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FOR IMMEDIATE RELEASE
November 28, 1983

Contact: Ruddy Frank
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TOP EXEC'S JOIN SAGE COMPUTER

William R. Delaney
Dennis L. Mandell
D. Michael Deigman

Sales and Marketing should become the strong suit of SAGE Computer with the addition three new Vice Presidents announced recently.

William Delaney brings a 18-year record of outstanding achievement in microcomputer advertising and promotion to SAGE as its new Vice President of Marketing. Delaney was a key figure in the early marketing strategies of Apple Computer while with Regis McKenna and Chiat/Day. He most recently served as Senior VP at Dasser Fitzgerald Sample where he supervised the accounts of TeleVideo Systems, UNID, and Businessland.

Dennis Mandell's strong suits are Sales and Training. During four years with Wang Laboratories, he went from Sales Rep to District Manager, achieving records along the way. Mandell has served as CEO of On Line Microcomputers and Vice President of Marketing for Micromation. He has also worked for Harris Office Systems and Eldorado Computer Corporation during his 13 years in the high technology field. Mandell will serve as the Vice President of Sales for SAGE Computer.

D. Michael Deigman has been named Vice President of International Operations. In 8 months, he transformed SAGE's overseas market from a department to a complete division. Today SAGE Computer is a leader in international sales with 41 distributors in 25 countries. The credit for that success goes to Deigman and his early work as International Sales Manager. Prior to joining SAGE Computer, Deigman served as Director of International Marketing and Manufacturing for Searle Medical Inc.



4800 Energy Way
Reno, Nevada 89502
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TWX 910-080-6073 SAGEPRNO

FOR IMMEDIATE RELEASE
November 28, 1983

Contact: Buddy Frank
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SAGE[®]Computer has announced the availability of the full line of accounting software from STATE OF THE ART[™] on the SAGE II and SAGE IV supermicros.

The initial \$100,000.00 agreement between the companies will feature one of the top selling financial packages (No.2 in Computer Merchandising) running on the best performing 68000 microcomputer.

STATE OF THE ART, which also markets their line on Apple and IBM, actually developed the product using the SAGE II. Thus, SAGE will feature the fastest implementation of these popular packages.

The agreement was signed in mid-September followed by a period of testing and evaluation. The official debut will be at the Las Vegas COMDEX show beginning today. The integrated financial applications include:

General Ledger	Professional Time and Billing
Budget & Financial Reporting	Sales Invoicing
Accounts Receivable	Payroll
Accounts Payable	Demonstration Programs
Inventory Control	

STATE OF THE ART products are available immediately from all SAGE Computer dealers.

* * *

Public Relations Contact:

BURSON-BARDOTTELLAN
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4000 Energy Way
Reno, Nevada 89502
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TWX 910-388-6073 SAGEPRVO

FOR IMMEDIATE RELEASE
November 28, 1983

Contact: Buddy Frank
(702) 323-6668

SAGE[®]Computer has announced the availability of the full line of accounting software from STATE OF THE ART[™] on the SAGE II and SAGE IV superminis.

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Inventory Control	

STATE OF THE ART products are available immediately from all SAGE Computer dealers.

* * *

Public Relations Contact:

BURSON-BROTHLIAN
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TWX: 910-386-6073 SAGEPRNG

FOR IMMEDIATE RELEASE
28 November 1983

Contact: Buddy Frank
(702) 322-6600

It's a dream come true. The nation's best selling accounting software running on the best performing microcomputer.

It's years with the STATE OF THE ART[®] business applications and the SAGE[™] II. You'll be combining a full integrated accounting system with the performance of the top 68000-based micro in the field.

The SAGE II has been the choice of developers for one reason. It works. It's benchmarks are unsurpassed in the field. In fact, the STATE OF THE ART programmers used the SAGE II to write their entire software line. STATE OF THE ART financial applications are available for the IBM PC and the Apple, but they run best on SAGE microcomputers.

