HEWLETT PACKARD

Sales Guide
Internal Use Only

HP 3000 Computer Systems
June 1993

Closing Business in the Second Half with the HP 3000

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Chapter 1. Executive overview

HP 3000 New Business Sales Incentive Program (U.S. only)

The HP 3000 New Business Sales Incentive Program provides substantial additional compensation for sales reps who sell HP 3000s into new accounts, as mainframe alternatives, or as platforms for new applications in existing accounts. For example, sell a DX Corporate Business System and receive over $3,000 additional compensation. See chapter 2 for more details.

Channel Partner lead generation programs

Second half lead generation programs with key channel partners will help you locate and close mainframe alternative business. See chapter 2 for more details.

Solutions update

An update on HP 3000 application solutions. See chapter 2.

"Upgrade to Paradise II" Sales Force Incentive Program II (U.S. only)

Every time you upgrade an HP 3000 installed base customer between June 1, 1993 and October 31, 1993, this program gives you a chance to win a trip to paradise or a dinner for two and a night at a luxury hotel. Ten monthly prize drawings will be held. In addition, a Grand Prize drawing will be held in each region. Every installed base upgrade sold during the program will qualify for entry. See page 9 for more details on how you can win with HP 3000 upgrades. Please note that "Upgrade to Paradise II" is a U.S. only program. See chapter 3 for more details.

For HP 3000 Customers with Cognos Software (U.S. and Canada)

With the Cognos Upgrade Promotion, customers with any MPE V or pre-9x7 HP 3000 system running Cognos software can upgrade to a 9x7 or Corporate Business System and receive discounts on the Cognos license upgrade, plus leverage the System Upgrade Promotion. See chapter 3 for more details.

For MM II Customers (Worldwide)

MPE V and pre-9x7 MM II customers who upgrade to a Series 9x7 or Corporate Business System receive 40% off software tier upgrade charges (if applicable). Customers may also leverage the System Upgrade Promotion **or** opt for an equivalent amount in post-sales PSO consulting, training, or migration services. A 90-day free trial copy of TurboSTORE/iX is also included. See chapter 3 for more details.

Transact Upgrade Promotion Program (U.S. and Canada)

The Transact Upgrade Promotion provides additional discounts for Transact customers upgrading from MPE V to MPE/iX. See chapter 3 for more details.

Series 948, 958, 949, 950, 955, 960 Upgrade Promotion (Worldwide)

The HP 3000 Series 9x7 family now provides high-end performance at very reasonable cost. This promotion offers Series 948, 949, 958, 950, 955, and 960 customers additional return credits when upgrading to a Series 957, 967, 987, 987/150 or 99X Corporate Business System. The program also leverages the System Upgrade Promotion. See chapter 3 for more details.

System Upgrade Promotion (Worldwide)

Customers who are taking advantage of the Cognos Promotion, MM II Promotion, Transact Promotion, or the HP 3000 Series 948, 958, 949, 950, 955, 960 Upgrade Promotion, qualify for an additional 10% discount. See chapter 3 for more details.

Channel Partners Upgrade Promotion (U.S. only)

Also provided are upgrade promotions offered in conjunction with leading HP 3000 VARs and ISVs. See chapter 3 for more details.

Series 980 Upgrade Incentive (Worldwide)

Customers upgrading from a Series 980 to a Corporate Business System 99x will receive additional return credits if they purchase their system by July 31, 1993 and take delivery by October 31, 1993. This provides greater customer incentive to upgrade to the Corporate Business System platform. See chapter 3 for more details.

Terminal Promotion Program (Worldwide)

To offer competitively priced system solutions and terminals for new business and upgrade business, this promotion provides additional 20% discounts on the 700/96 and 700/96ES display terminals. This is a great opportunity to attract more price-sensitive customers. See chapter 3 for more details.

Performance Guarantee (Worldwide)

The Performance Guarantee program guarantees an upgrading customer a minimal performance increase or HP will upgrade the customer to the next performance level for free. See chapter 3 for more details.

Peripheral Trade-In Program (Worldwide)

The Peripheral Trade-In Program gives additional return credits for existing peripherals when upgrading to integrated peripherals. See chapter 3 for more details.

Multiple Trade-In Program (Worldwide)

The Multiple Trade-In program allows a customer who is consolidating multiple HP 3000 systems to a Series 947, 957, 967, 987, CS 990, or CS 992 system to receive return credits for multiple systems. See chapter 3 for more details.

Open Insurance Cross Grade Program

The objective of the new Open Insurance Cross Grade Program is to remove any concerns that the customers may have on whether to invest in MPE/iX or HP-UX. This program allows customers to cross grade between the HP 3000 and HP 9000 and vice versa anytime between six to 36 months after installation. Pricing and ordering information will be available June 1. For this and more information, please refer to the CSY Hotline, subject: UXTOMPE and the GSY Hotline, subject: MPEtoUX after June 1, 1993.

Cost of Ownership Worksheet (U.S. only)

The Cost of Ownership Worksheet has been modified to include the new product structure and support structure. It is only available on Microsoft EXCEL Version 3.0 or earlier. A copy is available on the CSY Hotline, subject: WORKSHT.

Chapter 2. New business and applications incentives/programs

HP 3000 New Business Sales Incentive Program (U.S. only)

Executive summary

The HP 3000 New Business Sales Incentive Program provides both direct SRs and Channel Partner HP SRs with substantial compensation when HP 3000s are sold for new applications in existing accounts, into new accounts, or as mainframe alternatives. See the accompanying tables to see what deals qualify, details on the compensation, and how a rep can earn over $3700 in additional compensation on a mid-sized Corporate Business System deal.

How to apply

Once you close a qualifying deal, you'll need to:

1. Fill out the "FY93 HP 3000 Bonus Incentive Direct Sales Claim Form" (HP part number 5091-4065E) or the "FY93 HP 3000 Incentive Program Channel Partner Claim Form" (HP part number 5091-1840E) depending on whether an ISV/VAR was involved in the deal.

2. Obtain the signatures of your DM and ASM.

3. Fax a copy to "HP 3000 Incentive" at (408) 447-4966.

4. Keep a copy to give to the Channel Partner promoter SR if an ISV or VAR was involved in the sale.

You'll receive a check with your incentive the first month after the system(s) ships.

For more information

For more information on all of the incentives and bonuses that are available, send a message to the CSY Hotline, subject "INCENT93".

Note: FRD sales are not included.

Table 2.1. HP 3000 Sales Incentive Program - Direct Sales Reps

Type of sale	Deals required to qualify	Minimum CPU/OS/DB net sale	Minimum software content	Box and field upgrades qualify?	Bonus	Additional commission	Last day to book
New account	1	$100K	0	No	$1,000	67% of Rate 1	10/31/93
Mainframe alternative	1	$150K	0	Yes	$1,000	67% of Rate 1	10/31/93
New application, existing account	1	$75K	20% of CPU/OS/DB	Yes	$250	67% of Rate 1	10/31/93

Table 2.2 HP 3000 Sales Incentive Program - Channel Partner Sales Reps

Type of sale	Deals required to qualify	Minimum CPU/OS/DB net sale	Minimum software content	Box and field upgrades qualify?	Bonus	Additional commission	Last day to book
New account	5	$100K	0	No	$1,000	67% of Rate 1	10/31/93
Mainframe alternative	5	$150K	0	Yes	$1,000	67% of Rate 1	10/31/93
New application, existing account	5	$75K	20% of CPU/OS/DB	Yes	$250	67% of Rate 1	10/31/93

HP 3000 sales incentive example

992/200 DX mainframe alternative sale:	$660,000	(net of discounts)
Rate 1 commission:	.063%	
	$4,158	
	.67	(incentive factor)
	$2,786	(additional commission)
	$1,000	(additional bonus)
	$3,786	(total bonus)

