

T H E A S T

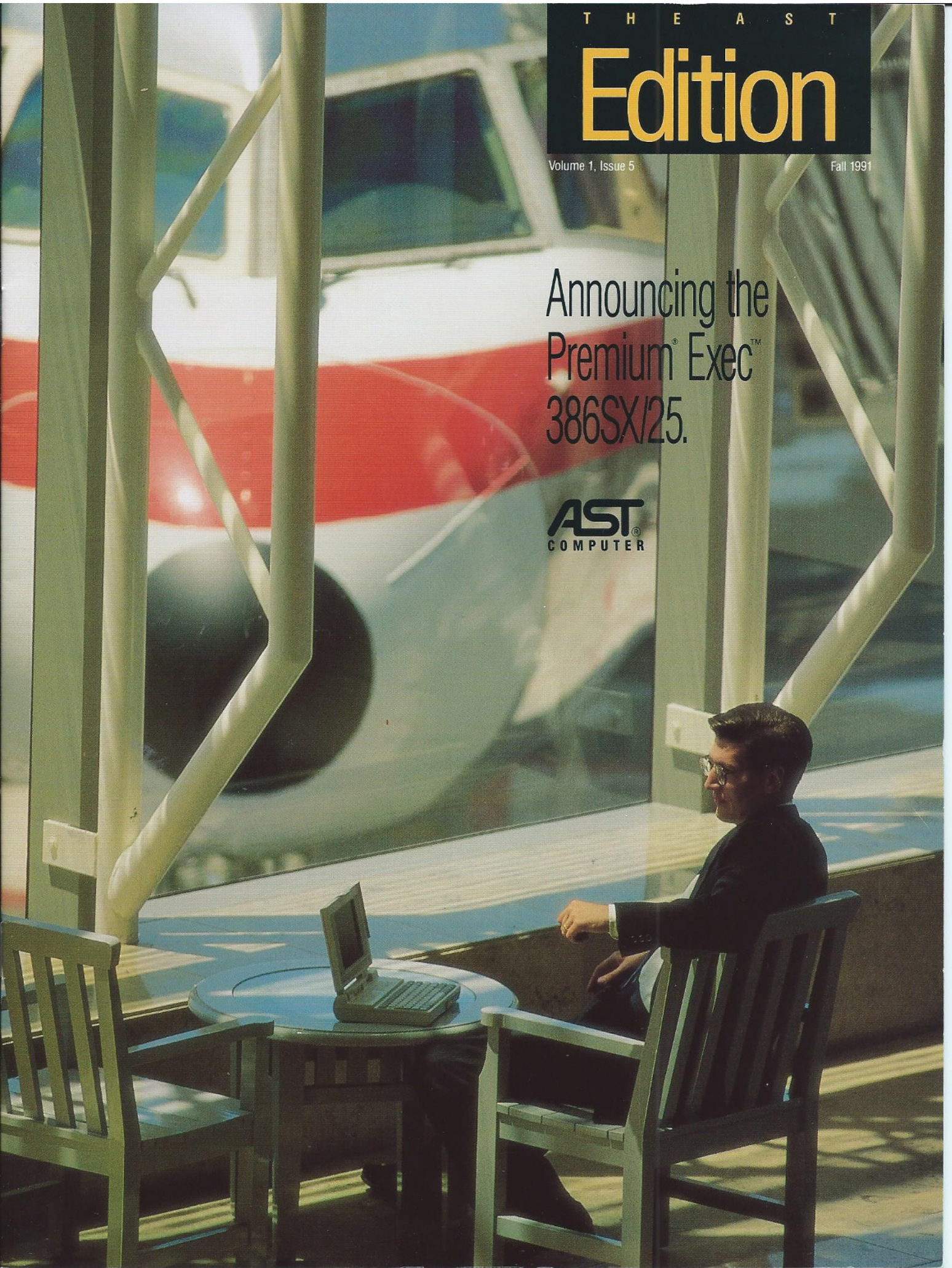
# Edition

Volume 1, Issue 5

Fall 1991

Announcing the  
Premium<sup>®</sup> Exec<sup>™</sup>  
386SX/25.

**AST**  
COMPUTER

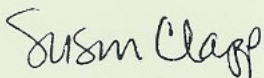


# Greetings.

As our cover declares, AST is announcing a new Premium Exec notebook computer — the 386SX/25. You'll find the complete story on page 4 of this issue. This new system follows in the tradition of our highly successful Premium Exec 386SX/20, which has captured 18% of the U.S. SX-based notebook market after just six months of production. In fact, for the quarter ending June 30, 1991, AST captured the number two rank in U.S. sales of 386SX notebooks.

One final note — you may have noticed a difference in this month's issue. We've renamed our quarterly publication "The AST Edition." We hope that our new title meets with favorable response.

