

## HOW TO USE - COMPUTER PRICE WATCH

Computer Information Resources **is** in the business of publishing COMPUTER PRICE WATCH and does NOT in any way represent a guarantee any of the prices listed. The listings are for typical pieces of equipment and do not represent specific machines for sale or lease.

Pages one through 8 - are divided into two sections — Vendor List and 3rd Party.

### Vendor List (Headings with explanation)

Mtg - Manufacturer  
AMD-Amdahl  
IBM-International Business Machines  
HDS - Hitachi Data Systems  
STK - StorageTek

Machine	This numeric designation used by the manufacturer and will usually include a model number. Any numbers enclosed in parenthesis designate a feature code which more precisely describes the equipment.
Description	This generally specifies memory size (mb) and the number of channels (ch) for CPU's and capacities for non CPU's. An attempt is made to show the common configurations since space limits the machines that can be listed. However, if you should need a configuration that is not listed you can simply add or subtract memory, channels, or features and use the same percentage as the listed machine to obtain end user prices for your desired configuration. It should be noted that larger memory machines are usually more expensive and should be increased (generally by one or two percentage points) . Feel free to call us if you need assistance in this or any other area.
Rel. Perf.	<b>Relative Performance</b> is used to assist subscribers in comparing the power of the various CPU's listed. These relative performance numbers are obtained from the manufacturers or their product announcements. 1 = 1-MIPS (Million Instructions Per Second) (Approximately)
Purchase	This is the manufacturer's published selling price (list). However, machines are often discounted through Volume Purchase Agreements or outright negotiations.
Min. Maint.	This is the manufacturer's monthly charge for providing minimum maintenance which covers 24 hours per day 7 days per week unless otherwise stated.
1st ship	This lists the quarter and year the manufacturer began volume shipments.

### 3rd Party (Headings with explanation)

Lease Rate	This is a typical rate charged for the number of months shown under the "Term" & Term column. This rate does not include maintenance, insurance or taxes. The term shown is for what we believe to be the most common being used. As equipment ages and becomes lower in price the term will usually become shorter.
Sell To End User	This is the typical price an end user might expect to pay when buying the listed equipment from a broker or dealer.
Buy From End User	This is the typical price an end user could expect to receive when selling the equipment listed to a broker or dealer.

### Several factors that often effect the price of equipment are discussed below.

Quantity	Generally the larger the quantity the lower the price. Great financial loss can be associated with large quantities and the price usually reflects that potential loss.
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### Availability Listed prices assume 30 day availability and variations may effect the price.

Spec Buying	When a dealer takes equipment into inventory without a prospective buyer he expects to pay a price less than the current market. Supply, demand and quantity dictate whether end users might be forced to sell at a price less than current market.
Expenses	Delivery and installation expenses are sometimes paid by the Seller/Lessor but most often by the Buyer/Lessee. Refurbishment of used equipment is usually included in the end user sale/lease price. Deviations from these practices might alter the applicable prices.