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Blu-ray, Serial I/O, Tape Drive, and Terminal Changes *Peripherals and Controllers Change and Improve With the Times*

Dear Alpha Micro Dealer:

The ever-changing peripherals landscape necessitates an update to our VARs:

Faster Blu-ray Drive Available

Dealers who have used Blu-ray as a backup medium have told us that they are quite impressed with performance. The time to perform a backup using the AMOS MAKBD software is *less than one third of the time* required by our upper-end streaming tape drives. For instance, a 21.6 GB backup takes 4 hours, 41 minutes on a 20/40 GB Streaming Tape Drive. A Blu-ray backup of the same contents takes 1 hours, 27 minutes.

Blu-ray also shines in restoral: A 20/40 GB Streamer takes 8 hours, 17 minutes to restore that same 21.6 GB of data, but using BDRES, *our Blu-ray drive takes only 4 hours, 41 minutes!*

Performance continues to improve: The first generation Blu-ray drives were rated "2x" on BD-RE (Rewritable) media and "2x" on BD-R (Write Once) discs. Alpha Micro is proud to introduce a second generation Blu-ray drive still rated "2x" on BD-RE writes, but a whopping "6x" on BD-R writes. This new drive also employs a SATA interface for compatibility with newer motherboards. The previous IDE interface Blu-ray drive will remain available for existing systems.

New Lower Cost Serial I/O Controller for Series III

The latest technology in computer motherboard development has brought about the PCI Express interface, present in all Series III systems (AM-8000, Eagle 800, and Eagle 750). The first step in Alpha Micro's incorporation of this technology is the introduction of both 4-port and 8-port Serial I/O Expansion cards for use exclusively in Series III systems.

Alpha Micro is proud to introduce these new Serial I/O controllers at a lower price point than the previous Serial I/O controllers. These older controllers will remain available for Series I and Series II I/O expansion. The external connectors and pin outs remain the same, so external cabling need not change.

See details of the pricing and part numbers in the attached Reseller Supplement.

Strategic Products - 4/8 GB Streamer and AM-65 Terminal - Still Available

As some of our VARs already know, two of our strategic products have been discontinued by their manufacturers and are now available only as Refurbished goods. The entry-level 4/8 GB Streaming Tape Drive and the AM-65 Terminal are now listed in our Price List as Refurbished only, because new stock is no longer obtainable. *We have ample stock of both refurbished products in our warehouse.*

All products that Alpha Micro identifies as Refurbished are run through our own factory Quality Control process and have all our Engineering Changes and firmware updates applied. They carry a 90 day return-to-factory warranty instead of the usual 1 year warranty on new goods.

Our AM-82 Thin Client Terminal is the product of choice for those who wish a factory-new terminal, as it incorporates AM-65, AM-62A, AM-70 (Esprit III Color), and AM-75 (Wyse 370) terminal emulation.

2.5 GB Streamer Once Again Available as Refurbished Stock

Several dealers have asked that we carry some of the older 2/2.5 GB Streaming Tape Drives in stock. Many Alpha Micro applications do not require more than 2.5 GB storage, plus these drives are uniquely downward compatible with all smaller streaming tape media. Note that while these drives were originally advertised as 2.0 GB capacity (hence the tape cartridge names, Magnus 2.0 and DC9200), later tapes were introduced (Magnus 2.5 and DC9250) which provide an additional 500 MB capacity on the same drive.

Ordering Information

The attached Reseller Supplement contains the prices and part numbers for these new offerings.