Sincerely,



Susan Clapp

Director, Major Accounts Program

## AST In The News And Making News.

The AST name has been appearing in publications across the nation recently. Product reviews, financial success, and even meetings with the President have received coverage. Here's a look at the top stories.

### **President Bush Receives One Millionth AST Computer.**

At a recent Southern California event, AST co-founders Safi Qureshey and Tom Yuen were on hand to present President George Bush with AST's one millionth personal computer, a Premium Exec notebook. AST's leaders met with the President as part of a select delegation of Orange County Asian Americans.

Tom Yuen, co-chairman and chief operating officer of AST, commented, "In the fastest product ramp-up in our history, we've shipped 20,000 Premium Exec notebook computers within 80 days of the product's introduction. As our millionth computer shipped, this notebook computer holds a special significance for AST. We're extremely pleased with its excellent reception in the marketplace, and it is an honor to offer this outstanding product to the President of the United States."

### **AST Achieves Record-Breaking Success in Fiscal 1991.**

One measure of a company's success is its financial standings. In fiscal 1991, AST continued to reach new heights, experiencing a record-breaking year with sales totaling \$688.5 million. This fiscal 1991 sales figure represents a 29% increase over the prior fiscal year. It was also a record fourth quarter for AST, with revenues of \$211 million.

AST extends our sincere gratitude to those who are greatly responsible for our success: our customers.

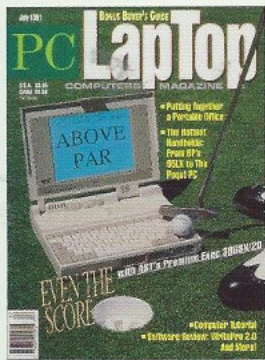
### **PC Laptop Magazine Praises AST's Premium Exec.**

AST's Premium Exec graced the cover of the July 1991 edition of *PC Laptop*. AST was heavily featured inside as well.

The magazine included an in-depth interview with Genelle Trader, AST's Director of Portable Systems. And in the introduction to the magazine, AST was also men-



tioned. Writing about the computer industry, *PC Laptop's* editor noted, "AST... appears to make satisfying their customers' desires a number-one priority!"



The issue featured a long review of our Premium Exec 386SX/20 computer. How did AST fare in this rigorous review? Here are a few outtakes from the article.

"The Premium Exec's VGA LCD display... is clear and bright. In short, the

Premium Exec offers a display of premium quality!"

"The AST seemed to run forever on battery power... loaded with options which give you the ability to save even more power!"

"The hard drive is an outstanding performer... the Exec's hard disk is exceptionally fast, with enough speed for almost any application."

"The eight-megabyte capacity is yet another feature which sets this notebook apart from its competition."

"AST supplies excellent documentation."

"Portability, power, price, potential. There isn't much more you could ask for from a computer."

