



**8000 NETWORK SYSTEMS
8010 INFORMATION SYSTEMS
HARDWARE SALE, SOFTWARE PREPAID LICENSE FEE
AND FULL SERVICE MAINTENANCE PRICE LIST**

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8000 NETWORK SYSTEMS*

8000 Network Servers are modular systems which provide network services to workstations. 8000 Network Servers consist of an 8000 NS Processor, memory, 8" floppy disk drive, rigid disk drive (10Mb, 42Mb, 80Mb or 300Mb), and keyboard / display monitor. Optional modules and accessories are listed individually. Products shown on this price list are included in the Information Processing Family.

8010 INFORMATION SYSTEMS*

The 8010 Information Systems are modular workstations which interface with the Xerox Network Systems (XNS). A workstation consists of an 8000 NS Processor, memory, 8" floppy disk drive, rigid disk drive (10Mb or 42Mb), large format display, and keyboard with mouse. Products shown on this price list are included in the Information Processing Family.

PROD CODE	DESCRIPTION	PURCHASE QUANTITY DISCOUNT SCHEDULE				PLACEMENT/ REMOVAL CHARGE
		1-2 UNITS	3-5 UNITS	6-10 UNITS	11 + UNITS	
Systems Processors						
T22	8000 Network Systems Processor (T24, Option 1 PWBA, and 228 8" Double Sided Floppy Disk Drive must be ordered with this processor at no charge)	\$ 3,995.00	\$ 3,795.00	\$ 3,675.00	\$ 3,515.00	\$ 100.00
K91	Tempest Workstation Processor	7,995.00	7,595.00	7,355.00	7,035.00	100.00
K92	Tempest Print/File Server Processor	7,995.00	7,595.00	7,355.00	7,035.00	100.00
K93	Tempest File/Communication Server Processor	7,995.00	7,595.00	7,355.00	7,035.00	100.00
N75	Tempest 300Mb Multifunction Server Processor	7,995.00	7,595.00	7,355.00	7,035.00	100.00
Rigid Disk Drives						
H87	42 Mb Rigid Disk Drive	\$ 5,250.00	\$ 4,985.00	\$ 4,830.00	\$ 4,620.00	\$ 150.00
W77	10Mb to 42Mb Rigid Disk Drive Upgrade Kit	4,250.00	4,035.00	3,910.00	3,740.00	150.00
W78	29Mb to 42Mb Rigid Disk Drive Upgrade Kit	4,250.00	4,035.00	3,910.00	3,740.00	150.00
E91	300 Mb Removable Disk Drive ¹	14,750.00	14,010.00	13,570.00	12,980.00	380.00
Y58	300 Mb Rigid Disk Drive ²	14,750.00	14,010.00	13,570.00	12,980.00	380.00
Y60	300 Mb Rigid Disk Expansion Kit ³	14,000.00	13,300.00	12,880.00	12,320.00	300.00
K95	Tempest 10 Mb Portable Fixed Disk Drive	2,000.00	1,900.00	1,840.00	1,760.00	50.00
M51	Tempest 42 Mb Portable Fixed Disk Drive ⁴	7,000.00	6,650.00	6,440.00	6,160.00	150.00
M50	Tempest 300 Mb Removable Disk Drive ¹	20,650.00	19,615.00	18,995.00	18,170.00	385.00
Displays /Keyboards						
M47	Display/Keyboard Server Monitor ⁵	1,500.00	1,425.00	1,380.00	1,320.00	30.00
K97	Tempest Keyboard with Mouse	550.00	520.00	505.00	480.00	10.00
K96	Tempest Large Format Display	1,800.00	1,710.00	1,655.00	1,580.00	30.00
Memory						
T84	384 Kb Memory Kit	N/C	N/C	N/C	N/C	N/C
T86	512 Kb 1.5Mb Server Memory Expansion Kit	\$ 350.00	\$ 330.00	\$ 320.00	\$ 305.00	N/C
T85	512 Kb Memory Kit ⁶	N/C	N/C	N/C	N/C	\$ 95.00 ⁷
G55	768 Kb Memory Kit ⁶	700.00	665.00	640.00	615.00	95.00 ⁷
G57	1280 Kb Memory Kit ⁶	1,960.00	1,860.00	1,800.00	1,720.00	95.00 ⁷
G58	1536 Kb Memory Kit ⁶	2,450.00	2,325.00	2,250.00	2,155.00	95.00 ⁷
P35	Tempest 768 Kb Memory Expansion Kit	980.00	930.00	900.00	860.00	95.00 ⁷
M52	Tempest 1536 Kb Memory Expansion Kit	2,450.00	2,325.00	2,250.00	2,155.00	95.00 ⁷
Laser Printers						
V28	NS 8000 Laser CP Printer	\$ 4,995.00	\$ 4,745.00	\$ 4,595.00	\$ 4,395.00	\$ 210.00
V27	NS 8000 Laser CP Printer/Copier	5,395.00	5,125.00	4,960.00	4,745.00	210.00
909	Electronic Printer	12,500.00	11,875.00	11,500.00	11,000.00	250.00
K69	Tempest Electronic Printer	17,500.00	16,625.00	16,100.00	15,400.00	250.00
Other Accessories						
80J	Multiport Option Kit	\$ 2,000.00	\$ 1,900.00	\$ 1,840.00	\$ 1,760.00	\$ 200.00
T29	873 Communication Interface Unit 4-Port	6,055.00	5,750.00	5,570.00	5,325.00	125.00
T34	873 CIU 4-Port Extension Kit	2,600.00	2,470.00	2,390.00	2,285.00	30.00
T28	Repeater	1,285.00	1,220.00	1,180.00	1,130.00	25.00
Y39	Tempest Repeater	1,285.00	1,220.00	1,180.00	1,130.00	25.00
E30	RS232 Communication Kit	150.00	140.00	135.00	130.00	N/C

