

Business

DATA GENERAL, DELL, EPSON AMERICA,

April 14, 1993, 1:42 PM CDT

New York Telephone Enterprise network

Business Editors/Computer and Hi-Tech Writers

NEW YORK--(BUSINESS WIRE)--XVideo technology, developed by Santa Clara, Calif.-based Parallax Graphics, today is enabling a new network at Nynex Corp.'s (NYN) New York Telephone unit to display high-quality digital video for the first time.

New York Telephone today introduced Nynex Enterprise Services, in which a customer with a single phone call to the company will have flexibility to increase bandwidth to set up a videoconference, among other things. Of the 85 Sun SPARCstations in the network, 18 are equipped with Parallax's XVideo systems, supplying digital video for videocommunication and training.

Parallax is a wholly owned subsidiary of publicly owned Dynatech Corp. (OTC:DYTC), a \$500 million supplier of high-technology products and services.

ûûû930414 1442 39 00ïDGN 2305Z DELL 4562Z NIXP@GRïCPR US NIPNY HWP
DATA GENERAL, DELL, EPSON AMERICA,
Hewlett-Packard, NEC and Siemens Nixdorf

Business Editors & Computer Writers

REDWOOD CITY, Calif.--(BUSINESS WIRE)--NeXT Computer Inc. Wednesday announced partnerships with several major PC manufacturers and a national distributor to sell NEXTSTEP for Intel 80486 and Pentium-based PCs, beginning on May 25.

NEXTSTEP for Intel processors runs on a wide range of industry-standard Intel486- and Pentium-based desktop and portable computers and will ship worldwide on May 25 in conjunction with the 1993 NeXTWORLD Expo in San Francisco and Spring Comdex in Atlanta.

The user environment will sell for a U.S. list price of \$795. The developer tools, named NEXTSTEP Developer, will have a list price of \$1,995 in the United States. Developers need both the user environment and NEXTSTEP Developer, for a combined price of \$2,790.

"These partnerships lay the foundation for the success of NEXTSTEP in the Intel marketplace," said Steven P. Jobs, chairman and chief executive officer of NeXT. "NEXTSTEP will be running on more than 100 different PCs on May 25. This will complete our transition to a software company."

NEXTSTEP will be available factory-installed on the hard disks of Intel486- and Pentium-based PCs manufactured by Data General Corp., Dell Computer Corp., EPSON America Inc., NEC Technologies Inc. and Siemens Nixdorf Informationssysteme AG. Each company will sell fully configured systems through its existing channels of distribution.

Hewlett-Packard Co. will market NEXTSTEP-certified PCs via their resellers, who will integrate and deliver fully configurable NEXTSTEP hardware/software solutions to their customers.

"We've maintained a close technical relationship with NeXT throughout the development of this new version and have seen a great deal of interest for NEXTSTEP on Dell hardware from developers and other segments of our customer base," said Charles Sauer, Dell's vice president of software and technology.

"NeXT is well-positioned to become a serious player in the operating systems arena with NEXTSTEP for Intel processors, and Dell will provide cutting-edge systems to customers requiring the NEXTSTEP operating environment."

NEXTSTEP will also run on more than 100 PC configurations from Altima Systems, AST Research Inc., Digital Equipment Corp., Gateway 2000 Inc., Intel Corp., Lucky-Goldstar Information Systems, NCR Corp.,

Toshiba America Information Systems Inc., Zenith Data Systems Corp. and other leading manufacturers.

NEXTSTEP will be made available in North America to resellers through Ingram Micro, one of the leading national distributors in the industry. Ingram Micro will authorize leading VARs and dealers to sell NEXTSTEP to end users. NeXT's current resellers, numbering more than 200, are being pre-authorized to purchase NEXTSTEP for Intel processors through Ingram.

"We are pleased to be announcing this distribution agreement with Ingram Micro, which will greatly expand NeXT's capability to recruit, market to and support premier VARs and integrators for NEXTSTEP," said Erna Arnesen, NeXT's director of channel sales.

In addition, NeXTConnection (a division of PC Connection, headquartered in Marlow, N.H.) will distribute a shrink-wrapped version of NEXTSTEP for Intel processors through its mail order operations. NeXTConnection also distributes third-party software and peripherals for NEXTSTEP.

NEXTSTEP VARs, systems integrators, and consultants such as Linotype-Hell AG, SHL Systemhouse Inc., Logicon Ultrasystems, Pencom Software, and Trident Data Systems, will provide a wide spectrum of solutions including vertical packaged offerings and custom client/server applications and integration and consulting services.

NeXT's sales force will concentrate on marketing NEXTSTEP directly to major accounts (e.g. large corporations and government organizations). These Fortune 500 accounts can choose to purchase fully integrated systems from NeXT's OEM partners or resellers, or they can purchase shrink-wrapped software directly from NeXT. Regional sales offices are located in Redwood City, Chicago, Washington, and New York. European headquarters are located in Munich, Germany.

Other customers will acquire NEXTSTEP from selected resellers who will obtain NEXTSTEP via Ingram Micro. These resellers includes VARs, VADs and systems integrators as well as NeXTConnection.

NeXT develops and markets the industry-acclaimed NEXTSTEP object-oriented software for industry-standard computer architectures. NEXTSTEP is used by customers to develop and deploy client/server applications, using both custom and shrink-wrapped productivity software. NeXT is headquartered at 900 Chesapeake Drive, Redwood City, Calif., 94063.

For additional information about NEXTSTEP for Intel processors from sources other than NeXT, please contact the following:

Data General Corp., Chris Sampson, [508/898-4288](tel:5088984288)
Dell Computer Corp., Lisa Rohlf, 512/343-3782
EPSON America Inc., Jan Marciano, 310/782-5161
Hewlett-Packard Co., David Schneider, 415/541-0873
Ingram Micro Inc., Wayne Stewart, 714/566-1000
Linotype-Hell AG, Nancy Davies, 212/334-0334
Logicon Ultrasystems, Pete Farkas, 703/486-3500, ext. 2538
NEC Technologies Inc., Geoff Spillane, 508/264-8835
Stephanie Allman, 508/264-8835
NeXTConnection, Chuck Milliken, 800/800-NeXT (6398)
Pencom Software, Elizabeth Richardson, 512/343-6666
SHL Systemhouse Inc., Bill Bennett, 408/496-6511
Siemens Nixdorf Information Systems, Ian Robb, 617/273-0480
Trident Data Systems, Michael Christiansen, 310/338-3506

Note to Editors: NeXT, the NeXT logo and NEXTSTEP are registered trademarks of NeXT Computer Inc. Intel486 and Pentium are registered trademarks of Intel Corp. All other trademarks mentioned belong to their respective owners.

--30--lw/alx/pc/sf*

CONTACT: Allison Thomas Associates
Emily Brower, 415/780-3786

KEYWORD: CALIFORNIA

INDUSTRY KEYWORD: COMPUTERS/ELECTRONICS PRODUCT

REPEATS: New York 212-575-8822 or 800-221-2462; Boston 617-330-5311 or
800-225-2030; SF 415-986-4422 or 800-227-0845; LA 213-380-8383

EOS (BW) Apr/14/93 14:28 54
â

[Terms of Service](#) [Do Not Sell My Info \(California\)](#) [Trademarks](#) [Privacy Policy](#)
©2020 Bloomberg L.P. All Rights Reserved
[Careers](#) [Made in NYC](#) [Advertise](#) [Ad Choices](#) [▶ Contact Us](#) [Help](#)