



Marketing Bulletin

AMB2002-06

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Important Product Announcement:

The SuperFalcon

New High Speed PCI bus AMOS® Coprocessor Board

Dear Alpha Micro Dealer:

- You told us you wanted a competitively priced, entry level AMOS hardware product to increase your sales and marketing reach.
- You insisted on fast system performance, ease of installation and compelling features.

Proudly announcing the SuperFalcon!

For the first time, your AMOS based application software can run on a PC at *blazing speeds*. Simply install the board, insert the auto-installing AMPC 6.0 CD and you are ready to go!

“The SuperFalcon is the product we needed. Many thanks Alpha Micro for listening and responding to us by designing such a fine product,” stated Duane DeLong of Datacon.

“The SuperFalcon is astoundingly fast. It is extremely impressive in many ways,” said Shawn Davidson of AlphaDent, another Alpha Micro Dealer of over 20 years.

This Bulletin describes the SuperFalcon’s features, capabilities and special AMOS license upgrade offer.

Four Times Faster than the Previous Falcon

The SuperFalcon is based on the same Motorola ColdFire CPU as the Eagle 250 and 450. It supports up to 128 MB of RAM on a single SODIMM memory module, allowing a large number of jobs and a sizable disk cache. SODIMM RAM technology enhances its high performance.

The following SI benchmark offers a glimpse into the SuperFalcon’s impressive speed:

Product	Compute SI	Disk SI
ISA Falcon	16.1	4.8
Eagle 250	59.9	27.4
SuperFalcon	71.5	33.9

Easy Plug and Play Installation

No need to set address and IRQ jumpers – The SuperFalcon automatically configures itself to available memory address and IRQ space. When you first install the SuperFalcon in a PC, Windows prompts you to install the driver software from the AMPC 6.0 CD or AMPC 6.0 downloadable installation file. Installation is a breeze!

Conveniently Create Your Own Installation CD

As with AMPC 5.0, AMPC 6.0 allows you to create your own installation CD. Create your own installation routine, so that AMPC installs pre-loaded with your application. You can even pre-configure certain AMPC parameters. Simply include your own pre-loaded .DSK file(s) containing AMOS, your programs, and data files. You can display your own bitmap logo during the installation process. This routine can be burned onto a CD or made into a downloadable installation file. Your application has never been easier to install!

Includes Windows Driver Software

The SuperFalcon is accompanied by AMPC 6.0, true Windows driver software. From its support for native Windows networking and SCSI, to its inclusion of special versions of both AlphaLAN Lite™ and Z-Term™ as terminal emulators for the console job, AMPC 6.0 provides the modern user interface that you need.

For details of AMPC 6.0's capabilities, please refer to Marketing Bulletin AMB2002-05, which delineates the features of AMPC 5.0. AMPC 6.0 runs under Windows 98, ME, NT 4.0, 2000, and XP. Windows 95 and earlier are not supported.

Compact Design

Designed to fit into most any modern PC, the SuperFalcon is a medium-length PCI card. See the enclosed marketing data sheet for a photo and detailed specifications.

Four On-Board Serial Ports Plus Further Port Expansion

The SuperFalcon includes four “Alpha Micro” serial ports, including the full modem control lines you have become accustomed to on larger Alpha Micro systems. AMPC 6.0 further allows use of up to 16 COM ports for additional serial expansion.

We are introducing two PCI bus I/O expansion cards to complement the SuperFalcon: The AM-130-04 board sports 4 COM ports and 1 parallel LPT port. The AM-130-08 board has 8 serial COM ports. Each port on these boards may be assigned to AMOS or to Windows purposes.

An Ideal Entry Level Solution

The SuperFalcon delivers a strategic, high powered and low-cost entrée into new accounts. Furthermore, under a light user load, the advanced AMPC 6.0 software is so efficient that one user can use the PC hosting the SuperFalcon for other Windows tasks while it is servicing other AMOS users in the background.

The Solution for Customers Who Insist On a “PC Server”

Many dealers encountered situations where their application is ideal for a prospective customer, but a condition of the sale is that your application run on a PC server. Some of these accounts might need a fairly large number of users and are not particularly price sensitive. The previous Falcon did not address this segment of the market, as it was too slow and limited in RAM expansion capacity to support larger environments.