Quantity Discount Indicator

1 2 3 4

- * All 8000 Network Systems and 8010 Information Systems are installable by XEROX.
- ¹ Two (2) Disk Drives required for File Service software
- ² Requires 300 Mb Removable Disk Drive (E91) for backup
- ³ Requires 300Mb Rigid Disk Drive (Y58). Limit two (2) per Y58
- ⁴ Available only as part of a system (ie. order must include a K91, K92 or K93 processor and appropriate display/keyboard).
- ⁵ This must be ordered on all server orders.
- ⁶ Requires T86 Memory Expansion Kit for Servers
- ⁷ This placement charge only applies to upgrades, and not when accessory is ordered with the original equipment

Bill Codes: Outright Purchase / Prepaid License = 5195, Annual FSMA Monthly Maintenance Charge = 5901, 3 year FSMA = 5903
Option-to-Purchase = 5195, Term Lease = 5199, Term Lease Service = 5201-5

HARDWARE

PROD CODE	DESCRIPTION	PURCHASE QUANTITY DISCOUNT SCHEDULE				PLACEMENT/ REMOVAL CHARGE
		1-2 UNITS	3-5 UNITS	6-10 UNITS	11 + UNITS	
Products no longer available for new business orders. Prices are for Option-to-Purchase, and FSMA renewals only.						
K94	Tempest Large Capacity File Server Processor	\$ 7,995.00	\$ 7,595.00	\$ 7,355.00	\$ 7,035.00	\$ 100.00
242	10 Mb Rigid Disk Drive	1,750.00	1,660.00	1,610.00	1,540.00	50.00
T25	29 Mb Rigid Disk Drive	3,000.00	2,850.00	2,760.00	2,640.00	100.00
E90	80 Mb Removable Disk Drive	9,150.00	8,690.00	8,415.00	8,050.00	275.00
D36	Keyboard with Mouse	350.00	330.00	320.00	305.00	10.00
Y21	Low Profile Keyboard with mouse	400.00	380.00	365.00	350.00	10.00
F20	Japanese Keyboard with Mouse	400.00	380.00	365.00	350.00	10.00
D35	Large Format Display	1,300.00	1,235.00	1,195.00	1,140.00	30.00
Y22	Non-glare Large Format Display	1,400.00	1,330.00	1,285.00	1,230.00	30.00
T23	Display/Keyboard Server Monitor	1,500.00	1,425.00	1,380.00	1,320.00	30.00
G56	1024 Kb Memory Kit	1,470.00	1,395.00	1,350.00	1,290.00	N/C
568	40 CPS Automatic Paper Feeder	1,195.00	1,125.00	1,100.00	1,075.00	40.00
324	40 CPS Impact Printer	2,400.00	2,255.00	2,210.00	2,160.00	40.00

FULL SERVICE MAINTENANCE

* In order to qualify for Full Service Maintenance Agreement, the Customer must purchase the Full Service Maintenance Agreement for a complete system consisting of the following Xerox supplied items: Processor, Display Monitor or Display / Keyboard, Disk Drive, Memory. Tempest Portable Fixed Disk Drive requires FSMA if system to be used with is covered by FSMA.