Channel Partner lead generation programs for 2H93

Application	Channel Partner	Contact	Phone
Turnkey MFA Program	Solution-driven program for closing Mainframe Alternative business in 1993. Includes telemarketing, focused Channel Partner solutions, PSO services, FRD offerings, and System Performance Guarantees.		
Manufacturing	ASK, Datalogix Dun & Bradstreet SAP Western Data Systems	Mark McClain	408-447-5805
Libraries	VTLS	Andrew Berlinberg	408-447-7560
Newspapers	Collier-Jackson Neasi-Weber	Vince Gritsch	408-447-4510
Human Resources	Cyborg (mainframe-class; downsizing opportunities) PeopleSoft (client/server; new technology/downsizing opportunities)	Vince Gritsch	408-447-4510
Distribution/Logistics	Dun & Bradstreet DF/DRP (mainframe-class; downsizing or new application opportunities) Distribution Resources Company (client/server; new application opportunities)	Amy Arnold	408-447-0201
Mail Order Companies	BSA (high-growth industry; solution-based sell) Smith Gardner (high-growth industry; solution-based sell)	Amy Arnold	408-447-0201
Higher Education	Computing Options (opportunity to raid weak competitor's installed base)	Andrew Berlinberg	408-447-7560
Manufacturing	Spectrum Associates ("next generation" customer service application)	Amy Arnold	408-447-0201

See "HP 3000 Product Update Sales Guide" (part number 5091-7437E) and the following page for Channel Partner availability update.

Solutions update

HP 3000 Channel Partners update

	Graphical User Interface	Client/ Server		Graphical User Interface	Client/ Server
Manufacturing			**Services**		
ASK – MM/X	✔	✔	American International Healthcare		
Ross	✔	✔	Carter Pertaine/Delta**	✔	✔
D&B AMAPS			Computrac	✔	✔
Datalogix	✔	✔	COTT		
Fourth Shift	✔	✔	Collier-Jackson/Newspaper	✔	✔
JIT Resources	✔	✔	FDP	✔	✔
Jobscope			Gerber Alley		
QAD**	✔	✔	IDP	✔	✔
Q-CIM			Inlex		
SAP R/3**	✔	✔	SFG/Nissi*		
Silton			PSSI	✔	✔
Spectrum		✔	Summit	✔	✔
Western Data Systems			VTLS	✔	✔
Distribution			**Accounting/HR**		
BSA/Acxiom	✔	✔	Collier Jackson	✔	✔
Cardinal Data/Ross	✔	✔	*Computron*	✔	✔
D&B DF/DRP			Cyborg	✔	✔
DRC	✔	✔	Mitchell Humphrey	✔	
SAP R/3	✔	✔	Oracle: Financials	✔	✔
SATCOM	✔		*PeopleSoft*	✔	✔
Smith Gardner	✔		*Ross*	✔	✔
			SAP R/3	✔	✔
			Smith, Dennis & Gaylord	✔	

Development Tools			
Cincom Mantis**	Infosoft	Oracle	Progress**
Cognos	Ingres	*PacLan* *	Quest
IBI	NewWave Access	Powercase	*Software AG (DB only)*
Speedware	Novell	Powersoft	*Uniface*

Recently available
 * *New (Shipping by end of Q3 FY93)*
 ** *Shipping by end of Q4 FY93*

Chapter 3. Installed base incentives/programs

Second half '93 HP 3000 ordering programs

Prospect	Promotion/Program	Customer benefit	For more information
Cognos MPE V or MPE/iX customers	**Cognos Upgrade Promotion** May 1, 1993 - October 31, 1993 MPE V return credit at today's prices 40% off Cognos upgrade license fee Amnesty Program for MPE V customers not on support Leverage System Upgrade Promotion	New functionality of MPE/iX Attractive trade-in allowances Low cost of ownership	See page 12 Telesales/Sales Training: April/May. Telesales will run initial PIP
MM II customers	**MM II Upgrade Promotion** June 1, 1993 - October 31, 1993 Free or discounted MM II software upgrade Pre-sales and post-sales training or consulting **OR** leverage System Upgrade Promotion	Low cost of ownership Additional functionality of MPE/iX	See page 13 CSY Hotline subject: MMPROMO Computer Newstalk (June) Commercial Systems Update (July)
MPE V customers with Transact software	**Transact V to Transact/iX Promotion** June 1, 1993 - October 31, 1993 Leverage System Upgrade Promotion 20% off Transact upgrade license fee	Additional functionality of MPE/iX Low cost of ownership Promotional discounts	See page 16
Series 948, 958, 949, 950, 955, 960 customers	**Series 948, 958, 949, 950, 955, 960 Upgrade Promotion** June 1, 1993 - October 31, 1993 Leverage System Upgrade Promotion 25% increase in standard return credit	Low cost of ownership, many with 3 year payback Promotional $$ savings	See page 17 CSY Hotline subject: WORKSHT
Customers with MM II, Cognos, Transact, or Series 948, 958, 949, 950, 955, 960 systems	**System Upgrade Promotion** June 1, 1993 - October 31, 1993 Must be eligible for Cognos, MM II, Transact, or Series 948, 958, 949, 950, 955, 960 promotions 10% hardware discount 15% select HP software discount	Additional $$ savings Low cost of ownership Additional functionality of MPE/iX for MPE V customers	See page 19

Second half '93 HP 3000 ordering programs (contined)

Prospect	Promotion/Program	Customer benefit	For more information
Customers with VAR/ISV applications	**Channel Partner Upgrade Promotion** December 1, 1992 - October 31, 1993 Upgrade dicount from select VARs/ISVs: ASK, Abacus, Delta Management, ICCS, IMS, Computrac, MTI, Smith Gardner, INLEX, Speedware, Infoworld, BSA, Multiview, Jobscope, MCC, Spectrum, Database Systems Turn lead over to HP Channel Partner sales rep or work with the HP Channel Partner rep to close deal	Low cost of ownership Attractive savings from HP Channel Partners	See page 21
Customers with Series 980 systems	**Series 980 Upgrade Incentive** June 1, 1993 - October 31, 1993 Purchase Corporate Business System by 7/31/93 and take delivery by 10/31/93 or earlier and receive increase in return credits	Performance of Corporate Business System Promotional $$ savings	See page 22
Customers purchasing HP 700/96 or 700/96ES terminals	**Terminals Promotion** June 1, 1993 - December 31, 1993 $180 additional discount on 700/96 or 700/96ES terminals	Lower purchase price	See page 23
Customers who are unsure of new performance	**Performance Guarantee Program** No expiration date Guaranteed minimum performance improvement	HP upgrades customer to next performance level if guaranteed performance not met	See page 24 CSY Hotline subject: GUARAN
Upgrade customers who are not taking advantage of Upgrade Promotions and wish to return peripherals	**Peripheral Trade-in Promotion** No expiration date Additional 5% discount for peripherals **Cannot** be combined with above promotions	Customer can trade-in existing peripherals for integrated peripherals	See page 24
Customers with multiple systems	**Multiple Trade-in Program** No expiration date Multiple return credits for customers upgrading to Series 947, 957, 967, 987, CS 990, or CS 992	Customers can lower their cost of ownership with consolidations and receive additional credits	See page 25

"Upgrade to Paradise II" Sales Force Incentive Program

(U.S. only)

The new installed base promotions give your customers every reason to upgrade their HP 3000 system today. We want to reward you for bringing all the advantages of the latest HP 3000 offerings to your installed base. "Upgrade to Paradise II" gives you a chance to win a dinner for two and a night at a luxury hotel as well as a Grand Prize trip anywhere in the world every time you sell an upgrade. Each upgrade sold gives you a chance to win. The more upgrades you sell the greater your chances to win.

Who is eligible

Any direct sales representative, indirect sales representative, or telesales representative in the U.S.

Contest period and delivery requirements

Any HP 3000 box swap or board upgrade ordered between June 1, 1993 and October 31, 1993 qualifies. In order to be eligible for the Grand Prize drawing, the customer must take shipment within six months of order date. If HP is unable to ship within six months of order date, the customer must take delivery upon HP's ability to ship.