### Big News For Customers: AST Ships MS-DOS® 5.0.

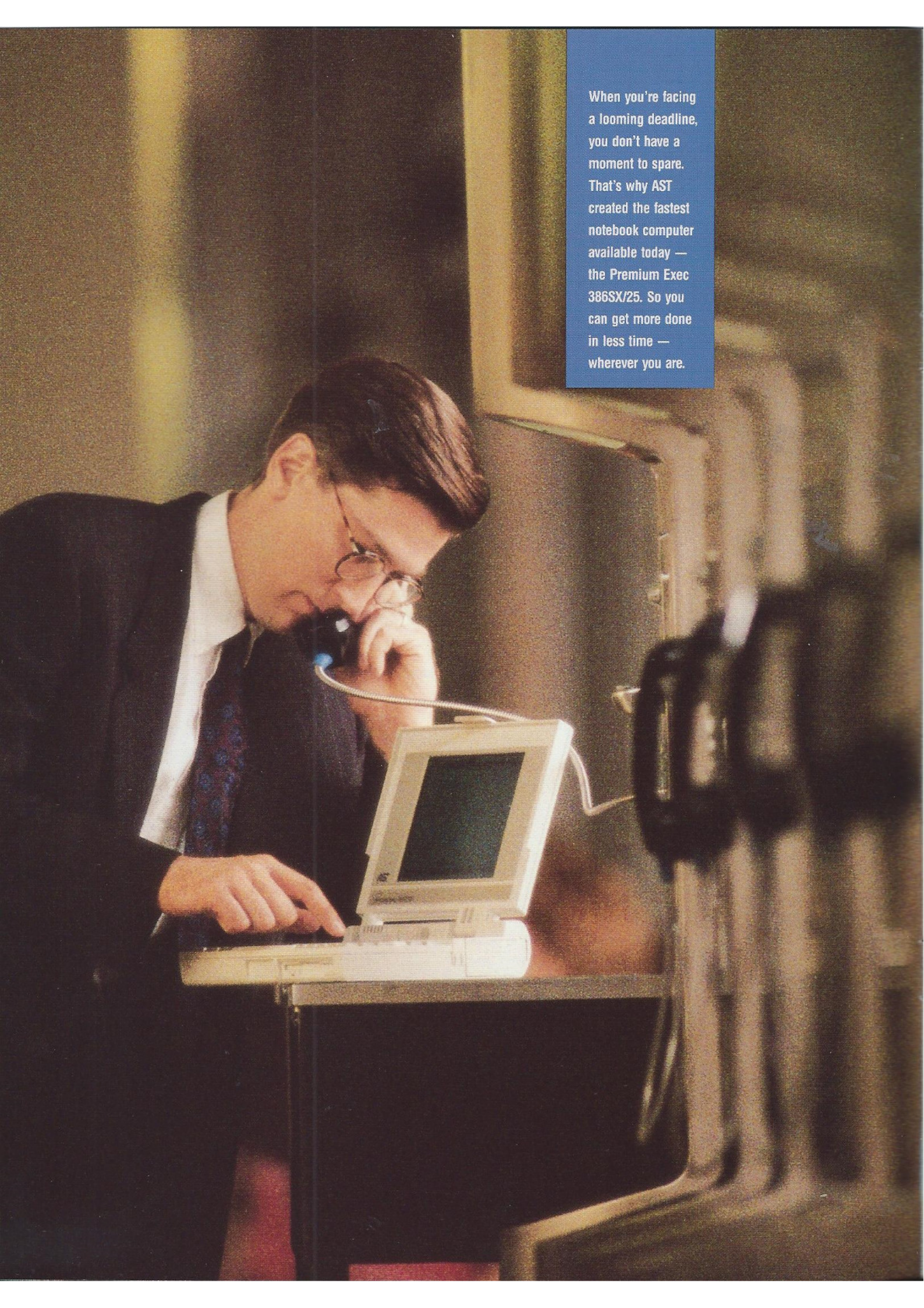
In October 1991, AST began shipping MS-DOS Version 5.0 option and upgrade kits for all AST computers. For anyone requiring more memory to run network drivers, TSR's and Windows,™ MS-DOS 5.0 from AST offers new and exciting enhancements.

There are two options available:

*Option Kit:* The Option Kit is an enhanced AST version of Microsoft MS-DOS 5.0. It will be available through AST resellers only.

*Upgrade Kit:* The Upgrade Kit is physically identical to the Option Kit, but discounted for AST customers who are upgrading an AST system from any earlier version of DOS. This upgrade kit is only available directly from AST. Proof of purchase of an AST system and a prior version of DOS is required.

For more information or an order form, customers can contact AST Spare Parts at (800) 759-4278; dial into AST Info-FAX at (714) 727-4773 and order document #51001; or download the file "GETDOS5.ZIP" from the AST On-Line Bulletin Board at (714) 727-4723.

A man in a dark suit, white shirt, and patterned tie is shown in profile, looking down at a laptop computer. He is wearing glasses and holding a mobile phone to his ear with his left hand. The laptop is open and sits on a metal table. The background is a blurred public space, possibly a train or subway car, with other people visible in the distance. The lighting is warm and somewhat dim, suggesting an indoor or evening setting.

When you're facing  
a looming deadline,  
you don't have a  
moment to spare.  
That's why AST  
created the fastest  
notebook computer  
available today —  
the Premium Exec  
386SX/25. So you  
can get more done  
in less time —  
wherever you are.

# Introducing The World's First 25 MHz Notebook Computer.

Once again, AST introduces new technology to the marketplace faster than anyone else. This time, we're both the first and the fastest.

Announcing the Premium Exec 386SX/25. The very first notebook on the market with 25 MHz of speed — faster than any other 386SX notebook.

With 25 MHz processing, you will enjoy an extra 25% of processing horsepower. The Premium Exec 386SX/25 flies past 16 and 20 MHz systems, and even outperforms the cached 20 MHz Compaq LTE 386s. This speed makes it perfect for Windows™ 3.0, spreadsheet recalculations, database queries and demanding vertical-specific applications.

These applications also call for more memory and storage, and AST provides it. The Premium Exec 386SX/25 comes with up to an 80 MB hard drive and 4 MB of high-performance RAM standard (expandable up to 8 MB).

Of course, the same features that made the Premium Exec such a success have been included in the new system as well. The bright, clear LCD screen uses 32 shades of gray for text and graphics that are easy to read. The full-sized keyboard gives you plenty of room to work. And the Premium Exec's lightweight, NiCad battery still provides over three hours of continuous power to the system.

