

PILOT TEST PLAN PRICES**INTRODUCTION**

The Pilot Test Plan Prices for hardware products currently marketed to commercial customers are included in this section.

ORGANIZATION

The list is presented in machine type sequence and includes selected RPQs when appropriate. A single line entry is shown for each model, feature or RPQ. A hyphen indicates that the data field does not apply or is unavailable at the time of publication.

LEGEND FOR PILOT TEST PLAN PRICES

<u>Column Heading</u>	<u>Explanation</u>
MACH TYPE	The machine type number assigned to each hardware product.
MDL/FEAT	The identification code for each model or feature of a machine type.
CONTRACT CHARGE	The dollar amount (unit price) for the contract period of Pilot Test.
EXTENSION CHARGE	The dollar amount (unit price) for an extension period.
CONTRACT PERIOD	The number of months in the contract period allowed for Pilot Test.
EXTENSIONS MTHS NO.	The number of months (MTHS) allowed in a Pilot Test extension period and the number of times (NO.) a Pilot Test Plan can be extended.
PUR OPT	The percent of Pilot Test Plan charges that can be accrued for purchase.

A separate list at the end of the Pilot Test Plan Price list provides "units per point of control" limitations for applicable machine types. Some footnotes are necessary for exceptions to the list.

LEGEND FOR UNITS PER POINT OF CONTROL LIST

MACH TYPE	The machine type number assigned to each hardware product
MAX UNITS	The maximum number of a machine type that can be placed under the Pilot Test Plan.
POINT OF CONTROL	The level of control for the machine type. The levels are commonly used classifications and should be self explanatory.
	- Enterprise
	- Establishment
	- Marketing Enterprise
	- Host CPU Establishment
	- Store

PILOT TEST PLAN PRICES

MACH TYPE	MDL/FEAT	CONTR CHARGE	EXT'N CHARGE	CONTR PERIOD	EXTENSION MTHS	NO.	PUR OPT	MACH TYPE	MDL/FEAT	CONTR CHARGE	EXT'N CHARGE	CONTR PERIOD	EXTENSION MTHS	NO.	PUR OPT
3251	001	\$3,440	\$1,720	6 Mos	3 Mos	2	70		4910	96	48				
	4621	140	70						5781	41	21				
	4627	220	110						5801	247	123				
	4750	400	200						5802	244	121				
	5555	320	160					3642	001	1,730	865	6 Mos	3 Mos	2	70
3255	001	10,960	5,480	6 Mos	3 Mos	2	70		002	2,040	1,020				
	002	10,960	5,480					3643	002	737	368	6 Mos	3 Mos	2	70
	7J0040	1,888	944						003	1,020	509				
	7J0042	532	266						004	1,075	537				
3258	001	8,100	4,050	6 Mos	3 Mos	2	70		4772	228	114				
3603	001	228	114	6 Mos	3 Mos	2	70		4774	278	139				
	002	214	107						4910	96	48				
	6352	58	29						4920	1,030	515				
3604	A02	521	260	6 Mos	3 Mos	2	70	3644	001	1,570	785	6 Mos	3 Mos	2	70
	003	737	368						4905	443	221				
	004	752	376					3645	001	1,400	700	6 Mos	3 Mos	2	70
	005	429	214						1501	119	60				
	006	497	248						1502	269	134				
	007	764	381						8700	48	24				
	1050	62	31						8701	51	26				
	1090	25	12					3646	001	767	383	6 Mos	3 Mos	2	70
	1501	250	124						6351	188	94				
	4771	104	52					3647	001	818	408	6 Mos	3 Mos	2	70
	4772	208	104						1501	29	15				
	4773	154	77						3950	67	33				
	4774	253	126					3653	001	1,065	532	6 Mos	3 Mos	3	70
	4752	47	24						P01	1,145	573				
	4902	93	47						4223	21	10				
	4903	55	28						4224	41	21				
	4906	193	97						4225	29	15				
	8002	182	91						4632	84	42				
3606	001	240	119	6 Mos	3 Mos	2	70		4944	77	38				
	002	336	168						4990	26	13				
3608	001	548	274	6 Mos	3 Mos	2	70	3663	001	1,450	724	6 Mos	3 Mos	3	70
	002	642	321						002	664	331				
	5454	34	17						003	625	312				
3610	A01	539	269	6 Mos	3 Mos	2	70		P01	1,565	782				
	A03	693	346						P03	720	360				
	004	606	302						1580	57	29				
	6903	138	69						1763	535	267				
	6904	230	115						1764	145	73				
3611	A02	909	454	6 Mos	3 Mos	2	70		1821	154	77				
	6903	144	72						3425	38	19				
	6904	230	115						3451	41	21				
3612	A02	883	441	6 Mos	3 Mos	2	70		3880	38	19				
	A03	980	490						4225	30	15				
	4652	47	24						4634	80	40				
	6903	292	146						4660	6	3				
	6904	490	245						4900	82	41				
3615	001	1,170	584	6 Mos	3 Mos	2	70		4901	109	55				
	002	1,280	640						5330	18	9				
	8700	46	23						6226	153	77				
3616	001	1,400	700	6 Mos	3 Mos	2	70		6671	34	17				
	8701	29	15						7555	114	57				
3624	001	3,645	1,820	6 Mos	3 Mos	2	60	3667	001	1,015	508	6 Mos	3 Mos	3	70
	002	4,020	2,010					3683	001	760	379	6 Mos	3 Mos	2	70
	011	4,245	2,120						A01	904	452				
	012	4,625	2,310						002	972	485				
	1301	42	21						A02	1,020	509				
	1421	381	190						003	972	485				
	1422	316	158						A03	1,020	509				
	3150	251	125						1571	62	31				
	3233	786	393						1573	66	33				
	3243	642	321						1575	66	33				
	3245	148	74						1577	8	4				
	3701	125	63						3240	8	4				
	4750	359	179						3331	57	29				
	5500	199	100						3332	102	52				
	6301	380	190						3333	68	34				
	6302	316	158						3335	4	2				
	6501	124	62						3336	224	112				
	7820	347	173						3337	249	124				
	7950	601	300						3338	24	12				
	8001	100	51						3880	5	3				
	8201	684	342						3881	24	12				
3641	001	887	443	6 Mos	3 Mos	2	70		4633	50	25				
	002	1,060	530						4690	8	4				
	3251	152	76						4695	28	14				
	4652	49	25						4905	8	4				
	4653	86	43						4921	43	22				

