



# Marketing Bulletin

AMB2005-03

January 31, 2005

## **Updated VAR Price Lists Available** *All the Latest Prices Are In One Place*

Dear Alpha Micro VAR:

The convenient Hardware and Software Price Lists have been updated with all of the latest product pricing.

### **What's New**

**Section I**, the AMOS® Hardware Products Price List, contains all of the latest AM-8000, Eagle 800, and Eagle 750 pricing. All pertinent forms for System Upgrades and AMOS Version Upgrades are in the back of this document.

We are pleased to announce the return of suggested Hardware Maintenance Contract Pricing. You may use these prices to quote field service contracts for our preferred field service provider, Birmingham Data Systems. Please note that these prices do not include the travel surcharge that is required if an end-user is located more than 50 miles from the nearest field service office.

**Section II**, the AMOS Software Products Price List, has been updated with AMOS 8.x, AMPC 5.0 and 6.0, and AlphaODBC™ pricing. All pricing for documentation has been removed; see the next paragraph for further information.

**Section III**, the AMOS Documentation Price List, has been eliminated. All documentation for Alpha Micro products sold since 1993 may be downloaded from our web site at: <http://www.alphamicro.com/amphm/docs.htm>. The only frequently used manual that we know to be missing from our web site is the documentation for the old ISAM. We plan to have this manual up on the web site shortly.

**Section IV**, the Spare Parts Price List, is in the process of being revised and will be released in the future.

### **“Product Catalog” Without Pricing On Web**

To provide a comprehensive reference to our product line for end users, we have created versions of the Hardware and Software Price Lists without Prices. These “Product Catalogs” are now on our web site.

## **Discontinued Products**

In conjunction with the release of these price lists, we are announcing the discontinuation of the following items:

- PDB-00368-10 Internal MAU
- PDB-00652-00 30/60 GB Streaming Tape Drive (discontinued by manufacturer)

## **Reseller Supplement**

### **Text Not Accessible on the World Wide Web**

The remaining text of this bulletin is not accessible at our World Wide Web site.  
Printed copies are available to authorized resellers.