

March 5, 1991

Approved _____

Date

MINUTES OF THE House COMMITTEE ON Computers, Communications & Technology

The meeting was called to order by George Dean

Chairperson

a

7:30 a.m./p.m. on February 21, 19 in room 529-S of the Capitol

All members were present except:

Committee staff present:

Norman Furse, Revisor of Statutes
Julian Efird, Research
Mary Valdivia, Committee Secretary

Conferees appearing before the committee:

Nick Roach, Director, Purchases State of Ks.
Leo Vogel, Asst. Director, Purchases,
State of Ks.

Meeting was called to order by Chairman George Dean.

Chairman Dean introduced Mr. Nick Roach, Director of Purchases, State of Kansas. Mr. Roach introduced Mr. Leo Vogel, Asst. Director of Purchases, State of Kansas.

First PC computer contract was based on an estimated need of fifty for the first twelve month period. It was felt there would be fifty units purchased. However, when the state was ready to renew the contract Zenith gave figures of slightly in excess of 900 for the first year. It is felt that since then purchases have not been less than that.

Copies of all contracts in place for PC equipment were provided by Mr. Roach. Mini Computer Contract No. 27938, Addendum #3, September 17, 1990, (Attmt. #1), a split award contract with CPU's being awarded to IBM and most of the peripheral to Memorex- Telex. This gives us a good tie in to the fact that compatibility has become the in thing in the PC and computer world. There is a lot of compatibility in PC's. Purchases has four Macintosh PC's, two NCR PC's, twelve Zenith PC's, and the balance of the office has thirty seven units of VP equipment terminals which are hooked up to an IBM System 36. All the PC's are hooked up to the System 36, they communicate with the System 36, and are all tied to the mainframe so we can use them as PC's or as terminals to the System 36.

Rep. Patrick asked Mr. Roach to provide the Committee with a memo indicating how many PC's and computers are to be purchased, the related equipment and the dollar value for FY 1992.

Cycle of developing a state contract, how the process works, and the alternatives to the agencies if there were no PC contracts was discussed.

Mr. Roach indicated that specifications for computer equipment contracts are reviewed by DISC or prepared by DISC, depending on where they are in the process. With the exception of the Regents, every agency in the state of Kansas has to have approval from DISC before they can buy anything off of these contracts.

Discussion followed on Zenith Contract No. 27489, dated February 18, 1991, (Attm #2). The contract is a continuation of the contract. It is not necessarily mandatory that it be a continuation of the vendor, it just happens to be a continuation of the vendor. Zenith has what is called an "embedded base" and a high interest in maintaining their presence in the State of Kansas.

CONTINUATION SHEET

MINUTES OF THE House COMMITTEE ON Computers, Communications & Technology
room 529-S Statehouse, at 7:30 a.m. ~~XXXX~~ on February 21, 1991

Mr. Vogel stated that back in 1983-1984, a Zenith PC cost \$3500. Today the cost is between \$850 and \$900 and still have the compatibility with the other PC's and mini computers.

Mr. Roach stated that everything is modular today. Purchases has a solicitation on the streets today that will require no cost to the state. The agency wants to upgrade the memory for the PC's, to 40 megs of memory. Currently this machine has two 8 meg boards and one 16 meg board. They want to trade the 8 meg board and the 16 meg board and get a 32 meg board. The agency is going to accomplish this without any expense to this state.

Discussion followed on contract entitled Apple Computer Products Contract, Addendum No. 4, dated December 20, 1990. (Attmt. #3).

Cost for a Macintosh Color monitor (2 megabyte) would be \$2240 vs the Apple at a cost of \$2999. Each addendum represents a price increase or decrease or removal of an item.

The cost for all computerization of the Purchases Department was approximately \$125,000, including the System 36.

Discussion followed on the cost of various printers. Have not solicited from other vendors for printers as part of the Apple contract. The Apple contract resulted in two bids both from Apple and the other from an Apple distributor. They are both Apple products.

If the printers are compatible and interchangeable components, why have no other vendors been sought out?

If they are available on another contract, there is no reason a person would have to buy the printer off the Apple contract. You could pick and choose if you knew they had the compatibility and capability for functionality. It was felt that the printers on the printer contract would not work with Apple as they are listed. There could be a compatibility problem with other printers and Apple. There is a one year warranty on the Apple contract.

Rep. Patrick commented that if Purchasing had any information he would like to see it. Mr. Roach is to provide. Mr. Roach was also asked to provide contracts on various printers.

Word Perfect. It is pretty compatible from machine to machine, but not identical. The cost on Zenith Word Perfect and Macintosh Word Perfect are pretty much the same.

Novell: Novell is comparable in cost with Apple software, and functions about the same.

It was noted that the Committee had to have any bills they wish to introduce by Monday to the Appropriation Committee.

Sub-committee on Legislative Computerization is to meet February 22, 1991, in Room 529-S.

Meeting adjourned at 8:25 AM. Next meeting, Tuesday, February 26, 1991.

STATE OF KANSAS



DEPARTMENT OF ADMINISTRATION

Division of Purchases

September 17, 1990

Contract #27938

ADDENDUM #3

MIKE HAYDEN,
Governor
NICHOLAS B. ROACH,
Director of Purchases

Landon State Office Building
900 Jackson, Room 102 N
Topeka, Kansas 66612-1286
(913) 296-2376

Item: MINICOMPUTER SYSTEMS

Period Covered: May 1, 1990 through April 30, 1991
(renewals possible through April 30, 1992)

Agencies: All State Agencies

Contractors: IBM Corporation
611 SW Kansas Avenue
Topeka, KS 66602
Telephone (913)-295-1300
Facsimile (913)-295-1427
FEIN # 13-0871985

Memorex-Telex Corporation
10583 Lackman Road
Lenexa, KS 66219
Telephone (913)-492-4222
Facsimile (913)-492-1752
FEIN # 73-0572378

Conditions: The following alterations are made to the contract:

Replace the Memorex Telex 1225 with the Memorex Telex 1234, a 400LPM Letter Quality Printer, at the same price of \$4,900.00.

Replace the Memorex Telex 3260T with the rack-mounted Memorex Telex 5431, a reel-to-reel magnetic tape unit, at reduced price of \$14,595.00.

A handwritten signature in black ink, appearing to read "John Carey Brown".

John Carey Brown
EDP Policy Analyst

CC T
attm #1
1-21-91

STATE OF KANSAS



DEPARTMENT OF ADMINISTRATION
Division of Purchases

JOAN FINNEY,
Governor
NICHOLAS B. ROACH
Director of Purchases

Landon State Office Building
600 Jackson Room 102 N
Topeka Kansas 66612-1286
(913) 296-2376

February 18, 1991

CONTRACT NUMBER 27489

STATE CONTRACTING OFFICER:
Robert J. Sachs

ITEM: DESKTOP COMPUTER SYSTEMS
PERIOD COVERED: January 1, 1991 through June 30, 1991

CONTRACTORS: Zenith Data Systems
7451 Switzer, Ste. 101
Shawnee Mission, Kansas 66203
TELEPHONE: (913) 722-6064
FAX: (913) 722-3936
FEIN NO.: 48-0806487

Memorex Telex
120 East 6th Street
Townsite IV, Suite 111
Topeka, Kansas 66603
TELEPHONE: (913) 233-8281
FAX: (813) 233-6722
FEIN NO.: 73-0726174

AGENCY: STATE WIDE AND "INCLUDING LOCAL SCHOOL DISTRICTS"

CONDITIONS OF CONTRACT

- A. PURPOSE: This contract is for the purchase of Desktop Computer Systems for Agencies of the State of Kansas.
- B. CONTRACT PERIOD: The period covered shall be from January 1, 1991 through June 30, 1991.
- C. ORDERS: Orders are to be placed directly with the vendors shown using Agency Purchase Order Voucher (Form DA-103). This Contract Number 27489 must appear on all orders.
- D. PURCHASES: Purchases by the State are exempt from payment of Federal Excise Tax and where any such tax is listed on the Invoice, it is to be disregarded.
- E. PAYMENT: Payment shall be made after delivery and acceptance by the ordering agency and after receipt of invoice.

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- F. FREIGHT AND DELIVERY SCHEDULE: All items are to be shipped F.O.B. Destination Freight Prepaid and included.
- G. WARRANTY: Vendors provide a minimum one (1) year warranty on all parts and labor from the date of delivery. Warranty service must conform with the 2 hour response time required if the "on site" option is purchased for items in Group I.

ORDER INSTRUCTIONS

GROUP I

Configuration B, C, D, E, & F (No Award given on Configuration A).

CONTRACTOR: Zenith Data Systems

Make & Model	- Category B	80386SX	Model: Z-386 SX/20
	Category B1	80386SX	Model: Z-386 SX
	Category C	80386	Model: Z-386/20
	Category D	80386	Model: Z-386/25
	Category E	80386	Model: Z-386/33E

MAIL ORDER TO: Zenith Data Systems
7451 Switzer, Ste. 101
Shawnee Mission, Kansas 66203
TELEPHONE: (913) 722-6064
FEIN #: 48-0806487

SALES REPRESENTATIVE: Susan North
TELEPHONE: (913) 722-6064

DELIVERY: 30 Days

The bundle prices for all Group I systems are for a system delivered and installed at the agencies location. For the special 2 hour on-site warranty contact Zenith Data Systems for pricing and ordering instructions.

GROUP IICONTRACTOR: **Zenith Data Systems**

Make & Model -	System A - 80286	MODEL: Z286LP Plus Model 40
	System B - 80386 SX	MODEL: Z-386 SX/20 Model 40
	System D - 80386	MODEL: Z-386/25 Model 70
	System F - 80286	MODEL: Z-286LP Plus Model 1

SALES REPRESENTATIVE: Susan North
TELEPHONE: (913) 722-6064
FAX: (913) 722-3936

DELIVERY: 30 Days

CONTRACTOR: **Memorex Telex Corporation**

Make & Model -	System C - 80386	MODEL: 7065/20 ISA
	System E - 80386	MODEL: 7075/33 EISA
	System G - 80386	MODEL: 7065/20 ISA (80386 DX)
Alternate System G -	80386	MODEL: 7055/20 ISA

SALES REPRESENTATIVE: Dean Huey
TELEPHONE: (913) 233-8281
FAX: (913) 233-6722

DELIVERY: 30 Days



Groupe Bull

PRICE LIST

STATE OF KANSAS AGENCIES
CONTRACT #27489

JANUARY 15, 1991

Model Description

Z-386 SX HIGH PERFORMANCE WORKSTATION -- BASIC UNIT, 80386 SYSTEM

Utilizes 16MHz 386 SX microprocessor with support for 80387SX co-processor. 2Mb dynamic RAM expandable to 5Mb or 8Mb on system board (system supports a maximum of 16Mb RAM and up to 7Mb RAM can be configured as EMS memory), cache memory standard. Includes four open ISA slots and a 3.5" 1.4Mb floppy disk drive. Other features include 16-bit VGA video card supporting EGA, CGA, MDA, and Hercules video standards, two serial ports, one parallel port, real time clock with battery backup, 120 watt power supply, 101-key keyboard, ROM-based password protection, MS-DOS 4.0. Microsoft Windows 3.0, Asymetrics ToolBook, and Microsoft Mouse are installed on all hard disk models.

Z-386 SX Model 1	Z-386 SX Workstation with single 3.5" 1.4Mb floppy drive.	\$ 1,311.00
ZSP-316-X1 (Bundle)	Z-386 SX Workstation with single 3.5" 1.4Mb floppy drive and ZMM-149-P VGA compatible monitor.	\$ 1,457.00
ZSC-316-X1 (Bundle)	Z-386 SX Workstation with single 3.5" 1.4Mb floppy drive with ZCM-1390-A/Z VGA compatible color monitor.	\$ 1,652.00
ZSF-316-X1 (Bundle)	Z-386 SX Workstation with single 3.5" 1.4Mb floppy drive and ZCM-1492 VGA compatible color monitor.	\$ 1,749.00
ZM-316-X4 Model 40	Z-386 SX Workstation Model 40 with single 3.5" 1.4Mb floppy disk drive, 40Mb (28ms) hard disk drive, Mouse, MS-DOS 4.0, and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 1,700.00
ZMP-316-X4 (Bundle)	Z-386 SX Model 40 Workstation Includes a ZMM-149-P VGA white phosphor monochrome monitor, Mouse, MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 1,846.00
ZMC-316-X4 (Bundle)	Z-386 SX Model 40 Workstation Includes a ZCM 1390-A/Z VGA color monitor, Mouse, MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 2,041.00

Model	Description	CONTRACT NET PRICE
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Z-386 SX HIGH PERFORMANCE WORKSTATION -- BASIC UNIT, 80386 SYSTEM (cont.)

ZMF-316-X4 (Bundle)	Z-386 SX Model 40 Workstation Includes a ZCM-1492 VGA compatible color monitor, Mouse. MS-DOS 4.0 and MS- Windows 3.0/Tool Book (installed on hard disk).	\$ 2,138.00
ZM-316-X8 Model 80	Z-386 SX Model 80 Workstation Includes a 3.5" 1.4Mb floppy disk drive and a 80Mb (19ms) hard disk drive, MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 1,992.00
ZMP-316-X8 (Bundle)	Z-386 SX Model 80 Workstation Includes a ZMM-149-P VGA white phosphor monochrome monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 2,138.00
ZMC-316-X8 (Bundle)	Z-386 SX Model 80 Workstation Includes a ZCM-1390-A/Z VGA color monitor, Mouse. MS-DOS 4.0 and MS- Windows 3.0/Tool Book (installed on hard disk).	\$ 2,332.00
ZMF-316-X8 (Bundle)	Z-386 SX Model 80 Workstation Includes a ZCM-1490-Z VGA compatible color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 2,430.00

Z-386 SX COMPUTER ACCESSORIES

		Page	Price
ZD-12-A	5.25" 1.2Mb Floppy Drive (Beige).....	21	93.00
ZD-144	Internal 3.5" 1.4Mb floppy	21	71.00
Z-605-1	2Mb Memory Expansion SIMM	19	189.00
ZA-3900-CI	INTEL 20MHz 80387 SX Co-Processor.....	16	417.00
ZA-3900-CU	128Kb Cache Upgrade Card.....	20	200.00
MM-100	Microsoft Mouse.....	18	55.00
MA-660	Computer Stand.....	18	34.00
ZA-3700-CS	Computer Tower.....	18	15.00

Model Description

Z-386 SX/20 HIGH PERFORMANCE WORKSTATION

386sx microprocessor operating at 20MHz (zero wait-state performance) with support for 80387SX co-processor. 2Mb Ram standard expandable to 8Mb of RAM on the system board (system supports a maximum of 16Mb RAM and up to 7Mb RAM can be configured as EMS memory), cache memory standard. Includes four open ISA slots and a 3.5" 1.4Mb floppy disk drive. Other features include 16-bit VGA video card supporting EGA, CGA, MDA, and Hercules video standards, two serial ports, one parallel port, real time clock with battery backup, 125 watt power supply, 101-key keyboard, ROM-based password protection, MS-DOS, and EMS emulator. Microsoft Windows 3.0, Asymetrix ToolBook, and Microsoft Mouse are installed on all hard disk models.

<p>ZM-320-X4 Model 40</p>	<p>Z-386 SX workstation with 40Mb (28ms) IDE hard disk and 3.5" 1.4Mb floppy disk drive. VGA video controller.</p>	<p>\$1,907.00</p>
<p>ZMP-320-X4 (Bundle)</p>	<p>Z-386 SX workstation with 40Mb hard disk and 3.5" 1.4Mb floppy disk drive. ZMM-149-P white phosphor monochrome monitor.</p>	<p>\$2,050.00</p>
<p>ZMC-320-X4 (Bundle)</p>	<p>Z-386 SX workstation with 40Mb hard disk and 3.5" 1.4Mb floppy disk drive. ZCM-1390-Z analog color monitor.</p>	<p>\$2,240.00</p>
<p>ZMF-320-X4 (Bundle)</p>	<p>Z-386 SX workstation with 40Mb hard disk and 3.5" 1.4Mb floppy disk drive. ZCM-1492 FTM color monitor.</p>	<p>\$2,336.00</p>

Model	Description	CONTRACT NET PRICE
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Z-386 SX/20 HIGH PERFORMANCE WORKSTATION (continued)

ZM-320-X8 Model 80	Z-386 SX workstation with 80Mb (19ms) IDE hard disk drive and 3.5" 1.4Mb floppy disk drive. VGA video controller.	\$2,193.00
ZMP-320-X8 (Bundle)	Z-386 SX workstation with 80Mb hard drive and 3.5" 1.4Mb floppy drive. ZMM-149-P white phosphor monochrome monitor.	\$2,336.00
ZMC-320-X8 (Bundle)	Z-386 SX workstation with 80Mb hard drive and 3.5" 1.4Mb floppy drive. ZCM-1390-Z analog color monitor.	\$2,527.00
ZMF-320-X8 (Bundle)	Z-386 SX workstation with 80Mb hard drive and 3.5" 1.4Mb floppy drive. ZCM-1492 color monitor.	\$2,621.00

Model Description

Z-386/20 HIGH PERFORMANCE WORKSTATION, 80386 SYSTEM

Features an Intel 20MHz 80386 processor with 2Mb RAM, expandable to 8Mb on the system board with 1Mb SIMMs, and zero wait state cache. Includes floppy/hard drive ESDI controller with 1:1 interleave, a 3.5" 1.4Mb floppy drive, and a 101-key keyboard. Other features include two serial ports, one parallel port, a socket for the Intel 20MHz 80387 or Weitek numeric co-processors. The system board contains seven open expansion slots; one for ESDI/floppy controller, one 32-bit I/O, three open 32-bit SuperSet bus slots, and two open 16-bit AT/XT compatible slots. One 16-bit VGA video card standard in hard disk systems. MS-DOS 4.0 is included with all systems.

Z-386/20 Model 1	Z-386/20 with 3.5" 1.4Mb floppy and ESDI controller. Video not included.	\$ 2,138.00
ZM-320-40	Z-386/20 Model 40 with 3.5" 1.4Mb floppy 40Mb ESDI hard drive, 16-bit VGA video card, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 2,526.00
ZMP-320-40 (Bundle)	Z-386/20 Model 40 with ZMM-149-P VGA white phosphor monochrome monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 2,672.00
ZMC-320-40 (Bundle)	Z-386/20 Model 40 with ZCM-1390-A/Z VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 2,868.00
ZMF-320-40 (Bundle)	Z-386/20 Model 40 with ZCM-1492 FTM VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 2,964.00

Model	Description	CONTRACT NET PRICE
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Z-386/20 HIGH PERFORMANCE WORKSTATION, 80386 SYSTEM (cont)

ZM-320-70	Z-386/20 Model 70 with 3.5" 1.4Mb floppy, 70Mb ESDI hard drive, 16-bit VGA video card, and MS-DOS 4.0.	\$ 2,722.00
ZMP-320-70 (Bundle)	Z-386/20 Model 70 with ZMM-149-P VGA white phosphor monochrome monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 2,868.00
ZMC-320-70 (Bundle)	Z-386/20 Model 70 with ZCM-1390-A/Z VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 3,062.00
ZMF-320-70 (Bundle)	Z-386/20 Model 70 with ZCM-1492 FTM VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 3,158.00

Z-386/20 COMPUTER ACCESSORIES

	<i>Page</i>	<i>Price</i>
ZD-12-A	5.25" 1.2Mb Floppy Drive (Beige)21	93.00
ZD-144	Internal 3.5" 1.4Mb (beige) Floppy Drive.....21	71.00
ZA-3600-MG	2Mb Memory Upgrade.....19	203.00
ZA-3600-MQ	2Mb Memory Board.....19	314.00
ZA-3800-MK	4Mb memory Upgrade.....20	454.00
ZA-3800-ME	1Mb Memory SIMM19	113.00
ZA-3600-CU	64K BYTE Cache Card Upgrade.....19	164.00
ZA-3500-CI	20MHz 80387 Numeric Co-Processor.....15	377.00
ZA-3600-CW	WEITEK Numeric Co-Processor16	899.00
MM-100	Microsoft Mouse18	55.00
MA-660	Computer Stand18	34.00
TM-3600	Technical Reference Manual.....25	45.00

Model Description

Z-386/25 DESKTOP PC -- BASIC UNIT, 80386 SYSTEM

Features an Intel 25MHz 80386 processor with 4Mb RAM, expandable to 20Mb on the system board, and 0 wait state cache. Includes floppy/hard drive ESDI controller with 1:1 interleave, a 3.5" 1.4Mb floppy drive, and a 101-key keyboard. Other features include two serial ports, one parallel port, a socket for the Intel 25MHz 80387 and Weitek numeric co-processors. The system board contains five expansion slots; three vacant 32-bit SuperSet AT/XT compatible slots and two open 16-bit AT/XT compatible slots. One 8/16-bit slot is required for video. MS-DOS 4.0 is included with all systems.