FULL SERVICE MAINTENANCE AGREEMENT*

PRODUCT CODE	DESCRIPTION	QUARTERLY CHARGE	
		ANNUAL CONTRACT	3 YEAR CONTRACT
Systems Processors			
T22	8000 Network Systems Processor (T24, Option 1PWBA, and 228 Double Sided Floppy Disk Drive must be ordered with this processor at no charge)	\$240.00	\$195.00
K91	Tempest Workstation Processor	390.00	315.00
K92	Tempest Print /File Server Processor	390.00	315.00
K93	Tempest File /Communication Server Processor	390.00	315.00
K94	Tempest Large Capacity File Server Processor	390.00	315.00
N75	Tempest 300 Mb Multifunction Server Processor	390.00	315.00
Rigid Disk Drives			
242	10 Mb Rigid Disk Drive	\$120.00	\$105.00
T25	29 Mb Rigid Disk Drive	270.00	225.00
H87	42 Mb Rigid Disk Drive	330.00	270.00
W77	10Mb to 42Mb Rigid Disk Drive Upgrade Kit	330.00	270.00
W78	29Mb to 42Mb Rigid Disk Drive Upgrade Kit	330.00	270.00
E90	80 Mb Removable Disk Drive	525.00	420.00
E91	300 Mb Removable Disk Drive	630.00	510.00
Y58	300 Mb Rigid Disk Drive	630.00	510.00
Y60	300 Mb Rigid Disk Expansion Kit	630.00	510.00
K95	Tempest 10 Mb Portable Disk Drive	165.00	135.00
M51	Tempest 42 Mb Portable Fixed Disk Drive	450.00	360.00
M50	Tempest 300 Mb Removable Disk Drive	735.00	585.00
Keyboards /Displays			
D36	Keyboard with Mouse	\$ 45.00	\$ 36.00
Y21	Low Profile Keyboard with Mouse	45.00	36.00
F20	Japanese Keyboard with Mouse	45.00	36.00
D35	Large Format Display	135.00	120.00
Y22	Non-glare Large Format Display	135.00	120.00
T23	Display /Keyboard Server Monitor	90.00	75.00
M47	Display /Keyboard Server Monitor	90.00	75.00
K97	Tempest Keyboard with Mouse	60.00	45.00
K96	Tempest Large Format Display	135.00	120.00
Memory			
T84	384 Kb Memory Kit	N/C	N/C
T86	512 Kb-1.5 Mb Server Memory Expansion Kit	\$ 45.00	\$ 36.00
T85	512 Kb Memory Kit	N/C	N/C
G55	768 Kb Memory Kit	45.00	36.00
G56	1024 Kb Memory Kit	60.00	45.00
G57	1280 Kb Memory Kit	75.00	60.00
G58	1536 Kb Memory Kit	90.00	75.00
P35	Tempest 768 Kb Memory Expansion Kit	45.00	36.00
M52	Tempest 1536 Kb Memory Expansion Kit	90.00	75.00
Laser Printers			
V28	NS 8000 Laser CP Printer	\$120.00 ²	\$105.00 ²
V27	NS 8000 Laser CP Printer/Copier	135.00 ²	120.00 ²
909	Electronic Printer	630.00	510.00
K69	Tempest Electronic Printer	855.00	690.00
Impact Printer and Accessories for 8010 Information System			
324	40 CPS Impact Printer	\$ 57.48	N/A
568	40 CPS Automatic Paper Feeder	48.25	N/A
Other Accessories			
80J	Multiport Option Kit	\$ 75.00	\$ 60.00
T29	873 Communication Interface Unit, 4-Port	360.00	300.00
T34	873 CIU 4-Port Extension Kit	135.00	120.00
T28	Repeater	45.00	36.00
Y39	Tempest Repeater	45.00	36.00
E30	RS232 Communication Kit	N/C	N/C

¹Two 29 Disk Drives required for File Service software

²The first 3,750 pages per three month period are included in the base monthly charge. Charge per page over 3,750 will be \$.02 per page.

8010 WORKSTATION VIEWPOINT PROPAK SOFTWARE PACKAGES

The following ViewPoint software packages are available when ordering an 8010 Tempest Workstation.

SOFTWARE PACKAGE PRODUCT CODE	DESCRIPTION	PREPAID LICENSE FEE QUANTITY DISCOUNT SCHEDULE				QUARTERLY MAINTENANCE CHARGE ¹
		1-2 UNITS	3-5 UNITS	6-10 UNITS	11 + UNITS	
49M-A	VP ProPak 80 Includes floppy disks and documentation.	3,195.00	3,035.00	2,935.00	2,810.00	96.00
50M-A	VP ProPak 80 NO floppy disks or documentation.	2,995.00	2,845.00	2,755.00	2,635.00	96.00

VIEWPOINT SOFTWARE PACKAGE CONTENTS

PRODUCT CODE	DESCRIPTION	USE THESE PRODUCT CODES WHEN ORDERING
70E	8010 Xerox ViewPoint	
67E	8010 VP NetCom ²	
68E	8010 VP RemoteCom ²	
69E	8010 VP StandAlone ²	
97E-A*	VP Document Editor	
42L-A	VP Long Document Options	
95E-A	VP Spelling Checker	
96E-A	VP Spreadsheet	
94E-A	VP Local Draft Printing	
23H	VP Standard Fonts	
87G-A	VP Xerox Classic Fonts	
88G-A	VP Xerox Modern Fonts	
89G-A	VP Xerox Printwheel Fonts	
90G-A	VP Terminal Fonts	
92G-A	VP Helvetica Fonts	
91G-A	VP PC Emulation Fonts	
		VP ProPak 80
		(Product Codes 49M-A or 50M-A)
80E-A	VP Data-Driven Graphics (Bar, Pie, Line)	
83E-A	VP File Conversion of 860 Documents	
84E-A	VP File Conversion of 860 Record Files	
85E-A	VP File Conversion of ASCII Documents	
87E-A	VP File Conversion of Lotus 1-2-3 Spreadsheet	
88E-A	VP File Conversion of VisiCalc Spreadsheets	
89E-A	VP File Conversion of WordStar Documents	
86E-A	VP File Conversion of Document Interchange Format	
76E-A	VP Free-Hand Drawing	
93E-A	VP List Manager	
81E-A	VP Equations	
79E-A	VP Data Capture	
99E-A	VP Terminal Emulation of IBM 3270	
02G-A	VP Terminal Emulation of TTY	
03G-A	VP Terminal Emulation of DEC VT100	

* Model designator **A** denotes 8" floppy disk software for the 8010 8" Floppy Disk Drive.

