

## **DVD-RAM Price Decrease**

### ***New MAKBD Software Now Included With Internal DVD-RAM Drive Purchases***

Dear Alpha Micro Dealer:

In recent weeks, Alpha Micro has realigned our optical disc offerings:

- Blu-ray and its 25 GB and 50 GB discs are now the high-end optical disc backup method of choice for AMOS™
- A Blu-ray drive is supplied standard on AM-8000 Series III systems
- A DVD-RAM drive is supplied standard on Eagle 750, 800, and 800LC systems
- MAKBD software is now included with Series III Eagle 750, 800, 800LC, and AM-8000 servers

Accordingly, Alpha Micro is announcing a price decrease on our internal ATAPI/IDE DVD-RAM drive, to allow you to provide inexpensive DVD backup capability to your existing Eagle 750, 800, and 800LC users.

### **MAKBD Backup Software Included**

In spite of its name, MAKBD, Alpha Micro's new, enhanced backup software, is not meant exclusively for Blu-ray drives. It is intended to benefit DVD-RAM users as well.

MAKBD backs up only "used" disk blocks, akin to MTUSAV. This means that a multi-physical drive environment (e.g.: a 4 GB DSK: device and a 1 GB SUB: device, with fewer than 4 GB actually in use) can now be conveniently backed up onto a DVD-RAM disc.

A PIC for the MAKBD software is now included with the purchase of an internal DVD-RAM drive. For backwards compatibility and restoral purposes, a PIC for the previous MAKDVD backup software is also included.

MAKBD and MAKDVD remain available for sale as standalone software packages, however Alpha Micro cannot guarantee its compatibility with drives not certified by Alpha Micro.

### **Compelling New Price**

Alpha Micro wants to encourage the use of optical disc backup. Therefore, you can now purchase a DVD-RAM drive with MAKBD for just a small increment above the cost of the MAKBD software alone. Try one out for yourself and see why we are so excited about this technology!

## **SCSI DVD-RAM Drive Offering Remains Unchanged**

The price reduction pertains only to the ATAPI/IDE DVD-RAM drive available for Eagle 750, 800, and 800LC systems. The SCSI DVD-RAM drive for SCSI-2 68000 family AMOS systems remains in our product catalog unchanged. MAKBD is not included with this product.

## **External DVD-RAM Drive Remains Unchanged**

The price of the external USB DVD-RAM drive remains unchanged. MAKBD is not included with this product. The external drive is primarily intended for cost-sensitive Cardinal installations that may be satisfied with complete backup of an .AMD file, rather than traditional file-by-file native AMOS backup.

## **CD-RW Drive Discontinued**

Because a DVD-RAM drive provides all of the functionality of our previous CD-RW drives and more, Alpha Micro is discontinuing the availability of CD-RW drives on the Eagle 750, 800, and 800LC.

## **Give Your Clients “Cool” Backup**

DVD is a neat medium. Discs are inexpensive and small. Data can be recovered quickly. It's a nice, attractive format, one that has a certain technological appeal that your clients can appreciate. Tape backup will always be around as a trusted alternative, but optical backup's decreasing cost makes it interesting for smaller capacity environments.