Z-386/25 Model 1	Z-386/25 Workstation Includes 3.5" 1.4Mb floppy and ESDI controller. Video not included.	\$ 2,722.00
ZM 325-70	Z-386/25 Workstation Model 70 Includes 3.5" 1.4Mb floppy, 70Mb (18ms) ESDI hard drive, 16-bit VGA video card, MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 3,304.00
ZMP-325-70 (Bundle)	Z-386/25 Workstation Model 70 with ZMM-149-P VGA white phosphor monochrome monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 3,450.00
ZMC-325-70 (Bundle)	Z-386/25 Workstation Model 70 with ZCM-1390-A/Z VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 3,645.00
ZMF-325-70 (Bundle)	Z-386/25 Workstation Model 70 with ZCM-1492 FTM VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 3,742.00

Model	Description	CONTRACT NET PRICE
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Z-386/25 DESKTOP PC -- BASIC UNIT, 80386 SYSTEM (continued)

Z-386/25 Model 150	Z-386/25 with 3.5" 1.4Mb floppy, 150Mb (18ms) ESDI hard drive, 16-bit VGA video card, MS-DOS 4.0 and MS-Windows 3.0/Tool Book	\$ 3,888.00
ZMP-325-150 (Bundle)	Z-386 Workstation Model 150 with ZMM-149-P VGA white phosphor monochrome monitor with Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 4,034.00
ZMC-325-150 (Bundle)	Z-386 Workstation Model 150 with ZCM-1390-A/Z VGA color monitor with Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 4,228.00
ZMF-325-150 (Bundle)	Z-386 Workstation Model 150 with ZCM-1492 FTM VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 4,325.00

Model	Description	CONTRACT NET PRICE
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Z-386-25 DESKTOP PC -- BASIC UNIT, 80386 SYSTEM (cont)

Z-386/25	Z-386/25 with 3.5" 1.4Mb floppy, 320Mb (16ms) ESDI hard drive, 16-bit VGA video card, MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 4,860.00
ZMP-325-320 (Bundle)	Z-386 Workstation Model 320 with ZMM-149-P VGA white phosphor monochrome monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 5,006.00
ZMC-325-320 (Bundle)	Z-386 Workstation Model 320 with ZCM-1390-A/Z VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 5,201.00
ZMF-325-320 (Bundle)	Z-386 Workstation Model 320 with ZCM-1492 FTM VGA color monitor, Mouse. Ms-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 5,297.00

Z-386/25 COMPUTER ACCESSORIES

	<i>Page</i>	<i>Price</i>
ZD-12-A	5.25" 1.2Mb Floppy Drive (Beige).....	21 93.00
ZD-144	Internal 3.5" 1.4Mb (beige) Floppy Drive.....	21 71.00
ZA-3800-ME	1Mb Memory SIMM	19 113.00
ZA-3600-MQ	2Mb Memory Upgrade Expansion Board.....	19 314.00
ZA-3600-MG	2Mb Memory Upgrade used with the ZA-3600-MQ Board.....	19 203.00
ZA-3800-MK	4Mb Memory Expansion SIMM.....	20 454.00
ZA-3600-CU	64K BYTE Cache Card Upgrade.....	19 164.00
ZA-3600-CI	25MHz 80387 Numeric Co-Processor.....	16 476.00
ZA-3600-CW	WEITEK Numeric Co-Processor	16 899.00
MA-660	Computer Stand	18 34.00
MM-100	Microsoft Mouse	18 55.00
TM-3600	Technical Reference Manual.....	25 45.00

MODEL DESCRIPTION

Z-386/33E HIGH PERFORMANCE WORKSTATION, 80386 SYSTEM

80386 processor operating at 4Mb RAM, expandable to 20Mb on the system board with 1Mb and 4Mb SIMMs, 32-bit EISA (Extended Industry Standard Architecture) mass storage controller with 1Mb cache memory, and 16K byte modular cache memory with 16 level write queue. Includes ESDI hard disk controller with 1:1 interleave, a 3.5" 1.4Mb floppy drive, fast 16-bit VGA video card, a 101-key keyboard, and password protection. Other features include two serial ports, one parallel port, and socket for the Intel 33MHz 80387 or Weitek numeric co-processors. The system board contains seven open expansion slots; one for the 32-bit EISA mass storage controller, one for 32-bit I/O card, one for 16-bit VGA video card, and four open EISA expansion slots. MS-DOS 4.0 is included in all systems.

ZM-33E-15	Z-386/33E Model 150 with 3.5" 1.4Mb floppy, 4Mb RAM, 150Mb ESDI hard drive and Mouse.	\$5,833.00
ZMP-33E-15 (Bundle)	Z-386/33E Model 150 with ZMM-149-P white phosphor monochrome monitor and mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$5,979.00
ZMC-33E-15 (Bundle)	Z-386/33E Model 150 with ZCM-1390-A/Z RGB analog color monitor and mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$6,173.00
ZMF-33E-15 (Bundle)	Z-386/33E Model 150 with ZCM-1492 FTM color monitor and mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$6,270.00

MODEL DESCRIPTION

Z-386E HIGH PERFORMANCE WORKSTATION, 80386 SYSTEM (cont)

ZM-33E-32	Z-386/33E Model 320 with 3.5" 1.4Mb floppy, 4Mb RAM, 320Mb ESDI hard drive and Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$6,610.00
ZMP-33E/32 (Bundle)	Z-386/33E Model 320 with ZMM-149-P white phosphor monochrome monitor and mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$6,756.00
ZMC-33E-32 (Bundle)	Z-386/33E Model 320 with ZCM-1390-A/Z RGB analog color monitor and mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$6,950.00
ZMF-33E-32 (Bundle)	Z-386/33E Model 320 with ZCM-1492 FTM color monitor and mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$7,048.00

Z-386/33E COMPUTER ACCESSORIES

	<i>Page</i>	<i>Price</i>
ZD-12-A	5.25" 1.2Mb Floppy Drive (Beige).....21	93.00
ZA-3800-MK	4MB Memory Expansion SIMM20	454.00
ZA-3800-ME	1Mb Memory Expansion SIMM.....19	113.00
ZA-3800-CI	33MHz 80387 Numeric Co-Processor.....16	417.00
ZA-3800-CW	WEITEK Co-Processor16	1,306.00
ZA-3800-TD	Internal 150Mb Tape Drive.....22	517.00
MA-660	Computer Stand.....18	34.00
MM-100	Microsoft Mouse.....18	55.00

Model	Description	CONTRACT NET PRICE
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COLOR VIDEO MONITORS

ZCM-1390-A/Z 13-IN. VGA-COMPATIBLE RGB ANALOG MONITOR \$ 360.00
 A high-resolution, analog input, 31.5kHz scan frequency, RGB monitor. Features a non-glare CRT, full support of IBM VGA graphics standard, and a green/amber text switch. A 15-pin interface cable is included. For use with the Z-449 and Z-549 video card or any VGA video card. Standalone orders not accepted.
 Must be part of an order for a desktop computer

ZCM-1492 14-IN. VGA-COMPATIBLE RGB ANALOG MONITOR \$ 555.00
 Second generation FTM monitor. For use with the Z-549 video card, any IBM VGA compatible video card, or VGA portable. A high resolution, analog RGB input, 31.5kHz scan frequency color monitor featuring Zenith's revolutionary Flat Tension Mask (FTM) CRT. The FTM offers high contrast and up to 95% less glare than conventional CRT's, conveniently located customer controls, redesigned cabinet, no fan, and 115/230V auto switching power supply. A 15-pin interface cable and tilt swivel base included.

MONOCHROME VIDEO MONITORS

ZMM-149-P 14-IN. WHITE VGA-COMPATIBLE MONITOR \$ 139.00
 A high-resolution, analog input, 31.5kHz scan frequency monochrome monitor. Features a non-glare CRT and full support of IBM, VGA graphics standard. A 15-pin interface cable is included. For use with Z-449 and Z-549 video cards.

Model	Description	CONTRACT NET PRICE
<u>NUMERIC CO-PROCESSORS</u>		
Z-416-C	80287 NUMERIC CO-PROCESSOR For use with 6MHz and 8MHz Z-200 computers. Including 286/25 and 286 LP/8 desktops.	\$ 197.00
Z-416-2	10MHz 80287 NUMERIC CO-PROCESSOR An Intel 80287 arithmetic co-processor chip that can be inserted into the empty socket on the CPU card in the Z-248/12, Z-286 LP/12, Z-286 LP Plus, and Z-386 desktops.	\$ 266.00
ZCA-2500-SX	80386 SX UPGRADE, 16MHz For use with Z-286 LP Plus series. A 16Mhz 386SX with 387SX co-processor socket provides a higher level of computing performance by upgrading the Z-286 LP Plus to the 32-bit software compatible 386SX microprocessor.	\$ 166.00
Z-516	80387, 16MHz NUMERIC CO-PROCESSOR An Intel 80387 arithmetic co-processor chip that can be installed into the empty socket on the CPU card in the Z-386 desktops and TurbosPort.	\$ 377.00
ZA-3700-CI	INTEL 16MHz 80387SX For use with SupersPort SX and Z-386 SX desktops. Increases performance of math intensive applications. A socket and associated circuitry is provided on the system board.	\$ 324.00
ZA-3500-CI	INTEL 20MHz 80387 For use with the TurbosPort 386e and Z-386/20 desktops. A socket and associated circuitry is provided on the system board.	\$ 377.00

Model	Description	CONTRACT NET PRICE
<u>NUMERIC CO-PROCESSOR (cont)</u>		
ZA-3600-CI	25MHz 80387 NUMERIC CO-PROCESSOR Intel 25MHz 80387 co-processor chip. For use with 25MHz Z-386/25 computers. A socket and associated circuitry is provided on the system board.	\$ 476.00
ZA-3600-CW	WEITEK CO-PROCESSOR For use with Z-386/20 and Z-386/25 desktops. A socket associated circuitry is provided on the system board.	\$ 899.00
ZA-3800-CI	33MHz 80387 NUMERIC CO-PROCESSOR For use with Z-386/33 and Z-386/33E desktops. A socket associated circuitry is provide on the system board.	\$ 606.00
ZA-3800-CW	WEITEK CO-PROCESSOR For use with 33MHz Z-386/33 and Z-386/33E desktops. Provides up to four times the floating point processing power of 80387 co-processor.	\$ 1,306.00
ZA-3900-CI	20MHz 387SX NUMERIC CO- PROCESSOR Complements the 20MHz 386 SX processor by substantially increasing floating point calculations when used in the Z-386 SX/20. The ZA-3900-CI is a must for computational bound applications.	\$ 417.00
<u>VIDEO MONITOR CABLES</u>		
ZA-181-9	MONOCHROME VIDEO CABLE For use with all Z-180 and composite monochrome monitors.	\$ 12.00

Model	Description	CONTRACT NET PRICE
<u>VIDEO CARDS</u>		
Z-449	31.5kHz VIDEO ADAPTER A-full slot video card which provides full support for MDA, Hercules, CGA, EGA, and VGA (Mode 12: 16 colors, BIOS compatible) at 31.5kHz horizontal scan frequency. Includes 15-pin connector to support ZMM-149 series, ZCM-1390, and ZCM-1490 monitors. Also includes 9-pin connector to drive CGA, EGA, and TTL monitors.	\$ 200.00
Z-549	31.5kHz VIDEO ADAPTER Full slot video card which provides full support for MDA, Hercules, CGA, EGA, and VGA (All 19 modes at the hardware register level) at 31.5kHz horizontal scan frequency. Includes 15-pin connector to support ZMM-149 series, ZCM-1390, and ZCM-1490 series monitors.	\$ 255.00
<u>VIDEO ACCESSORIES</u>		
ZCM-1400-1	TILT/SWIVEL BASE FOR ZCM-1490	\$ 10.00
ZVM-1200-1	TILT/SWIVEL BASE FOR ZVM-1200 series, AND ZMM-149 SERIES MONOCHROME MONITORS.	\$ 10.00
ZVM-1300-1	TILT/SWIVEL BASE FOR ZVM-1300 SERIES COLOR MONITORS	\$ 18.00
<u>PERIPHERALS</u>		
CB-5063-50	REAL TIME CLOCK provides on-going time keeping information in either 24-hour or 12-hour format. Embedded lithium battery maintains calendar date and time at boot-up of system unit.	\$ 20.00
Z-314-1	SINGLE PORT SERIAL CARD A half-size card with one asynchronous 9-pin serial port. The port can be configured as COM1 or COM2.	\$ 29.00
ZKB-2	101-KEY KEYBOARD 101-Key keyboard that when combined with the appropriate ROM upgrade kit provides full functionality on Zenith's AT and XT and XT desktop products, Z-159 with 84-key keyboard, SupersPort, SupersPort SX, and TurbosPort 386 and 386e portables.	\$ 89.00

Model	Description	CONTRACT NET PRICE
<u>PERIPHERALS (cont)</u>		
MM-10	MICROSOFT MOUSE Microsoft serial mouse with 9-pin serial connector and 3.5" floppy disk which includes mouse drivers.	\$ 55.00
MA-660	COMPUTER STAND Designed to allow the Z-248 and Z-386 desktops to be mounted securely in a vertical position.	\$ 34.00
ZA-3700-CS	COMPUTER TOWER For use with the Z-386 SX desktops. Allows systems to be used in a vertical configuration.	\$ 15.00
<u>ROM, PAL CIRCUITS</u>		
ZCA-11	ROM UPGRADE FOR Z-159 SERIES This ROM upgrade is required to support the 101-key keyboard for the Z-159 series computers sold with 84-key keyboards.	\$ 9.60
ZCA-14	UPGRADE KIT FOR Z-248 AND Z-386 This kit required for use with ZD-14 or ZD-72 when installing into Z-248, Z-386 and Z-386E desktops.	\$ 19.00
ZCA-15	UPGRADE KIT FOR Z-286 Kit include cables required for use with ZD-14 or ZD-72 when installing into a Z-286 desktop.	\$ 19.00
ZCA-16	UPGRADE KIT FOR Z-158/Z-159 Kit include cables required for use with ZD-72 when installing into a Z-158/Z-159 desktop.	\$ 19.00

Model	Description	CONTRACT NET PRICE
<u>MEMORY CHIPS AND MEMORY EXPANSION BOARDS</u>		
ZA-2200-MZ	Z-248 AND Z-286 640K MEMORY UPGRADE Designed for 8MHz one wait state Z-248 and Z-286 computers. This card brings system memory up to 640K byte. Also in- cludes four open banks for additional 1,024K byte of extended memory.	\$ 119.00
Z-515	Z-386 4Mb MEMORY EXPANSION CARD Provides an additional 4Mb of RAM to the Z-386. A total of 16MB can be installed.	\$ 460.00
Z-605-1	Z-248/12, Z-286 LP/12, LP Plus and Z-386 SX 2Mb MEMORY EXPANSION SIMM Includes 2Mb of fast 85ns chips for maxi- mum performance. System can be upgraded to 6Mb or 8Mb (depending on system) of fast 0 wait state memory.	\$ 189.00
ZA-3600-CU	Z-386/20 & Z-386/25 64K BYTE CACHE CARD UPGRADE Used to increase the cache memory to 64K byte. Easy to install on the existing motherboard.	\$ 164.00
ZA-3600-MQ	2Mb MEMORY UPGRADE FOR Z-386/20, Z-386/25, & Z-386/33. Includes 2Mb of memory with three open SIMM sockets for up to 8Mb of memory using 2Mb SIMMs. These desktops are capable of supporting three fully populated ZA-3600-MQ boards.	\$ 314.00
ZA-3600-MG	2Mb MEMORY UPGRADE FOR Z-386/20, Z-386/25, & Z-386/33 Used to increase memory in 2Mb increments for the ZA-3600-MQ RAM expansion board.	\$ 203.00
ZA-3800-ME	Z-386/33 & Z-386/33E 1Mb MEMORY EXPANSION SIMM The Single In Line Memory Modules (SIMM) which are installed on the system board are available in 1M byte.	\$ 113.00

Model	Description	CONTRACT NET PRICE
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MEMORY CHIPS AND MEMORY EXPANSION BOARDS (cont)

ZA-3800-MK	Z-386/20, Z-386/25, & Z-386/33, and Z-386/33E 4Mb MEMORY UPGRADE The 4Mb Single in Line Memory Module (SIMM) is installed directly onto the system board. It can be used only on the last four memory bank slots.	\$ 454.00
ZA-3900-CU	128KB CACHE UPGRADE Provides increased memory cache for enhanced performance in data intensive environments.	\$ 200.00
ZA-3900-VU	256KB VIDEO MEMORY UPGRADE Provides capability to display 256 colors in 640 x 480 resolution. Also, provides hardware cursor support to increase cursor and mouse response and reduce cursor flicker.	\$ 21.00

DISK CONTROLLERS AND CABLES

Z-417-2	WINCHESTER CABLE A daisy chain cable that connects two Winchester drives to the controller in the Z-248 computers. This cable is required to retrofit any floppy only Z-248 to add a hard disk drive ZD-200, ZD-400, or D-800. A Z-417 Winchester controller is also required.	\$ 12.00
ZCA-2300-EF	Z-286 LP/8 & LP/12 360K BYTE FLOPPY CONTROLLER This expansion card allows you to connect an external 5.25" 360K byte floppy disk drive to Z-286 LP series. Card is included in the ZCA-2300-5 kit. Requires open expansion slot.	\$ 30.00

Model	Description	CONTRACT NET PRICE
FLOPPY DISK DRIVES		
Z-207-7	Z-100/Z-248 SERIES 360K FLOPPY DRIVE Half-height, 5.25", double-sided drive.	\$ 93.00
ZD-12-A	INTERNAL 5.25" 1.2Mb FLOPPY DRIVE (BEIGE) For use with Z-200 and Z-300 series. Package includes floppy drive and mounting hardware.	\$ 93.00
ZD-14	INTERNAL 3.5" 1.4Mb FLOPPY DISK DRIVE For Z-200 and Z-300 series AT computers. Includes 1.4Mb floppy drive universal mounting bracket. ZCA-14 upgrade kit is required to install this driver into a Z-248 or Z-386. ZCA-15 upgrade kit is required to install this driver into Z-286.	\$ 129.00
ZD-14-A	INTERNAL 3.5" 1.4Mb FLOPPY DISK DRIVE For use with the Z-286 LP/8, LP/12, & LP Plus desktops. Includes 1.4Mb floppy drive with 720K read/write compatibility and mounting hardware for installation in the 286 LP.	\$ 129.00
ZD-144	INTERNAL 3.5" 1.4Mb BEIGE FLOPPY DRIVE For use with Z-200 and Z-300 AT desktops. Beige 3.5" 1.4Mb floppy disk drive with 5.25" bezel and cable connectors.	\$ 71.00
ZD-72	INTERNAL 3.5" (720K) FLOPPY DISK DRIVE For use with Z-150 series, Z-248, Z-286, and Z-386 computers. This drive may be added to a single-drive computer with only a 5.25" floppy disk drive installed; or it may replace a 5.25" drive in a single-drive, dual-drive, or a floppy/hard drive computer. With a Z-158 or Z-159, the ZCA-16 cable is required; with a Z-248 or Z-386, the ZCA-14 cable is required; and with a Z-286, the ZCA-15 cable is required.	\$ 100.00
ZCA-2300-5 (Bundle)	EXTERNAL 5.25" (360Kb) FLOPPY DRIVE KIT FOR Z-286 LP For use with all Z-286 LP/8 and LP/12, and LP Plus desktops. This kit includes all necessary items to connect a lightweight external 5.25" 360K byte floppy drive. Includes a "short" card that interfaces the 34-pin internal floppy cable to a 25-pin port connector, the external 5.25" floppy disk drive, and the power adapter. Requires an available ot.	\$ 220.00

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Model	Description	CONTRACT NET PRICE
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WINCHESTER DISK DRIVES

ZD-1510	INTERNAL 150Mb WINCHESTER DRIVE For use with Z-386 and Z-386/33E desktops. Package includes a 150Mb (formatted capacity) ESDI hard drive with an average access time of 16ms and an operating speed of 10MHz. The drive's half-height form factor makes for easy installation.	\$ 814.00
ZA-3800-TD	INTERNAL 150Mb WINCHESTER DRIVE For use with Z-386/33E desktops. Package includes a 150Mb SCSI Archive tape drive, SYTOS tape software, and device drivers.	\$ 517.00

DATA CABLES

HCA-10	RS-232 MALE-TO-MALE CABLE 10 feet long, (connects pins 1-8, 20).	\$ 11.00
HCA-11	RS-232 MALE-TO-FEMALE CABLE 10 feet long (connects pins 1-8, 20).	\$ 11.00
HCA-52	RS-232 FEMALE-TO-FEMALE CABLE 6 foot cable for Z-100 PC series and IBM PCs.	\$ 18.00
HCA-53	PARALLEL CABLE 9 foot cable for Zenith and IBM PCs.	\$ 20.00
HCA-58	9-PIN FEMALE TO 25-PIN FEMALE CABLE Serial null modem cable.	\$ 23.00
HCA-100-PC	Z-100 SERIES SERIAL ADAPTER CABLE 1 foot conversion cable Z-100 series and IBM PCs.	\$ 10.00
HCA-200-PC	Z-200 SERIES SERIAL ADAPTER CABLE 9-pin to 25-pin adapter cable used for connection to a peripheral serial device.	\$ 21.00

Model	Description	CONTRACT NET PRICE
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OPERATING SYSTEMS

MS-51-28	<p>MICROSOFT WINDOWS V. 3.0 5.25" (1.2Mb) Distributed on 5.25" disks. A graphical extension of MS-DOS providing a visual means of working by organizing tasks and windows. The environment provides powerful operating system features with support for multiple applications. Applications supplied in Windows include Write/Paint, Notepad, Card File, Terminal, Calculator, Calendar, Clock, Reversi and Solitaire.</p>	\$ 89.00
MS-31-28	<p>MICROSOFT WINDOWS V. 3.0 3.5" (720K) Distributed on 3.5" disks. A graphical extension of MS-DOS providing a visual means of working by organizing tasks and windows. This environment provides powerful operating system features with support for multiple applications. Applications supplied in windows include Write/Paint, Notepad, Card File, Terminal, Calculator, Calendar, Clock, Reversi, and Solitaire.</p>	\$ 89.00
MS-31-27	<p>MICROSOFT WINDOWS V. 3.0 5.25" (360K) Distributed on 5.25" disks. A graphical extension of MS-DOS providing a visual means of working by organizing tasks and windows. The environment provides powerful operating system features with support for multiple applications. Applications supplied in Windows include Write/Paint, Notepad, Card File, Terminal, Calculator, Calendar, Clock, Reversi, and Solitaire.</p>	\$ 89.00
UT-93	<p>ASYMETRIX TOOLBOOK, VERSION 1.0 (1.4Mb) Distributed on 3.5" disks. For use with 80286 and 80386 based systems. This software construction set used for building Windows 3.0 applications comes with the necessary tools to allow the user to develop and create applications. Applications supplied include Author/Reader module, OpenScript language, DayBook, Calculator, Clip art, and animation examples.</p>	\$ 239.00