¹ Xerox Software Maintenance is mandatory for all Prepaid Software Licenses

² Only one of these can be used at a time. Changing this software package would require reloading most software on the machine.

8010 WORKSTATION VIEWPOINT SOFTWARE

PRODUCT CODE	DESCRIPTION	PREPAID LICENSE FEE QUANTITY DISCOUNT SCHEDULE				QUARTERLY MAINTENANCE
		1 - 2 UNITS	3 - 5 UNITS	6 - 10 UNITS	11 + UNITS	CHARGE ¹
8010 Workstation — Xerox ViewPoint						
70E	8010 Xerox ViewPoint ^{2,3}	\$ 125.00	\$ 120.00	\$ 115.00	\$ 110.00	\$ 6.25
67E	8010 VP NetCom ³	350.00	330.00	320.00	305.00	18.75
68E	8010 VP RemoteCom ³	350.00	330.00	320.00	305.00	18.75
69E	8010 VP StandAlone ³	100.00	95.00	90.00	85.00	5.00
97E-A*	VP Document Editor	375.00	355.00	345.00	330.00	16.25
80E-A	VP Data-Driven Graphics (Bar, Pie, Line) ⁴	495.00	470.00	455.00	435.00	22.50
76E-A	VP Free-Hand Drawing	395.00	375.00	360.00	345.00	17.50
95E-A	VP Spelling Checker ⁴	195.00	185.00	175.00	170.00	8.75
81E-A	VP Equations ⁴	495.00	470.00	455.00	435.00	22.50
96E-A	VP Spreadsheet	195.00	185.00	175.00	170.00	8.75
93E-A	VP List Manager	295.00	280.00	270.00	255.00	13.75
81K-A	VP Office Accessories	125.00	120.00	115.00	110.00	6.00
42L-A	VP Long Document Options	125.00	120.00	115.00	110.00	6.00
94E-A	VP Local Draft Printing ⁵	125.00	120.00	115.00	110.00	6.25
82E-A	VP Extended Language Option ⁴	995.00	945.00	915.00	875.00	45.00
77E-A	VP Chinese Text Capability ^{4,6}	995.00	945.00	915.00	875.00	45.00
92E-A	VP Japanese Text Capability ^{4,6}	995.00	945.00	915.00	875.00	45.00
83E-A	VP File Conversion of 860 Documents ⁴	50.00	50.00	45.00	45.00	1.25
84E-A	VP File Conversion of 860 Record Files ⁷	50.00	50.00	45.00	45.00	1.25
85E-A	VP File Conversion of ASCII Documents ⁴	50.00	50.00	45.00	45.00	1.25
86E-A	VP File Conversion of Document Interchange Format ⁴	250.00	235.00	230.00	220.00	11.25
87E-A	VP File Conversion of Lotus 1-2-3 Spreadsheets ⁸	50.00	50.00	45.00	45.00	1.25
88E-A	VP File Conversion of VisiCalc Spreadsheets ⁸	50.00	50.00	45.00	45.00	1.25
89E-A	VP File Conversion of WordStar Documents ⁴	50.00	50.00	45.00	45.00	1.25
56N-A	VP File Conversion of IBM DCA Documents ⁴	50.00	50.00	45.00	45.00	1.25
98E-A	VP Object Conversion Utility	N/C	N/C	N/C	N/C	N/C
79E-A	VP Data Capture ⁴	250.00	235.00	230.00	220.00	11.25
99E-A	VP Terminal Emulation of IBM 3270	495.00	470.00	455.00	435.00	22.50
02G-A	VP Terminal Emulation of TTY	250.00	235.00	230.00	220.00	11.25
03G-A	VP Terminal Emulation of DEC VT100	250.00	235.00	230.00	220.00	11.25
01G-A	VP Terminal Emulation of Tektronix 4014	250.00	235.00	230.00	220.00	11.25
78E-A	VP CUSP Buttons	295.00	280.00	270.00	255.00	9.00
88K-A	VP Integrated Financial Management	395.00	375.00	360.00	345.00	12.00
8010 Workstation — Xerox ViewPoint Workstation Screen Fonts						
23H	VP Standard Fonts	N/C	N/C	N/C	N/C	N/C
87G-A	VP Xerox Classic Fonts ^{9,10}	50.00	50.00	45.00	45.00	1.25
88G-A	VP Xerox Modern Fonts ⁹	50.00	50.00	45.00	45.00	1.25
89G-A	VP Printwheel Fonts ⁹	35.00	35.00	35.00	35.00	1.25
90G-A	VP Terminal Fonts ⁹	35.00	35.00	35.00	35.00	1.25
91G-A	VP PC Emulation Fonts ⁹	35.00	35.00	35.00	35.00	1.25
92G-A	VP Helvetica Fonts ⁹	50.00	50.00	45.00	45.00	1.25

* Model designator **A** denotes 8" floppy disk software for the 8000 8" Floppy Disk Drive.