Program overview

Each HP 3000 system upgrade qualifies for one entry in the "Upgrade to Paradise II" contest. Ten monthly winners will be selected including a direct representative (excluding global account managers) in each region, an indirect representative in each region, a telesales representative, and a global account manager. These winners will be awarded a dinner for two and a night at a luxury hotel. In addition, every entry will be eligible for the regional Grand Prize drawing. To qualify for the Grand Prize drawing the customer must take shipment within six months of order date. One drawing will be held for each region in May of 1994. The winners will be awarded a trip anywhere in the world.

Program rules and regulations

Any MPE V to iX or MPE/iX to iX upgrade qualifies for entry. Each system booked is a chance to win. In order to qualify, a simple entry form must be submitted (See details below under "How to enter"). Only one form per sales order number must be completed with each new upgrade system counting as a separate entry. There are no limits on the number of entries during the contest period.

Two weeks after month end, ten winners will be drawn each month from the entries submitted during the contest period. The winners will be selected in the following categories:

- one monthly winner from the direct respresentative entries (excluding global account managers)
- one monthly winner from each region from the indirect representative entries
- one winner from the telesales representative entries
- one winner from the global account manager entries

Entries will qualify for all subsequent monthly drawings. The earlier you book your upgrade, the more chances you have to win. A dinner for two and a night at a local luxury hotel (not to exceed $150) will be awarded to each winner.

One Grand Prize will be awarded in each region. All monthly entries will be automatically entered into the appropriate Grand Prize drawing after the customer accepts shipment. Shipment must be taken within six months of order date and prior to April 30, 1994 to qualify. The Grand Prize is a trip anywhere in the world. The trip will be awarded as a $3,500 travel voucher which can be used for transportation and lodging and $2,000 cash for other expenses. Grand Prize drawings will be held in May of 1994.

How to enter

- Copy and fill in the entry form found on page 11. Forms and program details are also available on the CSY Hotline, Subject:PARADISE

- Fax the form to "Upgrade to Paradise II" (408) 447-0557

- You will receive an acknowledgment of your entry by HPDESK. Your entry will automatically be entered into the appropriate regional Grand Prize drawing after customer shipment. You will also be informed of Grand Prize entry by HPDESK. All winners will be notified by phone.

A more detailed description of the program with all rules and regulations can be found on the CSY Hotline, subject: PARADISE. If you have questions about the "Upgrade to Paradise II" Program, please contact Carol Robertson in CSY Marketing at (408) 447-5952.

"Upgrade To Paradise II" Entry Form

Note: Only one form is required per sales order number. Multiple system upgrades under the same sales order number will be given separate entries for each upgrade.

Name: _____

Employee Number: _____

Field Engineer Code: _____

Check the appropriate category:

_____ Direct sales representative (excluding global account managers)

_____ Indirect sales representative

_____ Global account manager

_____ Telesales representative

Phone : _____

Region: _____

Manager: _____

Customer: _____

Sales Order Number : _____

Date : _____

Customer Contact: _____

Phone: _____

Number of systems upgraded to: _____

System upgraded from :_____   System upgraded to: _____

System upgraded from :_____   System upgraded to: _____

System upgraded from :_____   System upgraded to: _____

System upgraded from :_____   System upgraded to: _____

System upgraded from :_____   System upgraded to: _____

System upgraded from :_____   System upgraded to: _____

System upgraded from :_____   System upgraded to: _____

System upgraded from :_____   System upgraded to: _____

System upgraded from :_____   System upgraded to: _____

Expected ship date : _____

FAX to "UPGRADE TO PARADISE II" (408) 447-0557

Cognos Upgrade Promotion

(U.S. and Canada)

Today there are over 4600 MPE V and over 2700 MPE/iX Cognos licenses on HP 3000 systems. This base gives HP and Cognos an excellent opportunity to upgrade these customers to the latest technology available with the HP 3000 Series 9x7 and Corporate Business Systems. To help close business by October 31, 1993, HP and Cognos have developed the following attractive program.

Who is eligible

Customers with Cognos software who are upgrading from any MPE V system or any pre 9x7 system (Series 920-958 Series 925LX-949, and Series 950, 955, 960, 980) to the HP 3000 Series 9x7 and Corporate Business Systems. Purchase Agreement discounts and Educational discounts are eligible. Demo/Consignment/used or remarketed products are not eligible for the discount.

Program duration

Promotion starts May 1, 1993 and ends October 31, 1993.

Delivery requirements

Customer must be willing to accept delivery of their new system with this promotion within 6 months of order date (no later than April 30, 1994).

Program description

- MPE V customer's return credit value for Cognos software will be increased to today's prices. This gives most customers an additional 10% decrease in the purchase of the upgrade license fee.
- An additional 40% discount off the purchase price of Cognos upgrade license fee. (Minimum upgrade fee of $3,000 will apply.)
- Amnesty Program for MPE V customers who are off Cognos support.
- An additional 25% discount is available on new Cognos software when purchased with the upgrade.
- Combine this promotion with the System Upgrade Promotion for an additional 10% off HP 3000 Series 9x7 and CS 99x systems, plus 15% off selected HP software.
- This promotion can be combined with the MM II Upgrade Promotion, Transact Upgrade Promotion, Channel Partner Upgrade Promotion and the HP 3000 Series 948, 958, 949, 950, 955, 960 Upgrade Promotion.

Sales tools

- An executive mailer to Chief Financial Officers (CFOs) with a cost of ownership analysis and customer testimonial will be mailed to all joint HP/Cognos customers starting in May. The fulfillment offer for this mailer will be a personalized cost of ownership analysis or Profit Improvement Proposal (PIP).
- All telesales reps and direct reps were trained in late April or early May regarding this promotion. HP Telesales will be responsible for providing the end user customers with the customized PIP.
- A copy of the customer's PIP will be sent to the direct sales rep for the account.
- After the PIP has been sent to the customer, Telesales will follow up with their customers and direct sales reps will be responsible for following up with their customers.
- The PIP will include areas for Cognos software pricing. Contact Cognos Direct at 1-800-426-4667 for correct pricing.

MM II Upgrade Program

(Worldwide)

Who is eligible

Worldwide HP 3000 customers with MM II modules who are upgrading from any MPE V or pre-9x7 systems (Series 920-958, Series 925LX-949, and Series 950-980) to the HP 3000 Series 9x7 and Corporate Business Systems. Purchase Agreement discounts are eligible.

Situation summary

- Yes, MM II is active software. This family of manufacturing solutions (nearly 20 integrated modules) has capabilities and breadth equal or superior to most competitive offerings. HP has no plans to discontinue sales or support of MM II products.

- 10% of the HP 3000 installed base runs HP's MM II (second generation Manufacturing Management) software. Almost 70% of those installations are MPE V systems. Second half upgrade opportunity from a list price basis is over $20 million.

Program's success will be critically linked to how well customers understand that HP has well-supported commitments to MM II. An absence of strong messages since 1990 has left some MM II customers unwilling to upgrade due to lack of confidence in HP's direction. They are looking for guidance and support from HP.

Upgrade proposition

Position an upgrade to MPE/iX today as a rational "bridge move" decision. Customers can optimize use of their existing MM II investments now while retaining freedom of choice for the future.

Customers cannot predict today what their mid- to late-1990's hardware and software platform needs might be. But an upgrade now to an HP 3000 Series 9x7 system works across a range of potential choices. Regardless of what paths their future will cover, customers can re-invest this year with confidence in MM II and the HP 3000.

MM II strategy

Most MM II installations are satisfied with their software today, but need further information upon which to base future business and application decisions. The strong messages for them are: 1) HP will continue to offer MM II and will support and enhance it for as long as customers require support. 2) Where gaps exist in MM II offerings (i.e. Logistics/Distribution, Customer Service, Human Resources), HP will help customers find complementary solutions with links to MM II to meet their critical business needs. 3) If future business needs require customers, over time, to replace portions of their MM II solutions or to add new non-MM II sites, HP will help them to select competitive alternatives and will minimize their risk in the transition.