Model	Description	CONTRACT NET PRICE
<u>OPERATING SYSTEMS (continued)</u>		
UT-95	ASYMETRIX TOOLBOOK, VERSION 1.0, 1.2Mb Distributed on 5.25" disks. For use with 80286 and 80386 based systems. This software construction set used for building Windows 3.0 applications comes with the necessary tools to allow the user to develop and create applications. Applications supplied include Author/Reader module, OpenScript language, DayBook, Calculator, Clip art, and animation examples.	\$ 239.00
OS-31-4	MICROSOFT OS/2W/PRESENTATION MANAGER V 1.1 A single-user multitasking operating system distributed on two 3.5" 1.44Mb floppy disks.	\$ 169.00
OS-51-4	MICROSOFT OS/2W/PRESENTAION MANAGER V 1.1 A single-user multitasking operating system distributed on two 5.25" 1.2Mb floppy disks.	\$ 150.00
OS-31-3	MS-DOS VERSION 3.3 PLUS, 3.5" 720K Allows users hard disk partitions greater than 32Mb. Includes enhanced Expanded Memory Specifications (EMS) Driver Version 4.0 providing greater memory management capacity beyond EMM.SYS. New utilities permit file recovery, editing logical sectors and written in a user-friendly, menu-driven color application.	\$ 75.00
OS-51-3	MS-DOS VERSION 3.3 PLUS, 5.25" 360K Allows users hard disk partitions greater than 32Mb. Includes enhanced Expanded Memory Specification (EMS) Driver Version 4.0 providing greater memory management capacity beyond EMMSYS. New utilities permit file recovery, editing logical sectors and written in a user-friendly, menu-driven color application.	\$ 75.00
OS-105-MS	MS-DOS VERSION 4.0, 5.25" 360K This is a user-friendly version of DOS with many new menu-driven applications developed with special features which provide support for both LIM Expanded Memory Specifications (EMS) V 4.0 and the eXtended Memory Specifications (XMS). The imulator is standard in DOS 4.0.	\$ 75.00

Model	Description	CONTRACT NET PRICE
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OPERATING SYSTEMS (cont)

OS-103-MS	MS-DOS VERSION 4.0, 3.5" 720K This is a user-freindly version of DOS with many new menu-driven applications developed with special features which provide support for both LIM Expanded Memory Specifications (EMS) V 4.0 and the eXtended Memory Specifications (XMS). The imulator is standard in DOS 4.0.	\$ 75.00
UT-273	EMS EMULATOR INTEGRATED Distributed on 3.5" disks. EMS emulator installable device driver for MS-DOS systems. Allows programs and applications that use expanded memory to use the extended memory in a computer as expanded.	\$ 25.00

DIAGNOSTIC SOFTWARE AND TECHNICAL MANUALS

CB-4164-29	5.25" DISK BASED For use with all 159 Desktops.	\$ 40.00
CB-51-6	5.25" DISK BASED For use with the Z-248/12 Model 1, Z-286/25 and Z-386 desktops.	\$ 40.00
TM-2300	TECHNICAL MANUAL FOR Z-286 LP	\$ 29.00
TM-3600	Z-386/25 & Z-386/33 TECHNICAL MANUAL	\$ 45.00
TM-3800	Z-386/33E TECHNICAL MANUAL	\$ 45.00

LANGUAGE SOFTWARE

CI-5063-2	COMPUTER INNOVATIONS "C" COMPILER VER 2.3 For Z-100 PC computers. Distributed on 5.25" diskettes.	\$ 198.00
MS-4164-11	GW-BASIC INTERPRETER, VERSION 3.2 Distributed on 5.25" disks. Provides support for Enhanced Graphics Adapter (EGA), Hercules Graphics Card (HGC), networking, and new commands.	\$ 50.00

Model	Description	CONTRACT NET PRICE
<u>LANGUAGE SOFTWARE (cont.)</u>		
MS-5063-2	MICROSOFT FORTRAN 86 COMPILER, VERSION 3.2 Includes commands for Intel 8087 numeric co-processor. Requires 192K RAM, 5.25" disk drive, and MS-DOS operating system. Runs on Z-100 and Z-100 PC computers.	\$ 98.00
MS-5063-3	MICROSOFT COBOL COMPILER, VERSION 1.15 For MS-DOS systems. Includes commands for Intel 8087 numeric co-processor. Requires 192K RAM.	\$ 198.00
MS-5063-5	MICROSOFT PASCAL COMPILER, VERSION 3.2 Includes commands for Intel 8087 numeric co-processor. Requires one 5.25" disk drive and 192K of RAM.	\$ 148.00
<u>WORD PROCESSING SOFTWARE</u>		
MS-4164-29	MICROSOFT WORD, VERSION 3.1. Includes built-in index generation, sorting mathematical capabilities, a dictionary, and on-line tutorial. Requirements: 256K of RAM, and two disk drives. Distributed on 5.25" disks.	\$ 225.00
SS-5063-1	MULTIMATE VERSION 3.3 WORD PROCESSOR Wang-like dedicated word processor requires two disk drives, and 256K of memory. Includes tutorial and spell checker. Distributed on 5.25" disks.	\$ 248.00
ZDS-10 (Bundle)	MICROSOFT WORD ACADEMIC EDITION AND MICROSOFT EXCEL ACADEMIC EDITION Distributed on 3.5" disks. May be purchased only when ordering a ZDS computer system.	\$ 299.00
ZDS-11 (Bundle)	MICROSOFT EXCEL AND MICROSOFT WORD FOR WINDOWS Distributed on 3.5" disks. May be purchased only when ordering a ZDS computer system.	\$ 299.00

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Model	Description	CONTRACT NET PRICE
<u>BUSINESS APPLICATION SOFTWARE</u>		
CB-5063-22	UTILIZATION OF MICROSTAT/5.25" DISKS An interactive program using menus and prompts to provide a general understanding of functions and capabilities of the Microstat program. Requires MS-DOS Version 2 operating system and the GW-BASIC programming language.	\$ 40.00
ES-5063-1	MICROSTAT, VERSION 4.1.06/5.25" DISKS Interactive statistics package for data manipulation and statistical testing.	\$ 125.00
SC-51-1	SUPERCALC 4, VERSION 1.1/5.25" DISKS Powerful integrated spreadsheet program offering comprehensive data management presentation, quality graphics, and excellent reporting functions in an easy to use package. Requires two 360K disk drives, 256K of RAM, and MS-DOS 3.0 or greater.	\$ 298.00
<u>GRAPHICS PROGRAMMING LANGUAGE SOFTWARE</u>		
IM-5063-1	4-POINT GRAPHICS, VERSION 1.52 Create artistic pictures, geometric shapes and figures, business graphs, and animated pictures or graphic presentations using two user defined 3-color palettes. Requires two 5.25" disk drives, 320K RAM, and using MS-DOS 2.0 or greater.	\$ 98.00
RG-5063-2	GRAFTALK, VERSION 4.05 An interactive business graphics package that enables the user to control graphic presentations. Produces bar, pie, line, and symbol charts. Includes screen editor and menu mode. Requires 128K of RAM, two 5.25" drives, and MS-DOS.	\$ 250.00
<u>INSTRUCTIONAL SOFTWARE</u>		
CB-3163-36	LEARNING THE Z-200	\$ 20.00
CB-5063-32	Z-TAP A keyboard training package designed to enhance typing skills.	\$ 40.00
CB-5063-33	TEACH-N-TUTOR Tutorial provides a quick way to learn programming commands while building a tutorial file.	\$ 50.00

PRICE LIST

KANSAS REGENTS
CONTRACT #27489
DESKTOP COMPUTERS

JANUARY 15, 1991

Model	Description	CONTRACT NET PRICE
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Z-286 LP Plus WORKSTATION -- BASIC UNIT, 80286 SYSTEM

80286 processor operating at 12Mhz. Each system includes 1Mb base RAM (640K byte user memory, 256K byte EMS, and 128K byte slushware). Memory is expandable to 8Mb on the system board with a total of 16Mb supported in the system. EMS version 3.2 is supported in the hardware, up to 7Mb of RAM can be figured as EMS. The system includes one 3.5" 1.4Mb floppy disk drive, Three open 8/16-bit expansion slots, two serial ports, one parallel port, and VGA video with BIOS level compatibility of the EGA, CGA, MDA, and Hercules video standards. In addition, a battery backed-up real-time clock calendar, 64K PC/AT compatible ROM BIOS, an 80-watt 115/230 auto switching power supply, a 101-key keyboard, MS-DOS 4.0, and password protection are included. MS-Windows 3.0 and Microsoft Mouse will be installed on all hard disk models.

Z-286 LP Plus Model 1	Z-286 LP Plus Model 1 Workstation Includes one 1.4Mb 3.5" floppy disk drive, and IDE hard disk drive interface.	\$ 925.00
ZSP-212-X1 (Bundle)	Z-286 LP Plus Workstation Model 1 with a ZMM-149-P VGA white phosphor monochrome monitor.	\$ 1,064.00
ZSC-212-X1 (Bundle)	Z-286 LP Plus Workstation Model 1 with a ZCM-1390-A/Z VGA analog color monitor.	\$ 1,249.00
ZSF-212-X1 (Bundle)	Z-286 LP Plus Workstation Model 1 with a ZCM-1492 VGA FTM color monitor.	\$ 1,295.00
Z-286 LP Plus Model 20	Z-286 LP Plus Workstation Includes one 1.4Mb 3.5" floppy disk drive, 20Mb IDE hard disk.	\$ 1,110.00
ZMP-212-X2 (Bundle)	Z-286 LP Plus Workstation Model 20 with a ZMM-149-P VGA white phosphor monochrome monitor. Mouse, MS-DOS 4.0, and MS-Windows 3.0.	\$ 1,249.00
ZMC-212-X2 (Bundle)	Z-286 LP Plus Workstation Model 20 with a ZCM-1390-A/Z VGA color monitor. Mouse, MS-DOS 4.0. and MS-Windows 3.0.	\$ 1,434.00
ZMF-212-X2 (Bundle)	Z-286 LP Plus Workstation Model 20 with a ZCM-1492 VGA FTM color monitor. Mouse, MS-DOS 4.0, and MS-Windows 3.0.	\$ 1,481.00

Model	Description	CONTRACT NET PRICE
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Z-286 LP Plus, 80286 SYSTEM (continued)

Z-286 LP Plus Model 40	Z-286 LP Plus Workstation Model 40 Includes one 3.5" 1.44Mb, floppy disk drive, 40Mb IDE hard disk.	\$ 1,295.00
ZMP-212-X4 (Bundle)	Z-286 LP Plus Workstation Model 40 Includes ZMM-149-P VGA compatible white phosphor monochrome monitor. Mouse, MS-DOS 4.0, and MS-Windows 3.0.	\$ 1,434.00
ZMC-212-X4 (Bundle)	Z-286 LP Plus Workstation Model 40 Includes ZCM-1390-A/Z VGA compatible color monitor. Mouse, MS-DOS 4.0, and MS-Windows 3.0.	\$ 1,619.00
ZMF-212-X4 (Bundle)	Z-286 LP Plus Workstation Model 40 Includes ZCM-1492 VGA compatible color monitor. Mouse, MS-DOS 4.0, and MS-Windows 3.0.	\$ 1,666.00

Z-286 LP Plus COMPUTER ACCESSORIES

	<i>Page</i>	<i>Price</i>
ZCA-2300-EF	360K Byte Floppy Controller.....20	30.00
ZCA-2300-5	External 5.25" (360K) Floppy Drive21	220.00
ZD-14-A	Internal 3.5" 1.4Mb Floppy Drive21	129.00
ZD-144	Internal 3.5" 1.4Mb (beige) Floppy Drive21	71.00
Z-605-1	2Mb Memory Expansion SIMM19	189.00
Z-416-2	10MHz 80287 Numeric Co-Processor15	266.00
ZCA-2500-SX	80386 SX Upgrade, 16MHz15	166.00
MM-100	Microsoft Mouse.....18	55.00
TM-2300	Technical Reference Manual25	29.00

Model Description

Z-386 SX/20 HIGH PERFORMANCE WORKSTATION

386sx microprocessor operating at 20MHz (zero wait-state performance) with support for 80387SX co-processor. 2Mb Ram standard expandable to 8Mb of RAM on the system board (system supports a maximum of 16Mb RAM and up to 7Mb RAM can be configured as EMS memory), cache memory standard. Includes four open ISA slots and a 3.5" 1.4Mb floppy disk drive. Other features include 16-bit VGA video card supporting EGA, CGA, MDA, and Hercules video standards, two serial ports, one parallel port, real time clock with battery backup, 125 watt power supply, 101-key keyboard, ROM-based password protection, MS-DOS, and EMS emulator. Microsoft Windows 3.0, Asymetrix ToolBook, and Microsoft Mouse are installed on all hard disk models.

ZM-320-X4 Model 40	Z-386 SX workstation with 40Mb (28ms) IDE hard disk and 3.5" 1.4Mb floppy disk drive. VGA video controller.	\$1,851.00
ZMP-320-X4 (Bundle)	Z-386 SX workstation with 40Mb hard disk and 3.5" 1.4Mb floppy disk drive. ZMM-149-P white phosphor monochrome monitor.	\$1,990.00
ZMC-320-X4 (Bundle)	Z-386 SX workstation with 40Mb hard disk and 3.5" 1.4Mb floppy disk drive. ZCM-1390-Z analog color monitor.	\$2,175.00
ZMF-320-X4 (Bundle)	Z-386 SX workstation with 40Mb hard disk and 3.5" 1.4Mb floppy disk drive. ZCM-1492 FTM color monitor.	\$2,268.00

Model	Description	CONTRACT NET PRICE
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Z-386 SX/20 HIGH PERFORMANCE WORKSTATION (continued)

ZM-320-X8 Model 80	Z-386 SX workstation with 80Mb (19ms) IDE hard disk drive and 3.5" 1.4Mb floppy disk drive. VGA video controller.	\$2,129.00
ZMP-320-X8 (Bundle)	Z-386 SX workstation with 80Mb hard drive and 3.5" 1.4Mb floppy drive. ZMM-149-P white phosphor monochrome monitor.	\$2,268.00
ZMC-320-X8 (Bundle)	Z-386 SX workstation with 80Mb hard drive and 3.5" 1.4Mb floppy drive. ZCM-1390-Z analog color monitor.	\$2,453.00
ZMF-320-X8 (Bundle)	Z-386 SX workstation with 80Mb hard drive and 3.5" 1.4Mb floppy drive. ZCM-1492 color monitor.	\$2,545.00

Z-386 SX COMPUTER ACCESSORIES

	<i>Page</i>	<i>Price</i>
ZD-12-A	5.25" 1.2Mb Floppy Drive (Beige).....21	93.00
ZD-144	Internal 3.5" 1.4Mb floppy21	71.00
Z-605-1	2Mb Memory Expansion SIMM19	189.00
ZA-3900-CI	INTEL 20MHz 80387 SX Co-Processor.....16	417.00
ZA-3900-CU	128Kb Cache Upgrade Card.....20	200.00
MM-100	Microsoft Mouse.....18	55.00
MA-660	Computer Stand.....18	34.00
ZA-3700-CS	Computer Tower.....18	15.00

Model Description

Z-386/25 DESKTOP PC -- BASIC UNIT, 80386 SYSTEM

Features an Intel 25MHz 80386 processor with 4Mb RAM, expandable to 20Mb on the system board, and 0 wait state cache. Includes floppy/hard drive ESDI controller with 1:1 interleave, a 3.5" 1.4Mb floppy drive, and a 101-key keyboard. Other features include two serial ports, one parallel port, a socket for the Intel 25MHz 80387 and Weitek numeric co-processors. The system board contains five expansion slots; three vacant 32-bit SuperSet AT/XT compatible slots and two open 16-bit AT/XT compatible slots. One 8/16-bit slot is required for video. MS-DOS 4.0 is included with all systems.

Z-386/25 Model 1	Z-386/25 Workstation Includes 3.5" 1.4Mb floppy and ESDI controller. Video not included.	\$ 2,592.00
ZM 325-70	Z-386/25 Workstation Model 70 Includes 3.5" 1.4Mb floppy, 70Mb (18ms) ESDI hard drive, 16-bit VGA video card, MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 3,147.00
ZMP-325-70 (Bundle)	Z-386/25 Workstation Model 70 with ZMM-149-P VGA white phosphor monochrome monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 3,286.00
ZMC-325-70 (Bundle)	Z-386/25 Workstation Model 70 with ZCM-1390-A/Z VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 3,471.00
ZMF-325-70 (Bundle)	Z-386/25 Workstation Model 70 with ZCM-1492 FTM VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 3,564.00

Model	Description	CONTRACT NET PRICE
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Z-386/25 DESKTOP PC -- BASIC UNIT, 80386 SYSTEM (continued)

Z-386/25 Model 150	Z-386/25 with 3.5" 1.4Mb floppy, 150Mb (18ms) ESDI hard drive, 16-bit VGA video card, MS-DOS 4.0 and MS-Windows 3.0/Tool Book	\$ 3,703.00
ZMP-325-150 (Bundle)	Z-386 Workstation Model 150 with ZMM-149-P VGA white phosphor monochrome monitor with Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 3,842.00
ZMC-325-150 (Bundle)	Z-386 Workstation Model 150 with ZCM-1390-A/Z VGA color monitor with Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 4,027.00
ZMF-325-150 (Bundle)	Z-386 Workstation Model 150 with ZCM-1492 FTM VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 4,119.00

Model Description

Z-386-25 DESKTOP PC -- BASIC UNIT, 80386 SYSTEM (cont)

Z-386/25	Z-386/25 with 3.5" 1.4Mb floppy, 320Mb (16ms) ESDI hard drive, 16-bit VGA video card, MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 4,629.00
ZMP-325-320 (Bundle)	Z-386 Workstation Model 320 with ZMM-149-P VGA white phosphor monochrome monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 4,768.00
ZMC-325-320 (Bundle)	Z-386 Workstation Model 320 with ZCM-1390-A/Z VGA color monitor, Mouse. MS-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 4,953.00
ZMF-325-320 (Bundle)	Z-386 Workstation Model 320 with ZCM-1492 FTM VGA color monitor, Mouse. Ms-DOS 4.0 and MS-Windows 3.0/Tool Book (installed on hard disk).	\$ 5,045.00

Z-386/25 COMPUTER ACCESSORIES

	Page	Price
ZD-12-A	21	93.00
ZD-144	21	71.00
ZA-3600-MQ	19	314.00
ZA-3600-MG	19	203.00
ZA-3800-MK	20	454.00
ZA-3600-CU	19	164.00
ZA-3600-CI	16	476.00
ZA-3600-CW	16	899.00
MA-660	18	34.00
MM-100	18	55.00
TM-3600	25	45.00

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Model Description

COLOR VIDEO MONITORS

ZCM-1390-A/Z	13-IN. VGA-COMPATIBLE RGB ANALOG MONITOR A high-resolution, analog input, 31.5kHz scan frequency, RGB monitor. Features a non-glare CRT, full support of IBM VGA graphics standard, and a green/amber text switch. A 15-pin interface cable is included. For use with the Z-449 and Z-549 video card or any VGA video card.	\$ 360.00
ZCM-1492	14-IN. VGA-COMPATIBLE RGB ANALOG MONITOR Second generation FTM monitor. For use with the Z-549 video card, any IBM VGA compatible video card, or VGA portable. A high resolution, analog RGB input, 31.5kHz scan frequency color monitor featuring Zenith's revolutionary Flat Tension Mask (FTM) CRT. The FTM offers high contrast and up to 95% less glare than conventional CRT's, conveniently located customer controls, redesigned cabinet, no fan, and 115/230V auto switching power supply. A 15-pin interface cable and tilt swivel base included.	\$ 555.00

MONOCHROME VIDEO MONITORS

ZMM-149-P	14-IN. WHITE VGA-COMPATIBLE MONITOR A high-resolution, analog input, 31.5kHz scan frequency monochrome monitor. Features a non-glare CRT and full support of IBM, VGA graphics standard. A 15-pin interface cable is included. For use with Z-449 and Z-549 video cards.	\$ 139.00
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Model	Description	CONTRACT NET PRICE
<u>NUMERIC CO-PROCESSORS</u>		
Z-416-C	80287 NUMERIC CO-PROCESSOR For use with 6MHz and 8MHz Z-200 computers. Including 286/25 and 286 LP/8 desktops.	\$ 197.00
Z-416-2	10MHz 80287 NUMERIC CO-PROCESSOR An Intel 80287 arithmetic co-processor chip that can be inserted into the empty socket on the CPU card in the Z-248/12, Z-286 LP/12, Z-286 LP Plus, and Z-386 desktops.	\$ 266.00
ZCA-2500-SX	80386 SX UPGRADE, 16MHz For use with Z-286 LP Plus series. A 16Mhz 386SX with 387SX co-processor socket provides a higher level of computing performance by upgrading the Z-286 LP Plus to the 32-bit software compatible 386SX microprocessor.	\$ 166.00
Z-516	80387, 16MHz NUMERIC CO-PROCESSOR An Intel 80387 arithmetic co-processor chip that can be installed into the empty socket on the CPU card in the Z-386 desktops and TurbosPort.	\$ 377.00
ZA-3700-CI	INTEL 16MHz 80387SX For use with SupersPort SX and Z-386 SX desktops. Increases performance of math intensive applications. A socket and associated circuitry is provided on the system board.	\$ 324.00
ZA-3500-CI	INTEL 20MHz 80387 For use with the TurbosPort 386e and Z-386/20 desktops. A socket and associated circuitry is provided on the system board.	\$ 377.00