That speed and performance can pay off in the office. The SAGE II offers extras like 512K of RAM. Like a true 16/32-bit processor. Like 440K diskette drives that can load a 200 program in just a second. Like a price that's competitive.

Best of all, if you enter the world of computerized accounting with a SAGE II, you can easily upgrade to our powerful SAGE IV. It can support up to 4 users, 40 megabytes of hard disk storage, and a full one megabyte of memory. That's mini computer performance, still at a micro price. The STATE OF THE ART software is completely compatible with both machines. No other micro can match that upgrade path.

Quite simply, no other micro can match the combination of SAGE Computer and STATE OF THE ART.

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FOR IMMEDIATE RELEASE
November 28, 1983

Contact: Buddy Frank
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SAGE ANNOUNCES NEW TERMINAL INCREASED STORAGE

SAGE Computer has added a new ergonomic terminal to its line of high performance supermicros. Featuring a tilt/swivel screen on a pedestal base, the new unit is available for both the SAGE II and the SAGE IV.

The 12-inch diagonal display screen has exceptional resolution with a 24 x 80 matrix. Both green and amber displays are available. SAGE will also offer the new terminal with medium resolution business graphics as an option.

The Multi-User SAGE IV system has more than doubled its storage capacity with the addition of a 40-Megabyte Winchester hard disk. The new unit gives the SAGE IV buyer a choice of three systems: 12, 18 or 40Mb. SAGE IV's come standard with a 640K diskette drive and Multi-User software.

All SAGE Systems are bundled with the p-System, Pascal, TERMLINE Spreadsheet, WORD/T Word Processing, TeleTailer Communications and 88000 Assembler.

The SAGE terminal and the 40Mb SAGE IV are available immediately from all SAGE Computer dealers.

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PUBLIC RELATIONS CONTACT:

Barson-Barrettell
Marion Kenesich
(415) 950-9250

THE SAGE TERMINAL

- * 12-inch diagonal screen that features tilt and swivel.
- * 34 lines by 80 character columns.
- * 7 x 9 matrix in a 9 x 33 cell
- * Blink, blank, underline, normal/reverse video, half intensity
- * Cursor blink/steady, blank/underline or invisible
- * Detachable keyboard
- * Alphabetic typewriter character set
- * Program/special function keys
- * Detachable numeric key click
- * 96 ASCII character set
- * 32 control characters
- * 13 graphic symbols
- * Screen saver (Video disable after 15 minutes)
- * Set-up mode
- * Baud rates: 50 to 38400
- * Dimensions: Screen module-10"x13"x13"
Keyboard-1.5"x18"x8"
- * Options: Foreign character set
Aided non-glass screen
Business graphics



SAGE Computer
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For Immediate Release

Buddy Frank (SAGE Computer)
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Marion Benafick (Hanson-Marsteller)
(408) 948-6256

SAGE COMPUTER SIGNS CONTRACT WITH MOTOROLA

RENO, Nevada -- March 28, 1984 -- Sage Computer has signed an agreement with Motorola Semiconductor Products, Inc. to purchase 68000-family central processing units (CPUs) and 128T integrated circuits. The eighteen month contract is valued in excess of \$200,000.

According to SAGE president Rod Coleman, "This contract reaffirms the SAGE commitment of using Motorola products to remain at the leading edge of microcomputer technology. Motorola pioneered the 16/32-bit world," he continued, "and their CPU has allowed us to design a system with the best price/performance ratio in the industry."

SAGE Computer markets and manufactures the Sage II and Sage IV, high performance multi-user 68000-based super microcomputers available in systems configurations. The Sage II offers 256 Kbytes RAM (expandable to 512 Kbytes) and one or two 640 Kbyte floppy disks. The Sage IV has 256 Kbytes RAM (expandable to 1 Mbyte) and 640 Kbytes floppy disk storage. All Sage computers are bundled with p-System, Word/7 word processing, and Teletalker communications software. Eight additional operating systems and 23 languages are optional.