A letter from HP management underscoring these strong commitments will be sent directly to MM II customers in June.

Regardless of the technology and system considerations MM II accounts may face this decade, upgrading under this program is advantageous whether they eventually decide:

1. To stay with MM II on this faster, more highly functional system (Performance Guarantees ensure expected speed increases)
2. To move smoothly over time to other software solutions (selected Migration Partners and HP Consulting assistance ensure ease of transitions), or
3. To actually change hardware platforms to HP-UX (Open Insurance cross-grade programs allow hardware conversion and insure maximal investment protection)

Program description

- Customers can take advantage of the System Upgrade Promotion for 10% discount off the purchase price of the HP 3000 Series 9x7 or Corporate Business System upgrade **or** take an equivalent amount in post-sales HP Consulting and Training assistance to implement the MPE V to MPE/iX hardware/MM II software upgrade process. (Combining a 5% promotional discount with an equivalent amount in PSO services is also acceptable).

- 40% discount off all MM II application software uplift charges when the new system is in a higher price tier than existing system (except FA to FM migration). As usual, there is no charge for MM II application software tier upgrades when new system is in the same or a lower price tier as existing hardware. Qualifying products are in the "HP 3000 Manufacturing Systems Application Software" section of the HP 3000 Price Guide (except FA to FM migration products). Call Walt Kerns at (415) 960-5686 with software eligibility questions.

- Qualified MM II upgrade prospects (per your DM) may receive up to two days of **free** pre-sales consulting assistance. Request "MMPROMO" on CSY Hotline for details.

- **No charge** for a 90 days' **free** trial copy of TurboSTORE/iX with On-line Backup (as a demonstrated example of the benefits of MPE/iX functionality -- order part number B2492A)

This program may be combined with the Multiple Trade-In Promotion. It **cannot** be combined with the Peripheral Trade-In promotion.

All discounts are taken before the customer's Purchase Agreement discount is applied.

Program duration

Promotion begins June 1, 1993 and ends October 31, 1993. Program will be pre-announced to attendees at the HP Manufacturing Products Users Conference in Colorado, May 17-19.

Delivery requirements

Customer must be willing to accept delivery of their new system within six months of order date (no later than April 30, 1994).

Sales tools

- **MM II Information Packet** (early May): CSY Hotline, subject "MMPROMO". Slide set and script on upgrade business benefits, program rationale, plus questions and answers, ordering examples, ROI spreadsheet. Will also be sent via HPDESK to HP Telesales and targeted HP 3000 sales reps.

- **MM II Upgrade Brochure Direct Mailer** (late May): to 2000 MM II customer contacts (personalized commitment letter, oversized brochure detailing upgrade rationale, customer testimonials, and business advantages of current hardware and software). The fulfillment offer for this mailer will be a personalized ROI analysis or PIP. HP Telesales will be responsible for providing customers with the customized PIP. Promotional brochure is also suitable for use as leave-behind or fulfillment literature to explain upgrade program. (pub number 5091-7672E))

- **Radio Newstalk** (June): Field audio tape summarizing what deliverables to look for and how to obtain further information.

- **Why Invest in the HP 3000 White Paper** (June): Discusses reasons why classic HP 3000s with MM II should upgrade to MPE/iX (pub number 5091-7673E)

- **Commercial Systems Update** (July 7): Video segment to overview MM II upgrade opportunities and provide program rationale to SE audience.

- **Customer Audio Conference** (July): Customer guest speaker, recap of upgrade promotion, clarification of MM II enhancement/support strategy, question and answer session.

Transact/V to Transact/iX Upgrade Promotion

(U.S. and Canada)

Move your customers from Transact/V to Transact/iX and upgrade their system to MPE/iX with this promotion! These customers already know Transact/V and this promotion will encourage them to migrate now instead of later. Also, these customers prefer an HP solution because of:

- Single vendor solution - HP commitment to support and enhance HP Transact
- Transact/iX improved functionality and performance at small upgrade cost
- No need to learn new tools - minimize development and training costs

Who is eligible

For customers who are purchasing Transact/iX (30138A) upgrade from Transact/V, and upgrading their MPE V to MPE/iX system. Customers must buy the Transact and hardware upgrade simultaneously to qualify for this promotion. Purchase agreement discounts and educational discounts are eligible. Demo/Consignment/Used or remarketed MPE/iX systems do not qualify for the additional discounts.

Program duration

Promotion starts June 1, 1993 and ends October 31, 1993.

Delivery requirements

Customers must accept delivery of their software and system within 6 months of their order date (by April 30, 1994).

Program description

- 20% discount off the price of Transact/iX.
- The Transact/V and MPE V system return credit will be reduced by 20%.
- An additional 10% discount off the purchase price of the HP 3000 Series 9x7 or Corporate Business System via the System Upgrade Promotion.
- This program may be combined with the Multiple Trade-in Promotion. The Peripheral Trade-in Promotion cannot be combined with this promotion.

All promotional discounts are taken before the customer's purchased agreement discount is applied.

Sales tools

- A mailer (Cover letter with a telephone # 1-800-237-3990 to call for more information, testimonial fact sheet, Business Reply Card [BRC]) will be mailed to all Transact/V customers using MPE V systems.
- Any leads from the 800# calls and the Business Reply Card (BRC) will be qualified by the Software Technology Telesales (SWTT). SWTT will forward the qualified leads to the appropriate sales office.

Series 948, 958, 949, 950, 955, 960 Upgrade Promotion

(Worldwide)

Series 948, 958, 949, 950, 955, and 960 customers who need a powerful growth path can now go to a 957RX/SX, 967RX/SX, 987RX/SX, 987/150RX/SX or Corporate Business System 99x solution.

Over 2,600 HP 3000 Series 948, 958, 949, 950, 955, and 960 installed based systems are eligible for the upgrade promotion. Increased processing performance, system reliability, and new warranty, teamed with significant discounts and additional return credits make this offer a strong value. In addition, all customers will benefit from the low cost of ownership with the Series 990, 992 and 9x7 systems and many customers will see a 3 year payback.

Who is eligible

Customers who are upgrading from a Series 948, 958, 949, 950, 955 or 960 system to the Series 957RX/SX, 967RX/SX, 987RX/SX, 987/150RX/SX or Corporate Business Systems 99x. Purchase Agreement discounts and Educational discounts are eligible. Demo/consignment/used/ remarketed products do not qualify for the additional discounts.

Program duration

Promotion starts June 1, 1993 and ends October 31, 1993.

Delivery requirements

Customers must be willing to accept delivery of their new system with this promotion within 6 months of order date (no later than April 30, 1994).

Program offer

- The standard return credit reduces cost by $20,000 - $65,000 depending upon the upgrade path.

- An additional 25% promotional return credit for all eligible systems further reduces the cost by $5,000 - $16,250 depending upon the upgrade path. Refer to the following promotional return credit matrix in the Appendix for detailed information.

- An additional 10% discount is available via the System Upgrade Promotion.

- This program may be combined with the Cognos, MM II, Transact, Channel Partner, or Multiple Trade-in promotions. It **cannot** be combined with the Peripheral Trade-in Promotion.

Attractive payback

Price senstive customers can benefit from the low cost of ownership of the Series 9x7 systems. In many cases, systems can be justified with a payback on HP hardware in three years.

Promotional return credit

Upgrade path	Standard return credit	Promotional return credit	Total return credit
Series 948, 949 to Series 967RX/SX, 987RX/SX, 987/150RX, 987/150SX	- $35,000	- $8,750	- $43,750
Series 948, 949, 955, to Corporate Business System 990, 992	- $60,000	- $15,000	- $75,000
Series 958 to Series 987RX/SX	- $65,000	- $16,250	- $81,250
Series 958, 960 to Corporate Business System 990, 992	- $65,000	- $16,250	- $81,250
Series 950 to Series 947RX/SX, 957RX/SX, 967RX/SX, 987RX/SX, 987/150RX, 987/150SX	- $20,000	- $5,000	- $25,000
Series 950 to Corporate Business System 990, 992	- $40,000	- $10,000	- $50,000
Series 955 to Series 957RX/SX	- $35,000	- $8,750	- $43,750
Series 955 to Series 967RX/SX, 987RX/SX, 987/150RX, 957/150SX	- $45,000	- $11,250	- $56,250
Series 960 to Series 987RX/SX, 987/150RX, 987/150SX	- $65,000	- $16,250	- $81,250
Series 960 to Series 967RX/SX	- $50,000	- $12,500	- $62,500

Sales tools

- A direct mailer will be sent to all MIS directors and above starting in June.

