the ALL-IN-1 family to include leadership electronic mail, electronic publishing and business intelligence applications that can either be integrated within the ALL-IN-1 integrated office system or used separately."

#### ALL-IN-1 Integrated Office System -- Client/Server

##### Implementation

Today Digital is extending the ALL-IN-1 integrated office system to a client/server architecture, allowing users to select the best desktop device to fit their particular needs, or to extend the functionality of their current desktop device to applications that work together across a local or global network. At the same time, the company announced implementation of its DECwindows graphical user interface with ALL-IN-1.

Users of PCs and other intelligent devices will now be able to take advantage of the applications already available to them, while at the same time work with all the network applications available through the ALL-IN-1 integrated office system.

In the client/server relationship, client software runs on the desktop device and provides that device with access to applications on the network. Server software runs on a host computer and provides all desktop devices within a computing community with a consistent set of shared services.

ALL-IN-1 DESKtop Family

Products in the new ALL-IN-1 DESKtop family provide desktop devices in Digital PC LANs and global networks with electronic mail, electronic conferencing, editing, and calendar functions, as well as access to the ALL-IN-1 integrated business applications and file cabinet. They are:

- o ALL-IN-1 DESKtop for MS-DOS -- client software enables MS-DOS based PC users to work within the MS-DOS environment, with access to all their PC applications and ALL-IN-1 applications. Works with Digital's PCSA (Personal Computing System Architecture) Client, Digital's PC LAN software, and existing applications running on the MS-DOS PC. Available in January, 1990 and priced at \$195 per user.
- o ALL-IN-1 DESKtop for VMS DECwindows -- client software supports the power of DECwindows and DECwindows applications while integrating workstation users into the ALL-IN-1 integrated office system. Software includes NAS-based applications such as VAX Notes electronic conferencing and new electronic mail software. Available in July, 1990 and priced at \$395 per single user license.
- o ALL-IN-1 DESKtop Package for VMS DECwindows -- a powerful software package including the functionality of ALL-IN-1 DESKtop for VMS DECwindows, plus the industry's most comprehensive set of NAS-based graphical user interface applications including DECwrite compound document editor for electronic publishing, DECdecision advanced decision support software and VAX VTX corporate videotex software. Available in July, 1990 and priced at \$2,195.
- o Macintosh Personal Computer Support -- client software enabling Macintosh users to work directly with the ALL-IN-1 integrated office system and with Digital's new electronic mail applications. This software will use the Macintosh user interface and will be available within the next twelve months. Digital also stated its intention to provide a Macintosh version of its VMS Services PC integration software.
- o OS/2 Standard Edition Personal Computer Support -- client software enabling OS/2 users to work directly with the ALL-IN-1 integrated office system and with Digital's new electronic mail applications. This software will use the Presentation Manager user interface and will be available within the next twelve months.
- o Digital Video Terminal and IBM 3270 Support -- the ALL-IN-1 Phase II program continues to support Digital's family of VT displays, as well as IBM 3270 terminals through an option card and DECserver family of terminal servers.

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#### New ALL-IN-1 Integrated Office Servers

To support the ALL-IN-1 DESKtop family, as well as other NAS-supported desktops, Digital also announced new ALL-IN-1 integrated office server products. They include:

- o ALL-IN-1 Version 2.4 for VMS -- provides support for MS-DOS and DECwindows client devices and NAS services including CDA (Compound Document Architecture) for applications such as electronic publishing; and incorporates end user system enhancements and improved application integration, as well as integrated electronic conferencing with Digital's VAX Notes software. Available in January, 1990; prices start at \$2,495 for a four-user license.
- o ALL-IN-1 STARTER Version 2.4 for VMS -- a low-cost set of primary office services for customers that want to start small and grow, incorporates the same enhancements and desktop device support included in the full ALL-IN-1 Version 2.4 for VMS, with the exception of group conferencing and application integration capabilities. Available in April, 1990; prices start at \$1,245 for a four-user license.

Digital also announced that it intends to enhance the ALL-IN-1 integrated office server to enable users of all NAS-supported desktop devices, including the ALL-IN-1 DESKtop family, to share electronic files containing revisable compound documents over a worldwide enterprise network.

#### Extending Leadership in Worldwide Electronic Mail

"With over six million installed mail users, Digital is the world's leading supplier of electronic mail," added Ancona. "We provide mail based on OSI X.400 standards, allowing users to build a multivendor mail network including systems such as IBM PROFS and SNADS, Wang OFFICE as well as any X.400 public mail service like MCI Mail, Pacific Bell CONNECTION, Telenet Telemail, and the Canadian EnvoyMHS."

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"Digital is the only vendor to provide users with a single, worldwide, distributed directory of all users on the network," added Ancona. "And, the only vendor to provide mail for revisable compound documents that contain text, graphics, images, and LiveLink application data that remains intact and dynamically linked to its source."

Today, Digital announced ALL-IN-1 Mail software, providing companies with a separate, low cost electronic mail application for tens or thousands of users that works with the multi-function ALL-IN-1 integrated office system. With P2 X.400 compliance and access to Digital's MAILbus enterprise-wide message transfer service and Distributed Directory Service, announced today were:

- o ALL-IN-1 Mail Server -- server software runs on VAX/VMS systems and handles messaging operations for ALL-IN-1 Mail desktops. ALL-IN-1 Mail Server is the core software for all future ALL-IN-1 electronic mail offerings from Digital, including the ALL-IN-1 integrated office system. Available in January, 1990, prices start at \$500.
- o ALL-IN-1 Mail for MS-DOS -- client software enables networked MS-DOS personal computer users to create and exchange electronic mail messages with users of a wide range of private and public electronic mail systems. Available in January, 1990 with a special introductory price through June, 1990 of \$50 per user.
- o ALL-IN-1 Mail for VMS DECwindows -- client software provides the same capabilities to users of VMS workstations running DECwindows. Available in January, 1990 with a special introductory price through June, 1990 of \$50 per user.

