



Campus Resellers
August '92

NeXTNews

Announcements | **NeXT Steals the Show at Object World**

NeXT's "Real Objects, Right Now" initiative stole the show at Object World, the premier trade show and conference for object technology, July 21-23, 1992 in San Francisco. Steve Jobs delivered the keynote address and NeXT made the following announcements:

- *NeXT Joins the Object Management Group (OMG)*
- *NeXT and Object Design Announce Joint Development*
- *NeXT Announces ObjectWare and OBJECTWARE Catalog*

Enclosed are the press releases on these announcements with more information. Also enclosed is an OBJECTWARE catalog for your reference. Additional copies of the catalog may be purchased through The Hibbert Group (part #1M5014).

NeXT Participates in the 1992 Campus Computer Reseller Conference

For the third straight year, NeXT participated in the Campus Computer Reseller Conference sponsored by NACS. This year's conference, held in San Diego from July 26-29, attracted over 300 campus resellers and more than 30 hardware, software, and peripheral manufacturers. NeXT sponsored a hospitality suite and concurrent vendor presentation, as well as participated in a multi-vendor presentation titled "UNIX in Higher Education" which included speakers from DEC, IBM, NeXT, and Sun.

NeXTSTEP 486 to Ship Q1, 1993

NeXTSTEP 486 is now scheduled to ship in Q1 1993. The original schedule for NeXTSTEP 486, which was announced in January 1992, was approximately 90 days more aggressive than this current schedule. The change is due to two reasons: 1) NeXTSTEP 3.0, upon which NeXTSTEP 486 is based, will be finished later than planned; and 2) There are many configurations to support in the PC world, and this extra work is expected to take an additional 90 days. The product looks excellent, and we think it will be a real market winner in 1993.

Obsolescence of Release 2 Products

The Release 2 software product line will be changing due to the shipment of Release 3.0. Release 2 products have been removed from the NeXT Price List and no orders will be taken on these products after September 30, 1992. Enclosed is a Release 2 Product Obsolescence list for your reference.

Ad Slick and P.O.S. for CD-ROM Drive & Free Release 3.0 Promotion

Enclosed are point-of-sale inserts and advertising slicks to help you publicize NeXT's current promotion for discounted CD-ROM Drives, with Free Release 3.0 Upgrades included. Because this promotion terminates September 30th, you are encouraged to start using the enclosed promotional materials immediately.



*Announcements
(continued)*

NeXT Announces Relationship with Data General

NeXT recently announced a relationship with Data General in which Data General will resell NeXT workstations with AViiON servers. In addition, the two companies will cooperate in the further development of advanced client/server solutions. Enclosed is the press release with more information.

NeXT Trade Show Schedule for Remainder of 1992

NeXT will be attending the following trade shows during the remainder of the year. Please note the two higher education conferences: EDUCOM & Technology in Collegiate Mathematics.

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| • Oracle International | September 13–18, San Francisco |
| • UNIX Expo | September 22–24, New York |
| • Seybold Fall | September 23–25, San Francisco |
| • EDUCOM '92 | October 28–31, Baltimore |
| • Technology in Collegiate Mathematics | November 12–15, Chicago |
| • Comdex | November 16–20, Las Vegas |

***Chronicle of Higher Education* Features NeXT**

Enclosed is an excerpt of articles recently published in the *Chronicle of Higher Education*. These articles describe the use of NeXT technology at the California State University at Los Angeles and at Western Michigan University.

“Doing Business with NeXT” Binder Update

Under separate cover, you will be receiving an update to your “Doing Business with NeXT” binder. This binder is intended to give you as much centralized information as possible on doing business with NeXT. It includes the tools necessary for you to promote, order, sell, and support NeXT products. Please insert the new contents, and discard the old, as soon as you receive this separate mailing.

*Third-Party
Enclosures*

Third-Party Developer Demonstration CD-ROM

NeXT has created a new Third-Party Demo CD-ROM, containing more than sixty disabled third-party applications that may be freely copied by or distributed to anyone. This CD-ROM will be included in the updated contents of the “Doing Business with NeXT” binder, which you will receive soon in a separate mailing.

Appsoft Draw 30 Day Free Trial Now Available

Enclosed is a 30 Day Trial Disk of the recently released Appsoft Draw program for NeXTSTEP. Appsoft Draw is the exciting new multipage drawing tool designed to be easy for novices to learn and use, but powerful enough to satisfy professional graphic designers. It gives users complete control over text, drawn objects and placed TIFF and EPS images. Features include text on a curve, text in containers, kerning, leading, justification, beziers, geometric shapes, gradients, patterns, masking, skew, rotation, scaling and layering of objects. Appsoft distributes this program to education resellers through NACSCorp. For more information, contact NACSCorp at 1-800-321-3883.



