

Update Bulletin

Big Server Price Break, and all the PC News

October 30, 2002

StoreNext is pleased to announce a big reduction in Server prices for ISS45 V8 and a bunch of other platform news. See Issue 21 of [Marketing Bulletin 1047](#), released simultaneously with this Update.

PRICES SLASHED ON RAID

As you likely know, RAID offers lightning performance and fail-safe operation of storage in a server-class machine. Cost has always been an issue, but with this mission-critical data at stake, most operators find it well worth the few extra percent that it adds to the total system price.

Besides, the tolerance matching of Server-Class machines makes them simply more stable and reliable than even very good desktops. Besides, these servers can be equipped with a dual power supply (option, about \$160 to the Dealer) for even more safety.

The list price of the RAID-equipped 45TSVR1 has been *reduced by \$2,145*, bringing Dealer cost down to \$3,777 for the top-of-the-line V8 MFS1. Its partner MFS2 machine (45TSVR2) has also been reduced – to only \$2,037 Dealer cost. Operators are standing by.

NEW, FASTER DESKTOPS AND MID-TOWERS

Now the 45DTPC/45MTPC is up to 1.8GHz and features the state-of-the-art PC2100 RAM. See the new (and more reasonably-priced) RAM and accessory offerings.

DUAL POWER SUPPLY FOR SERVERS

We'll say it again just to make sure you notice: StoreNext's servers can be equipped with a dual power supply (option, about \$160 to the Dealer) for even more safety. We heard some competitors could offer this and users liked the idea – we'd just never made a big deal of it before.

HUB

StoreNext strongly recommends the 3Com® OfficeConnect® Dual Speed Switch 8-Port Hub. This "intelligent" hub handles the mix of 10- and 100-Base-T components by auto-sensing to different speeds per port. This has been the hub that solved some serious network performance problems in stores with otherwise mismatched components.

Dealer price on this unit has been reduced to \$129. This will also be the hub supplied as part of **ISS45 Express** packages in the near future.

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MONITORS

Don't forget the new 15-inch Flat Panel display. You'll find this published in the new 1047, and you'll want to equip the back offices of your grocers with this upgraded display.

MICROSOFT

Negotiating "Microsoft Reef" has become trickier. Keep your business from running aground –see the process summary in 1047 for an updated map to help navigate these turbulent waters. You'll find the status of:

- TeamPoS 2000 OEM licenses and Media
- Third-Party Installer agreements
- Media and Media-only shipments
- Embedded SQL rules
- The amazing "Initial 5-Item Rule" and how to handle it
- Microsoft *e*-licenses
- How do you register when you don't have a Microsoft Key Number? (You can do it...)
- Microsoft Platform Pricing and why it looks this way
- Let's Talk XP
- And oh, those Gray Market Blues, and staying out of Folsom Prison.

Who else would help you like this? Just your StoreNext friends, since after all, we're all on the same mission. So check out the same pages on [MB 1047](#) for the details.

To Your Success,

Tony

Antony van Bever