## Premium Exec 386SX/25 Features

- 386SX Processing Power
- 25 MHz Speed
- Up to 80 MB Hard Drive
- 4 MB of RAM standard
- Battery provides over 3 hours of power
- Weighs just 7 pounds
- Outstanding service and support
- Wide array of options
- Excellent value



Plus, AST options can enhance the productivity of your Premium Exec 386SX/25. From FAX modems to battery chargers, accessory case to memory upgrades, we offer a wide variety of lightweight, portable additions.

## Premium Exec 386SX/20 Overpowers The Competitor.

It's official — the Premium Exec 386SX/20 is a winner. After just six months of production, this AST notebook computer has captured 18% of the U.S. SX-based notebook market, according to Storeboard, Inc. This ranks AST ahead of many well-known portable computer manufacturers, including NEC® and Zenith®.

With our newest notebook, the Premium Exec 386SX/25, we hope to increase that number even further. AST is aiming to become the leader in the notebook computing market. To meet this goal, we are striving to introduce leading-edge notebook technology with built-in quality — and competitive pricing.

# AST Computers: A System For Every Need.

As an AST computer user, you may have a Bravo or Premium on your desk, or a Premium Exec in your briefcase. But did you know that AST manufactures a wide variety of computers? We've designed a solution for every need — desktop or portable, with a wide array of features and processing powers. Here's a quick review.

## Premium Exec Notebook Computers.

AST's newest line of computers gives you the productivity of your office PC in a lightweight, portable package weighing only 7 pounds and measuring just 11.4" x 9" x 2.25"

Yet we've included all the functionality of your desktop PC: a high-quality VGA screen, high performance, and quality you can depend on. In fact, the Premium Exec is powerful enough to use as your primary office PC, with ports to connect to your desktop monitor, keyboard and mouse.

AST offers two notebook computers: the Premium Exec 386SX/25 and 386SX/20. Both feature a powerful 386SX processor, paired with either 25 or 20 MHz of speed. Both have the power and memory to run Windows™ 3.0, spreadsheets and custom software. The 386SX/20 comes with 2 MB or 4 MB of RAM standard, the 386SX/25 includes 4 MB of RAM, and both are expandable to 8 MB. With its full-sized 82-key keyboard and battery pack delivering over three hours of power, the Premium Exec makes on-the-road computing a pleasure. AST also offers a range of portable options to enhance your productivity.

## Bravo Systems.

You'd have a difficult time finding a line of personal computers with a better balance of value, reliability and performance than AST Bravo systems. For quality without a high price, just say Bravo.

The Bravo 486/25 gives you a great deal of computing power for intensive multi-application environments — without the sky-high cost of most 486-based computers. And with 25 MHz of speed, the Bravo 486/25 is nearly two times faster than a 33 MHz, 386 system.

And if you thought you couldn't afford 386-based technology, the AST Bravo 386SX/20 is your value-priced ticket into the world of 32-bit computing. With its 386SX processor, it can easily handle new sophisticated software programs for word processing, spreadsheets, presentation graphics, database management and popular multitasking operating systems such as Windows 3.0.

## Premium II Desktop Series.

The Premium II line was designed to give you insurance against obsolescence. With AST's Cupid-32™ technology, each Premium II system can be easily upgraded to higher processing power with a simple swap of the motherboard. Plus, these systems offer powerful 32-bit processing, a small-footprint chassis, and an array of extra features.

For high-level processing, AST offers two 486-based computers. The Premium II 486/33 gives you unequalled power and leading-edge performance. It's AST's premiere choice for single-user, high-end workstation use. For high performance and lower cost, AST offers the Premium II 486SX/20. With its i486SX microprocessor, it's the right decision for users looking for an entry to 486-based computing with the option to upgrade in the future.

Three systems in the Premium II line call upon 386-based processing. AST offers the Premium II 386/33, 386/25 and 386SX/20. Each one provides complete 32-bit compatibility, so you can run thousands of applications that call for 386-based power. And of course, each one is easily upgradable with Cupid-32 technology.

## Premium Desktop System.

For excellence in desktop performance, the Premium 486/33E is unsurpassed. It combines the power of the Intel® i486/33 microprocessor with Extended Industry Standard Architecture (EISA). EISA gives you the advanced I/O capabilities of the 32-bit bus to keep pace with the processing speed. Yet the Premium 486/33E still remains compatible with industry-standard 8- and 16-bit boards.