- Also, a cost of ownership analysis worksheet is available in Microsoft EXCEL version 3.0 or earlier. The worksheet is available on the CSY Hotline, Subject: WORKSHT.

System Upgrade Promotion

(Worldwide)

To incent HP 3000 customers who have Cognos software, HP's Manufacturing software, HP Transact software, or HP 3000 Series 948, 958, 949, 950, 955 or 960 systems to upgrade by October 31, 1993, HP is offering an additional 10% discount off the purchase price of the HP 3000 Series 9x7 or Corporate Business Systems.

Who is eligible

Customers who are participating in the Cognos promotion, MM II Upgrade Promotion, Transact Upgrade Promotion, or HP 3000 Series 948, 958, 949, 950, 955 or 960 Upgrade Promotion. Purchase Agreement discounts and Educational discounts are eligible. Demo/Consignment/used or remarketed systems are not eligible for the 10% discount.

Program duration

Promotion starts June 1, 1993 and will end October 31, 1993.

Delivery requirements

Customers must be willing to accept delivery of their new system with this promotion within 6 months of order date (no later than April 30, 1994).

Program description

- Customers must take advantage of one or more of the following promotions.
    - Cognos Upgrade Promotion (see page 12)
    - MM II Upgrade Promotion (see page 13)
    - Transact Upgrade Promotion (see page 16)
    - HP 3000 Series 948, 958, 949, 950, 955, 960 Upgrade Promotion
        - (See page 17)

- Customers can combine the above promotions with an additional 10% discount off the purchase price of the HP 3000 Series 9x7 or Corporate Business System, as well as 10% off the A1883A/A1884A rack cabinet and all menu items EXCLUDING 1st year support (OS1, OS2, OS3...) when purchased with the system.

- Customers must be upgrading their existing HP 3000 system(s) to qualify for the additional discounts via an HP 3000 return credit product number (ie 32552AN). The upgrade must be a box swap. The promotion does not cover field upgrades.

- An additional 15% discount is available on the following selected HP software when purchased as an add-on.

System software	Networking software
36375A AutoRestart/iX	32020A NetWare for HP 3000
30319A TurboSTORE/iX	36923A ThinLAN/iX Link
36387A TurboSTORE/iX with Online	J2167A Token Ring/iX Link
36388A TurboSTORE/iX with Optical	36920A NS 3000/iX
36397A TurboSTORE/iX with Online and Optical	36957A FTP/iX
36378A SPU SwitchOver/iX	J2080A Telnet Access Board
30349A Mirrored Disk/iX	30291A SNA Link/iX
36936A OpenView Console*	30292A SNA NRJE/iX
	30293A SNA IBM/iX
	30294 HP-IBM LU6.2/PU2.1
	36971A OTS 3000/iX
	36922A FTAM/iX
	36939A X.25/iX System Access
	J2079A X.25 board for DTC72MX

* *This is HP 3000 SPU only, PC bundle 32054D should also be ordered and is not discountable.*

- This promotion can be combined with the Multiple Trade-in Promotion (See page 22 or Order Processing Documentation number 4.8). It CAN NOT be combined with the Peripheral Trade-in Promotion.

- All promotional discounts are taken before before the customer's Purchase Agreement discount is applied.

Sales tools

The sales tools for this promotion will be addressed by the Cognos promotion, MM II Upgrade Promotion, Transact Upgrade Promotion or HP 3000 Series 948, 958, 949, 950, 955, or 960 Upgrade Promotion. See individual promotions for a description of the sales tools.

Channel Partner Upgrade Promotion

(U.S. only)

CSY is actively working with our Channel Partners to create attractive installed base programs The following Channel Partners have qualified for this promotion and are listed below with their HP Channel Partner representative. If your end user customer has any applications from these Channel Partners, turn the lead over to your the HP Channel Partner representative or call the HP Channel Partner representatives to get Channel Partner Promotional information.

Channel partner	Channel Partner rep	Telnet number
ASK	John Kemper	T-694-3605
Abacus	Andy Vanagunas	T-357-2443
Delta Management	Keith Sherman	T-439-5458
ICCS	Ken Stone	T-478-6279
IMS	Que Foor	T-694-3370
Computrac	Jim Shaw	T-830-8954
Smith Gardner	Ron Kessinger	T-938-2209
MTI	Bill Beck	T-649-5784
INLEX	Jim Williams	T-694-3529
Speedware	David Harriman	T-971-6825
Infoworld	Jack Calire	T-243-0455
MCC	Ray Bitterman	T-567-8564
BSA	Len Giacose	T-599-5284
Multiview	John Spindler	T-221-5003
Jobscope	Dave Pansen	T-559-7426
Spectrum	Judi Hirsch	T-221-5105
Data Base Systems	Len Giacose	T-599-5284
CFMC	Jim Pinsky	T-694-3553

If you have additional Channel Partners (VARs or ISVs only) that you would like to include in this program, FAX the following Business Plan information to (408)/TN-447-0557. This Business Plan will need to be submitted no later than **June 30, 1993** to qualify for this promotion. This will give the Channel Partners four to five months to close business by **October 31, 1993.**

Business Plan requirements

- Current installed base profile by system type
- FY'92 upgrade history
- Number of systems to be sold under this upgrade promotion in FY'93
- Promotional communication plan including initial contact and on-going communication
- Software incentive promotion plan. These incentives could include such offers as software discounts, migration assistance, support discounts and discounts on additional software modules.

Sales tools

An updated list of all eligible Channel Partners and their HP Channel Partner representative is available from the CSY Hotline, subject: VABUPG.

Series 980 Upgrade Incentive

(Worldwide)

Effective June 1, return credits for the Series 980 systems toward the purchase of the HP 3000 Corporate Business System have decreased to the values listed below. However, customers placing orders for Series 980 to Corporate Business System upgrades by July 31, with delivery acceptance of October 31 or sooner, are eligible for increased return credit dollars for the Series 980 system as shown below.

	June 1, 1993 New Series 980 return credits		Promotion		Return credit with promotion
Series 980/100	– $100K	+	– $50K	=	– $150K
Series 980/200	– $170K	+	– $50K	=	– $220K
Series 980/300	– $240K	+	– $50K	=	– $290K
Series 980/400	– $310K	+	– $50K	=	– $360K

Who is eligible?

All customers who purchase a Corporate Business System between June 1 and July 31, 1993, and accept delivery on or before October 31, 1993.

Program duration

Promotion starts June 1, 1993 and ends July 31, 1993.

Delivery requirements

Customers must be willing to accept delivery of their new Corporate Business System on or before October 31, 1993.

Program description

$50K additional return credit toward the HP 3000 Corporate Business System when upgrading from an HP 3000 Series 980. This program **cannot** be combined with the System Upgrade Promotion.

Terminals Promotion

(Worldwide)

CSY is offering a special promotional 20% discount on all 700/96 and 700/96ES display terminals, whether purchased standalone, or as part of an HP 3000 system menu. This promotion is enhanced by the additional 19% discount available with the purchase of Series 9x7 systems.

Take advantage of these competitive prices to attract new customers, and to provide repeat customers with a great opportunity to add new applications and more users to their growing systems.

Program description

This special promotional discount is $180 on each terminal (20% of list price). Standard purchase agreement discounts still apply.