Model	Description	CONTRACT NET PRICE
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NUMERIC CO-PROCESSOR (cont)

ZA-3600-CI	25MHz 80387 NUMERIC CO-PROCESSOR Intel 25MHz 80387 co-processor chip. For use with 25MHz Z-386/25 computers. A socket and associated circuitry is provided on the system board.	\$ 476.00
ZA-3600-CW	WEITEK CO-PROCESSOR For use with Z-386/20 and Z-386/25 desktops. A socket associated circuitry is provided on the system board.	\$ 899.00
ZA-3800-CI	33MHz 80387 NUMERIC CO-PROCESSOR For use with Z-386/33 and Z-386/33E desktops. A socket associated circuitry is provide on the system board.	\$ 606.00
ZA-3800-CW	WEITEK CO-PROCESSOR For use with 33MHz Z-386/33 and Z-386/33E desktops. Provides up to four times the floating point processing power of 80387 co-processor.	\$ 1,306.00
ZA-3900-CI	20MHz 387SX NUMERIC CO- PROCESSOR Complements the 20MHz 386 SX processor by substantially increasing floating point calculations when used in the Z-386 SX/20. The ZA-3900-CI is a must for computational bound applications.	\$ 417.00

VIDEO MONITOR CABLES

ZA-181-9	MONOCHROME VIDEO CABLE For use with all Z-180 and composite monochrome monitors.	\$ 12.00
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Model	Description	CONTRACT NET PRICE
<u>VIDEO CARDS</u>		
Z-449	31.5kHz VIDEO ADAPTER A-full slot video card which provides full support for MDA, Hercules, CGA, EGA, and VGA (Mode 12: 16 colors, BIOS compatible) at 31.5kHz horizontal scan frequency. Includes 15-pin connector to support ZMM-149 series, ZCM-1390, and ZCM-1490 monitors. Also includes 9-pin connector to drive CGA, EGA, and TTL monitors.	\$ 200.00
Z-549	31.5kHz VIDEO ADAPTER Full slot video card which provides full support for MDA, Hercules, CGA, EGA, and VGA (All 19 modes at the hardware register level) at 31.5kHz horizontal scan frequency. Includes 15-pin connector to support ZMM-149 series, ZCM-1390, and ZCM-1490 series monitors.	\$ 255.00
<u>VIDEO ACCESSORIES</u>		
ZCM-1400-1	TILT/SWIVEL BASE FOR ZCM-1490	\$ 10.00
ZVM-1200-1	TILT/SWIVEL BASE FOR ZVM-1200 series, AND ZMM-149 SERIES MONOCHROME MONITORS.	\$ 10.00
ZVM-1300-1	TILT/SWIVEL BASE FOR ZVM-1300 SERIES COLOR MONITORS	\$ 18.00
<u>PERIPHERALS</u>		
CB-5063-50	REAL TIME CLOCK provides on-going time keeping information in either 24-hour or 12-hour format. Embedded lithium battery maintains calendar date and time at boot-up of system unit.	\$ 20.00
Z-314-1	SINGLE PORT SERIAL CARD A half-size card with one asynchronous 9-pin serial port. The port can be configured as COM1 or COM2.	\$ 29.00
ZKB-2	101-KEY KEYBOARD 101-Key keyboard that when combined with the appropriate ROM upgrade kit provides full functionality on Zenith's AT and XT and XT desktop products, Z-159 with 84-key keyboard, SupersPort, SupersPort SX, and TurbosPort 386 and 386e portables.	\$ 89.00

Model	Description	CONTRACT NET PRICE
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PERIPHERALS (cont)

MM-10	MICROSOFT MOUSE Microsoft serial mouse with 9-pin serial connector and 3.5" floppy disk which includes mouse drivers.	\$ 55.00
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MA-660	COMPUTER STAND Designed to allow the Z-248 and Z-386 desktops to be mounted securely in a vertical position.	\$ 34.00
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ZA-3700-CS	COMPUTER TOWER For use with the Z-386 SX desktops. Allows systems to be used in a vertical configuration.	\$ 15.00
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ROM, PAL CIRCUITS

ZCA-11	ROM UPGRADE FOR Z-159 SERIES This ROM upgrade is required to support the 101-key keyboard for the Z-159 series computers sold with 84-key keyboards.	\$ 9.60
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ZCA-14	UPGRADE KIT FOR Z-248 AND Z-386 This kit required for use with ZD-14 or ZD-72 when installing into Z-248, Z-386 and Z-386E desktops.	\$ 19.00
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ZCA-15	UPGRADE KIT FOR Z-286 Kit include cables required for use with ZD-14 or ZD-72 when installing into a Z-286 desktop.	\$ 19.00
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ZCA-16	UPGRADE KIT FOR Z-158/Z-159 Kit include cables required for use with ZD-72 when installing into a Z-158/Z-159 desktop.	\$ 19.00
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Model	Description	CONTRACT NET PRICE
MEMORY CHIPS AND MEMORY EXPANSION BOARDS		
ZA-2200-MZ	Z-248 AND Z-286 640K MEMORY UPGRADE Designed for 8MHz one wait state Z-248 and Z-286 computers. This card brings system memory up to 640K byte. Also in- cludes four open banks for additional 1,024K byte of extended memory.	\$ 119.00
Z-515	Z-386 4Mb MEMORY EXPANSION CARD Provides an additional 4Mb of RAM to the Z-386. A total of 16MB can be installed.	\$ 460.00
Z-605-1	Z-248/12, Z-286 LP/12, LP Plus and Z-386 SX 2Mb MEMORY EXPANSION SIMM Includes 2Mb of fast 85ns chips for maxi- mum performance. System can be upgraded to 6Mb or 8Mb (depending on system) of fast 0 wait state memory.	\$ 189.00
ZA-3600-CU	Z-386/20 & Z-386/25 64K BYTE CACHE CARD UPGRADE Used to increase the cache memory to 64K byte. Easy to install on the existing motherboard.	\$ 164.00
ZA-3600-MQ	2Mb MEMORY UPGRADE FOR Z-386/20, Z-386/25, & Z-386/33. Includes 2Mb of memory with three open SIMM sockets for up to 8Mb of memory using 2Mb SIMMs. These desktops are capable of supporting three fully populated ZA-3600-MQ boards.	\$ 314.00
ZA-3600-MG	2Mb MEMORY UPGRADE FOR Z-386/20, Z-386/25, & Z-386/33 Used to increase memory in 2Mb increments for the ZA-3600-MQ RAM expansion board.	\$ 203.00
ZA-3800-ME	Z-386/33 & Z-386/33E 1Mb MEMORY EXPANSION SIMM The Single In Line Memory Modules (SIMM) which are installed on the system board are available in 1M byte.	\$ 113.00

Model	Description	CONTRACT NET PRICE
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MEMORY CHIPS AND MEMORY EXPANSION BOARDS (cont)

ZA-3800-MK	Z-386/20, Z-386/25, & Z-386/33, and Z-386/33E 4Mb MEMORY UPGRADE The 4Mb Single in Line Memory Module (SIMM) is installed directly onto the system board. It can be used only on the last four memory bank slots.	\$ 454.00
ZA-3900-CU	128KB CACHE UPGRADE Provides increased memory cache for enhanced performance in data intensive environments.	\$ 200.00
ZA-3900-VU	256KB VIDEO MEMORY UPGRADE Provides capability to display 256 colors in 640 x 480 resolution. Also, provides hardware cursor support to increase cursor and mouse response and reduce cursor flicker.	\$ 21.00

DISK CONTROLLERS AND CABLES

Z-417-2	WINCHESTER CABLE A daisy chain cable that connects two Winchester drives to the controller in the Z-248 computers. This cable is required to retrofit any floppy only Z-248 to add a hard disk drive ZD-200, ZD-400, or D-800. A Z-417 Winchester controller is also required.	\$ 12.00
ZCA-2300-EF	Z-286 LP/8 & LP/12 360K BYTE FLOPPY CONTROLLER This expansion card allows you to connect an external 5.25" 360K byte floppy disk drive to Z-286 LP series. Card is included in the ZCA-2300-5 kit. Requires open expansion slot.	\$ 30.00

Model	Description	CONTRACT NET PRICE
FLOPPY DISK DRIVES		
Z-207-7	Z-100/Z-248 SERIES 360K FLOPPY DRIVE Half-height, 5.25", double-sided drive.	\$ 93.00
ZD-12-A	INTERNAL 5.25" 1.2Mb FLOPPY DRIVE (BEIGE) For use with Z-200 and Z-300 series. Package includes floppy drive and mounting hardware.	\$ 93.00
ZD-14	INTERNAL 3.5" 1.4Mb FLOPPY DISK DRIVE For Z-200 and Z-300 series AT computers. Includes 1.4Mb floppy drive universal mounting bracket. ZCA-14 upgrade kit is required to install this driver into a Z-248 or Z-386. ZCA-15 upgrade kit is required to install this driver into Z-286.	\$ 129.00
ZD-14-A	INTERNAL 3.5" 1.4Mb FLOPPY DISK DRIVE For use with the Z-286 LP/8, LP/12, & LP Plus desktops. Includes 1.4Mb floppy drive with 720K read/write compatibility and mounting hardware for installation in the 286 LP.	\$ 129.00
ZD-144	INTERNAL 3.5" 1.4Mb BEIGE FLOPPY DRIVE For use with Z-200 and Z-300 AT desktops. Beige 3.5" 1.4Mb floppy disk drive with 5.25" bezel and cable connectors.	\$ 71.00
ZD-72	INTERNAL 3.5" (720K) FLOPPY DISK DRIVE For use with Z-150 series, Z-248, Z-286, and Z-386 computers. This drive may be added to a single-drive computer with only a 5.25" floppy disk drive installed; or it may replace a 5.25" drive in a single-drive, dual-drive, or a floppy/hard drive computer. With a Z-158 or Z-159, the ZCA-16 cable is required; with a Z-248 or Z-386, the ZCA-14 cable is required; and with a Z-286, the ZCA-15 cable is required.	\$ 100.00
ZCA-2300-5 (Bundle)	EXTERNAL 5.25" (360Kb) FLOPPY DRIVE KIT FOR Z-286 LP For use with all Z-286 LP/8 and LP/12, and LP Plus desktops. This kit includes all necessary items to connect a lightweight external 5.25" 360K byte floppy drive. Includes a "short" card that interfaces the 34-pin internal floppy cable to a 25-pin port connector, the external 5.25" floppy disk drive, and the power adapter. Requires an available ot.	\$ 220.00

Model	Description	CONTRACT NET PRICE
<u>WINCHESTER DISK DRIVES</u>		
ZD-1510	INTERNAL 150Mb WINCHESTER DRIVE For use with Z-386 and Z-386/33E desktops. Package includes a 150Mb (formatted capacity) ESDI hard drive with an average access time of 16ms and an operating speed of 10MHz. The drive's half-height form factor makes for easy installation.	\$ 814.00
ZA-3800-TD	INTERNAL 150Mb WINCHESTER DRIVE For use with Z-386/33E desktops. Package includes a 150Mb SCSI Archive tape drive, SYTOS tape software, and device drivers.	\$ 517.00
<u>DATA CABLES</u>		
HCA-10	RS-232 MALE-TO-MALE CABLE 10 feet long, (connects pins 1-8, 20).	\$ 11.00
HCA-11	RS-232 MALE-TO-FEMALE CABLE 10 feet long (connects pins 1-8, 20).	\$ 11.00
HCA-52	RS-232 FEMALE-TO-FEMALE CABLE 6 foot cable for Z-100 PC series and IBM PCs.	\$ 18.00
HCA-53	PARALLEL CABLE 9 foot cable for Zenith and IBM PCs.	\$ 20.00
HCA-58	9-PIN FEMALE TO 25-PIN FEMALE CABLE Serial null modem cable.	\$ 23.00
HCA-100-PC	Z-100 SERIES SERIAL ADAPTER CABLE 1 foot conversion cable Z-100 series and IBM PCs.	\$ 10.00
HCA-200-PC	Z-200 SERIES SERIAL ADAPTER CABLE 9-pin to 25-pin adapter cable used for connection to a peripheral serial device.	\$ 21.00

Model	Description	CONTRACT NET PRICE
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OPERATING SYSTEMS

MS-51-28	MICROSOFT WINDOWS V. 3.0 5.25" (1.2Mb) Distributed on 5.25" disks. A graphical extension of MS-DOS providing a visual means of working by organizing tasks and windows. The environment provides powerful operating system features with support for multiple applications. Applications supplied in Windows include Write/Paint Notepad, Card File, Terminal, Calculator, Calendar, Clock, Reversi and Solitaire.	\$ 89.00
MS-31-28	MICROSOFT WINDOWS V. 3.0 3.5" (720K) Distributed on 3.5" disks. A graphical extension of MS-DOS providing a visual means of working by organizing tasks and windows. This environment provides powerful operating system features with support for multiple applications. Applications supplied in windows include Write/Paint, Notepad, Card File, Terminal, Calculator, Calendar, Clock, Reversi, and Solitaire.	\$ 89.00
MS-31-27	MICROSOFT WINDOWS V. 3.0 5.25" (360K) Distributed on 5.25" disks. A graphical extension of MS-DOS providing a visual means of working by organizing tasks and windows. The environment provides powerful operating system features with support for multiple applications. Applications supplied in Windows include Write/Paint, Notepad, Card File, Terminal, Calculator, Calendar, Clock, Reversi, and Solitaire.	\$ 89.00
UT-93	ASYMETRIX TOOLBOOK, VERSION 1.0 (1.4Mb) Distributed on 3.5" disks. For use with 80286 and 80386 based systems. This software construction set used for building Windows 3.0 applications comes with the necessary tools to allow the user to develop and create applications. Applications supplied include Author/Reader module, OpenScript language, DayBook, Calculator, Clip art, and animation examples.	\$ 239.00

Model	Description	CONTRACT NET PRICE
OPERATING SYSTEMS (continued)		
UT-95	ASYMETRIX TOOLBOOK, VERSION 1.0, 1.2Mb Distributed on 5.25" disks. For use with 80286 and 80386 based systems. This software construction set used for building Windows 3.0 applications comes with the necessary tools to allow the user to develop and create applications. Applications supplied include Author/Reader module, OpenScript language, DayBook, Calculator, Clip art, and animation examples.	\$ 239.00
OS-31-4	MICROSOFT OS/2W/PRESENTATION MANAGER V 1.1 A single-user multitasking operating system distributed on two 3.5" 1.44Mb floppy disks.	\$ 169.00
OS-51-4	MICROSOFT OS/2W/PRESENTAION MANAGER V 1.1 A single-user multitasking operating system distributed on two 5.25" 1.2Mb floppy disks.	\$ 150.00
OS-31-3	MS-DOS VERSION 3.3 PLUS, 3.5" 720K Allows users hard disk partitions greater than 32Mb. Includes enhanced Expanded Memory Specifications (EMS) Driver Version 4.0 providing greater memory management capacity beyond EMMSYS. New utilities permit file recovery, editing logical sectors and written in a user-friendly, menu-driven color application.	\$ 75.00
OS-51-3	MS-DOS VERSION 3.3 PLUS, 5.25" 360K Allows users hard disk partitions greater than 32Mb. Includes enhanced Expanded Memory Specification (EMS) Driver Version 4.0 providing greater memory management capacity beyond EMMSYS. New utilities permit file recovery, editing logical sectors and written in a user-friendly, menu-driven color application.	\$ 75.00
OS-105-MS	MS-DOS VERSION 4.0, 5.25" 360K This is a user-friendly version of DOS with many new menu-driven applications developed with special features which provide support for both LIM Expanded Memory Specifications (EMS) V 4.0 and the eXtended Memory Specifications (XMS). The imulator is standard in DOS 4.0.	\$ 75.00

Model	Description	CONTRACT NET PRICE
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OPERATING SYSTEMS (cont)

OS-103-MS	MS-DOS VERSION 4.0, 3.5" 720K This is a user-freindly version of DOS with many new menu-driven applications developed with special features which provide support for both LIM Expanded Memory Specifications (EMS) V 4.0 and the eXtended Memory Specifications (XMS). The imulator is standard in DOS 4.0.	\$ 75.00
UT-273	EMS EMULATOR INTEGRATED Distributed on 3.5" disks. EMS emulator installable device driver for MS-DOS systems. Allows programs and applications that use expanded memory to use the extended memory in a computer as expanded.	\$ 25.00

DIAGNOSTIC SOFTWARE AND TECHNICAL MANUALS

CB-4164-29	5.25" DISK BASED For use with all 159 Desktops.	\$ 40.00
CB-51-6	5.25" DISK BASED For use with the Z-248/12 Model 1, Z-286/25 and Z-386 desktops.	\$ 40.00
TM-2300	TECHNICAL MANUAL FOR Z-286 LP	\$ 29.00
TM-3600	Z-386/25 & Z-386/33 TECHNICAL MANUAL	\$ 45.00
TM-3800	Z-386/33E TECHNICAL MANUAL	\$ 45.00

LANGUAGE SOFTWARE

CI-5063-2	COMPUTER INNOVATIONS "C" COMPILER VER 2.3 For Z-100 PC computers. Distributed on 5.25" diskettes.	\$ 198.00
MS-4164-11	GW-BASIC INTERPRETER, VERSION 3.2 Distributed on 5.25" disks. Provides support for Enhanced Graphics Adapter (EGA), Hercules Graphics Card (HGC), networking, and new commands.	\$ 50.00

Model	Description	CONTRACT NET PRICE
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LANGUAGE SOFTWARE (cont.)

MS-5063-2	MICROSOFT FORTRAN 86 COMPILER, VERSION 3.2 Includes commands for Intel 8087 numeric co-processor. Requires 192K RAM, 5.25" disk drive, and MS-DOS operating system. Runs on Z-100 and Z-100 PC computers.	\$ 98.00
MS-5063-3	MICROSOFT COBOL COMPILER, VERSION 1.15 For MS-DOS systems. Includes commands for Intel 8087 numeric co-processor. Requires 192K RAM.	\$ 198.00
MS-5063-5	MICROSOFT PASCAL COMPILER, VERSION 3.2 Includes commands for Intel 8087 numeric co-processor. Requires one 5.25" disk drive and 192K of RAM.	\$ 148.00

WORD PROCESSING SOFTWARE

MS-4164-29	MICROSOFT WORD, VERSION 3.1. Includes built-in index generation, sorting mathematical capabilities, a dictionary, and on-line tutorial. Requirements: 256K of RAM, and two disk drives. Distributed on 5.25" disks.	\$ 225.00
SS-5063-1	MULTIMATE VERSION 3.3 WORD PROCESSOR Wang-like dedicated word processor requires two disk drives, and 256K of memory. Includes tutorial and spell checker. Distributed on 5.25" disks.	\$ 248.00
ZDS-10 (Bundle)	MICROSOFT WORD ACADEMIC EDITION AND MICROSOFT EXCEL ACADEMIC EDITION Distributed on 3.5" disks. May be purchased only when ordering a ZDS computer system.	\$ 299.00
ZDS-11 (Bundle)	MICROSOFT EXCEL AND MICROSOFT WORD FOR WINDOWS Distributed on 3.5" disks. May be purchased only when ordering a ZDS computer system.	\$ 299.00

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Model	Description	CONTRACT NET PRICE
<u>BUSINESS APPLICATION SOFTWARE</u>		
CB-5063-22	UTILIZATION OF MICROSTAT/5.25" DISKS An interactive program using menus and prompts to provide a general understanding of functions and capabilities of the Microstat program. Requires MS-DOS Version 2 operating system and the GW-BASIC programming language.	\$ 40.00
ES-5063-1	MICROSTAT, VERSION 4.1.06/5.25" DISKS Interactive statistics package for data manipulation and statistical testing.	\$ 125.00
SC-51-1	SUPERCALC 4, VERSION 1.1/5.25" DISKS Powerful integrated spreadsheet program offering comprehensive data management presentation, quality graphics, and excellent reporting functions in an easy to use package. Requires two 360K disk drives, 256K of RAM, and MS-DOS 3.0 or greater.	\$ 298.00
<u>GRAPHICS PROGRAMMING LANGUAGE SOFTWARE</u>		
IM-5063-1	4-POINT GRAPHICS, VERSION 1.52 Create artistic pictures, geometric shapes and figures, business graphs, and animated pictures or graphic presentations using two user defined 3-color palettes. Requires two 5.25" disk drives, 320K RAM, and using MS-DOS 2.0 or greater.	\$ 98.00
RG-5063-2	GRAFTALK, VERSION 4.05 An interactive business graphics package that enables the user to control graphic presentations. Produces bar, pie, line, and symbol charts. Includes screen editor and menu mode. Requires 128K of RAM, two 5.25" drives, and MS-DOS.	\$ 250.00
<u>INSTRUCTIONAL SOFTWARE</u>		
CB-3163-36	LEARNING THE Z-200	\$ 20.00
CB-5063-32	Z-TAP A keyboard training package designed to enhance typing skills.	\$ 40.00
CB-5063-33	TEACH-N-TUTOR Tutorial provides a quick way to learn programming commands while building a tutorial file.	\$ 50.00