¹ Xerox Software Maintenance is mandatory for all Prepaid Software Licenses.

² Mandatory prerequisite for all VP series software for the 8010 Workstation.

³ Either 8010 VP NetCom (67E), 8010 VP RemoteCom (68E), or 8010 VP StandAlone (69E) is required.

⁴ Requires VP Document Editor (97E-A).

⁵ For use with the Companion P12 CQI (R85) or P32 CQI (R86) local draft printer.

⁶ Requires VP Extended Language Option (82E-A).

⁷ Requires VP List Manager (93E-A).

⁸ Requires VP Spreadsheet (96E-A).

⁹ See 8000 Server software for Print Server font sets available in 300 dots per inch or 200 dots per inch print output.

¹⁰ Provides both Classic and Math Classic workstation screen fonts.

QUANTITY DISCOUNT PRICING

In order to qualify for quantity discount pricing, the following requirements must be met:

HARDWARE:

- Purchase Quantity Discount prices shall be based on the total quantity of 8000 Processors (T22, K91, K92, K93, K94, N75), 6085 Processors (53D) and/or Documenter Systems (DOC10A, DOC10B, etc) ordered at one time and must be accepted by customer for delivery within 90 days following Xerox order acceptance. Please note that any Documenter System counts as two units when figuring the quantity discount level.
- Outright Sale and Option-to-Purchase transactions may be combined on one order to determine the Hardware quantity discount level.
- In addition, Xerox offers quantity discount options on selected interfamily product configurations. Delivery requirements remain as stated above.

SOFTWARE:

- Prepaid License Fee Quantity Discount prices shall be based on the total quantity of 8000 Processors (T22, K91, K92, K93, K94, N75), 6085 Processors (53D) and/or Documenter Systems (DOC10A, DOC10B, etc.) ordered at one time and must be accepted by customer for delivery within 90 days following Xerox order acceptance.
- Outright Sale and Option-to-Purchase transactions may be combined on one order to determine the Software quantity discount level
- Software licensed separately (not with processor) will receive single unit list prices

