

# Onyx CEO Fred Bialek: "We're one to two years ahead of the competition in UNIX™ Systems"

*An interview with Fred B. Bialek,  
Onyx Systems CEO, in San Jose,  
December, 1981.*

**Q.** Mr. Bialek, is it true that Onyx has more experience with the UNIX operating system than any other microcomputer manufacturer?

**A.** Yes. In fact, Onyx is the only microcomputer company with any production experience with UNIX systems. We have over 1,000 UNIX systems installed. Indeed, many are installed with the company that developed the UNIX operating system.

**Q.** Could you explain that, please?

**A.** Certainly. Onyx was chosen by AT&T Long Lines, a department of AT&T, the developer and largest user of UNIX, to provide microcomputers for development, office automation and other applications. We worked with AT&T Long Lines to bring up UNIX System III on our C8002 machines for their internal use.

**Q.** That gives Onyx an edge in UNIX experience, doesn't it?

**A.** You're absolutely right. We know UNIX systems better than any other microcomputer manufacturer. Wouldn't you rather buy UNIX hardware *and* software from a company that has been shipping and supporting UNIX systems for more than a year and a half?

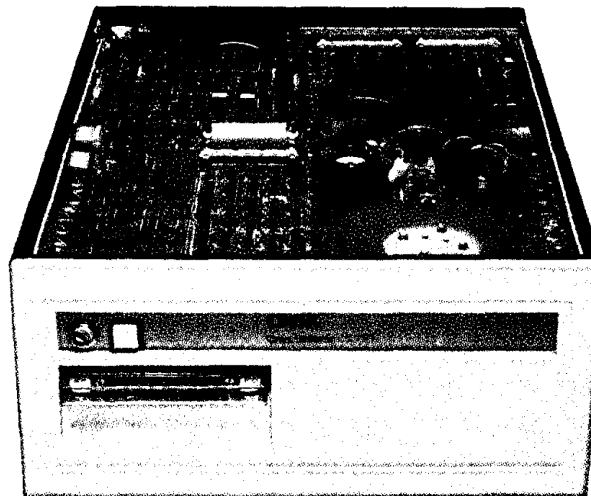
**Q.** Western Electric has just announced UNIX System III, a "commercial" UNIX system, with a new lower pricing structure. Won't this bring a lot of competition into the UNIX arena?



**A.** Of course. The UNIX operating system is becoming recognized as the operating system of choice for 16-bit microcomputers, something that we anticipated more than three years ago when we began development of the C8002, specifically for the UNIX operating system. We're one to two years ahead of the competition in UNIX systems.

**Q.** Why is Onyx so far ahead?

**A.** Many companies are announcing new 16-bit UNIX systems for



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delivery next year. A year and a half of selling and supporting UNIX systems has given us a head start, not only in better support of existing products, but also a significant lead in the development of the next generation of equipment.

**Q.** Would you like to say some more good things about Onyx Systems, Mr. Bialek?

**A.** Not in an interview. I suggest that you read our ads, or, better yet, talk to some of our customers.

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### Advertisement

UNIX System III has been running on the Onyx C8002 for over a year inside AT&T Long Lines. Onyx was AT&T Long Lines' choice in microcomputers.

The C8002 is a powerful 16-bit system from Onyx. It features expandable memory up to 1 Mbyte and disk storage up to 160 Mbytes on-line. The C8002 also has a number of "big system" features, such as cartridge tape back-up with cyclical redundancy checking on every back-up, and over a year and a half of field proven reliability.

Onyx Systems Inc. manufactures a full line of business microcomputers, from the new integrated 8-bit Sundance™ running under CP/M® or OASIS™ to the C8002 16-bit machine, running the UNIX operating system.

For more information write Onyx Systems Inc. Or call (408) 946-6330.

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