MEMOREX TELEX

Memorex Telex Corporation

120 East 6th Street
Townsite IV Suite 111
Topeka, Kansas 66603
Telephone: (913) 233-8281
Fax: (913) 233-6722

January 1, 1991

STATE OF KANSAS
PERSONAL COMPUTER CONTRACT
CONTRACT NO. 27489

MEMOREX TELEX CORPORATION



MEMOREX TELEX

Memorex Telex Corporation

120 East 6th Street
Townsite IV Suite 111
Topeka, Kansas 66603
Telephone: (913) 233-8281
Fax: (913) 233-6722

STATE OF KANSAS - CONTRACT NO. 27489
MEMOREX TELEX 80386 SYSTEM C
MODEL 7065
SYSTEM PACKAGE PRICING

SYSTEM CODE	DESCRIPTION	CONTRACT PRICE
7065/001	7065/20 SYSTEM PACKAGE #1 20 Mhz 80386DX Processor w/ 4 MB Memory Expandable to 8 MB Two serial ports / One Parallel Port, One full-size 8-Bit Expansion Slot Four full-size 16-Bit Expansion slots, One 3.5" 1.44 MB Floppy Disk Drive One internal 3.5" Hard Disk Drive Bay, Two 5.25" Disk Drive Bays Onboard Floppy Disk Controller, 101Key Enhanced Keyboard Super VGA Controller w/ Monochrome White VGA Monitor 40 MB SCSI Hard Disk Drive w/ Controller, MS DOS 4.01, MS Windows 3.0 Serial Mouse w/ Software, FOB Destination, (1) Yr Carry-In Warranty	\$2,706.00
7065/002	7065/20 SYSTEM PACKAGE #2 Includes Package #1 plus a VGA Color Monitor Replacement	\$2,934.00
7065/003	7065/20 SYSTEM PACKAGE #3 Includes Package #1 plus an 80 MB SCSI Hard Disk Drive Replacement	\$3,080.00
7065/004	7065/20 SYSTEM PACKAGE #4 Includes Package #1 plus a VGA Color Monitor Replacement and an 80 MB SCSI Hard Disk Drive Replacement	\$3,226.00

ADDITIONAL FEATURES

2573	Math Co-Processor 80387	\$537.75
3920	4MB Additional Memory - 8MB Total	\$695.00
3704	NEC 3D Multiscan Display	\$735.00
3715	NEC 2A Display	\$625.00
2201	5.25" 360 KB Floppy Disk Drive	\$87.75
2210	5.25" 1.2 MB Floppy Disk Drive	\$110.25
3572	320 MB Hard Disk (SCSI)	\$1,965.00
3573	650 MB Hard Disk (SCSI)	\$2,925.00
3560	(40) MB Internal Tape Backup	\$415.00
3561	(150) MB Internal Tape Backup	\$1,145.00
6400	MS OS/2 1. Operating System	\$260.00

EXTENDED WARRANTY

4501/4021	(1) YR. WARR. / ON-SITE	\$45.00
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MEMOREX TELEX

Memorex Telex Corporation

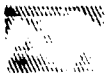
120 East 6th Street
Townsite IV Suite 111
Topeka, Kansas 66603
Telephone: (913) 233-8281
Fax: (913) 233-6722

STATE OF KANSAS - CONTRACT NO. 27489
MEMOREX TELEX 80386 SYSTEM E
MODEL 7075 EISA / ISA
SYSTEM PACKAGE PRICING

SYSTEM CODE	DESCRIPTION	CONTRACT PRICE
7075/001	7075/33 SYSTEM PACKAGE #1 33 Mhz 80386DX Processor w/ (32) KB Ram Cache, 4MB (32 Bit) Memory Two Serial Ports / One Parallel Port, Three Full-Size 32 Bit Slots One Full-Size 8 Bit Expansion Slot, Three Full-Size 16 Bit Expansion Slots (220) Watt Power Supply, One 3.5" 1.44 MB Floppy Disk Drive Three 5.25" External Drive Bays, Two 5.25" Internal Drive Bays Onboard Floppy Disk Controller, 101Key Enhanc Super VGA Controller w/ Monochrome White VGA Monitor 150 MB ESDI Hard Disk Drive w/ Controller, MS DOS 4.01, MS Windows 3.0 Serial Mouse w/ Software, FOB Destination, (1) Yr Carry-In Warranty	\$5,655.00
7075/002	7075/33 SYSTEM PACKAGE #2 Includes Package #1 plus a VGA Color Monitor Replacement	\$5,883.00
7075/003	7075/33 SYSTEM PACKAGE #3 Includes Package #1 plus a 338 MB ESDI Hard Disk Drive Replacement	\$6,630.00
7075/004	7075/33 SYSTEM PACKAGE #4 Includes Package #1 plus a VGA Color Monitor Replacement and a 338 MB ESDI Hard Disk Drive Replacement	\$6,858.00

ADDITIONAL FEATURES

3632	Math Co-Processor 80387	\$800.00
2190	1MB Additional Memory - 5MB Total	\$382.50
2191	1MB Additional Memory - 15MB Max	\$235.00
430	Keyboard - 122 KEY	\$42.75
3704	NEC 3D Multiscan Display	\$735.00
3715	NEC 2A Display	\$625.00
2210	5.25" 1.2 MB Floppy Disk Drive	\$110.25
3588	ESDI Hard Disk Controller	\$240.00
3586	70 MB Hard Disk (ESDI)	\$698.00
3587	100 MB Hard Disk (ESDI)	\$1,098.00
3596	150 MB Hard Disk (ESDI)	\$1,375.00
3582	170 MB Hard Disk (ESDI)	\$1,425.00
3583	338 MB Hard Disk (ESDI)	\$2,350.00
3561	(150) MB Internal Tape Backup	\$1,146.00
6400	MS OS/2 1.1	260.00
	EXTENDED WARRANTY	
4501/4021	(1) YR. Warr. / On-Site	\$45.00



MEMOREX TELEX

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STATE OF KANSAS - CONTRACT NO. 27489
MEMOREX TELEX 80386 SYSTEM G1
MODEL 7065 DISKLESS
SYSTEM PACKAGE PRICING

SYSTEM CODE	DESCRIPTION	CONTRACT PRICE
7065/001	7065/20 DISKLESS SYSTEM PACKAGE #1 20 Mhz 80386DX Processor w/ 4 MB Memory Expandable to 8 MB Two serial ports / One Parallel Port, One full-size 8-Bit Expansion Slot Four full-size 16-Bit Expansion slots, One 3.5" 1.44 MB Floppy Disk Drive One internal 3.5" Hard Disk Drive Bay, Two 5.25" Disk Drive Bays Onboard Floppy Disk Controller, 101Key Enhanced Keyboard Super VGA Controller, MS DOS 4.01 FOB Destination, (1) Yr Carry-In Warranty	\$2,007.00
7065/002	7065/20 SYSTEM PACKAGE #2 Includes Package #1 plus a VGA Monochrome Monitor	\$2,120.00
7065/003	7065/20 SYSTEM PACKAGE #3 Includes Package #1 plus a VGA Color Monitor	\$2,347.00

ADDITIONAL FEATURES

2573	Math Co-Processor 80387	\$537.75
3920	4MB Additional Memory - 8MB Total	\$695.00
3704	NEC 3D Multiscan Display	\$735.00
3715	NEC 2A Display	\$625.00
2201	5.25" 360 KB Floppy Disk Drive	\$87.75
2210	5.25" 1.2 MB Floppy Disk Drive	\$110.25
3553	AT Interface Controller (SCSI)	\$33.75
3563	40 MB Hard Disk (SCSI)	\$360.00
3584	80 MB Hard Disk (SCSI)	\$506.25
3572	320 MB Hard Disk (SCSI)	\$1,965.00
3573	650 MB Hard Disk (SCSI)	\$2,925.00
3560	(40) MB Internal Tape Backup	\$415.00
3561	(150) MB Internal Tape Backup	\$1,145.00
6400	MS OS/2 1. Operating System	\$260.00
5060	3270 Connection Adapter w/Software	\$627.00
3600	5250 Emulation Adapter	\$557.00
3875	Token Ring Adapter	\$525.00
EXTENDED WARRANTY		
4501/4021	(1) YR. WARR. / ON-SITE	\$45.00



MEMOREX TELEX

Memorex Telex Corporation

120 East 6th Street
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Topeka, Kansas 66603
Telephone: (913) 233-8281
Fax: (913) 233-6722

STATE OF KANSAS - CONTRACT NO. 27489
MEMOREX TELEX 80386 SYSTEM G2
MODEL 7055 DISKLESS
SYSTEM PACKAGE PRICING

SYSTEM CODE	DESCRIPTION	CONTRACT PRICE
7055/001	7055/20 DISKLESS SYSTEM PACKAGE #1 20 Mhz 80386SX Processor w/ 2 MB Memory Expandable to 8 MB Two serial ports / One Parallel Port, One full-size 8-Bit Expansion Slot Five full-size 16-Bit Expansion slots, One 3.5" 1.44 MB Floppy Disk Drive One internal 3.5" Hard Disk Drive Bay, Two 5.25" Disk Drive Bays Onboard Floppy Disk Controller, 101Key Enhanced Keyboard Onboard Super VGA Controller, MS DOS 4.01 FOB Destination, (1) Yr Carry-In Warranty	\$1,603.50
7055/002	7055/20 DISKLESS SYSTEM PACKAGE #2 Includes Package #1 plus a VGA Monochrome Monitor	\$1,716.50
7055/003	7055/20 DISKLESS SYSTEM PACKAGE #3 Includes Package #1 plus a VGA Color Monitor	\$1,943.50

ADDITIONAL FEATURES

2573	Math Co-Processor 80387	\$402.75
3915	2MB Additional Memory - 4MB Total	\$495.50
3920	4MB Additional Memory - 8MB Total	\$695.00
3704	NEC 3D Multiscan Display	\$735.00
3715	NEC 2A Display	\$625.00
2201	5.25" 360 KB Floppy Disk Drive	\$87.75
2210	5.25" 1.2 MB Floppy Disk Drive	\$110.25
3553	AT Interface Controller (SCSI)	\$33.75
3563	40 MB Hard Disk (SCSI)	\$360.00
3584	80 MB Hard Disk (SCSI)	\$506.25
3572	320 MB Hard Disk (SCSI)	\$1,965.00
3573	650 MB Hard Disk (SCSI)	\$2,925.00
3560	(40) MB Internal Tape Backup	\$415.00
3561	(150) MB Internal Tape Backup	\$1,145.00
6400	MS OS/2 1. Operating System	\$260.00
5060	3270 Connection Adapter w/Software	\$627.00
3600	5250 Emulation Adapter	\$557.00
3875	Token Ring Adapter	\$525.00
	EXTENDED WARRANTY	
4501/4021	(1) YR. WARR. / ON-SITE	\$45.00

STATE OF KANSAS



DEPARTMENT OF ADMINISTRATION
Division of Purchases

MIKE HAYDEN
Governor
NICHOLAS B. ROACH
Director of Purchases

Landon State Office Building
800 Jackson, Room 102 N
Topeka, Kansas 66612-1286
(913) 236-2376

December 20, 1990

Contract Number 27285

ADDENDUM NO. 4

ITEM: APPLE COMPUTER PRODUCTS
PERIOD COVERED: September 1, 1990 through August 31, 1991
CONTRACTOR: Apple Computer, Inc.
7101 College Blvd., Ste 910
Overland Park, Kansas 66210
TELEPHONE: (913) 451-0470
FEIN #: 94-2404110
AGENCY: STATE WIDE

CONDITIONS OF ADDENDUM:

Effective immediately, use the attached pricing sheets (Level 3)
dated December 15, 1990.

Robert J. Sachs

ROBERT J. SACHS
STATE CONTRACTING OFFICER

RJS:cb

CCT
Account # 3
2-22-91

DECEMBER 15, 1990

CONFIDENTIAL

APPLE EDUCATION & GOVERNMENT CONFIDENTIAL PRICE LIST (Freight Delivered Prices)

Macintosh Products

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
RECOMMENDED SOLUTIONS							
B0388LL/A	Macintosh IIsi RGB Color System <i>Includes Macintosh IIsi 2MB Hard Disk 40 CPU (M0363LL/A), AppleColor High-Resolution RGB Monitor (M0401), Apple Keyboard (M0116). Education price includes a special discount of \$250. This bundle is available from 10/15/90 through 1/5/91.</i>	4897.00	3090.68	3090.68	2999.33	2999.33	2999.33
B0336LL/A	Macintosh IIsi RGB Color System <i>Includes Macintosh IIsi 4MB Hard Disk 80 CPU (M5740LL/A), AppleColor High-Resolution RGB Monitor (M0401), Apple Keyboard (M0116). Education price includes a special discount of \$250. This bundle is available from 10/15/90 through 1/5/91.</i>	7797.00	4947.11	4879.11	4811.10	4744.11	4676.11
B0408LL/A	Macintosh LC 2MB 1FD Color System <i>(available January)</i> <i>Includes Macintosh LC 2MB 1FD CPU w/keyboard (M0440LL/A), Macintosh 12" RGB Display (M0297LL/A).</i>	2598.00	1572.24	1572.24	1471.75	1471.75	1471.75
B0407LL/A	Macintosh LC 2MB 2FD Color System <i>(available January)</i> <i>Includes Macintosh LC 2MB 2FD CPU w/keyboard (M0441LL/A), Macintosh 12" RGB Display (M0297LL/A).</i>	2898.00	1652.42	1652.42	1573.25	1573.25	1573.25
B0406LL/A	Macintosh LC 2MB Hard Disk 40 Color System <i>(available January)</i> <i>Includes Macintosh LC 2MB Hard Disk 40 CPU w/keyboard (M0442LL/A), Macintosh 12" RGB Display (M0297LL/A).</i>	3098.00	2028.99	2028.99	1925.46	1925.46	1925.46
B0375LL/A	Macintosh LC Classroom Pack <i>(available January)</i> <i>Includes four Macintosh LC 2MB Hard Disk 40 CPUs w/keyboards (M0442LL/A), four Macintosh 12" RGB Displays (M0297LL/A), ImageWriter II Printer (C0090LL/A), ImageWriter II/LQ LocalTalk Option (A9B0314), LocalTalk Connector Kit-din8 (M2068). Requires 4 LocalTalk Connector Kit-din8 (M2068LL/A) or Ethernet kits. Also purchase one AppleTalk Internet Router (M0705) for use with Ethernet cabling.</i>	13201.00	N/A	8647.80	8227.59	8221.50	8215.41
B0376LL/A	Macintosh LC Lab Pack <i>(available January)</i> <i>Includes twelve Macintosh LC 2MB 2FD CPUs w/keyboards (M0441LL/A), twelve Macintosh 12" RGB Displays (M0297LL/A), LaserWriter II Printer (M6000), LaserWriter II NT Controller Card (M6009), LaserWriter II Toner Cartridge (M6002), LocalTalk Locking Connector Kit-din8 (M2068). Requires 12 LocalTalk Connector Kit-din8 (M2068LL/A) or Ethernet kits. Also purchase one AppleTalk Internet Router (M0705) for use with Ethernet cabling.</i>	39350.00	N/A	22248.80	21264.25	21229.74	21195.23
B0379LL/A	Macintosh IIsi Color System <i>Includes Macintosh IIsi 2MB Hard Disk 40 CPU (M0363LL/A), Macintosh 12" RGB Display (M0297LL/A), Apple Keyboard (M0116).</i>	4497.00	3060.23	3060.23	2968.88	2968.88	2968.88
B0378LL/A	Macintosh IIsi Administrator's Office <i>Includes two Macintosh IIsi 2MB Hard Disk 40 CPUs (M0363LL/A), two Macintosh 12" RGB Displays (M0297LL/A), two Apple Keyboards (M0116), LaserWriter II (M6000), LaserWriter II NT Controller Card (M6009), LaserWriter II Toner Cartridge (M6002), three LocalTalk Locking Connector Kit-din8 (M2068).</i>	13718.00	N/A	9431.38	9203.01	9157.33	9111.66

3-1

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
MACINTOSH CLASSIC COMPUTERS							
For the following computers: Keyboard sold separately unless noted. Apple Keyboard (M0116) or Apple Extended Keyboard II (M0312) must be purchased with each CPU.							
M0421LL/A	Macintosh Classic 1MB CPU <i>Includes keyboard.</i>	999.00	810.99	810.99	785.61	785.61	785.61
M0435LL/A	Macintosh Classic 2MB Hard Disk 40 CPU <i>Includes keyboard.</i>	1499.00	1216.99	1216.99	1179.43	1179.43	1179.43
M5390	Macintosh SE/30 1MB Hard Disk 40 CPU	4369.00	2222.85	2188.34	2153.83	2120.34	2085.83
B0060LL/A	Macintosh SE/30 1MB Hard Disk 40 CPU w/Apple Keyboard	4498.00	2314.20	2279.69	2245.18	2211.69	2177.18
B0061LL/B	Macintosh SE/30 1MB Hard Disk 40 CPU w/Apple Extended Keyboard II	4598.00	2385.25	2350.74	2316.23	2282.74	2248.23
M5361	Macintosh SE/30 4MB Hard Disk 80 CPU	5569.00	3014.55	2967.86	2921.17	2875.50	2828.81
B0052LL/A	Macintosh SE/30 4MB Hard Disk 80 CPU w/Apple Keyboard	5698.00	3105.90	3059.21	3012.52	2966.85	2920.16
B0054LL/B	Macintosh SE/30 4MB Hard Disk 80 CPU w/Apple Extended Keyboard II	5798.00	3176.95	3130.26	3083.57	3037.89	2991.21

MACINTOSH MODULAR COMPUTERS

For the following computers: Monitor, Display Card and Keyboard sold separately unless noted. The Apple Keyboard (M0116) or Extended Keyboard II (M0312) and Apple High-Resolution Monochrome Monitor (M0400), Macintosh 12" Monochrome Display (M0298LL/A), Macintosh Portrait Display (M0404), Two-Page Monochrome Monitor (M0402), Macintosh 12" RGB Display (M0297LL/A), or AppleColor High-Resolution RGB Monitor (M0401) must be purchased with each Macintosh Modular CPU.

M0440LL/A	Macintosh LC 2MB 1FD CPU (avail. January) <i>Includes keyboard.</i>	1999.00	1146.95	1146.95	1046.47	1046.47	1046.47
M0441LL/A	Macintosh LC 2MB 2FD CPU (avail. January) <i>Includes keyboard.</i>	2299.00	1227.14	1227.14	1147.97	1147.97	1147.97
M0442LL/A	Macintosh LC 2MB Hard Disk 40 CPU (avail. January) <i>Includes keyboard.</i>	2499.00	1603.70	1603.70	1500.17	1500.17	1500.17
M0812LL/A*	Macintosh LC 2MB Hard Disk 40 CPU (avail. January)	2449.00	1571.22	1571.22	1468.71	1468.71	1468.71
M0363LL/A	Macintosh Plus 2MB Hard Disk 40 CPU	3769.00	2543.59	2543.59	2452.24	2452.24	2452.24
M0364LL/A	Macintosh Plus 5MB Hard Disk 80 CPU	4569.00	3083.57	3083.57	2972.94	2972.94	2972.94
M5660	Macintosh Plus 1MB CPU	4669.00	3080.53	3009.48	2938.43	2843.02	2771.97
M5610	Macintosh Plus 1MB Hard Disk 40 CPU	5369.00	3542.35	3460.14	3378.94	3269.32	3188.12
M5680	Macintosh Plus 4MB Hard Disk 80 CPU (allow 4 weeks for delivery)	6569.00	4334.05	4233.57	4134.10	4000.12	3900.64
M5737LL/A	Macintosh Plus 4MB CPU	5969.00	3938.20	3877.30	3816.40	3756.52	3695.62
M5740LL/A	Macintosh Plus 4MB Hard Disk 80 CPU	6669.00	4400.03	4332.02	4264.02	4197.03	4129.02
M5510LL/A	Macintosh Plus 4MB CPU	8969.00	N/A	5826.10	5734.75	5644.42	5553.07
M5515LL/A	Macintosh Plus 4MB Hard Disk 80 CPU	9869.00	N/A	6410.74	6310.26	6210.79	6110.30
M5520LL/A	Macintosh Plus 4MB Hard Disk 160 CPU	10969.00	N/A	7125.30	7013.65	6903.02	6791.37

Note:

* - New Product.

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
MACINTOSH KEYBOARDS							
M0116	Apple Keyboard	129.00	91.65	91.65	91.65	91.65	91.65
M0312	Apple Extended Keyboard II	229.00	162.70	162.70	162.70	162.70	162.70

MACINTOSH MONITORS AND ACCESSORIES

Displays are for use with all modular Macintosh CPUs unless otherwise noted. All displays require Macintosh display card unless otherwise noted.

M0400	Apple High-Resolution Monochrome Monitor (for IIcx, IIsi, IIci, IIx, IIfx only) <i>Display Card is optional for use with Macintosh IIsi or IIci.</i>	299.00	212.44	212.44	212.44	212.44	212.44
M0298LL/A*	Macintosh 12" Monochrome Display <i>Display Card is optional for use with Macintosh LC, IIsi or IIci.</i>	299.00	212.44	212.44	212.44	212.44	212.44
M0297LL/A	Macintosh 12" RGB Display <i>Display Card is optional for use with Macintosh LC, IIsi or IIci.</i>	599.00	425.59	425.59	425.59	425.59	425.59
M0401	AppleColor High-Resolution RGB Monitor <i>Display Card is optional for use with Macintosh LC, IIsi or IIci.</i>	999.00	709.79	709.79	709.79	709.79	709.79
M0402	Apple Two-Page Monochrome Monitor (for IIcx, IIsi, IIci, IIx, IIfx only)	2149.00	1222.36	1222.36	1222.36	1222.36	1222.36
M0404	Apple Macintosh Portrait Display (for IIcx, IIsi, IIci, IIx, IIfx only) <i>Display Card is optional for use with Macintosh IIsi or IIci.</i>	1099.00	780.84	780.84	780.84	780.84	780.84
M0213	Macintosh II Video Card Expansion Kit <i>Upgrades the 4bit Video Card (M0322) to an 8bit Video Card (M0324). Requires installation by an authorized Apple Service Provider.</i>	149.00	80.49	80.49	80.49	80.49	80.49
M0121PA/A	Macintosh Display Card 4-8 <i>For use with all Macintosh displays. Requires System Software 6.0.5 or later.</i>	648.00	460.40	460.40	460.40	460.40	460.40
M0412LL/A	Macintosh Display Card VRAM Expansion Kit <i>Upgrades Macintosh Display Card 4-8 to 8-24. Requires installation by an authorized Apple Service Provider.</i>	249.00	176.91	176.91	176.91	176.91	176.91
M0507PA/A	Macintosh Display Card 8-24 <i>For use with all Macintosh displays. Requires System Software 6.0.5 or later.</i>	799.00	567.69	567.69	567.69	567.69	567.69
M0122	Macintosh Display Card 8-24 GC <i>For use with all Macintosh displays. Requires System Software 6.0.5 or later.</i>	1999.00	1420.29	1420.29	1420.29	1420.29	1420.29
M0505LL/A	Macintosh Display Card DRAM Exp. Kit <i>For use with Macintosh Display Card 8-24 GC. Requires installation by an authorized Apple Service Provider.</i>	499.00	354.54	354.54	354.54	354.54	354.54
M0517LL/A*	Macintosh LC 512K VRAM SIMM <i>(avail. February) Allows greater color depth. Requires installation by an authorized Apple Service Provider.</i>	199.00	141.39	141.39	141.39	141.39	141.39
M0403	Apple Universal Monitor Stand	89.00	63.23	63.23	63.23	63.23	63.23

Note:

* - New Product.