FAMILY	PREMIUM® EXEC SERIES	
System	Premium Exec 386SX/25	Premium Exec 386SX/20
Dimensions (H x D x W)	2.25" x 9" x 11.4" 7 lbs.	2.25" x 9" x 11.4" 7 lbs.
Processor/Speed	386SX 25 MHz	386SX 20 MHz
Cache Memory	None	None
Bus	ISA/Proprietary	ISA/Proprietary
Standard Memory	4 MB	2 MB
Expandable To	8 MB	8 MB
Floppy Disk Drive (Model)	35" 1.44 MB (All)	35" 1.44 MB (All)
Hard Disk Drive (Model)	80 MB (83V/4)	40 MB (83V/4)
Hard Disk Controller	IDE	IDE
Video	VGA CCFT "Paper White" Display 32 Gray Shades	VGA CCFT "Paper White" Display 32 Gray Shades
Expansion Slots	1*	1*
Software	MS-DOS® AST Utilities	MS-DOS® AST Utilities
Power Supply	Nicad Battery Pack 24W/4.8 VAC AC Adapter 18W/115 or 230 VAC	Nicad Battery Pack 24W/4.8 VAC AC Adapter 18W/115 or 230 VAC

1. For modem. 2. CPU and video adapter each require 1 slot.

	BRAVO SERIES		CUPID-32™ PREMIUM II DESKTOP SERIES					CUPID-32 PREMIUM DESKTOP SYSTEM	CUPID-32 PREMIUM SERVERS	
	Bravo 486/25	Bravo 386SX/20	Premium II 486/33	Premium II 486SX/20	Premium II 386/33	Premium II 386/25	Premium II 386SX/20	Premium 486/33E	Premium 486/33TE	Premium 386/33TE
17" x 9" x 11.4" 7 lbs.	6.25" x 16.5" x 15.25"	6.25" x 16.5" x 15.25"	6.25" x 16.5" x 15.25"	6.25" x 16.5" x 15.25"	6.25" x 16.5" x 15.25"	6.25" x 16.5" x 15.25"	6.25" x 16.5" x 15.25"	6.25" x 16.5" x 19.25"	24.25" x 17.9" x 14"	24.25" x 17.9" x 14"
386SX 33 MHz	i486 25 MHz	386SX 20 MHz	i486 33 MHz	486SX 20 MHz	386 33 MHz	386 25 MHz	386SX 20 MHz	i486 33 MHz	i486 33 MHz	386 33 MHz
None	8 KB	None	8 KB	8 KB	16 KB	16 KB	16 KB	8 KB	8 KB	64 KB
Proprietary	ISA	ISA	ISA	ISA	ISA	ISA	ISA	EISA	EISA	EISA
2 MB	2 MB	2 MB	4 MB	4 MB	4 MB	2 MB	2 MB	4 MB	8 MB	8 MB
8 MB	16 MB	16 MB	80 MB	80 MB	80 MB	80 MB	16 MB	80 MB	80 MB	80 MB
3.5" 1.44 MB (All)	3.5" 1.44 MB (3V, 83V, 203V)	3.5" 1.44 MB (3V, 43V)	3.5" 1.44 MB (All)	3.5" 1.44 MB (All)	3.5" 1.44 MB (All)	3.5" 1.44 MB (All)	3.5" 1.44 MB (All)	5.25" 1.2 MB (All)	5.25" 1.2 MB (All)	5.25" 1.2 MB (All)
80 MB (83V) 210 MB (83V)	80 MB (83V) 210 MB (213V)	40 MB (43V)	80 MB (83V) 210 MB (213V)	80 MB (83V) 210 MB (213V)	80 MB (83V) 210 MB (213V)	80 MB (83V) 210 MB (213V)	80 MB (83V) 210 MB (213V)	210 MB (215V) 330 MB (335V)	330 MB (335) 660 MB (665) 1 GB (1095)	330 MB (335) 660 MB (665)
IDE	IDE	IDE	IDE	IDE	IDE	IDE	IDE	IDE (215V) EISA SCSI (335V)	EISA SCSI (upgradable to 16 MB of cache)	EISA SCSI (upgradable to 16 MB of cache)
EGA COBT Super White™ Display Gray Shades	Integrated Super VGA	Integrated Super VGA	Integrated Super VGA	Integrated Super VGA	Integrated Super VGA	Integrated Super VGA	Integrated Super VGA	Standard Super VGA Adapter	Optional Super VGA Adapter	Optional Super VGA Adapter
1"	5	5	6 <sup>3</sup>	6 <sup>2</sup>	6 <sup>3</sup>	6 <sup>3</sup>	6 <sup>3</sup>	7 <sup>2</sup>	10 <sup>2</sup>	10 <sup>2</sup>
MS-DOS, AST Utilities	MS-DOS, Diagnostics, AST Utilities	MS-DOS, Diagnostics, AST Utilities	Diagnostics, AST Utilities	Diagnostics, AST Utilities	Diagnostics, AST Utilities	Diagnostics, AST Utilities	Diagnostics, AST Utilities	EISA Configuration Utility, Diagnostics, AST Utilities	EISA Configuration Utility, Diagnostics, AST Utilities	EISA Configuration Utility, Diagnostics, AST Utilities
Battery Pac 100W/115 or 230 VAC AC Adapter 100W/115 or 230 VAC	145W/115 or 230 VAC	145W/115 or 230 VAC	145W/115 or 230 VAC	145W/115 or 230 VAC	145W/115 or 230 VAC	145W/115 or 230 VAC	145W/115 or 230 VAC	220W/115 or 230 VAC	300W/115 or 230 VAC	300W/115 or 230 VAC

Require one slot. 3. CPU requires one slot.