Within the next twelve months, Digital also intends to deliver ALL-IN-1 Mail products for Macintosh, OS/2 SE, MS-Windows and video terminal users. The ALL-IN-1 Mail products also will be accessible to IBM 3270 terminal users through Digital's 3270 Option Card and DECserver family of terminal servers.

New ALL-IN-1 Business Intelligence Applications

Today, Digital redefined the traditional decision support and executive support applications with the announcement of its ALL-IN-1 Business Intelligence program, and a portfolio of applications from leading software vendors enhanced to support NAS services and the ALL-IN-1 integrated office system.

These applications are enhanced to include integration with enterprise data and with enterprise office systems. For example, the user of Lotus 1-2-3 will be able to easily bring data from both IBM and Digital databases into a spreadsheet, chart it and merge the chart with annotations in a document, mail message or electronic conference anywhere on the network.

"The more advanced products in the portfolio also use artificial intelligence techniques and object orientation to create breakthroughs in utility and ease-of-use," added Ancona.

All of the products in the ALL-IN-1 Business Intelligence application portfolio use NAS Data Access Services, providing consistent access to departmental or mainframe databases anywhere on the network, including IBM DB2 and IMS, and Digital Rdb and RMS databases. They also work with the ALL-IN-1 integrated office system through NAS Compound Document Services, Messaging Services, and File Sharing Services.

Leading vendors today showed support this strategy with product announcements or demonstrations of intent:

Spreadsheets and Personal Databases

|                     |                               |
|---------------------|-------------------------------|
| o Access Technology | 20/20 multi-user spreadsheet  |
| o Ashton-Tate       | dBASE IV personal database    |
| o Informix Software | Wingz graphic spreadsheet     |
| o Lotus Development | 1-2-3 for VAX/VMS spreadsheet |

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Decision Support Systems

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|-------------------------------|----------------------------|
| o EFFEM Services, Inc.        | Acumate decision support   |
| o Execucom Systems            | Paradigm decision support  |
| o Execucom Systems            | IFPS/Plus decision support |
| o Information Resources, Inc. | EXPRESS decision support   |

Executive Support Systems

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|--------------------|--------------------|
| o Comshare, Inc.   | Commander EIS      |
| o Execucom Systems | Executive Edge EIS |
| o Pilot            | Pilot EIS          |

Other

- |                         |                                                 |
|-------------------------|-------------------------------------------------|
| o Cognos                | PowerPlay management<br>reporting/data analysis |
| o Information Builders  | FOCUS 4GL                                       |
| o Information Advantage | Metaphor to VAX connection                      |

New Electronic Publishing Applications

Digital announced availability under ULTRIX of its currently shipping VMS compound document editor for electronic publishing, DECwrite, thus enabling RISC/ULTRIX workstation users to create, edit, format and interchange revisable documents containing text, graphics, images and application data. DECwrite implements NAS services such as CDA and LiveLink connections, which dynamically link information from the document to its source. Available in November, 1989, it is priced at \$1,200 per single user license.

To date, over 60 industry leading software vendors have publicly endorsed CDA, which allows people to work together, sharing information in documents. Additionally, Digital and Information Dimensions, Inc. today announced BASISplus, an information management system providing content based retrieval capabilities, with support for CDA, ALL-IN-1 integrated office system, and DECwindows software. BASISplus allows network access, search and sharing of compound documents to support a range of electronic publishing applications.

Digital also announced four new DECstation/WPS-PLUS Solution Systems, combining industry-standard Intel 80286- and 80386-based personal computers with industry-standard MS-DOS software and WPS-PLUS/DOS document processing software. Available immediately, they are priced from \$3,270 for the DECstation 212 monochrome standalone package to \$5,050 for the DECstation 316 network color package. In addition, a DECmate trade-up program offers allowances for each DECmate traded in for a DECstation/WPS-PLUS Solution System.

Additional Products In The ALL-IN-1 Phase II Family

Over the next twelve months, Digital also intends to announce a series of worldwide Electronic Data Interchange (EDI) application services based on EDIFACT international standards and built on a distributed architecture. These application services are an integral component of Network Application Support and will use DECnet/OSI networking software and X.400 electronic messaging capabilities. Customers will be able to install the various EDI modules on one host computer or various computers across the network, providing organizations the ability to integrate EDI into their existing multivendor application environment.

Digital Equipment Corporation, headquartered in Maynard, Massachusetts, is the leading worldwide supplier of networked computer systems and services. Digital offers a full range of computing solutions and systems integration for the entire enterprise - from the desktop to the data center.

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Note to editors: ALL-IN-1, ALL-IN-1 STARTER, ALL-IN-1 DESKtop, ALL-IN-1 Mail, CDA, DECdecision, DECmate, DECnet/OSI, DECstation, DECwindows, DECwrite, LiveLink, MAILbus, PCLAN/Server, Rdb, RMS, ULTRIX, VAX VMS, VAX VTX, VAX Notes, and WPS-PLUS are trademarks of Digital Equipment Corporation.

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