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
MACINTOSH DRIVES AND ACCESSORIES							
Internal Drives require installation by an authorized Apple Education Service Provider.							
A9M0106	Apple 3.5 Drive	399.00	283.49	283.49	283.49	283.49	283.49
M0112	Apple External FDHD SuperDrive <i>(for use with Macintosh FDHD SE, SE/30, Classic, IIsx, IIfx, or IICI)</i>	399.00	283.49	283.49	283.49	283.49	283.49
M5088/A	Apple PC 5.25 Drive (A9M0110) w/Macintosh SE Bus Drive Card (M0235) and System Utilities (M0680/A) <i>Allows file transfer between the media in the Apple PC 5.25 Drive and Macintosh SE.</i>	528.00	375.14	375.14	375.14	375.14	375.14
M5087/A	Apple PC 5.25 Drive (A9M0110) w/Macintosh II PC Drive Card (M0234) and System Utilities (M0680/A) <i>Allows file transfer between the media in the Apple PC 5.25 Drive and Macintosh II.</i>	528.00	375.14	375.14	375.14	375.14	375.14
M2620/A	Apple Hard Disk 20SC w/Apple SCSI Cable & SCSI Cable Terminator	699.00	496.64	496.64	496.64	496.64	496.64
M2644/A	Apple Hard Disk 40SC w/Apple SCSI Cable & SCSI Cable Terminator	1299.00	922.94	922.94	922.94	922.94	922.94
M2688/A	Apple Hard Disk 80SC w/Apple SCSI Cable & SCSI Cable Terminator	1799.00	1278.19	1278.19	1278.19	1278.19	1278.19
M2666	Apple Hard Disk 160SC w/Apple SCSI Cable & SCSI Cable Terminator	2699.00	1917.64	1917.64	1917.64	1917.64	1917.64
M0136	Macintosh Internal 800K Drive <i>(for Macintosh II)</i>	299.00	212.44	212.44	212.44	212.44	212.44
M0247	Apple Internal FDHD SuperDrive™ <i>(for use as a second drive in a Macintosh FDHD SE, SE/30, IIsx, IIfx, or in a previously upgraded SE or II)</i>	349.00	247.96	247.96	247.96	247.96	247.96
M0216/A	Macintosh Internal 20SC Hard Disk <i>(for Macintosh SE, SE/30, II, IIsx, or IIfx)</i>	799.00	567.69	567.69	567.69	567.69	567.69
M0269	Macintosh Internal 40SC Hard Disk <i>(for Macintosh SE, SE/30, II, IIsx, or IIfx)</i>	1199.00	851.89	851.89	851.89	851.89	851.89
M0270	Macintosh Internal 80SC Hard Disk <i>(for Macintosh SE, SE/30, II, IIsx, or IIfx)</i>	1699.00	1207.14	1207.14	1207.14	1207.14	1207.14
M0267	Macintosh Internal 160SC Hard Disk <i>(for Macintosh II, IIsx, or IIfx)</i>	2599.00	1846.59	1846.59	1846.59	1846.59	1846.59
M0283	Macintosh Internal 40SC Hard Disk <i>(for Macintosh IIfx or IICI)</i>	1199.00	851.89	851.89	851.89	851.89	851.89
M0284	Macintosh Internal 80SC Hard Disk <i>(for Macintosh IIfx or IICI)</i>	1699.00	1207.14	1207.14	1207.14	1207.14	1207.14

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
MACINTOSH EXPANSION AND UPGRADE							
These products require installation by an authorized Apple Education Service Provider unless otherwise noted.							
M2519	Macintosh Plus Keyboard (beige) <i>Keyboard required when upgrading from a Macintosh 512K to a Macintosh Plus.</i>	129.00	91.65	91.65	91.65	91.65	91.65
M2516	Macintosh Plus Disk Drive Kit <i>Internal drive must be upgraded prior to upgrading any logic board.</i>	299.00	253.75	253.75	253.75	253.75	253.75
M2518	Macintosh Plus Logic Board Kit (512K)	599.00	536.94	536.94	536.94	536.94	536.94
M2518	Macintosh Plus Logic Board Kit (128K) <i>Internal drive must be upgraded prior to upgrading any logic board.</i>	799.00	536.94	536.94	536.94	536.94	536.94
M0218	Macintosh 1MB Memory Expansion Kit (4-256K SIMMs) (for Macintosh SE/30, II, IIx, IIcx)	299.00	212.44	212.44	212.44	212.44	212.44
M6361LL/A	Macintosh Classic 1MB Memory Exp. Card (for use with Classic 1MB CPU only)	149.00	105.86	105.86	105.86	105.86	105.86
M0291LL/A	Macintosh 1MB Memory Expansion Kit (4-256K SIMMs) (for Macintosh IIci)	299.00	212.44	212.44	212.44	212.44	212.44
M0219	Macintosh 2MB Memory Expansion Kit (2-1MB SIMMs) (for Macintosh Plus, SE, 2MB Classic)	499.00	354.54	354.54	354.54	354.54	354.54
M0707	Macintosh 4MB Memory Expansion Kit (4-1MB SIMMs) (for Macintosh SE/30, II, IIx, IIcx)	999.00	709.79	709.79	709.79	709.79	709.79
M0292LL/A	Macintosh IIci 4MB Memory Expansion Kit (4-1MB SIMMs) (for Macintosh IIci)	999.00	709.79	709.79	709.79	709.79	709.79
M0376LL/A	Macintosh IIx 4MB Memory Expansion Kit (4-1MB SIMMs)	999.00	709.79	709.79	709.79	709.79	709.79
M0480LL/A	Macintosh IIci 030 Direct Slot Adapter Card <i>Allows the addition of one 030 expansion card. Includes 68882 floating point math coprocessor. Customer installable.</i>	249.00	176.91	176.91	176.91	176.91	176.91
M0481LL/A	Macintosh IIci NuBus Adapter Card <i>Allows the addition of one NuBus expansion card. Includes 68882 floating point math coprocessor. Customer installable.</i>	249.00	176.91	176.91	176.91	176.91	176.91
M0326LL/A	Macintosh IIci Cache Card (avail. February)	399.00	283.49	283.49	283.49	283.49	283.49
M0221	68851 Paged Memory Management Unit (PMMU) <i>Optional co-processor for Macintosh II. A Macintosh II with PMMU can take advantage of virtual memory in future releases of the Macintosh operating system. For use with Macintosh II only.</i>	499.00	354.54	354.54	354.54	354.54	354.54

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
MACINTOSH PERIPHERALS							
M7004/C	Apple Tape Backup 40SC w/cables for External Hard Drives <i>Includes Apple Tape Backup 40SC (M2640/B), SCSI Peripheral Interface Cable (M0207), SCSI Cable Terminator (M0332LL/A).</i>	1569.00	1114.77	1114.77	1114.77	1114.77	1114.77
M5098/C	Apple Tape Backup 40SC w/cables for Internal Hard Drives <i>Includes Apple Tape Backup 40SC (M2640/B), SCSI System Cable (M0206), SCSI Cable Terminator (M0332LL/A).</i>	1579.00	1121.88	1121.88	1121.88	1121.88	1121.88
M6053/C	AppleCD SC w/cables <i>Includes AppleCD SC Drive (M2700/B), SCSI System Cable (M0206), SCSI Peripheral Interface Cable (M0207), SCSI Cable Terminator (M0332LL/A).</i>	1019.00	724.00	724.00	724.00	724.00	724.00
A9M0337	Apple Scanner <i>Requires appropriate SCSI configuration.</i>	1799.00	1278.19	1278.19	1278.19	1278.19	1278.19
M6023/A	Apple Scanner w/cables <i>Includes Apple Scanner (A9M0337), SCSI Peripheral Interface Cable (M0207), SCSI System Cable (M0206) and SCSI Cable Terminator (M0332LL/A).</i>	1919.00	1363.45	1363.45	1363.45	1363.45	1363.45
A9M0338	Apple Scanner Replacement Lamp	35.00	24.87	24.87	24.87	24.87	24.87
MACINTOSH MISCELLANEOUS ACCESSORIES							
A2D2045	Apple 3.5 Doublesided Blank Disks (box/10)	59.00/bx	41.92	41.92	41.92	41.92	41.92
M0243	Apple FDHD 1.4MB Blank Disks (box/10)	79.00/bx	56.13	56.13	56.13	56.13	56.13
M0132	40MB Tape Backup Cartridge (box of 5 preformatted cartridges)	199.00/bx	141.39	141.39	141.39	141.39	141.39
A9M0103	Apple MIDI Interface <i>Connects Macintosh CPU to MIDI equipped musical instruments. Cables included.</i>	99.00	70.34	70.34	70.34	70.34	70.34
M2705	AppleCD SC Caddy (box/5)	50.00/bx	35.53	35.53	35.53	35.53	35.53

Apple printers and printer supplies are on pages 15-16.

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Macintosh Portable Products

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
MACINTOSH PORTABLE							
M5350	Macintosh Portable Personal Computer	4799.00	2496.90	2496.90	2402.51	2402.51	2402.51
M5351	Macintosh Portable Hard Disk 40 Personal Computer	5499.00	2833.88	2833.88	2727.31	2727.31	2727.31
MACINTOSH PORTABLE PERIPHERAL OPTIONS							
M0239	Macintosh Portable Numeric Keypad Module <i>Requires installation by an authorized Apple Education Service Provider.</i>	69.00	49.03	49.03	49.03	49.03	49.03
M0250	Macintosh Portable Data Modem 2400	449.00	319.01	319.01	319.01	319.01	319.01
M0275	Macintosh Portable Battery Recharger <i>Includes power adapter.</i>	129.00	91.66	91.66	91.66	91.66	91.66
M0277	Macintosh Portable Rechargeable Battery	49.00	34.82	34.82	34.82	34.82	34.82
MACINTOSH PORTABLE UPGRADES							
M0262	Macintosh Portable Internal FDHD SuperDrive <i>To upgrade from a single floppy to a two floppy system. Requires installation by an authorized Apple Education Service Provider.</i>	349.00	247.96	247.96	247.96	247.96	247.96
M0268	Macintosh Portable Internal 40SC Hard Disk <i>To upgrade a single floppy to a floppy/40MB Hard Drive System. Requires installation by an authorized Apple Education Service Provider.</i>	1199.00	851.89	851.89	851.89	851.89	851.89
M0248	Macintosh Portable 1MB Memory Expansion Kit	499.00	354.54	354.54	354.54	354.54	354.54

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Apple II Products

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0-\$4,999 Step 1	\$5,000-\$24,999 Step 2	\$25,000-\$99,999 Step 3	\$100,000-\$399,999 Step 4	\$400,000 And UP Step 5
RECOMMENDED SOLUTIONS							
A2P6022/A	Apple IIGS 1MB RGB Starter System <i>Includes Apple IIGS CPU (1MB)(A0012LL/A), Apple 3.5 Drive (A9M0106), AppleColor RGB Monitor (A2M6014), one box Blank 3.5 Doublesided Diskettes (A2D2045).</i>	2206.00	1450.44	1415.93	1381.42	1336.76	1302.25
A2P6015/A	Apple IIGS 1MB RGB Professional System <i>Includes Apple IIGS CPU (1MB)(A0012LL/A), Apple 3.5 Drive (A9M0106), Apple 5.25 Drive (A9M0107), AppleColor RGB Monitor (A2M6014).</i>	2476.00	1653.44	1614.87	1576.30	1525.55	1487.99
A2P6019/B	Apple IIGS Teacher Desktop Solution <i>Includes Apple IIGS CPU (1MB)(A0012LL/A), AppleColor RGB Monitor (A2M6014), Apple 3.5 Drive (A9M0106), Apple 5.25 Drive (A9M0107), ImageWriter II (C0090LL/A), Apple System Peripheral-8 Cable (M0197).</i>	3101.00	2059.44	2011.73	1964.03	1900.08	1852.38
A2P2172/B	Apple IIe 128K Starter System <i>Includes Apple IIe 128K CPU (A2S2128), Apple 5.25 Drive (A9M0107), Monochrome Monitor IIe (A2M6017), Apple II System Disk User's Guide (A2D4041), Apple IIe Accessory Kit (A9C0320).</i>	1386.00	862.75	841.44	820.12	791.70	770.39
A2P2171/A	Apple IIe 128K 3.5 Starter System <i>Includes Apple IIe 128K CPU (A2S2128), Monochrome Monitor IIe (A2M6017), UniDisk 3.5 Drive (A2M2053), UniDisk 3.5 Accessory Kit (A2C2002).</i>	1456.00	906.40	883.05	859.71	830.27	807.94
A2P2170/B	Apple IIe Classroom Color System <i>Includes Apple IIe 128K CPU (A2S2128), Apple 5.25 Drive (A9M0107), Apple IIe Accessory Kit (A9C0320), AppleColor Composite Monitor IIe (A2M6021), Apple II System Disk User's Guide (A2D4041).</i>	1626.00	1013.99	988.61	964.25	930.76	906.40
A2P2162/B	Apple IIe 128K Professional System <i>Includes Apple IIe 128K CPU (A2S2128), Monochrome Monitor IIe (A2M6017), two Apple 5.25 Drives (A9M0107), Apple IIe Accessory Kit (A9C0320), Apple II System Disk User's Guide (A2D4041).</i>	1715.00	1074.89	1048.50	1022.11	987.60	961.21
APPLE II CPU							
A0012LL/A	Apple IIGS CPU (1MB) <i>System disk, System Tools and Guided Tour disks provided on 3.5 media only.</i>	1149.00	845.50	828.24	810.99	787.64	769.37
A2S2128	Apple IIe 128K CPU	829.00	610.02	597.84	584.64	568.40	555.21
APPLE II MONITORS							
A2M6020	AppleColor Composite Monitor (for IIGS)	399.00	283.49	283.49	283.49	283.49	283.49
A2M6014	AppleColor™ RGB Monitor (for IIGS)	599.00	425.59	425.59	425.59	425.59	425.59
A2M6017	Apple Monochrome Monitor IIe (for IIe or IIGS)	159.00	112.97	112.97	112.97	112.97	112.97
A2M6021	AppleColor Composite Monitor IIe	399.00	283.49	283.49	283.49	283.49	283.49

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
APPLE II DRIVES							
A9M0106	Apple 3.5 Drive (for IIGS)	399.00	283.49	283.49	283.49	283.49	283.49
A9M0107	Apple 5.25 Drive	329.00	233.75	233.75	233.75	233.75	233.75
A2P2174/B	Apple 5.25 Drive w/Apple II Accessory Kit and Apple II System Disk User's Guide (for IIe) <i>Controller Card is included with Accessory Kit.</i>	398.00	288.56	288.56	288.56	288.56	288.56
A2P4117/A	UniDisk™ 3.5 w/Controller Card (for IIe) UniDisk 3.5 floppy disk drive and UniDisk 3.5 Accessory Kit with Controller Card to be used as a first drive.	468.00	332.51	332.51	332.51	332.51	332.51
A2M2053	UniDisk 3.5 - drive only (for IIe) To be used as the second 3.5 drive.	399.00	283.49	283.49	283.49	283.49	283.49
A2C2002	UniDisk 3.5 Accessory Kit (for IIe) (includes Controller Card) Required with UniDisk when used as a first drive with Apple IIe.	69.00	49.02	49.02	49.02	49.02	49.02
A2P4167/B	Apple Hard Disk 20SC w/Apple SCSI System Cable & SCSI Cable Terminator Bundle <i>Includes Apple II High-Speed SCSI Card.</i>	828.00	588.29	588.29	588.29	588.29	588.29
A2P6020/B	Apple Hard Disk 40SC w/Apple SCSI System Cable & SCSI Cable Terminator Bundle (for IIGS) <i>Includes Apple II High-Speed SCSI Card.</i>	1508.00	1071.43	1071.43	1071.43	1071.43	1071.43
M6033/C	AppleCD SC w/cables <i>Includes AppleCD SC Drive (M2700/B), SCSI System Cable (M0206), SCSI Peripheral Interface Cable (M0207), SCSI Cable Terminator (M0332LL/A). Requires Apple II High-Speed SCSI Card (A0220LL/A).</i>	1019.00	724.00	724.00	724.00	724.00	724.00
APPLE II EXPANSION CARDS							
A2M2058	Apple II 256K Memory Expansion Kit	159.00	112.97	112.97	112.97	112.97	112.97
A2B2086	Apple IIe Memory Expansion Card	229.00	162.70	162.70	162.70	162.70	162.70
A2B6002	Apple IIGS Memory Expansion Card	229.00	162.70	162.70	162.70	162.70	162.70
A0220LL/A	Apple II High-Speed SCSI Card	129.00	91.65	91.65	91.65	91.65	91.65
A2P4165/B	Apple II High-Speed SCSI Card w/Apple SCSI System Cable & SCSI Cable Terminator	209.00	148.49	148.49	148.49	148.49	148.49
A2B2023	Apple IIe Extended 80-Column Text Card	100.00	71.05	71.05	71.05	71.05	71.05
A2P2136	Apple IIe Extended 80-Column Text Card 5-Pack <i>Includes 5 of each: A2B2023.</i>	357.00	253.65	253.65	253.65	253.65	253.65
A2P2071	Apple IIe Extended 80-Column Text Card 10-Pack <i>Includes 10 of each: A2B2023.</i>	643.00	456.85	456.85	456.85	456.85	456.85
A2B0044	Super Serial Card	139.00	98.76	98.76	98.76	98.76	98.76
A2B2092	Apple II Video Overlay Card	549.00	390.06	390.06	390.06	390.06	390.06
A2P6018/A	Apple IIGS 512K Upgrade Kit (for IIe) <i>Includes Apple IIGS Logic Board (A2S6001), Apple Desktop Bus Mouse (M0142), Apple IIGS Memory Expansion Card (A2B6002).</i>	827.00	587.58	587.58	587.58	587.58	587.58
A2C6001	Apple IIe Case (beige) Replacement for IIGS Upgrade (for IIe) <i>A \$55.00 Credit will be issued upon return of old IIe case.</i>	N/A	55.00	55.00	55.00	55.00	55.00

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
APPLE II MISCELLANEOUS ACCESSORIES							
A9M0332	Apple 3.5 Doublesided Blank Disks (box/10)	59.00/bx	41.92	41.92	41.92	41.92	41.92
A9M0332	Apple Desktop Bus™ Cable (for IIGS) <i>Allows connection of third party desktop peripherals to the Apple Desktop Bus Mouse.</i>	15.00	10.66	10.66	10.66	10.66	10.66
M0142	Apple Desktop Bus Mouse (for IIGS)	99.00	70.34	70.34	70.34	70.34	70.34
A2M2070	AppleMouse™ IIe	149.00	96.43	96.43	96.43	96.43	96.43
A2P2156	AppleMouse IIe 5-Pack <i>Includes 5 of each: A2M2070</i>	571.00	405.70	405.70	405.70	405.70	405.70
A2P2155	AppleMouse IIe Education 10-Pack <i>Includes 10 of each: A2M2070.</i>	1072.00	761.25	761.25	761.25	761.25	761.25
A2M2052	Apple IIe Enhancement Kit <i>Suggested Retail Price includes installation fee.</i>	70.00	30.45	30.45	30.45	30.45	30.45
A2M6004	Apple IIGS System Fan <i>Required for use when 3 or more expansion cards are installed.</i>	49.00	34.81	34.81	34.81	34.81	34.81
A2M2012	Joystick II	59.95	29.44	29.44	29.44	29.44	29.44
A9M0103	Apple MIDI Interface <i>Connects Apple IIGS CPU to MIDI equipped musical instruments. Cables included.</i>	99.00	70.34	70.34	70.34	70.34	70.34
M2705	AppleCD SC Caddy (box/5)	50.00/bx	35.53	35.53	35.53	35.53	35.53

Apple printers and printer supplies are on pages 15-16.

AppleTalk Network Systems Products

These products require installation by an authorized Apple Desktop Communications Education Service Provider. For additional information, contact your Apple Education Account Executive.