Eligible products

The promotion applies to the following products:

Product number	Description
C1064A	700/96 display terminal - amber phosphor
C1064G	700/96 display terminal - green phosphor
C1064W	700/96 display terminal - soft white phosphor
C1084W	700/96ES display terminal - soft white phosphor

The promotional discount is offered on all orders of these products, whether standalone, or included in an HP 3000 system menu (new system or upgrade).

Program duration

The promotional discount applies to purchases between June 1, 1993, and December 31, 1993.

Delivery requirement

Standard six months from placement of order.

Additional discounts for Series 9x7 customers

Additional discounts are offered to customers who purchase a 700/96 or 700/96ES display terminal as part of the Series 9x7 system menus.

Example

Order of a 700/96 terminal in a Series 9x7 menu (where customer's VEU standard purchase agreement discount is 16%).

List price	$895
– Series 9x7 menu discount (19%)	–170
– promotional discount	–180
Adjusted price	$545
– standard purchase agreement discount (16%)	–87
Net price	$458

On-going worldwide programs

Performance Guarantee

The CSY Performance Guarantee program has been very successful. Many sales reps have used it to remove inhibitors and close deals, and no customers have ever come back dissatisfied with the performance of their new system.

Who is eligible

Any HP 3000 customer upgrading to a HP 3000 Series 9x7 or Corporate Business System.

Program description

- CSY will guarantee a minimum performance improvement of 75% of the Native Mode performance. A Native Mode performance chart is included in the Appendix.

- If the customer does not achieve this performance level and HP can not fix the problem, CSY will upgrade the customer to the next processor for free.

- A pre-upgrade worksheet must be submitted for each performance guarantee by an HP systems engineer and submitted to CSY support before the upgrade is installed.

- A complete description of the program is available on the CSY Hotline, Subject: GUARAN.

Peripheral Trade-in Program

Customers who are upgrading from existing MPE V and MPE/iX systems to the HP 3000 Series 9x7 and wish to trade-in their peripherals to the integrated peripherals available with the new system, can do so and receive up to 5% discount off the list price of the HP 3000 Series 9x7 user base license.

Who is eligible

HP 3000 customers upgrading to an HP 3000 Series 9x7 system.

Program description

The total peripheral trade-in credits can not exceed 5% of the list price of the HP 3000 Series 9x7 user base license (i.e. A2397A option UCN, HP 3000 Series 967RX/SX SPU with MPE/iX FOS, IMAGE/SQL and ALLBASE/SQL, 160 user license).

Sales tools

See order processing documentation 4-23 for details or the CSY Hotline, busject: PERIPH.

Ongoing worldwide programs (continued)

Multiple Trade-In Program

With the increased performance of the HP 3000 Precision Architecture products, some customers find that they can replace multiple existing systems with one of the newer PA-RISC systems. This program provides a cost effective upgrade path for those customers and can be used to help close upgrade business.

Who is eligible

Customers who are box upgrading to an HP 3000 Series 947, 957, 967, 987, 987/150, CS 990, or CS 992 system.

Expiration

This is an ongoing program with no expiration date. The program is modified periodically to reflect the introduction of new systems and changes in return credits.

Program description

Customers may trade in more than one MPE V or 900 Series system when box upgrading to an HP 3000 Series 947, 957, 967, 987, 987/150, CS 990, or CS 992 system.

Systems traded in	Return credit for first system returned	Return credit for each additional system returned
MPE V systems	100% of standard return credit	100% of standard return credit
MPE/iX systems	100% of standard return credit	40% of standard return credit

Total combined return credits cannot exceed 30% of the list price of the Series 947, 957, 967, or 987 system being purchased or 50% of the list price of the Corporate Business System 990 or 992 being purchased.

This program may be used in conjunction the Cognos Upgrade Promotion, MM II Upgrade Promotion, Transact Promotion, Channel Partner Promotion, or the Series 948, 958, 949, 950, 955, 960 Upgrade Promotion.

Program requirements

It is important to ensure that the new system being purchased will provide adequate performance for your customer. Due to application dependencies and the numerous consolidation options possible, CSY cannot guarantee performance in system consolidation situations. You and your SE are responsible for ensuring your customer's satisfaction with the performance of their new system. Refer to the HP 3000 Performance Matrices in the Appendix for relative performance information.

Appendix.

Recommended upgrade paths

System upgrading from	Recommended upgrade to	Comments
Series 3x, II, III	Series 917LX, 927LX, 937LX	Box swap
All MICRO 3000s	Series 917LX, 927LX, 937LX	Box swap
Series 39, 40, 42, 44, 48	Series 927LX, 937LX, 937, 947LX	Box swap
Series 42XP, 52, 58	Series 937LX, 937, 947LX, 947	Box swap
Series 64, 68	Series 937LX, 937, 947LX, 947, 957	Box swap
Series 70	Series 937LX, 937, 947LX, 947, 957LX, 957, 967	Box swap
Series 925LX	Series 937LX, 937, 947LX, 947	Box swap
Series 925	Series 937, 947	Box swap
Series 935	Series 947, 957	Box swap
Series 949	Series 967, 987	Box swap
Series 920	Series 922LX, 922RX, 937LX, 937	Board upgrade, box swap
Series 922LX	Series 922RX, 922, 932, 937LX, 937, 947LX, 947	Board upgrade, box swap
Series 922RX	Series 922, 932, 937, 947	Board upgrade, box swap
Series 922	Series 932, 937, 947	Board upgrade, box swap
Series 932	Series 948, 947, 957	Board upgrade, box swap
Series 948	Series 958, 957, 967, 987	Board upgrade, box swap
Series 958	Series 987, CS 992/100	Box swap
Series 917LX	Series 927LX, 937LX	Board upgrade
Series 927LX	Series 937LX, 947LX	Board upgrade
Series 937LX	Series 937, 947LX, 947	Package/board upgrade
Series 937	Series 947	Board upgrade
Series 947LX	Series 947, 957	Package/board upgrade
Series 947	Series 957	Board upgrade
Series 957LX	Series 957, 967	Package/board upgrade
Series 957	Series 967	Board upgrade
Series 967LX	Series 967	Package/board upgrade
Series 977	Series 987	Board upgrade
Series 987	Series 987/150	Board upgrade
Series 950	Series 947, 957, 967, 987	Box swap
Series 955	CS 990, Series 967, 987	Box swap
Series 960	CS 990, CS992/100, Series 967, 987, 987/150	Box swap
Series 980/100	CS 992/100	Box swap
Series 980/200	CS 992/200	Box swap
Series 980/300	CS 992/200	Box swap
Series 980/400	CS 992/400	Box swap