With its high performance and maximum storage, the Premium 486/33E is designed for a broad range of UNIX®, XENIX®, OS/2® and MS-DOS® applications including multitasking CAD/CAM, database, document imaging and desktop publishing.

### Premium Servers Series.

AST has created the Premium Servers line with the extremely high compatibility and reliability you need in a LAN file-server, UNIX/XENIX host server or client-server environment.

There are two systems in the Premium Servers line: the Premium 486/33TE and the Premium 386/33TE. Both give you the benefits you need most from a multi-

user and networking server: high capacity, data storage, expandability and performance.

Both systems offer high performance, relying on either a 486 or 386 processor paired with 33 MHz of speed. And AST Servers use EISA (Extended Industry Standard Architecture). If you wish to upgrade to faster processing, AST's Cupid-32 technology lets you upgrade with a single board replacement. Combined with 8 MB of RAM, expandable to 80 MB system total, this system is even more powerful. Plus, Premium Servers come standard with hard drives from 330 MB all the way up to 1 Gigabyte. So you can actually put 2.0 Gigabytes of hard drive storage internally — a feat few other servers can match.

# Making Order Out Of Chaos — NASA Turns To AST.

There's a certain curiosity associated with the unknown and unexplainable. Most people are fascinated by irregular events that are neither expected, nor fully understood — like an alleged UFO sighting, a missing plane over the Bermuda Triangle, a sudden change in the weather or an instant stock market crash.

While some people are mildly curious, others are more seriously concerned. Some of the world's greatest thinkers — such as Plato, Newton and Einstein — have devoted their lives to making sense of the dynamic and interrelated forces that create our earthly environment. Even today, scientists and researchers are taking steps to understand our world and minimize the risks of living in uncertainty.

## Unlocking the Mysteries Of The Universe.

The presence of Mother Nature is one such force that leaves people shaking their heads. Irregular weather patterns, natural disasters and other mysteries of the universe have been the subject of many recent studies, all attempting to bring order to our chaotic physical world.

In the past, any research that lended irregular results was considered unreliable and thrown out. Now, using a computer modeling technique called fractal imaging, NASA scientists are realizing that the chaos of nature can be understood.

## NASA's Weather-Imaging System.

National Aeronautics and Space Administration's Marshall Space Center is using the concept of fractal imaging in its weather-imaging system. Termed "the geometry of chaos," fractal imaging uses high-powered mathematical models and formulas to create simulated tidal waves, sandstorms and tornadoes. In essence, this weather-imaging system allows NASA to monitor atmospheric conditions for space travel and provides the news media with satellite cloud photos.

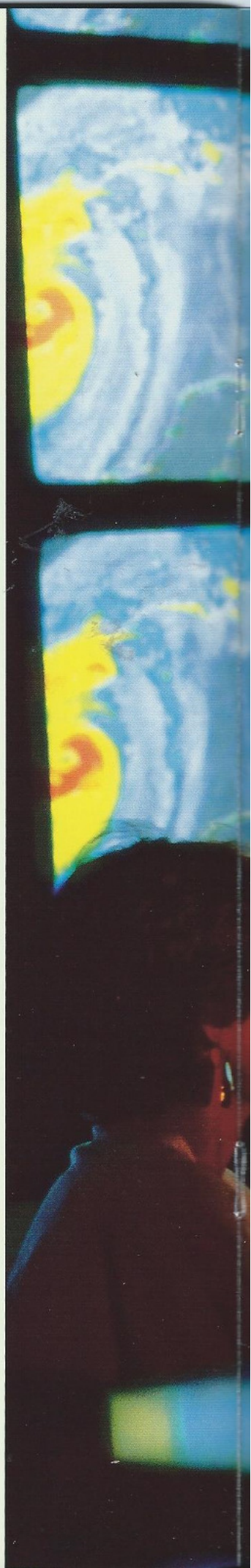
## How AST is Improving NASA's Efficiency.

When NASA looked for a computer that would improve the performance of its weather-imaging system, it turned to one of the first vendors to offer an i486-based system: AST.

