

Announcements

New Higher Education Reseller Guide

Enclosed is the new higher education reseller guide. This guide contains information about the latest NeXT products and provides excellent positioning information for you and your employees.

1992 *Mathematica* Conference Starts May 27th in Boston

The 1992 *Mathematica* Conference will be held in Boston May 27–31, 1992. NeXT's participation in the conference includes a 15-unit NeXT classroom with workshops on "Introduction to *Mathematica*," "Using the Notebook Front End," and "*Mathematica* Graphics" as well as presentations by faculty who use *Mathematica* and NeXT computers. To register for the conference, please contact Wolfram Research at (217) 398-0700.

U of Chicago Buys NeXT Workstations for Administrative Productivity

The University of Chicago Division of Biological Sciences will be purchasing more than 250 NeXT computers over the next four years to be used for university administration. The division plans to design custom front ends to Sybase databases as well as using popular applications such as Lotus Improv and NeXTmail. Please refer to the enclosed press release for more information about NeXT at the University of Chicago.

Third-Party Products

Appsoft Draw Now Shipping from Appsoft

Appsoft Draw for the NeXT is now shipping. Resellers will be receiving print-impaired demonstration copies in the near future. Appsoft will also make a 30-day trial version of Draw available on archive servers. Draw will list for \$395 and educational discounts are available to campus resellers through NACSCorp.

Concurrence Now Shipping from Lighthouse Design

Lighthouse Design has started shipping Concurrence, a powerful outline and presentation program. Concurrence takes advantage of many of NeXTSTEP's multimedia capabilities and supports output to any PostScript-compatible device including 35mm slide imagers. Academic discounts are available. Contact Lighthouse Design at 1-800-366-2279. For more information regarding Concurrence, please refer to the enclosed press release.

Maple V Now Shipping from Waterloo Maple Software

Maple V, a powerful, interactive computer algebra system, is now shipping from Waterloo Maple Software. Maple V for the NeXT has powerful 3-D graphics capabilities and worksheet interface that provides easy manipulation of mathematical expressions. Maple V also has a comprehensive mathematics library that includes more than 2,000 functions. For more information regarding Maple V, please refer to the enclosed press release.

LINK Products Information

Enclosed is an information sheet on three products from Quest Canada Technologies: Midi LINK, Midi LINK+ Midi interfaces, and Call LINK.

*Third-Party
(continued)*

IPT Products Allow Mac Users to Print to NeXT Printers

If you have a large installation of Macintosh computers on campus, you'll be interested in two products from IPT, uShare and a print server. With uShare installed, a NeXT becomes an AppleShare file server, accessible from any Macintosh through Apple's Chooser. A companion print spooler offers the option of printing to a 400 dpi NeXT laser printer or Mac-connected PostScript devices. IPT's mail host lets a NeXT exchange text-based mail among Macintosh and NeXT users, forwarding electronic mail worldwide through UUCP or Internet connections. For more information about these products, contact Holly Webb at Information Presentation Technologies, Inc. at 1-800-233-9993.

Teledia Announces Three New Products

Enclosed are information sheets regarding Teledia's three new products: FileMaster, BackupMaster, and PhrasePlayer. Contact information for Teledia is on the information sheets.

Sales Tools

New Collateral Listing and Order Form

Enclosed is an updated collateral listing of items which you can order for your resale location and a new collateral order form. The new listing includes the order number for the reprint of the recent SunWorld review of the NeXTstation Turbo Color.

Summer 1991 NeXTWORLD Magazine

Enclosed is a copy of the Summer 1991 NeXTWORLD Magazine. This issue has informative articles about how Phibro Energy is using NeXT computers and how NeXT is taking advantage of ISDN technology. There are also reviews of Concurrence from Lighthouse Design and Simon Says from HSD.

Sample Color Printer Output

Enclosed is sample output from the new NeXT Color Printer. The new printer will be available in Q3 of this year. Please use this sample to show prospective customers.

*Monthly
Inclusions*

May 15, 1992 Higher Education Price List

Enclosed is the May 15, 1992 Higher Education Price List. Please add this current price list to your "Doing Business with NeXT" binder.

May 15, 1992 Product Availability

Enclosed is the latest NeXT Product Availability List. Please use this tool when determining product lead times. As an Authorized Campus Reseller, you may phone NeXT's Order Management department for up-to-date shipping information. Please have your customer number ready before calling.

Comments and Suggestions

We have an e-mail address, next_news@next.com, where you can send your comments and suggestions about NeXT News and updates to our mailing list.