NOTE:
937 = 937RX, SX
947 = 947RX, SX
957 = 957RX, SX
967 = 967RX, SX
987 = 987RX, RX, 987/150

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

Return Credit Matrix
June 1, 1993

	917LX	927LX	937LX 937RX 937SX	947LX	947RX 947SX	957RX 957SX	967RX 967SX	987RX 987SX	987/150	955 960	980/100 980/200	980/300 980/400	990	992/100	992/200	992/300	992/400
Series II/III/30/33	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500
Series 37, 37XE	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500
MICRO 3000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
MICRO 3000LX	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
MICRO 3000GX	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
MICRO 3000RX	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
MICRO 3000XE	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
Series 39, 40, 44		-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
Series 42		-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
Series 48		-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
Series 42XP, 52			-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-4,000	-4,000	-4,000	-4,000	-4,000
Series 58			-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-4,000	-4,000	-4,000	-4,000	-4,000
Series 64			-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-7,000	-7,000	-7,000	-7,000	-7,000
Series 68			-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-7,000	-7,000	-7,000	-7,000	-7,000
Series 70			-2,000	-2,000	-4,000	-4,000	-4,000	-4,000	-4,000	-4,000	-4,000	-4,000	-9,000	-9,000	-9,000	-9,000	-9,000
Series 920,			-3,000	-3,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-10,000	-10,000	-10,000	-10,000	-10,000
Series 922LX			-3,000	-5,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-13,000	-13,000	-13,000	-13,000	-13,000
Series 922RX			-3,000	-5,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-20,000	-20,000	-20,000	-20,000	-20,000
Series 922			-3,000	-5,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-20,000	-20,000	-20,000	-20,000	-20,000
Series 932			-3,000	-5,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-30,000	-30,000	-30,000	-30,000	-30,000
Series 948							-35,000	-35,000	-35,000	-35,000	-35,000	-35,000	-60,000	-60,000	-60,000	-60,000	-60,000
Series 958							-50,000	-65,000	-65,000	-65,000	-65,000	-65,000	-65,000	-65,000	-65,000	-65,000	-65,000
Series 925LX			-3,000	-5,000	-9,000	-9,000	-9,000	-9,000	-9,000	-9,000	-9,000	-9,000	-18,000	-18,000	-18,000	-18,000	-18,000
Series 925			-3,000	-5,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-20,000	-20,000	-20,000	-20,000	-20,000
Series 935			-3,000	-5,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-30,000	-30,000	-30,000	-30,000	-30,000
Series 949							-35,000	-35,000	-35,000	-35,000	-35,000	-35,000	-60,000	-60,000	-60,000	-60,000	-60,000
Series 950							-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-40,000	-40,000	-40,000	-40,000	-40,000
Series 955						-35,000	-45,000	-45,000	-45,000				-60,000	-60,000	-60,000	-60,000	-60,000
Series 960							-50,000	-65,000	-65,000				-65,000	-65,000	-65,000	-65,000	-65,000
Series 957RX/SX													-50,000	-50,000	-50,000	-50,000	-50,000
Series 967RX/SX													-85,000	-85,000	-85,000	-85,000	-85,000
Series 977SX														-125,000	-125,000	-125,000	-125,000
Series 987RX/SX														-125,000	-125,000	-125,000	-125,000
Series 980/100														-100,000	-100,000	-100,000	-100,000
Series 980/200															-170,000	-170,000	-170,000
Series 980/300																-240,000	-240,000
Series 980/400																	-310,000

Return Credit Matrix
November 1, 1993

	917LX	927LX	937LX 937RX 937SX	947LX	947RX 947SX	957RX 957SX	967RX 967SX	987RX 987SX	987/150	980/100 980/200	980/300 980/400	990	992/100	992/200	992/300	992/400
Series II/III/30/33	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500
Series 37, 37XE	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500
MICRO 3000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
MICRO 3000LX	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
MICRO 3000GX	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
MICRO 3000RX	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
MICRO 3000XE	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
Series 39, 40, 44		-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
Series 42		-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
Series 48		-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000	-1,000
Series 42XP, 52			-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000
Series 58			-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000
Series 64			-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000
Series 68			-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000
Series 70			-2,000	-2,000	-4,000	-4,000	-4,000	-4,000	-4,000	-4,000	-4,000	-4,000	-4,000	-4,000	-4,000	-4,000
Series 920,			-3,000	-3,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000		-7,000	-7,000	-7,000	-7,000	-7,000
Series 922LX			-3,000	-5,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000	-7,000
Series 922RX			-3,000	-5,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000
Series 922			-3,000	-5,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000
Series 932				-5,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000
Series 948							-35,000	-35,000	-35,000	-35,000	-35,000	-35,000	-35,000	-35,000	-35,000	-35,000
Series 958							-50,000	-65,000	-65,000	-65,000	-65,000	-65,000	-65,000	-65,000	-65,000	-65,000
Series 925LX			-3,000	-5,000	-10,000	-10,000	-10,000	-10,000	-10,000	-9,000	-9,000	-10,000	-10,000	-10,000	-10,000	-10,000
Series 925			-3,000	-5,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000
Series 935				-5,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000	-20,000
Series 949							-35,000	-35,000	-35,000	-35,000	-35,000	-35,000	-35,000	-35,000	-35,000	-35,000
Series 950					-20,000	-20,000	-20,000	-20,000	-20,000			-20,000	-20,000	-20,000	-20,000	-20,000
Series 955					-35,000	-35,000	-45,000	-45,000	-45,000			-45,000	-45,000	-45,000	-45,000	-45,000
Series 960							-50,000	-65,000	-65,000			-65,000	-65,000	-65,000	-65,000	-65,000
Series 957RX/SX												-50,000	-50,000	-50,000	-50,000	-50,000
Series 967RX/SX												-75,000	-75,000	-75,000	-75,000	-75,000
Series 977SX													-90,000	-90,000	-90,000	-90,000
Series 987RX/SX													-90,000	-90,000	-90,000	-90,000
Series 980/100													-100,000	-100,000	-100,000	-100,000
Series 980/200														-170,000	-170,000	-170,000
Series 980/300															-240,000	-240,000
Series 980/400																-310,000

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"Upgrade To" Systems	920	922LX 922RX	922	932	948	958	925	935	949	955	960	980/100*	980/200**	980/300**	980/400**
Series 37,37XE	3-4	5.4-8	5.4-8	8-13	17-25	25-37	4.4-6.6	9-14.4	18-30	15-25	21-35	38-65	61-104	79-135	98-166
MICRO 3000,LX	1.5-2	2.7-4	2.7-4	4-6.5	9-13	12-18	2.2-3.3	4.5-7.2	9-15	7-12.5	10-17.5	19-32	30-51	39-66	48-81
MICRO 3000GX,RX	1.5-2	2.7-4	2.7-4	4-6.5	9-13	12-18	2.2-3.3	4.5-7.2	9-15	7-12.5	10-17.5	19-32	30-51	39-66	48-81
MICRO 3000XE	N/A	2.7-4	2.7-4	4-6.5	9-13	12-18	2.2-3.3	4.5-7.2	9-15	7-12.5	10-17.5	19-32	30-51	39-66	48-81
Series 39,40,44	1.9-2.3	3.4-4.5	3.4-4.5	5-7.2	11-16	15-23	2.9-4	5.4-8.6	11-18	9.7-15	13-20.7	25-39	40-62	52-81	64-99
Series 42,48		2.7-4	2.7-4	4-6.5	9-13	12-18	2.2-3.3	4.5-7.2	9-15	7-12.5	10-17.5	19-32	30-51	39-66	48-81
Series 42XP,52,58		1.9-2.5	1.9-2.5	2.8-4	6-9	8.5-13	1.6-2.2	3-4.8	6.5-10	5.4-8.4	7-11.5	14-21	22-34	28-44	35-54
Series 64					3.7-5.5	5.2-7.8			3.8-5.3	3-4.7	4.6-6.1	7.2-11.4	11.5-18.2	15-23	18-29
Series 68					2.9-4.4	4.1-6.2			3-4.3	2.5-3.8	3.7-4.9	5.9-9.2	9.4-14.7	12-19	15-23.5
Series 70					2.4-3.6	3.4-5.1			2.5-3.5	2.2-3	3-4	5.4-7	8.6-11.2	11-14.6	13.8-17.9
Series 920			1.7	2.7	6.0	8.5				5.4	7.5	13.5	21.6	28.0	34.6
Series 922LX		1.0	1.0	1.6	3.5	5.0		1.7	3.5	3.1	4.1	7.5	12	15.6	19
Series 922RX			1.0	1.6	3.5	5.0		1.7	3.5	3.1	4.1	7.5	12	15.6	19
Series 922				1.6	3.5	5.0		1.7	3.5	3.1	4.1	7.5	12	15.6	19
Series 932					2.2	3.2			2.3	2	2.6	4.9	7.8	10.1	12.5
Series 948						1.4-1.6						2.2	3.5	4.6	5.6
Series 958													2.3	3.0	3.8
Series 925LX							1.0	2.0	4-4.4	3.5	4.9	8.6	13.8	17.9	22.1
Series 925								2.0	4-4.4	3.5	4.9	8.6	13.8	17.9	22.1
Series 935									2-2.2	1.6-1.8	2.4	4-4.4	6.4-7	8.3-9.1	10.2-11.2
Series 949						1.4						2.1	3.4	4.4	5.4
Series 950					1.6	2.3				1.4-1.5	2	3.3	5.3	6.9	8.5
Series 955						1.6					1.3-1.4	2.3	3.7	4.8	5.9
Series 960												1.6-1.8	2.5-2.9	3.3-3.8	4-4.6
Series 980/100													1.5-1.7	2-2.2	2.4-2.7
Series 980/200														1.3-1.4	1.5-1.7
Series 980/300															1.2-1.3

Note: Compatibility Mode performance will typically be 75 - 85% of native mode. Use above table as an estimate.