FOR IMMEDIATE RELEASE

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Marion Kesefick/Suzanne-Marsteller
(408) 280-8000

**SAGE COMPUTER SCORES OVERALL 3.8
IN DATAPRO MICROCOMPUTER SURVEY**

(Reno, Nevada -- March 13, 1984) The DataPro Research Corporation's Microcomputer User Survey has given the SAGE II a 3.8 rating (of a possible 4.0) in overall satisfaction.

The survey, based on results received from questionnaires mailed to 40,000 microcomputer users across the nation, asked respondents to provide user-ratings based on their own experiences. Sixteen percent of the questionnaires were returned and audited by senior level editors of DataPro Reports on Microcomputers. Only those replies relevant to the business microcomputer marketplace were processed. The ratings given for each question were: Excellent=(4.0), Good=(3.8), Fair=(2.6), and Poor=(1.0).

The SAGE II achieved system unit ratings as high as 4.0, with an overall satisfaction rating of 3.8. The ratings for the SAGE II were Cost/performance ratio - 4.0, Hardware reliability - 3.7, Ease of human interface - 3.8, Ease of expansion - 3.8, Speed of disk access - 4.0.

Users also rated their vendor's technical and hardware support capabilities. SAGE obtained the highest rating of all vendors -- 3.8 of the possible 4.0. This was higher than IBM, Convergent Technologies, Wang, Alpha Micro, Altos, Sun Microsystems, Apple, Digital, and many others.

DataPro Research Corporation is a highly-respected international authority on all aspects of computer and microcomputer information. Based in Belran, New Jersey, DataPro publishes a number of leading manuals on the industry.

The SAGE II is a multi-user 80000-based super microcomputer available in a system configuration. It offers 256K Ram (expandable to 512K) and one or two 640K floppy disks.

In addition, SAGE manufactures and markets a hard disk SAGE IV super microcomputer, also available in a system configuration. It features 256K RAM (expandable to 1 Mb), 12 Mb Winchester disk storage (expandable to 40 Mb) and 640K floppy disk storage.

Dear Survey
Page 3

SAGE Computer, based in Reno, Nevada, was founded in 1981 to manufacture and market low-cost, high-performance 88000-based super microcomputer systems. The Company has regional offices in Boston and Dallas, with distributors in over 30 countries worldwide. All SAGE computers are bundled with p-System, Word/T word processing, communications software, and a two-volume set of documentation. Eight other operating systems are optional.

* * *



FOR IMMEDIATE RELEASE

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**COBOL NOW AVAILABLE ON
SAGE MICROCOMPUTERS**

(May 18, 1984) A high-intermediate level COBOL from Auster, Inc. of San Jose, California has been released for the SAGE IV supermicrocomputer. Auster COBOL offers a rich language set, high speed compilation and execution and source compatibility with Ryan-McFarland RM COBOL™, Data General G2 COBOL, and other popular dialects for mini and micro-computers.

The SAGE IV, a 68000-based multi-user system, has long been a favorite of software developers, and the addition of this new compiler will open the SAGE's high-performance, low-cost power to a new audience of COBOL programmers.

This SAGE IV COBOL has many extensions and features sequential, relative and indexed-sequential file access control. A unique record locking and exclusive open option has been added to prevent simultaneous update of the same data record, thus preserving data integrity (concurrent access control).

Auster COBOL includes full debugging support through a COBOL-oriented debugging capability. English-language error diagnostics and detailed source listings. If data does not satisfy the PICTURE clause, an English error message automatically appears on the screen and the cursor is positioned at the first incorrect character. After compilation, programs can be tested immediately. Break points or trace points can be set at sections or paragraphs by name, allowing examination of intermediate processing stages of a program. Data variables can be inspected or modified by name. This eliminates the need to write special debugging routines.

CONROL for SAGE 2-2-2-2-2

The CONROL package runs on the SAGE under the Idris[®] operating system. Idris is a UNIX[™]-like multi-user, multi-tasking operating system written specifically for microprocessors by Whitesmiths, Ltd. Austec's UNIXEM file handling system allows complete control of data integrity via record and file locking in multi-user, UNIX-type environments. Idris was ported for the SAGE IV by Rakon Computers of Auckland, New Zealand.