NETWORK SERVER SOFTWARE

PRODUCT CODE	DESCRIPTION	PREPAID LICENSE FEE QUANTITY DISCOUNT SCHEDULE				QUARTERLY MAINTENANCE CHARGE ¹
		1 - 2 UNITS	3 - 5 UNITS	6 - 10 UNITS	11 + UNITS	
8000 Network Server Software						
H74	Standard Services (Fixed Disk) ²	\$ 1,400.00	\$ 1,330.00	\$ 1,285.00	\$ 1,230.00	\$ 45.00
W74	Standard Services Extended (Fixed Disk)	N/C	N/C	N/C	N/C	N/C
H15	Standard Services (Removable Disk) ³	1,400.00	1,330.00	1,285.00	1,230.00	45.00
W75	Standard Services Extended (Removable Disk)	N/C	N/C	N/C	N/C	N/C
H75	File Service	2,500.00	2,375.00	2,300.00	2,200.00	90.00
T32	Mail Service	850.00	805.00	780.00	745.00	30.00
56E	8000 Boot Service ⁴	995.00	945.00	915.00	875.00	30.00
T33	Internetwork Routing Service	1,050.00	995.00	965.00	920.00	45.00
T35	Asynchronous Communications Protocol	265.00	250.00	240.00	230.00	30.00
T36	850 / 860 Gateway Service	375.00	355.00	345.00	330.00	30.00
T39	3270 BSC Communication Protocol	1,050.00	995.00	965.00	920.00	45.00
Y30	3270 SDLC/SNA Communication Protocol	1,050.00	995.00	965.00	920.00	45.00
F88	Interactive Terminal Service	315.00	295.00	285.00	275.00	30.00
Y33	Remote Batch Service	1,050.00	995.00	965.00	920.00	45.00
Y32	External Mail Gateway ⁴	350.00	330.00	320.00	305.00	30.00
Y29	X.25 Communications Protocol ⁴	350.00	330.00	320.00	305.00	30.00
Y24	Clusternet Communication ⁴	350.00	330.00	320.00	305.00	30.00
98H	Communications Monitoring Service	500.00	475.00	460.00	440.00	30.00
H73	Electronic Printer Print Service ⁵	1,400.00	1,330.00	1,285.00	1,230.00	30.00
54E	8000 Laser CP Print Service ⁴	1,400.00	1,330.00	1,285.00	1,230.00	30.00
55E	8000 Formatting Print Service ⁴	1,400.00	1,330.00	1,285.00	1,230.00	45.00
P84	Facsimile Print Service ⁶	2,000.00	1,900.00	1,840.00	1,760.00	45.00
F04	Xerox Modern Fonts ⁷ (300 DPI)	700.00	665.00	640.00	615.00	30.00
F01	Xerox Classic Fonts (300 DPI)	350.00	330.00	320.00	305.00	30.00
F03	Xerox Math Classic Fonts ^{7,8} (300 DPI)	350.00	330.00	320.00	305.00	30.00
F02	Printwheel Fonts (300 DPI)	350.00	330.00	320.00	305.00	30.00
93G	PC Emulation Fonts ⁴ (300 DPI)	350.00	330.00	320.00	305.00	30.00
57E	Helvetica 300™ Fonts ^{4,7} (300 DPI)	995.00	945.00	915.00	875.00	30.00
M37	Japanese Classic Fonts ^{8,9,10,13} (300 DPI)	1,200.00	1,140.00	1,100.00	1,055.00	45.00
M55	Japanese Modern Fonts ^{9,10,11} (300 DPI)	1,200.00	1,140.00	1,100.00	1,055.00	45.00
92J	Arabic Safiir Fonts (300 DPI)	350.00	330.00	320.00	305.00	30.00
P88	Xerox Modern Fonts ^{4,7} (200 DPI)	525.00	495.00	480.00	460.00	60.00
P86	Xerox Classic Fonts ⁴ (200 DPI)	265.00	250.00	240.00	230.00	30.00
P89	Xerox Math Classic Fonts ^{4,7,12} (200 DPI)	265.00	250.00	240.00	230.00	30.00
P87	Printwheel Fonts ⁴ (200 DPI)	265.00	250.00	240.00	230.00	30.00
94G	PC Emulation Fonts ⁴ (200 DPI)	265.00	250.00	240.00	230.00	30.00
8010 Workstation Software - No longer available for new business orders. Prices are for Option-to-Purchase and maintenance renewals only.						
D84	Standard Workstation	\$ 600.00	\$ 570.00	\$ 550.00	\$ 525.00	\$ 60.00
Y25	Standalone Workstation	100.00	95.00	90.00	85.00	N/C
D87	Advanced Graphics I	750.00	710.00	690.00	660.00	45.00
Y26	Spelling Checker	195.00	185.00	180.00	170.00	30.00
D85	Equations	500.00	475.00	460.00	440.00	30.00
M96	Electronic Spreadsheet	195.00	185.00	175.00	170.00	30.00
D86	Records Processing	750.00	710.00	690.00	660.00	45.00
M34	Extended Language Option	995.00	945.00	915.00	875.00	60.00
M35	Japanese Tableware	995.00	945.00	915.00	875.00	30.00
Y28	Chinese Tableware	995.00	945.00	915.00	875.00	30.00
P83	Data Capture	250.00	235.00	230.00	220.00	N/C
D88	TTY Emulation	250.00	235.00	230.00	220.00	30.00
D89	3270 Emulation	495.00	470.00	455.00	435.00	45.00
K82	VT 100 Emulation	250.00	235.00	230.00	220.00	30.00
Y23	Document Interchange Format	250.00	235.00	230.00	220.00	N/C

- 1 Xerox Software Maintenance is mandatory for all Prepaid Licenses.
- 2 Standard Service Software (Fixed Disk) is mandatory for the 10Mb or 42Mb servers.
- 3 Standard Service Software (Removable Disk) is mandatory for the 80Mb and 300Mb servers.
- 4 Requires either Standard Services Extended (Fixed Disk) (W74) or Standard Services Extended (Removable Disk) (W75).
- 5 Uses 300 dots per inch (300DPI) fonts.
- 6 Uses 200 dots per inch (200DPI) fonts.
- 7 For use on a 29Mb or larger server.
- 8 Requires Xerox Classic Fonts (300DPI) (F01).
- 9 For use on a 42Mb or larger server.
- 10 Installing both Japanese Classic Fonts and Japanese Modern fonts on same server requires an 80Mb or larger server.
- 11 Requires Xerox Modern Fonts (300DPI) (F04).
- 12 Requires Xerox Classic Fonts (200DPI) (P86).
- 13 Requires Xerox Math Classic Fonts (300DPI) (F03) on print server.

SOFTWARE

PRODUCT CODE	DESCRIPTION	PREPAID LICENSE FEE QUANTITY DISCOUNT SCHEDULE				QUARTERLY MAINTENANCE CHARGE ¹
		1 - 2 UNITS	3 - 5 UNITS	6 - 10 UNITS	11 + UNITS	
8010 Xerox Development Environment Software *						
58E*	8010 XDE Desktop	\$ 750.00	\$ 710.00	\$ 690.00	\$ 660.00	\$ 31.25
60E-A**	XDE Mesa Development Tools ²	2,000.00	1,900.00	1,840.00	1,760.00	75.00
43L-A	XDE C Development Tools	1,000.00	950.00	920.00	880.00	37.50
61E-A	XDE Xerox ViewPoint 1.1 Programming Package ^{2,3,4}	250.00	235.00	230.00	220.00	18.75
62E-A	XDE Project Management Services and Tools ^{2,5}	1,000.00	950.00	920.00	880.00	37.50
63E-A	XDE Mesa Utilities and Prototypes ²	400.00	380.00	370.00	350.00	62.50
65G-A	XDE Mesa Course ^{2,6}	150.00	145.00	140.00	135.00	21.25
45L-A	XDE ViewPoint Programming Course ^{2,6}	150.00	145.00	140.00	135.00	21.25
89J-A	XDE Typefounder ^{2,7}	2,000.00	1,900.00	1,840.00	1,760.00	60.00
55J	XDE Extended Support Agreement ⁸	N/C	N/C	N/C	N/C	2,500.00