Product	Description	Suggested	Net Dollar Minimums Per Purchase Order				
		Retail Price (Each)	\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
APPLESHARE SERVER SYSTEM BUNDLES							
AppleShare File Server Systems include one day of Network Administrator training. Use of Apple II computers with a File Server System requires an Apple II Server Kit (B0386LL/A).							
B0380LL/A	Macintosh Classic 40MB File Server System <i>Includes Macintosh Classic 2MB Hard Disk 40 CPU w/keyboard (M0435LL/A), LocalTalk Locking Connector Kit-din8 (M2068), AppleShare File Server 2.0 (M0548/B), AppleShare Print Server (M0576), Network Administrator Reference Guide (A2F2011), AppleShare Print Server Reference Guide (A2F2031).</i>	2922.00	2154.85	2154.85	2117.29	2117.29	2117.29
B0099LL/A	Macintosh SE/30 File Server System <i>Includes Macintosh SE/30 4MB Hard Disk 80 CPU (M5361), Apple Keyboard (M0116), AppleShare File Server 2.0 (M0548/B), LocalTalk Locking Connector Kit-din8 (M2068), AppleShare Print Server (M0576), Network Administrator Reference Guide (A2F2011), AppleShare Print Server Reference Guide (A2F2031).</i>	7121.00	4043.76	3997.07	3950.38	3904.70	3858.01
B0381LL/A	Macintosh LC File Server System <i>(available January)</i> <i>Includes Macintosh LC 2MB Hard Disk 40 CPU w/keyboard (M0442LL/A), Apple High-Resolution Monochrome Monitor (M0400), LocalTalk locking Connector Kit-din8 (M2068), AppleShare File Server 2.0 (M0548/B), AppleShare Print Server (M0576), Network Administrator Reference Guide (A2F2011), AppleShare Print Server Reference Guide (A2F2031).</i>	4221.00	2753.70	2753.70	2650.17	2650.17	2650.17
B0382LL/A	Macintosh IIsi 80MB File Server System <i>Includes Macintosh IIsi 5MB Hard Disk 80 CPU (M0364LL/A), Apple High-Resolution Monochrome Monitor (M0400), Apple Keyboard (M0116), LocalTalk Locking Connector Kit-din8 (M2068), AppleShare File Server 2.0 (M0548/B), AppleShare Print Server (M0576), Network Administrator Reference Guide (A2F2011), AppleShare Print Server Reference Guide (A2F2031).</i>	6420.00	4324.92	4324.92	4214.28	4214.28	4214.28
B0383LL/A	Macintosh IIfx 80MB File Server System <i>Includes Macintosh IIfx 4MB Hard Disk 80 CPU (M5740LL/A), Apple High-Resolution Monochrome Monitor (M0400), Apple Keyboard (M0116), LocalTalk Locking Connector Kit-din8 (M2068), AppleShare File Server 2.0 (M0548/B), AppleShare Print Server (M0576), Network Administrator Reference Guide (A2F2011), AppleShare Print Server Reference Guide (A2F2031).</i>	8520.00	N/A	5573.37	5505.36	5438.37	5370.37
B0384LL/A	Macintosh IIfx 80MB File Server System <i>Includes Macintosh IIfx 4MB Hard Disk 80 CPU (M5515LL/A), Apple High-Resolution Monochrome Monitor (M0400), Apple Keyboard (M0116), LocalTalk Locking Connector Kit-din8 (M2068), AppleShare File Server 2.0 (M0548/B), AppleShare Print Server (M0576), Network Administrator Reference Guide (A2F2011), AppleShare Print Server Reference Guide (A2F2031).</i>	11720.00	N/A	7652.09	7551.60	7452.13	7351.65
B0385LL/A	Macintosh IIfx 160MB File Server System <i>Includes Macintosh IIfx 4MB Hard Disk 160 CPU (M5520LL/A), Apple High-Resolution Monochrome Monitor (M0400), Apple Keyboard (M0116), LocalTalk Locking Connector Kit-din8 (M2068), AppleShare File Server 2.0 (M0548/B), AppleShare Print Server (M0576), Network Administrator Reference Guide (A2F2011), AppleShare Print Server Reference Guide (A2F2031).</i>	12820.00	N/A	8366.65	8255.00	8144.36	8032.71
B0386LL/A	Apple II Server Kit <i>Includes Aristotle (A2D2059), Aristotle Reference Guide (A2F2035), Apple II Workstation Reference Guide (A2F2040), Apple IIGS System Software (A0013LL/A) For use with AppleShare Server System and Apple II computers.</i>	348.00	237.10	237.10	237.10	237.10	237.10

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Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
	\$0-	\$5,000-	\$25,000-	\$100,000-	\$400,000 And UP
	Step 1	Step 2	Step 3	Step 4	Step 5

Product Description
APPLET K NETWORK WORKSTATIONS

A2P60 A2P6087 and A2P6067 are configured to work with an AppleShare File Server. These workstation bundles not include Aristotle software. Aristotle software is included in the Apple II Server Kit (B0386LL/A), or can be purchased separately. Only one copy of Aristotle software is needed for each AppleShare File Server.

A2P6057/A	Apple IIe Workstation and Aristotle Menu Management Station <i>Includes Apple IIe CPU (A2S2128), AppleColor Composite Monitor IIe (A2M6021), Apple II Workstation Card (A2B2088), LocalTalk Locking Connector Kit-din8 (M2068), Apple IIe Memory Expansion Card (A2B2086), AppleMouse IIe (A2M2070), UniDisk 3.5 Drive (A2M2053), UniDisk 3.5 Accessory Kit (A2C2002).</i>	2398.00	1552.95	1527.58	1503.22	1469.72	1445.36
A2P6047/A	Apple IIe Student Workstation <i>Includes Apple IIe CPU (A2S2128), AppleColor Composite Monitor IIe (A2M6021), Apple II Workstation Card (A2B2088), LocalTalk Locking Connector Kit-din8 (M2068), Apple 5.25 Drive (A9M0107), Apple IIe Accessory Kit (A9C0320), Apple II System Disk User's Guide (A2D4041).</i>	1950.00	1243.38	1218.00	1193.64	1160.15	1135.79
A2P6087	Aristotle Workstation and Menu Management Kit for Apple IIGS <i>Includes LocalTalk Locking Connector Kit-din8 (M2068) and three Apple II 256K Memory Expansion Kits (A2M2058). Requires 512K CPU.</i>	552.00	392.20	392.20	392.20	392.20	392.20
A2P7010	Workstation Kit for Apple IIGS <i>Includes LocalTalk Locking Connector Kit-din8 (M2068) and Apple II 256K Memory Expansion Kit (A2M2058). Requires 512K CPU.</i>	234.00	166.26	166.26	166.26	166.26	166.26
A2P6067	Aristotle Workstation and Menu Management Kit for Apple IIe <i>Includes Apple IIe Memory Expansion Card (A2B2086), AppleMouse IIe (A2M2070), LocalTalk Locking Connector Kit-din8 (M2068), Apple II Workstation Card (A2B2088). Requires enhanced IIe 128K CPU. UniDisk 3.5 Drive is necessary for initial software installation.</i>	702.00	489.33	489.33	489.33	489.33	489.33
A2P6077	Workstation Kit for Apple IIe <i>Includes LocalTalk Locking Connector Kit-din8 (M2068) and Apple II Workstation Card (A2B2088). Requires enhanced 128K IIe CPU.</i>	324.00	230.20	230.20	230.20	230.20	230.20
M6084/D	MS-DOS Workstation Kit <i>Includes LocalTalk PC Card (M23131A), LocalTalk Locking Connector Kit-DB9 (M2065) and AppleShare PC (M0098LL/A).</i>	374.00	265.73	265.73	265.73	265.73	265.73

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Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
APPLETALK NETWORK PERIPHERALS							
M0548/C	Apple Tape Backup 40SC w/cables for Internal Hard Drives <i>Includes Apple Tape Backup 40SC (M2640/B), Apple SCSI System Cable (M0206) and Apple SCSI Cable Terminator (M0332LL/A).</i>	1579.00	1121.88	1121.88	1121.88	1121.88	1121.88
A9P0521/B	ImageWriter II Network Printer <i>Includes ImageWriter II Printer (C0090LL/A), ImageWriter II/LQ LocalTalk Option (A9B0314) and LocalTalk Locking Connector Kit-din8 (M2068).</i>	809.00	536.94	530.85	524.76	518.67	512.58
A9B0314	ImageWriter II/LQ LocalTalk Option <i>To be used for sharing a printer over the AppleTalk network.</i>	139.00	98.76	98.76	98.76	98.76	98.76
APPLETALK NETWORK SYSTEM PRODUCTS							
M0548/B	AppleShare® File Server 2.0	799.00	535.21	535.21	535.21	535.21	535.21
M0559/A	AppleShare User Guide 5-pack	129.00	85.26	85.26	85.26	85.26	85.26
M0098LL/A	AppleShare PC 2.0	149.00	99.82	99.82	99.82	99.82	99.82
M0576	AppleShare Print Server	299.00	197.21	197.21	197.21	197.21	197.21
M0565	AppleShare File Server & Print Server Manual Kit <i>Includes User's Guide, Macintosh Administration Guide, Apple II Administration Guide, and Printer Server Guide.</i>	129.00	85.26	85.26	85.26	85.26	85.26
A0013LL/A	Apple IIGS System Software <i>For connecting Apple IIGS to AppleTalk Network.</i>	49.00	34.81	34.81	34.81	34.81	34.81
M0697	Inter-Poll™ Network Administrator's Utility <i>For Apple IIGS, IIc Plus, Macintosh Plus or later.</i>	129.00	91.65	91.65	91.65	91.65	91.65
A2B2088	Apple II Workstation Card <i>For connecting Apple IIe to AppleTalk Network. Requires LocalTalk Locking Connector Kit-din8 (M2068).</i>	249.00	176.91	176.91	176.91	176.91	176.91
A2D2059	Aristotle™ <i>Requires AppleShare File Server 2.0 (M0548/B).</i>	199.00	141.39	141.39	141.39	141.39	141.39
B0040LL/B	LocalTalk PC Card & AppleShare PC Bundle <i>Requires LocalTalk Connector Kit DB-9 (M2065).</i>	299.00	212.44	212.44	212.44	212.44	212.44
M0410LL/A	Macintosh II EtherTalk™ NB Card	699.00	496.64	496.64	496.64	496.64	496.64
M0705	AppleTalk Internet Router	399.00	283.49	283.49	283.49	283.49	283.49

Communications Products

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
COMMUNICATIONS PRODUCTS							
These products require installation by an authorized Apple Network & Communications Service Provider.							
M0237	Apple TokenTalk NB Card	1250.00	888.13	888.13	888.13	888.13	888.13
M0261/A	Apple Coax/Twinax Card	1250.00	888.13	888.13	888.13	888.13	888.13
B0324LL/B	Apple Coax/Twinax Card w/MacDFT	1495.00	1062.20	1062.20	1062.20	1062.20	1062.20
M0264	Apple Serial NuBus Card <i>Requires RS232 or V.35 cable.</i>	1195.00	849.05	849.05	849.05	849.05	849.05
M0128LL/A	Apple RS232 Cable	129.00	91.65	91.65	91.65	91.65	91.65
M0127LL/A	Apple V.35 Cable	189.00	134.28	134.28	134.28	134.28	134.28
M0145LL/A	Macintosh Coprocessor Platform Memory Expansion Kit <i>Contains 512K to upgrade Apple Serial NB or Coax/Twinax cards to a total of 1MB.</i>	195.00	138.55	138.55	138.55	138.55	138.55
M0695	MacDFT™	245.00	174.07	174.07	174.07	174.07	174.07
M0108LL/A	MacX	295.00	209.60	209.60	209.60	209.60	209.60
DATA COMMUNICATIONS PRODUCTS							
C0002LL/A	Apple Modem 2400 <i>Requires Apple System Peripheral - 8 Cable (M0197) for use with Apple II GS, Macintosh Plus or later.</i>	349.00	247.96	247.96	247.96	247.96	247.96

Apple Printer Products

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
PERSONAL LASERWRITER PRODUCTS							
B0326LL/A	Personal LaserWriter SC w/Toner Cartridge & Letter Cassette <i>Macintosh only. Requires appropriate SCSI cable configuration - SCSI System Cable, SCSI Cable Terminator, and SCSI Cable Extender Kit.</i>	1999.00	1318.49	1318.49	1318.49	1318.49	1318.49
B0325LL/A	Personal LaserWriter NT w/Toner Cartridge & Letter Cassette	3299.00	2176.16	2176.16	2176.16	2176.16	2176.16
M0097LL/A	Personal LaserWriter NT Controller Card <i>To upgrade a Personal LaserWriter SC to a Personal LaserWriter NT.</i>	1699.00	1207.14	1207.14	1207.14	1207.14	1207.14
M0089LL/A	Personal LaserWriter Toner Cartridge	99.00	70.34	70.34	70.34	70.34	70.34
M0091LL/A	Personal LaserWriter Letter Cassette	79.00	56.13	56.13	56.13	56.13	56.13
M0302LL/A	Personal LaserWriter Legal Cassette	79.00	56.13	56.13	56.13	56.13	56.13
M0094LL/A	Personal LaserWriter Envelope Cassette	89.00	63.23	63.23	63.23	63.23	63.23

LASERWRITER II PRODUCTS

It is recommended that these systems be configured by an authorized Apple Education Service Provider.

M6210	LaserWriter IINT w/Toner Cartridge and Letter Cassette	4499.00	3196.24	3150.56	3104.89	3059.21	3013.54
M6215/A	LaserWriter IINTX w/Toner Cartridge and Letter Cassette	5999.00	4261.99	4201.09	4140.19	4079.28	4018.39
M6005	LaserWriter IINTX 1MB Memory Expansion Kit <i>Requires installation by an authorized Apple Education Service Provider.</i>	299.00	212.44	212.44	212.44	212.44	212.44
M6006	LaserWriter IINTX 4MB Memory Expansion Kit <i>Requires installation by an authorized Apple Education Service Provider.</i>	999.00	709.79	709.79	709.79	709.79	709.79
M6009	LaserWriter IINT Controller Card <i>To upgrade a LaserWriter IISC to a LaserWriter IINT.</i>	2199.00	1562.39	1562.39	1562.39	1562.39	1562.39
M6004/A	LaserWriter IINTX Controller Card <i>To upgrade a LaserWriter IISC to a LaserWriter IINTX. Contact your authorized Apple Education Service Provider for upgrading a LaserWriter IINT to a LaserWriter IINTX at a lower price.</i>	3699.00	2628.14	2628.14	2628.14	2628.14	2628.14
M0139	LaserWriter II Legal Cassette	89.00	63.23	63.23	63.23	63.23	63.23
M0137	LaserWriter II Letter Cassette	89.00	63.23	63.23	63.23	63.23	63.23
M0141	LaserWriter II Envelope Cassette	89.00	63.23	63.23	63.23	63.23	63.23
M6002	LaserWriter II Toner Cartridge	129.00	91.65	91.65	91.65	91.65	91.65

LASERWRITER PRODUCTS

M0191	LaserWriter Plus Kit <i>Requires installation by an authorized Apple Education Service Provider.</i>	899.00	567.69	567.69	567.69	567.69	567.69
M0228	LaserWriter Letter Cassette	75.00	35.53	35.53	35.53	35.53	35.53
M0229	LaserWriter Legal Cassette	75.00	35.53	35.53	35.53	35.53	35.53
M0180	LaserWriter Toner Cartridge	119.00	70.34	70.34	70.34	70.34	70.34

LocalTalk Cables are available on page 17.

To operate a Personal LaserWriter NT, LaserWriter IINT, or LaserWriter IINTX with an Apple IIGS, Macintosh Plus or later, order 2-M2068.

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
IMAGewriter PRINTERS & ACCESSORIES							
A6P2049/A	ImageWriter II w/Macintosh XL Cable	625.00	423.26	417.17	411.08	404.99	398.90
M2577/A	ImageWriter II w/Macintosh 512K Cable	625.00	423.26	417.17	411.08	404.99	398.90
A9P0329/A	ImageWriter II w/System Peripheral - 8 Cable <i>For use with Macintosh Plus or later, Apple IIGS, or IIc Plus.</i>	625.00	423.26	417.17	411.08	404.99	398.90
A9P0328/A	ImageWriter II w/System Peripheral - 8 Cable (3 pack) <i>For use with Macintosh Plus or later, Apple IIGS, or IIc Plus.</i>	1875.00	1216.99	1197.70	1178.42	1159.13	1140.86
A9P0331/A	ImageWriter II w/IIe Cable & Super Serial Card <i>For Apple IIe system without a Super Serial Card previously installed.</i>	725.00	493.80	487.20	480.10	472.99	465.89
A9P0327/A	ImageWriter II w/Super Serial Card (3 pack) <i>Includes 3 of each: ImageWriter II (C0090LL/A), Apple II Printer-8 Cable (A9C0314), Super Serial Card (A2B0044).</i>	2292.00	1384.46	1361.12	1337.77	1314.43	1291.08
A2P2179/A	ImageWriter II w/IIe Cable <i>For Apple IIe system with a Super Serial Card previously installed.</i>	625.00	423.26	417.17	411.08	404.99	398.90
A9B0314	ImageWriter II/LQ LocalTalk Option <i>To be used for sharing a printer over the AppleTalk network.</i>	139.00	98.76	98.76	98.76	98.76	98.76

APPLE PRINTER SUPPLIES

A9G0432	ImageWriter® II Sheetfeeder	225.00	159.86	159.86	159.86	159.86	159.86
A9B0312	ImageWriter II 32K Memory Option <i>Allows Apple II users to continue working while printer is printing. For use with ImageWriter II printers A9M0320 and prior. Requires installation by an authorized Service Provider.</i>	99.00	70.34	70.34	70.34	70.34	70.34
A9G0331	ImageWriter II Color Ribbon (box/6)	83.70	59.47	59.47	59.47	59.47	59.47
A9G0335	ImageWriter LQ Black Ribbon (box/6)	114.00	81.00	81.00	81.00	81.00	81.00
A9G0336	ImageWriter LQ Color Ribbon (box/6)	150.00	106.58	106.58	106.58	106.58	106.58
A9G0340	ImageWriter LQ Cut Sheet Feeder	299.00	212.44	212.44	212.44	212.44	212.44
A9G0341	ImageWriter LQ Expansion Bin	169.00	120.07	120.07	120.07	120.07	120.07
A9G0343	ImageWriter LQ Envelope Attachment	49.00	34.81	34.81	34.81	34.81	34.81
A2M0074	Multi-Strike Ribbon (DWP)(box/6)	63.00	44.76	44.76	44.76	44.76	44.76
A2M0077	Cloth Ribbon (DMP)(box/6)	63.00	44.76	44.76	44.76	44.76	44.76
A2M0081	Printwheel, Boldface (box/6)	82.50	58.62	58.62	58.62	58.62	58.62
A2M0079	Printwheel, Courier 10 (box/6)	82.50	58.62	58.62	58.62	58.62	58.62
A2M0080	Printwheel, Gothic 15 (box/6)	82.50	58.62	58.62	58.62	58.62	58.62
A2M0078	Printwheel, Prestige Elite (box/6)	82.50	58.62	58.62	58.62	58.62	58.62
A9G0329	Scribe® Color Ribbon Cassette (box/12)	71.88	51.07	51.07	51.07	51.07	51.07
A9G0328	Scribe Black Ribbon Cassette (box/12)	59.88	42.55	42.55	42.55	42.55	42.55

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Apple Cables

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
SCSI CABLES							
M0206	Apple SCSI System Cable <i>Connects CPU to the first SCSI peripheral.</i>	50.00	35.53	35.53	35.53	35.53	35.53
M0332LL/A	Apple SCSI Cable Terminator <i>Filters noise on SCSI cabling. One terminator is required between each CPU and the first (and last) SCSI peripheral. (not for use with Macintosh IIfx)</i>	30.00	21.32	21.32	21.32	21.32	21.32
M0207	Apple SCSI Peripheral Interface Cable <i>Connects any two SCSI peripherals together.</i>	40.00	28.42	28.42	28.42	28.42	28.42
M0208	Apple SCSI Cable Extender Kit <i>This 1 meter extender cable allows you to make a longer cable between SCSI peripheral cables.</i>	40.00	28.42	28.42	28.42	28.42	28.42
LOCAL TALK CABLES							
M2068	LocalTalk Locking Connector Kit-din8 <i>Includes 1 LocalTalk connector with mini circular 8 connector, one 2-meter LocalTalk cable and one cable extender for Apple IIGS, Macintosh Plus and later, Personal LaserWriter NT, LaserWriter IINT or IINTX.</i>	75.00	53.29	53.29	53.29	53.29	53.29
M2065	LocalTalk™ Locking Connector Kit-DB9 <i>Includes one LocalTalk connector with DB9 plug, one 2-meter LocalTalk cable and one cable extender for Macintosh 512K or LocalTalk PC Card.</i>	75.00	53.29	53.29	53.29	53.29	53.29
M2066	LocalTalk™ Locking Cable Kit-10 meter <i>Includes 10 meters of LocalTalk cable and one cable extender.</i>	75.00	53.29	53.29	53.29	53.29	53.29
M2069	LocalTalk Cable Extender Kit-25 meter <i>Includes one 25-meter LocalTalk cable.</i>	125.00	88.81	88.81	88.81	88.81	88.81
M2070	LocalTalk Custom Wiring Kit <i>Includes 100 meters of LocalTalk cable, 20 preassembled plugs, 20 splice boxes and 4 cable extenders.</i>	849.00	603.21	603.21	603.21	603.21	603.21
PRINTER/MODEM CABLES							
A9C0314	Apple II Printer - 8 Cable <i>Connects ImageWriter II to Apple II+ or IIe, or an ImageWriter LQ to Apple IIe.</i>	29.95	21.28	21.28	21.28	21.28	21.28
A2C0312	Apple II Modem - 8 Cable <i>Connects Apple Personal Modem to Apple II+ or IIe. Connects ImageWriter I to Apple IIc Plus.</i>	29.95	21.28	21.28	21.28	21.28	21.28
A2C4313	Apple IIc Peripheral - 8 Cable <i>Connects ImageWriter II, LQ or Apple Personal Modem to Apple IIc.</i>	29.95	21.28	21.28	21.28	21.28	21.28
A9M0333	Apple IIGS Adapter Cable <i>Use of this adapter (circular 8 to DB25), when connected to the Apple IIGS built-in serial port, will enable use of peripherals and cables that require a DB25 connector.</i>	29.00	20.60	20.60	20.60	20.60	20.60
M0197	Apple System Peripheral - 8 Cable <i>Connects ImageWriter II or Apple Personal Modem to Apple IIGS, IIc Plus, Macintosh Plus and later.</i>	29.95	21.28	21.28	21.28	21.28	21.28
M0196	Macintosh Peripheral - 8 Cable <i>Connects ImageWriter II or Apple Personal Modem to Macintosh 512K.</i>	29.95	21.28	21.28	21.28	21.28	21.28
M0199	Macintosh Peripheral Adapter <i>This adapter (circular 8 to DB9), when connected to Macintosh Plus or later, will enable use of peripherals and cables that require a DB9 connector.</i>	20.00	14.21	14.21	14.21	14.21	14.21