*   Interactive in Native Mode = bottom of range. Batch in Native Mode = top of range

** Bottom of range is typical interactive performance. Top of range is multi-batch, CPU intensive workloads.

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"Upgrade To" Systems	917LX 922LX	937LX 937RX 937SX	947LX, 947RX 947SX	957LX	967LX	957RX 957SX	967RX 967SX	977SX	987RX 987SX	987/150	980/100*	980/200**	980/300**	980/400**
Series 37,37XE	15-25	15-25	15-25	24-40	31-52	24-40	31-52	40-67	51-85	71-119	38-65	61-104	79-135	98-166
MICRO 3000LX,GX	7-12.5	7-12.5	7-12.5	11.2-20	15-26	11.2-20	15-26	20-34	26-43	36-60	19-32	30-51	39-66	48-81
MICRO 3000RX, XE	7-12.5	7-12.5	7-12.5	11.2-20	15-26	11.2-20	15-26	20-34	26-43	36-60	19-32	30-51	39-66	48-81
Series 39,40,44	9.7-15	9.7-15	9.7-15	15.5-24	20-31	15.5-24	20-31	26-40	33-51	46-71	25-39	40-62	52-81	64-99
Series 42,48	7-12.5	7-12.5	7-12.5	11.2-20	15-26	11.2-20	15-26	20-34	26-43	36-60	19-32	30-51	39-66	48-81
Series 42XP,52,58	5.4-8.4	5.4-8.4	5.4-8.4	8.6-13.4	11-17	8.6-13.4	11-17	14-22	18-28	25-39	14-21	22-34	28-44	35-54
Series 64		3-4.7	3-4.7	4.8-7.5	6-9.8	4.8-7.5	6-9.8	7.8-13	10-16.6	14-23	7.2-11.4	11.5-18.2	15-23	18-29
Series 68		2.5-3.8	2.5-3.8	4-6	5-7.8	4-6	5-7.8	6.5-10	8.3-13	11-18	5.9-9.2	9.4-14.7	12-19	15-23.5
Series 70		2.2-3	2.2-3	3.5-4.8	4.6-6.0	3.5-4.8	4.6-6	6-7.8	7.7-9.9	10.8-13.8	5.4-7	8.6-11.2	11-14.6	13.8-17.9
Series 920		5.4	5.4	8.6	11.2	8.6	11.2	14.6	18.6	26.0	13.5	21.6	28.0	34.6
Series 922LX/RX, 922		3.1	3.1	5.0	6.5	5.0	6.5	8.5	10.8	15.0	7.5	12	15.6	19
Series 932			2.0	3.2	4.2	3.2	4.2	5.5	7.0	9.8	4.9	7.8	10.1	12.5
Series 948								2.5	3.2	4.5	2.2	3.5	4.6	5.6
Series 958							1.9	1.8	2.3	3.2		2.3	3.0	3.8
Series 925LX/925		3.5	3.5	5.6	7.3	5.6	7.3	9.5	12.0	16.8	8.6	13.8	17.9	22.1
Series 935			1.6-1.8	2.6-2.9	3.4-3.8	2.6-2.9	3.4-3.8	4.4-4.9	5.6-6.2	7.8-8.7	4.4-4.4	6.4-7	8.3-9.1	10.2-11.2
Series 949							1.8	2.3	2.9	4.1	2.1	3.4	4.4	5.4
Series 917LX,927LX				1.6	2.0	1.6	2.0	2.6	3.3	4.6	2.4	3.8	4.9	5.9
Series 937LX,937RX,937SX				1.6	2.0	1.6	2.0	2.6	3.3	4.6	2.4	3.8	4.9	5.9
Series 947LX,947RX,947SX				1.6	2.0	1.6	2.0	2.6	3.3	4.6	2.4	3.8	4.9	5.9
Series 957LX,957RX,957SX					1.3		1.3	1.6	2.0	2.8	1.5	2.4	3.1	3.8
Series 967LX,967RX,967SX								1.3	1.7	2.3		1.7	2.2	2.7
Series 977SX									1.25-1.3	1.7-1.8				
Series 987RX/SX										1.4				
Series 950						2.2	2.8	3.6	4.6	6.4	3.3	5.3	6.9	8.5
Series 955						1.5-1.6	1.9-2.0	2.4-2.6	3.0-3.3	4.3-4.6	2.3	3.7	4.8	5.9
Series 960							1.4-1.5	1.7-2.0	2.1-2.5	3.1	1.6-1.8	2.5-2.9	3.3-3.8	4-4.6
Series 980/100										3.45		1.5-1.7	2-2.2	2.4-2.7
Series 980/200													1.3-1.4	1.5-1.7
Series 980/300														1.2-1.3

Note: Compatibility Mode performance will typically be 75 - 85% of native mode. Use above table as an estimate.

* Interactive in Native Mode = bottom of range. Batch in Native Mode = top of range.
** Bottom of range is typical interactive performance. Top of range is multi-batch, CPU intensive workloads.

HP 3000 Performance Native Mode Matrix (cont.)
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	990	992/100	992/200	992/300	992/400
Series 37,37XE	46-78	57-97	96-164	136-393	163-279
MICRO 3000LX,GX	23-38	28-48	47-81	67-115	80-138
MICRO 3000RX, XE	23-38	28-48	47-81	67-115	80-138
Series 39,40,44	30-47	37-58	62-98	88-139	105-167
Series 42,48	23-38	28-48	47-81	67-115	80-138
Series 42XP,52,58	16-25	21-31	35-52	50-74	60-88
Series 64	8.6-13.6	10.8-17	18.3-28	26-40	31-48
Series 68	7.1-11	8.8-13.8	14.9-23	21-33	25-39
Series 70	6.5-8.4	8.1-10.5	13.7-18	19-25	23-30
Series 920	16.2	20.2	34.3	48.5	58.3
Series 922LX/RX/922	9.0	11.3	19.2	27.1	32.6
Series 932	5.9	7.4	12.5	17.8	21.3
Series 948	2.6	3.3	5.6	7.9	9.5
Series 958	1.7	2.1	3.6	5.0	6.1
Series 925LX/925	10.3	12.9	21.9	31.0	37.2
Series 935	4.8-5.3	6-6.6	10.2-11	14.4-16	17-18
Series 949	2.5	3.1	5.3	7.4	9.0
Series 917LX,927LX	2.8	3.5	6.0	8.1	10.0
Series 937LX,937RX,937SX	2.8	3.5	6.0	8.1	10.0
Series 947LX,947RX,947SX	2.8	3.5	6.0	8.1	10.0
Series 957LX,957RX,957SX	1.8	2.2	3.8	5.1	6.3
Series 967LX, 967RX,967SX	1.4	1.8	3.0	4.1	5.0
Series 977SX		1.3	2.3	3.1	3.9
Series 987RX,987SX			1.9	2.5	3.1
Series 987/150			1.4	1.8	2.2
Series 950	3.9	4.9	8.3	11.8	14.1
Series 955	2.7	3.4	5.8	8.2	9.8
Series 960	1.9-2.1	2.4-2.7	4-4.5	5.7-6.5	6.8-7.6
Series 980/100	1.2	1.5	2.6	3.6	4.4
Series 980/200			1.6	2.3	2.7
Series 980/300				1.7	2.0
Series 980/400					1.7
Series 990		1.25	2.1	3.0	3.8
Series 992/100			1.7	2.4	3.0
Series 992/200					1.8
Series 992/300					1.25

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