* Account qualification assistance for XDE software is available via Xerox Office Systems Product Marketing, El Segundo, CA. The XDE products are customer-installable, but on-site installation assistance is optionally available at a flat rate \$2000 per site, plus travel and living expenses. XDE classroom instruction is available for purchase through the Sunnyvale, CA. Training Center. To schedule classroom instruction or on-site installation assistance, contact the XDE Technical Services Coordinator at (408) 737-4418.

** Model designator **A** denotes 8" floppy disk software for the 8" Floppy Disk Drive in the T22 Processor.

- 1 Xerox Software Maintenance is mandatory for all Prepaid Software Licenses.
- 2 Requires 8010 XDE Desktop (58E).
- 3 Requires XDE Mesa Development Tools (60E).
- 4 Requires Xerox ViewPoint (70E).
- 5 Requires 8000 Network Server Software: Standard Services (Product Code H74 or H15).
- 6 The XDE Mesa course and the XDE Viewpoint Programming course are online training modules.
- 7 Requires XDE Xerox Viewpoint Programming Package (61E-A).
- 8 Optional XDE software support charged on a per site basis as defined in the XDE Software License Agreement.

Xerox Network Services 4.0 for the VMS Operating System

PRODUCT CODE	DESCRIPTION	PREPAID LICENSE FEE	QUARTERLY MAINTENANCE CHARGE ¹
PRIMARY LICENSES			
86G	XNS Access Combination Package (8" tape for VAX) ²	\$ 9,995.00	\$ 375.00
04J-A	XNS Access Combination Package (5¼" floppy for MicroVAX)	6,000.00	180.00
04J-B	XNS Access Combination Package (Cartridge Tape for MicroVAX)	6,000.00	180.00
24P-D	Distributed Printing (8" Tape for VAX)	350.00	15.00
24P-B	Distributed Printing (5¼" floppy for MicroVAX)	210.00	15.00
24P-C	Distributed Printing (Cartridge for MicroVAX)	210.00	15.00
SECONDARY LICENSES⁵			
02J	XNS Access Combination Package: Secondary License (VAX) ³	5,000.00	375.00
03J	XNS Access Combination Package: Secondary License (MicroVAX) ⁴	3,000.00	180.00
30P-D	Distributed Printing: Secondary License (VAX) ⁶	175.00	15.00
30P-B	Distributed Printing: Secondary License (MicroVAX) ⁷	105.00	15.00
Y57	Xerox Network Services/DEC VAX (for VMS 3)		\$375.00

Software no longer available for new business orders. Price is for maintenance renewals only.

- 1 Xerox Software Maintenance is mandatory for all Prepaid Licenses.
- 2 Requires either Standard Services Extended (Fixed Disk) (W74) or Standard Services Extended (removable Disk) (W75).
- 3 Requires XNS Access Combination Package (8" Tape for VAX) (86G).
- 4 Requires XNS Access Combination Package (5-1/4" Floppy for MicroVAX or Cartridge Tape for MicroVAX) (04J-A or 04J-B)
- 5 Secondary License requires that the terms and conditions below be met, and it does not include any software or manuals.
 - a) One primary software package (86G or 04J-A or 04J-B) must be licensed at that site when licensing 02J or 03J.
 - b) One primary software package (24P-D or 24P-B or 24P-C) must be licensed at that site when licensing 30P-D or 30P-B.
 - c) Both the DEC hardware designated for the secondary license and the DEC hardware designated for the primary license must be on the same physical network or in the same Clearinghouse domain.
 - d) The secondary licensee's shipping and billing address must be the same as the primary licensee's shipping and billing address.
- 6 Requires Distributed Printing (24P-D).
- 7 Requires Distributed Printing (24P-B or 24P-C).

EQUIPMENT SPECIFICATIONS

Dimensions / Electrical / Operating Environment Requirements:
Please consult the applicable product brochure.

TECHNICAL SERVICE SPACE REQUIREMENTS

8000 Network Systems Processors and Servers require the following technical service space requirements: Height - 8', Width - 8' depth - 9'
8010 Information Systems require the following Technical Service Area: Height - 8', Width - 7', Depth - 9'

ETHERNET COMPONENTS

Each System Processor connected to the network requires a transceiver and a drop cable. Network cable, drop cable, connectors, terminators and transceivers are available for outright purchase only. They are not available for XEEP, Equity Lease, and Rental Plans. Pricing for these items is shown on the Ethernet Facilities Hardware Price List.

CUSTOMER TRAINING POLICY AND RATES

Fee training courses are available through Xerox Customer Education. Prices are set forth in the Customer Education catalog. Please see the Customer Support section of the Product Marketing Manual for a list of additional fee classes or call toll-free 1-800-445-5554 for a free catalog and registration information. All training will be conducted in accordance with Xerox policy in effect at the time of training.