*Third-Party
Enclosures
(Continued)*

Free Demo Disk of co-Xist Available

Enclosed is a data sheet from PenCom Software with information on co-Xist, an X Windows application for NeXT. Also enclosed is a response card that you can send to PenCom for a free demonstration copy of co-Xist. For more information, contact PenCom at 1-800-PENCOM-4.

PSI Announces Introductory Offer for Objective DB Toolkit & Designer

Professional Software, Inc. (PSI) is introducing Objective DB Designer, a database management tool for the Sybase engine. As an introductory offer, Objective DB Designer is FREE with the purchase of Objective DB Toolkit, PSI's powerful database application development tool. Enclosed in this mailing is a demo disk of Objective DB Toolkit, in addition to a promotional flyer with response card for resellers. For more information, contact PSI at 617-246-2425.

DXF Translation with VISA from Graphisoft

Enclosed is a brochure describing a new application from Graphisoft called VISA, which translates DXF files from AutoCAD release 10, Graphisoft's professional CAD packages, and other CAD applications. For more information, contact Graphisoft at 1-800-344-3468.

ScanTastic Image Acquisition and Processing Software for NeXT

Enclosed is a data sheet on the application ScanTastic, a scanner control application that allows a NeXT workstation to utilize the capabilities of a wide variety of image scanners. For more information, contact Second Glance at (714) 855-2331.

SBook from Simson Garfinkel & Associates

Enclosed is a flyer on SBook. SBook is a smart, free-format database that is designed as a contacts manager. SBook dials the phone, prints envelopes, sends e-mail, logs everything you do and lets you take notes while you talk. SBook is also ideal for preparing bulk mailings to postal and e-mail addresses, even fax numbers. For more information, contact Simson Garfinkel & Assoc. at 617-876-6444.

*Third Party
Press*

Hot Software Announces Serial Port Kit

Hot Software recently introduced a comprehensive object library for controlling serial devices in custom applications for NeXTSTEP. Enclosed is a press release with more information.

MathGraph Object Palette Now Available

A faculty developer from the University of Houston has announced the availability of MathGraph, an object class that lets users control and display a variety of graphical models. Dr. Mezzino is the author of PhaseScope, a national award-winning application, which uses *Mathematica* and MathGraph to graphically demonstrate the stability characteristics of dynamical systems. Enclosed is a press release with more information.



*Third-Party
Press
(Continued)*

Metrosoft Announces MetroTracks, Pro Audio Software for NeXT

Metrosoft has announced it is developing MetroTracks, the first commercial multitrack audio software for NeXT workstations running NeXSTEP Release 3.0. Enclosed is a press release with more information.

Conexions Announces NeXT-to-IBM Connectivity Products

Conexions recently announced two products: the 5250Vision product and Network Palette. 5250Vision connects NeXT computers to IBM's Application System 400 and offers NeXT-to-IBM connectivity in heterogenous network environments using TCP/IP protocol. Network Palette is a versatile object library for developing distributed networking applications. Enclosed are press releases on these two products with more information.

*Operational
Enclosures*

Reseller Collateral Guide

Enclosed is the new Reseller Collateral Guide. This guide lists the collateral and pricing available to NeXT resellers through the Hibbert Group, NeXT's collateral fulfillment house. Please place this order guide in your updated "Doing Business With NeXT" binder, for future reference.

NeXT Updates CPU Board in 25MHz NeXTstations

NeXT recently made changes to the CPU board used in the 25MHz NeXTstation. The new board helps streamline the manufacturing process of the boards. It also results in slightly higher system performance and now allows a maximum memory capacity of 128 MB of RAM versus the old board's 32MB limit. Enclosed is the letter sent to all NeXT Authorized Support Centers. If you have any questions, please call NeXTedge at 1-800-848-NeXT.

Dead on Arrival (DOA) Policy for NeXT Products

Enclosed is a statement of NeXT's Dead on Arrival policy. This policy will also be included in the updated "Doing Business with NeXT" binder materials, which will be sent to you shortly under separate cover.

August 15, 1992 Higher Education Price List

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

August 15, 1992 Product Availability

Enclosed is the latest NeXT Product Availability List. Please use this tool when determining product lead times.

Comments and Mailing List Updates

Please send your comments, suggestions, and mailing list updates to our electronic mail address: next_news@next.com.