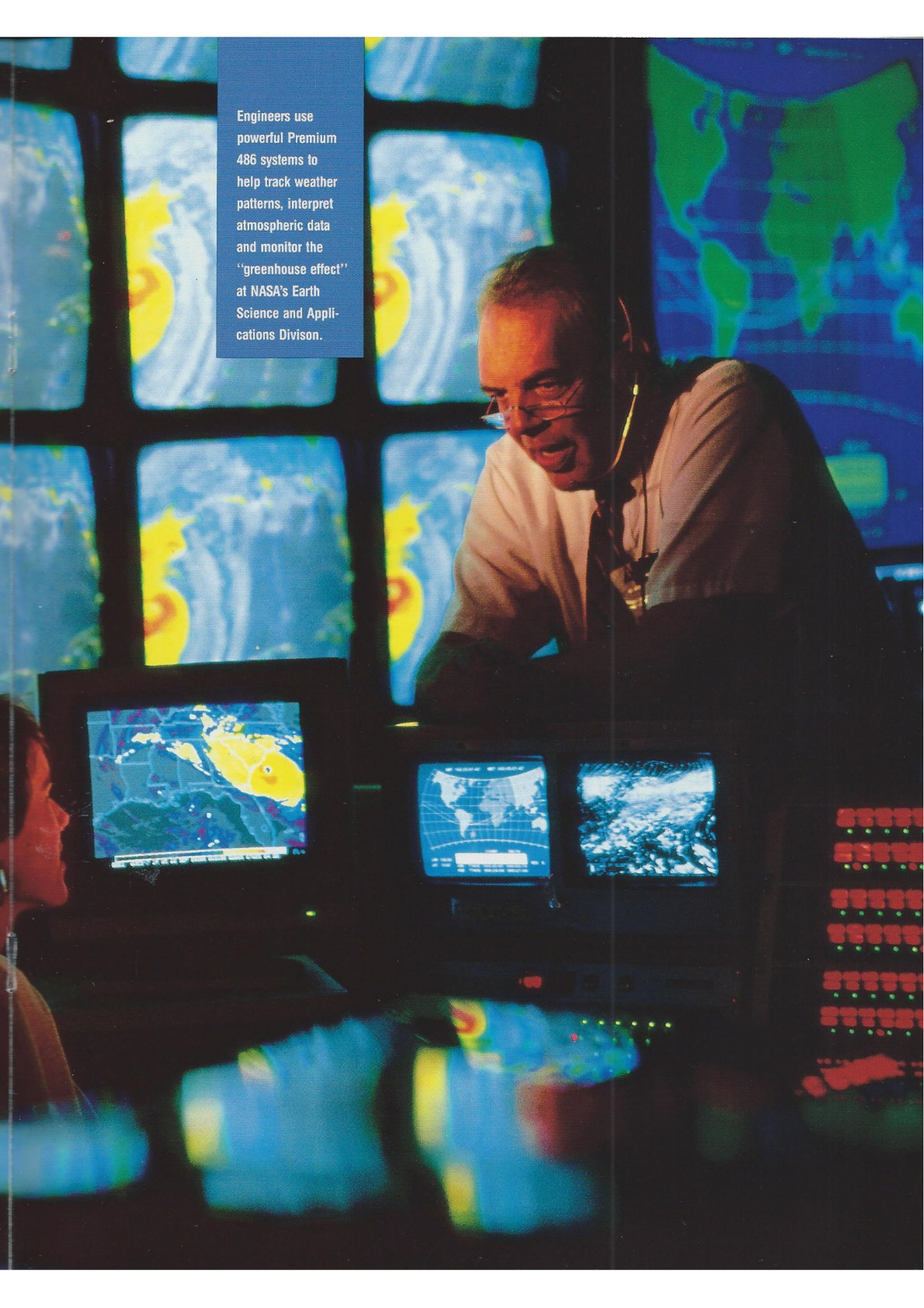
"At NASA we receive 13 satellite weather images every 30 minutes," said Dr. Briscoe Stephens, technical and management information systems manager of NASA's Earth Science and Applications Division. "So we've been looking forward to the increased speed of the AST Premium 486/25 to support our high-resolution needs."

NASA's weather-imaging system is using AST Premium 486/25 computers to interpret atmospheric data sent via satellite to determine suitable conditions for launching sophisticated space shuttles and other space-bound crafts. This system also monitors the "greenhouse effect" — a global warming trend caused by the earth's thinning ozone layer.

No doubt the unknown and uncontrollable will always be a part of human existence. But with the help of AST computers, scientists, like the ones at NASA, are making significant progress in understanding the forces of our dynamic, seemingly chaotic world.



Engineers use powerful Premium 486 systems to help track weather patterns, interpret atmospheric data and monitor the "greenhouse effect" at NASA's Earth Science and Applications Division.