The SuperFalcon offers you a full range of new opportunities. Now you have a powerful solution that can drive a 20-30 user environment. Remember, the SuperFalcon offers the same CPU horsepower of an Eagle 450 or AM-4000, systems with extensive track records of hosting large numbers of users.

Technical Points

The SODIMM high performance memory used on the SuperFalcon is a unique kind of memory module for the ColdFire CPU. *Warning: Do not try to plug a standard laptop SODIMM module into the board. It will not work and may damage the board.* This kind of damage is not covered by the warranty.

AMPC 6.0 supports multiple console sessions as did AMPC 4.x for the ISA bus Falcon, however these sessions are now counted in the AMOS user license. If you require multi-tasking ability on the console, consider obtaining a demo license of Multi: The demo license covers one user, and is offered at no charge. You can thus retain multi-sessioning at no charge, albeit in a different manner.

AMPC 6.0 for the SuperFalcon requires a new PIC Code, different from the PICs for AMPC 5.0 for the ISA Bus Falcon, and other versions of AMOS for larger Alpha Micro systems. Unlike AMPC 4.x and other versions of AMOS, in AMPC 6.0, TRMDEF'd printers do not count as users consumed by the AMOS port license.

Pre-Configured PC Option

The PC pre-configured with a SuperFalcon and AMPC 6.0 option has several advantages:

It is the ideal solution for Dealers that want to focus their efforts on software development and support only. The PC and SuperFalcon come fully configured and tested from the factory. This saves you valuable time and offers peace of mind.

Our pre-configured option consists of a reliable, high quality PC. Alpha Micro assumes warranty responsibilities and any support configuration issues are provided at no additional charge, if you have a technical support contract. The unit is physically configured as a tower chassis similar to our Eagle systems, with the Alpha Micro nameplate on the front.

You may order an optional backup device for the SuperFalcon PC. We are offering the 4/8 GB streamer drive. It requires a PCI SCSI controller, which is also included in the price list. This streamer drive will do double duty: It will function as an AMOS backup device, as it would on a larger AMOS system; and it will function as a Windows backup device using Microsoft Backup (included at no charge with Windows XP Professional) or most any other third party Windows backup program.

The advantage of the streamer drive compared to a generic PC backup drive on the SuperFalcon PC is striking. We advise against using generic backup drives, because they are unable to back up individual AMOS files inside AMPC's .DSK file(s). You can't operate them from within AMOS, and you cannot perform file-by-file AMOS restores, such as restoring a General Ledger transaction file without disturbing Patient Billing files. Use a true AMOS backup device and you will achieve convenient and comprehensive backup of the SuperFalcon PC.

Deciding Between a SuperFalcon or an Eagle 250

With essentially the same processing power as an Eagle 250, the SuperFalcon gives you a powerful lower cost option for sites with small user counts. When cost is the primary criterion, the SuperFalcon is the right choice, particularly if the prospect already has a PC capable of hosting the board.

For larger sites that do not insist on a "PC Server," the Eagle 250 is a better option. The AMOS license for an Eagle costs less on a per-user basis. For an upgrade, in many cases you can transfer a previous system's AMOS license over to an Eagle. More importantly, the Eagle will be easier to support, as you will not have to deal with the vagaries of Windows alongside AMOS. The legendary reliability of Eagle systems speaks for itself. Total cost of ownership will therefore be lower with the Eagle.

For larger sites that do insist on a "PC Server," there is no choice: The SuperFalcon is the way to go. The SuperFalcon is the first Alpha Micro product that lets you bring your AMOS solution into these formerly challenging environments.

Special AMOS Upgrade Offer

SuperFalcon pricing includes a 4 port AMOS license. Until August 30, 2002, all Falcon to SuperFalcon upgrades receive an AMOS port license equivalent to what was licensed previously to the original Falcon, at no extra charge. As an example, if a 10 port AMOS license was purchased originally with a Falcon, or was upgraded over time to a 10 port license, your SuperFalcon order will include a 10 port AMOS license, free of charge.

Get your order in TODAY to take advantage of this special offer!

The Future

The SuperFalcon and AMPC 6.0 software are the direct result of the most extensive development project in Alpha Micro's history. The SuperFalcon also opens up an entire range of strategic, entry level sales opportunities for accounts that require a PC server.

We will continue developing compelling products, based on your feedback. Many thanks for the countless calls and e-mails which have helped us design this exciting product for YOU.

Upward and onward with the SuperFalcon!

Sincerely,



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