SAGE recently signed an agreement with Rakon, to supply Austec CONROL and Whitesmiths' Idris. Both products will be marketed and supported directly by SAGE Computer and authorized SAGE Computer dealers.

SAGE Computer was founded in 1981 to manufacture and market low-cost, high performance 68000-based super microcomputer systems that enhance information processing capabilities.

EM CONROL is a trademark of Spaa-McFarland Corporation
UNIX is a trademark of Bell Laboratories
Idris is a trademark of Whitesmiths, Ltd.



Immediate

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SAGE ANNOUNCES PRICE REDUCTION

RENO, Nevada -- March 10, 1984 -- SAGE Computer today announced a price reduction of the company's full line of super microcomputers, based on new system configurations. The reduction on a typical system is between \$200 and \$300.

The new price structure is due to "unbundling" a portion of the software provided on SAGE models II and IV. Previously, all systems were equipped with the p-System, Pascal, 68000 Assembler, Timberline spreadsheet, Word/T word processing, and TeleTalker communications. Now, in order to give customers additional flexibility in designing systems, SAGE computers will be bundled with p-System, Word/T word processing, communications software and a two-volume set of documentation. The additional software will continue to be offered by SAGE, but as optional items.

SAGE Announces Price Reduction
Page 2

According to Vice President of Marketing Bill Delaney, "The new configuration will give customers greater flexibility in building the systems they want without paying a premium for software they don't need. For example, a customer who wants a spreadsheet application can now realize a savings by purchasing that alone, without the 68000 assembler or a Pascal compiler he might not require. This follows the SAGE philosophy of meeting customers' needs and providing them with the best equipment to fit those needs."

The SAGE models II and IV are multi-user 68000-based super microcomputers available in systems configurations. The SAGE II offers 256K bytes RAM (expandable to 512K bytes) and one or two 640K byte floppy disks. The SAGE IV has 256K bytes RAM (expandable to 1 Mbyte), 12 Mbytes Winchester disk storage (expandable to 40 Mbytes) and 640K bytes floppy disk storage. New prices for the SAGE II start at \$3200; for the SAGE IV at \$7300.

SAGE Computer was founded to manufacture and market low-cost, high performance 68000-based super microcomputer systems that enhance information processing capabilities.

ATTENTION ALL SAGE OWNERS! JLB NOW SAGE DISTRIBUTOR

Stride is pleased to announce the establishment of a worldwide software distributor for Power System (p-System) sales and support for SAGE II and IV computers. The Stride Factory in Reno has transferred these functions to our new distributor in order to provide a focal point for the needs of SAGE users.

Many of you will already know Jon Bandy of JLB Enterprises in Philadelphia. Jon is a long-time p-System user and developer, who was active in the UNSC organization as its first Treasurer, and later as TIC (Technical Issues Committee) and Library Committee Chairman. He is well known for his Pascal and Modula-2 talks, given both at UNSC meetings and at Stride Fairs.

JLB Enterprises is based in Pennsylvania and is wholly owned by Mr. Bandy. It offers custom computer programming, especially in Pascal and Modula-2.

As the official SAGE software distributor, JLB will handle both end-user and dealer sales for Power System software on SAGE machines. Hardware support will remain with Stride Authorized Service Centers. JLB will be selling and supporting only version IV.21 of the Power System. Versions IV.11, IV.20 and IV.10 are no longer officially supported by Stride in any manner on SAGE machines. JLB can provide advice and assistance in upgrading your SAGE software systems, as well as custom services in moving application software into the new IV.21 environment. You can reach Jon at:

Jon Bandy
JLB Enterprises, Inc.
Box 148
Ardmore, PA 19003 (215) 642-1607

Stride hopes you will share our delight in bringing Jon, one of the old-time p-System gurus, into an active role in the new SAGE Power System community.

Stride