CONFIGURATION GUIDE

Please refer to the Xerox Network Services Configuration Guide for details on configuring workstations, servers, and networks.

DURATION OF LIMITED EQUIPMENT AND UPGRADE WARRANTY

The duration of the Limited Warranty applicable to Equipment and Equipment Upgrades is ninety (90) days.

SEPARATE AGREEMENT

The Xerox Equipment Purchase Agreement is a separate Agreement from any Software License Agreement pertaining to any applications software to be used in connection with the Equipment. A breach by Xerox of either the Equipment Purchase Agreement or the Xerox Software License Agreement, including, but not limited to, a breach of the warranty applicable to the Equipment or applications software, shall not constitute a breach of any other agreement between the parties.

EQUIPMENT DEFINITION

The 8000 Network Systems and 8010 Information Systems and the component equipment listed herein are Newly Manufactured. Newly Manufactured refers to newly assembled Equipment which may contain used components which have been reprocessed to assure machine compliance with product performance and reliability specifications.

EQUIPMENT TRADE-IN

For trade-in Terms and Conditions refer to the "Information Processing/Network Systems Equipment Trade-in Terms and Conditions" Form 61435.

ASSURED PERIOD OF FULL SERVICE MAINTENANCE (FSM) AVAILABILITY, AND GEOGRAPHIC SCOPE

The period of Assured FSM Availability shall be the number of years Xerox will provide FSM coverage for the Equipment, subject to Customer's acceptance to Xerox' FSM prices, terms and conditions, as modified from time to time by Xerox in accordance with the Xerox Equipment Full Service Maintenance Agreement. The services covered by FSM are available only at locations within the United States and its possessions where repair service for the Equipment is available to Customers having the Equipment installed under an Equipment Services Agreement.

Upon Expiration of the FSM period of Assured Availability, Xerox, at its sole discretion, may extend the availability of FSM for successive one year periods at the prices, terms, and conditions then in effect for the Annual FSM service. Xerox does not represent, however, that it will be able to maintain the Equipment in good working order, and the machine replacement provision does not apply to service beyond the Period of Assured Availability.

- A. NEW PURCHASE INSTALLATIONS - If the equipment is a new sale installation, FSM shall commence on the expiration of the Xerox Equipment purchase warranty ("Warranty Expiration Date") and shall be available for a five (5) year Period of Assured FSM Availability.
- B. PAST PURCHASE INSTALLATIONS - If the Equipment has been previously purchased and has not been subject to a Xerox FSM Agreement continually from the Xerox Warranty Expiration Date, FSM shall commence the first day of the month following Xerox' execution hereof and after inspection of the Equipment by Xerox, and its determination that the Equipment meets Xerox' standards for FSM coverage. If Xerox determines after inspection that such Equipment does not meet its FSM coverage standards, any necessary repair will be done to bring it to such standards. The inspection and any necessary repair will be performed on a Time and Materials basis at Customer expense. The Period of Assured FSM Availability shall commence upon Xerox acceptance of this Agreement and shall continue for (i) three (3) years following acceptance by Xerox or (ii) five (5) years commencing with the Warranty Expiration Date, whichever is longer.

FSM TERMINATION CHARGES / LIQUIDATED DAMAGES TABLE

- A. Customer shall pay monthly use charges for thirty (30) days from the effective date of notice of termination or cancellation in addition to charges as stated in paragraph B. Charges shall remain the same for the remainder of the initial or renewal term in progress; charges for the period following the expiration date of initial or renewal term shall be at the prices, terms and conditions which would govern the renewal term.

Monthly Use Charge / Liquidated Damages Factor

B. Effective Date of Termination is within:	ANNUAL		3-YEAR	
	Initial	Renewal	Initial	Renewal
1st-6th month-----	3X	3X	7X	5X
7th-12th month-----	2X*	2X*	6X	4X
13th-18th month-----	n/a	n/a	5X	4X
19th-24th month-----	n/a	n/a	4X	3X
25th-30th month-----	n/a	n/a	3X	3X
31st-36th month-----	n/a	n/a	2X*	2X*

EXAMPLE: 3X MEANS 3 TIMES THE MONTHLY CHARGE.

*Or 1 month charge, including fractions thereof, if termination occurs in the last month of the contract term.

TIME AND MATERIALS SERVICE

Hourly Rates (8 a.m. to 5 p.m. weekdays) include a minimum charge of \$85.00 for one hour. Each additional 1 /10 hour or fraction thereof after one or more full hours, per Service Representative, shall be billed at \$8.50.

"After Hours" Rates (Monday through Friday, 5 p.m. to 8 a.m. and all hours of Saturday, Sunday and holidays) shall include a minimum charge of \$106.30 for one hour. Each additional 1 /10 hour or fraction thereof after one or more full hours, per Service Representative, shall be billed at \$10.63

BILLING FREQUENCY

Full Service Maintenance - Charges are invoiced quarterly in advance.

Software Maintenance - Charges are invoiced quarterly in advance.