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Curriculum Products

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0-\$4,999 Step 1	\$5,000-\$24,999 Step 2	\$25,000-\$99,999 Step 3	\$100,000-\$399,999 Step 4	\$400,000 And UP Step 5
CURRICULUM SOLUTIONS							
Training Certificate includes a choice of Trainer's manual, training at designated sites, or on-site training with 15 Certificates.							
A2P0303/B	Apple Learning Series: Early Language Classroom Bundle <i>Includes Apple IIGS 1MB RGB Professional System (A2P6015/A), two Apple IIe Classroom Color Systems (A2P2170/B), ImageWriter II w/11e Cable & Super Serial Card (A9P0331/A), ImageWriter II Color Ribbon (A9G0331), Apple Learning Series: Early Language (D9Z2050).</i>	7866.00	N/A	5488.11	5393.71	5268.87	5175.49
D9Z2050	Apple Learning Series: Early Language <i>Includes Talking Text Writer (Scholastic), Sound Ideas (Houghton Mifflin), Muppet Word Book, Muppetville, Muppets on Stage, Muppet Learning Keys, Touch N' Write (Sunburst), TouchWindow (Personal Touch), two Echo IIb cards (Street Electronics), ColorMe (Mindscape), Explore-A-Story: Stone Soup (William K. Bradford), Early Language Teacher's Manual, getting started Video, and two day Training Certificate. Requires a minimum of three Apple IIe Color Classroom Systems (A2P2170/B), one ImageWriter II w/11e Cable and Super Serial Card (A9P0331/A), and graphic input device (for ColorMe graphics).</i>	N/A	1385.48	1385.48	1385.48	1385.48	1385.48
D9Z2004/A	Apple Learning Series: Life Science <i>Includes Information Laboratory (Addison-Wesley Publishing Co.), Science Square-Off (Scott, Foresman and Co.), Science ToolKit (Broderbund Software), Agents of Infection (Prentice Hall), Heredity Dog (Queue), Biomes (D C Heath), Life Science Teacher's Manual and one day Training Certificate. Requires one Apple IIGS 1MB RGB Professional System (A2P6015/A) and ImageWriter II printer w/System Peripheral-8 Cable (A9P0329/A).</i>	N/A	471.98	471.98	471.98	471.98	471.98

The Apple Learning Series: Health Education (D9Z2001/A) is no longer available through Apple. You may purchase the components of this product by contacting: Queue, Inc., 338 Commerce Dr., Fairfield, CT 06430, 800-232-2224 for Biofeedback Microlab; Learning Multi-Systems, 320 Holtzman Rd., Madison, WI 53713, 800-362-7323 for Body Awareness Resource Network-BARN, and Health Education Teacher's Manual & Training Manual.

CURRICULUM REFERENCE GUIDES

A2G0024	Apple K-12 Curriculum Software Reference Guide - Science	N/A	20.30	20.30	20.30	20.30	20.30
A2G0025	Apple K-6 Curriculum Software Reference Guide - Reading, Writing, and Language Arts	N/A	20.30	20.30	20.30	20.30	20.30
A2G0026	Apple 6-12 Curriculum Software Reference Guide - Reading, Writing, and Language Arts	N/A	20.30	20.30	20.30	20.30	20.30
A2G0027	Apple K-6 Curriculum Software Reference Guide - Mathematics	N/A	20.30	20.30	20.30	20.30	20.30
A2G0028	Apple 6-12 Curriculum Software Reference Guide - Mathematics	N/A	20.30	20.30	20.30	20.30	20.30
A7F0060	Apple K-12 Curriculum Software Reference Guide: Social Studies	N/A	20.30	20.30	20.30	20.30	20.30
A2Z2003	Apple Learning Series: Life Science Teacher's Manual	N/A	40.60	40.60	40.60	40.60	40.60
A2Z2004	Apple Learning Series: Early Language Teacher's Manual	N/A	40.60	40.60	40.60	40.60	40.60
A2Z2005	Apple Learning Series: Early Language Training Manual	N/A	50.75	50.75	50.75	50.75	50.75
A2Z2006	Apple Learning Series: Life Science Training Manual	N/A	50.75	50.75	50.75	50.75	50.75

Curriculum Products Contd

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0- \$4,999 Step 1	\$5,000- \$24,999 Step 2	\$25,000- \$99,999 Step 3	\$100,000- \$399,999 Step 4	\$400,000 And UP Step 5
EDUCATION SOLUTIONS GUIDES							
A7F0052	English As A Second Language - Solutions Guide	N/A	14.21	14.21	14.21	14.21	14.21
A7F0096	Foreign Language - Solutions Guide	N/A	14.21	14.21	14.21	14.21	14.21
M1139	Business Education - Solutions Guide	N/A	14.21	14.21	14.21	14.21	14.21

OTHER GUIDES

These guides must be ordered directly from the vendor. Do not include these products when determining which Step level of pricing to use.

Macintosh Educational Software Guide

N/A N/C

*Available at no charge from the Apple Assistance Center, Apple Computer, Inc.,
20525 Mariani Ave., MS 72P, Cupertino, CA 95014. Limit one guide per request.*

Administration Software Education Solutions (Macintosh)

N/A 23.00 23.00 23.00 23.00 23.00

*Available from List Services, 10810 Harney St., Suite 202, Omaha, Nebraska, 68154,
Telephone 402-334-4991, Fax 402-334-5228, AppleLink X0225.*

Teacher Productivity Solutions Guide for the Macintosh

N/A 23.00 23.00 23.00 23.00 23.00

*Available from List Services, 10810 Harney St., Suite 202, Omaha, Nebraska, 68154,
Telephone 402-334-4991, Fax 402-334-5228, AppleLink X0225.*

APPLE II GUIDE

A0243LL/A The Apple II Guide (box/24)

N/A N/C

*200 page resource book. Maximum order 40 boxes.
Single copies can be obtained through many local
Apple User Groups. Please call 1-800-538-9696 ext. 500
to locate a User Group in your area.*

Software Products

Product	Description	Suggested Retail Price (Each)	Net Dollar Minimums Per Purchase Order				
			\$0-\$4,999 Step 1	\$5,000-\$24,999 Step 2	\$25,000-\$99,999 Step 3	\$100,000-\$399,999 Step 4	\$400,000 And UP Step 5
APPLE II SOFTWARE							
A2D2013	Apple Access II 1.3.1	75.00	53.29	53.29	53.29	53.29	53.29
A0013LL/A	Apple IIGS System Software <i>Requires minimum 512K RAM.</i>	49.00	34.81	34.81	34.81	34.81	34.81

MACINTOSH SOFTWARE

M0681/A	Macintosh System Software	49.00	34.81	34.81	34.81	34.81	34.81
M0708	MacTerminal® 3.0	125.00	88.81	88.81	88.81	88.81	88.81

CLARIS SOFTWARE

Please Note: Do not include Claris® products when determining which Step level of pricing to use. For large volume orders (exceeding 50 units for software only), or for information about Claris products, the Education Upgrade Program, and the AppleWorks® Site Licensing Program, call 800-747-7483 or AppleLink: CLARIS.SITE.

Product	Description	Cost Per Unit Per Purchase Order		
		1 Unit	2-9 Units	10 or more
91204U	AppleWorks v3.0	171.54	161.39	151.24
69120U	AppleWorks® v3.0 10-pack (3.5 in. media)	973.39	912.49	861.74
69121U	AppleWorks® v3.0 10-pack (5.25 in. media)	973.39	912.49	861.74
91324U	AppleWorks GS v1.1	201.99	191.84	181.69
69130U	AppleWorks GS v1.1 10-Pack	1166.24	1105.34	1013.99
91111U	AppleWorks Reference Manual 5-Pack	69.02	64.96	60.90
91110U	AppleWorks/Network v3.0	1115.49	1049.51	983.54
86000D	International Spelling Dictionary (German)	49.73	44.66	42.63
86000E	International Spelling Dictionary (Spanish)	49.73	44.66	42.63
86000F	International Spelling Dictionary (French)	49.73	44.66	42.63
84513U	MacDraw II v1.1	161.39	156.31	151.24
84600U	MacDraw II Network (5 Node)	558.25	532.88	507.50
84601U	MacDraw II Network (15 Node)	1598.63	1522.50	1446.38
84602U	MacDraw II Network (25 Node)	2537.50	2410.63	2283.75
84603U	MacDraw II Network (35 Node)	3374.88	3197.25	3019.63
84604U	MacDraw II Network (50 Node)	4567.50	4313.75	4060.00
84923U	MacPaint® 2.0	70.04	68.01	65.98
85933U	MacWrite II v1.1	100.48	95.41	90.34
86114U	MacWrite II Network (5 Node)	406.00	380.63	355.25
86113U	MacWrite II Network (15 Node)	761.25	710.50	609.00
86111U	MacWrite II Network (25 Node)	1115.49	1015.00	913.50
86112U	MacWrite II Network (35 Node)	1421.00	1319.50	1218.00
86110U	MacWrite II Network (50 Node)	1776.25	1624.00	1522.50
50104U/A	MacWrite II/MacPaint Bundle	130.94	125.86	120.78
81633U	FileMaker® Pro	161.39	151.24	141.09
50200U/C	Power Pack <i>Includes MacWrite II, MacDraw II, FileMaker Pro.</i>	201.99	196.91	191.84
85113U	MacProject® II v2.1	252.74	242.59	232.44
85116UNT	MacProject II 2.1 Trial Kit	30.40	30.40	30.40
81713U	SmartForm Designer v1.1	171.54	166.46	161.39
81810U	SmartForm Assistant	49.74	49.74	49.74
68181U	SmartForm Assistant 10-Pack	364.39	354.24	329.88
84023U	CAD v2.0	333.94	303.49	283.19
68406UNT	CAD v2.0 5-pack	1013.99	983.53	942.94
84026UNT	CAD v2.0 Trial Kit	30.40	30.40	30.40
84100U	Graphics Translator	303.49	303.49	303.49

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Apple Training

For additional information on these training products contact your Apple Education Account Executive, or refer to the Customer Training icon on AppleLink. Application software is not included in these training products.

Product	Description	Suggested Retail Price	Education Price (Steps 1-5)
INTERACTIVE VIDEO COURSEWARE			
HyperCard based course using interactive video technology. Course materials are suited for self-paced, individual learning or in group classroom settings. Each product includes the courseware on CD-ROM, laser videodisc(s), manuals for setting up equipment and getting started on the course and student take-away materials. Additional 3rd-party audio and video equipment required in addition to Macintosh computer system.			
B0265LL/A	Macintosh Fundamentals Interactive Learning Course v2.0 <i>Designed to help students become self-sufficient Macintosh computer users. Requires Macintosh computer with minimum 1MB RAM and 20MB of available hard disk space, videodisc with appropriate cables, color monitor for the videodisc player, three RCA-to-RCA cables, Macintosh-to-videodisc serial interface cable. The audio and video components are available from ZTEK Co, PO Box 1968, Lexington, KY 40593, 1-606-252-7276, 1-800-247-1603. Courseware included on floppy diskettes.</i>	N/A	980.00
M0619LL/A	Macintosh Fundamentals Student Reference Guide Master <i>Includes right-to-copy agreement for student take-away material.</i>	N/A	495.00
M0620LL/A	Macintosh Fundamentals Student Reference Guide 10-pack	N/A	99.00
B0330LL/A	Introduction to Desktop Publishing and Presentations v1.0c <i>Designed to help a student acquire a rudimentary knowledge of DTP concepts and understand the range of Apple hardware and 3rd-party software available to meet desktop publishing and presentation needs. Requires Macintosh computer with minimum 1MB RAM and 5MB of available hard disk space. Courseware included on floppy diskettes.</i>	N/A	360.00
B0331LL/A	Network Administration Skills v1.0c <i>An introductory level network management skills course for first time network administrators. Requires Macintosh computer with minimum 2MB RAM and 20MB of available hard disk space. Courseware not included on floppy diskettes.</i>	N/A	555.00

SELF-PACED COURSEWARE - GENERAL

Interactive HyperCard based courseware. Course materials are designed for self-paced, individual learning or can also be delivered in large or small group classroom settings.

B0319LL/A	Macintosh Application Tutorials <i>A collection of tutorials which teach the basics of these applications: MacWrite II, MacDraw II, MORE II, FileMaker II, PowerPoint, and Microsoft Excel. Application software is not included. Requires Macintosh with minimum 1MB RAM and a hard disk. Courseware available on floppy diskettes only.</i>	N/A	99.00
B0320LL/A	LAN Literacy <i>An introductory course that provides a basic understanding of networking terminology and concepts common to Local Area Networks (LANs). Requires Macintosh computer with minimum 1MB RAM and 6MB of available hard disk space. Courseware on both CD-ROM and floppy diskettes.</i>	N/A	199.00

For additional information on these training products contact your Apple Education Account Executive, or refer to the Customer Training icon on AppleLink. Application software not included in these training products.

Product	Description	Suggested Retail Price	Education Price (Steps 1-5)
<u>LEADER LED COURSEWARE</u>			
Each Courseware product includes a Leader's Guide and reproducible course materials. Course materials provide a solutions-based approach for effective, task-oriented Macintosh training. Materials cover basic and intermediate skill levels (certain courses contain advanced levels). Application software not included. These course materials cannot be used for public training seminars and must be approved by the purchaser's educational institution to be offered for course credit.			
B0211LL/A	Training Courseware: Introduction to the Macintosh	N/A	500.00
B0212LL/A	Training Courseware: Aldus PageMaker (v 3.02)	N/A	500.00
B0213LL/A	Training Courseware: Microsoft PowerPoint (v 2.01)	N/A	500.00
B0214LL/A	Training Courseware: Microsoft Word (v 4.0)	N/A	500.00
B0215LL/A	Training Courseware: Microsoft Excel (v 2.2)	N/A	500.00
B0216LL/A	Training Courseware: Claris FileMaker II (v 1.1)	N/A	500.00
B0403LL/A	Training Courseware: Claris FileMaker Pro	N/A	500.00
B0217LL/A	Training Courseware: Acius 4th Dimension (v 1.06)	N/A	350.00
B0218LL/A	Training Courseware: Adobe Illustrator 88	N/A	500.00
B0219LL/A	Training Courseware: Silicon Beach SuperPaint (v 1.1)	N/A	350.00
B0343LL/A	Training Courseware: Aldus PageMaker (v4.0)	N/A	500.00
B0344LL/A	Training Courseware: HyperCard Fundamentals (avail. February)	N/A	500.00
B0345LL/A	Training Courseware: HyperCard Stack Development	N/A	500.00

PARTICIPANT GUIDES

Non-reproducible participant guides, optional for use with Training Courseware listed above.

M0381LL/A	Participant Guides: Introduction to Macintosh (5/pack)	N/A	130.00
M0382LL/A	Participant Guides: Aldus PageMaker (v3.02) (5/pack)	N/A	130.00
M0383LL/A	Participant Guides: Microsoft PowerPoint (v2.01) (5/pack)	N/A	130.00
M0384LL/A	Participant Guides: Microsoft Word (v4.0) (5/pack)	N/A	130.00
M0385LL/A	Participant Guides: Microsoft Excel (v2.2) (5/pack)	N/A	130.00
M0386LL/A	Participant Guides: Claris FileMaker II (v1.1) (5/pack)	N/A	130.00
M0387LL/A	Participant Guides: Acius 4th Dimension (v1.06) (5/pack)	N/A	100.00
M0388LL/A	Participant Guides: Adobe Illustrator 88 (5/pack)	N/A	130.00
M0389LL/A	Participant Guides: Silicon Beach Super Paint (v1.1) (5/pack)	N/A	100.00

MISCELLANEOUS TRAINING MATERIALS

C0148LL/A	Apple Customer Training Courseware Orientation Video <i>For trainers - includes orientation and suggested delivery methods for leader led coursewares.</i>	N/A	49.95
M0390LL/A	Provider Guide Binder Covers (100/pack)	N/A	20.00

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Apple Support Products

Product	Description	Suggested Price (Each)	Education Price (Steps 1-5)
SUPPORT TOOLS			
M0772LL/B	Technical Information Source CD-ROM <i>CD-ROM contains a broad range of support tools and information designed to assist support providers. Requires an AppleCD SC drive and a Macintosh Plus or later with minimum 1MB RAM (2MB recommended).</i>	N/A	406.00

APPLE SOFTWARE UPDATE PROGRAM

A Support Services order form, available from your Apple Education Account Executive, is required to order these Support Products. Annual Subscription Fee provides software update coverage (with release documentation) for 12 months after order invoicing. Customers may update only those systems covered by the license agreement for the original software being updated. To make additional copies for distribution within your organization requires RTU License agreement (an application is included with the Software Update Program confirmation - see the fee schedule shown below). Renewal subscriptions are available for the same prices as original subscriptions. Subscriptions are non-refundable.

New Orders	Renewal Orders			
M5037	M6068	Macintosh System Software & HyperCard Software	N/A	220.00
M5029	M6048	Macintosh System Software	N/A	120.00
M5026	M6058	HyperCard Software	N/A	120.00
A2P0070	A2P0080	Apple IIGS System Software	N/A	90.00
B0110LL/A	B0111LL/A	AppleShare File Server	N/A	70.00
B0112LL/A	B0113LL/A	AppleShare Print Server	N/A	65.00
B0115LL/A	B0122LL/A	AppleShare PC	N/A	120.00
B0116LL/A	B0117LL/A	MacTerminal	N/A	55.00
B0118LL/A	B0119LL/A	Inter-Poll	N/A	55.00

RIGHT-TO-UPDATE (RTU) FEES

These fees are for reference only and are not orderable as a finished good. RTU license applications are handled directly between Apple and the Licensee. An application is included with the Software Update Program confirmation. Copying updated software to additional workstations/servers requires a license agreement (and applicable fees) shown below. A Single RTU License provides Right-to-Update coverage for one additional workstation/server. Multiple RTU License provides coverage for all servers/workstations located at the "site" as defined in the RTU Agreement. Customers may only utilize RTU licenses for those products covered by an active Software Update Program subscription. Approved licenses are valid for the duration of the Licensee's subscription.

Macintosh System Software	N/C	HyperCard	N/C
Single RTU License (AppleShare PC)	50.00	Apple IIGS System Software	N/C
Single RTU License (AppleShare File Server)	37.00	Multiple RTU License (AppleShare File Server)	1500.00
Single RTU License (AppleShare Print Server)	27.00	Multiple RTU License (AppleShare Print Server)	1100.00
Single RTU License (Aristotle)	27.00	Multiple RTU License (Aristotle)	1100.00
Single RTU License (Inter-Poll)	27.00	Multiple RTU License (Inter-Poll)	1100.00
Single RTU License (MacTerminal)	27.00	Multiple RTU License (MacTerminal)	1100.00

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Apple Installment Purchase Plan

For current rates and additional information, please call the Apple Installment Purchase Plan "Hotline" at 800-255-2652.

Lease Rate Factors

Under \$20,000	24 mo.	36 mo.	48 mo.	60 mo.
Public School (13%)	.0470	.0333	N/A	N/A
Private School (16%)	.0483	.0347	N/A	N/A
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Over \$20,000				
Public Schools (11%)	.0462	.0324	.0256	.0215
Private Schools (15%)	.0479	.0342	.0275	.0235
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Over \$100,000, Call 800-252-2651 for special rate quotation				

To determine total finance payments and interest expense over the life of the lease (in these calculations, 3 years):

- Calculate the monthly payment by multiplying the total equipment selling price by the applicable lease rate factor.
Example: Public school classroom with a total equipment cost of \$24,475 and a 3-year lease:
 $\$24,475 \times .0324 = \793 monthly payment
- Calculate the total annual payment by multiplying the monthly payment by 12 (months):
 $\$793 \times 12 = \$9,516$ annual payment
- Calculate total payments by multiplying the annual payment by the lease term, 3 (years):
 $\$9,516 \times 3 = \$28,548$ total payments
- Calculate total interest expense for the 3 years by subtracting the total equipment cost from total payments:
 $\$28,548 - \$24,475 = \$4,073$ total expense for 3 years

To determine the maximum cost of equipment that can be financed on a specific annual budget:

- Divide the monthly budget figure by the appropriate lease rate factor. In the following example, the maximum cost calculation is based on an annual budget of \$20,000 (on a 3-year lease):
 $\$20,000 \div 12 \text{ (months)} = \$1,667 \text{ (monthly budget)} \div .0324 = \$51,440$ to purchase equipment

Administered by Chase Manhattan Leasing Company

If you are purchasing under Steps 4 and 5, you may be eligible to participate in Apple's High Volume Commitment Purchase Program and receive High Volume Pricing for a period of one year. Please contact your Apple Education Account Executive for details.

This Education Freight Delivered Price List supersedes all other price lists.
Prices subject to change without notice.

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