# AST Delivers Extra Support For Advanced Operating Systems.

In today's environment, PCs and their users are becoming increasingly sophisticated. And as a result, they are demanding more assistance, and a higher level of knowledge from their service and support sources. For example, users are now demanding a high degree of advanced operating system (AOS) knowledge from their support sources.

AST has made it a priority to offer excellent AOS support through all channels: direct to customers, through Authorized Systems Resellers, and through third-party maintenance companies.

## **AST Forges Agreements With Software Industry Leaders.**

AST has forged new agreements with software industry giants Microsoft® Novell® and SCO®. These agreements add up to enhanced technical support for end-users.

Network operating system leader Novell, Inc., maker of NetWare®, has enrolled AST in its Strategic Engineering Services program, known as IMSP Level II. Novell will transfer a design engineer from their development lab to be assigned as a full-time liaison with AST. We have hired a Platinum-certified NetWare engineer (CNE) in AST software engineering, as well as having dedicated CNEs in the technical support organization. This means that customers will enjoy extra engineering support directly from AST and Novell.

Also, AST has been selected by Microsoft as a "preferred platform" for MS-LANMAN 2.0. Several AST Systems Engineers have completed MS University training in LANMAN installation and administration, offering end-users a high level of knowledge and help on LANMAN 2.0.

And finally, AST has joined SCO as a Strategic Partner. In a recent survey of corporate users, SCO discovered that AST was often the system of choice. AST scored third, behind Compaq and IBM, as the preferred SCO UNIX host. As a result, AST was asked to become a strategic partner with SCO. This results in enhanced marketing and technical support for AST products by SCO.

## **Another Avenue for AOS Support: Advanced System Support Centers.**

As another avenue for AOS support, AST is currently developing an Advanced System Support Center (ASSC) Program.

Training will be provided to our resellers to insure they are highly skilled in providing support in both hardware and advanced operating systems such as Novell NetWare, SCO UNIX® and OS/2.™



AST is ensuring the success of this program through rigorous requirements for these special ASSC dealers. For example, each technician must maintain current certification on one or more of the following operating systems: Novell NetWare (minimum required training is completion of Novell's "NetWare Service and Support" course), 3COM for OS/2, and/or SCO (minimum required training is completion of "SCO UNIX System V/386 Administration"). To reinforce this commitment, AST is supplying this high-level training by developing a certified SCO Instructor and becoming a SCO Authorized Training Site.

## **AST: Keeping Pace With Customer Support Needs.**

AST is committed to keeping pace with the sophisticated support requirements of its customers. Our investments in systems and personnel to support Advanced Operating Systems is the most recent example of our commitment to be a leader in the delivery of complete business solutions.

# AST and IBM® Sign OS/2 Extended Services Test Agreement.

*By Greg Young, Senior Manager, Software Marketing.*

AST and IBM have agreed to participate in an IBM-sponsored test and support program for the upcoming release of IBM's Extended Services for OS/2.

Extended Services is the generic name for the repackaged OS/2 Extended Edition components, consisting of the Database Manager, the Communications Manager and the LAN Server, each of which will be offered as a separate application. Release of the IBM products is planned for early 1992.

## **IBM Tests AST Premium Server and Desktop Systems.**

AST signed the "Tier 1" Agreement on May 21, 1991. This agreement called for AST to submit Premium Servers and Premium II desktop systems for IBM testing nationwide. Testing has begun, and AST has also shipped several additional systems for continued development of OS/2 Version 2.0 and future versions at IBM's facility in Boca Raton, Florida. AST thus becomes a standard development platform for OS/2 2.0!

## **IBM Supports AST Systems!**

As part of the program, IBM will support the tested AST systems, using AST OS/2 and IBM Extended Services, through its authorized support centers and direct support lines. Additionally, AST technical services has trained IBM personnel on AST products.

Also, under an IBM approved test plan, AST Engineering will begin testing appropriately configured current and future AST products for compatibility with OS/2

Extended Services. As an added benefit of participation in the Tier 1 program, IBM will train AST support personnel on Extended Services.

## **Only Three PC Companies Under Tier 1.**

Currently, only AST, Compaq® and Tandy® participate in the Tier 1 program. Twelve other manufacturers participate in Tier 2, which only allows in-house testing by the manufacturer and does not receive direct IBM support.

## **Benefits To AST Customers.**

This is yet more evidence that AST has reached the top level of systems manufacturers. IBM is investing heavily in the next year to assure OS/2's success in the marketplace, and AST can state with confidence that we are a reference platform for both Extended Services and OS/2 2.0.

**AST**<sup>®</sup>  
**COMPUTER**

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P.O. Box 19658  
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92713-9658

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(714) 727-7895.

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