PILOT TEST PLAN PRICES

MACH TYPE	MDL/FEAT	CONTR CHARGE	EXT'N CHARGE	CONTR PERIOD	EXTENSION MTHS	NO.	PUR OPT
	6500	53	27				
	7850	32	16				
5266	A01	1,050	525	6 Mos	3 Mos	2	70
	B01	1,115	557				
	1050	64	32				
	1055	64	32				
	1200	64	32				
	1511	56	28				
	1512	56	28				
	1521	69	35				
	1522	69	35				
	3650	32	16				
	4902	64	32				
	6500	53	27				
5292	001	600	600	3 Mos	3 Mos	1	50
	002	840	840				
5322	120	840	840	3 Mos	3 Mos	1	70
	123	675	675				
	124	880	880				
	140	565	565				
	143	770	770				
	144	975	975				
	420	545	545				
	423	750	750				
	424	955	955				
	440	640	640				
	443	845	845				
	444	1,050	1,050				
	2550	50	50				
	3770	55	55				
	3775	65	65				
	3780	45	45				
	6300	5	5				
	6350	45	45				
	8N5008	115	115				
5324	120	405	405	3 Mos	3 Mos	1	-
	123	610	610				
	124	815	815				
	140	500	500				
	143	705	705				
	144	910	910				
	420	480	480				
	423	685	685				
	424	890	890				
	440	575	575				
	443	780	780				
	444	985	985				
	1000	90	90				
	1020	55	55				
	2550	50	50				
	3770	55	55				
	3775	65	65				
	3780	45	45				
	6300	5	5				
	6350	45	45				
	8N5008	115	115				
5937	7S0052	1,945	973	6 Mos	3 Mos	2	70
	7S0053	410	205				
	7S0120	1,024	512				
	7S0069	167	84				
	7S0070	110	55				
	7S0054	205	103				
	7S0056	205	103				
6360	010	165	165	3 Mos	3 Mos	1	70
	011	315	315				
	020	255	255				
	022	495	495				
6361	001	338	338	3 Mos	3 Mos	1	70
6580	A0E	538	538	3 Mos	3 Mos	1	70
	A02	628	628				
	A04	718	718				
	A06	808	808				
	A08	898	898				
	A10	998	998				
	B0E	868	868				
	B02	958	958				
	B04	1048	1048				
	B06	1138	1138				
	B08	1228	1228				
	B10	1318	1318				

MACH TYPE	MDL/FEAT	CONTR CHARGE	EXT'N CHARGE	CONTR PERIOD	EXTENSION MTHS	NO.	PUR OPT
	3705	113	113				
	6955	N/C	N/C				
	7997	41	41				
	8332	269	269				
7430	810657	884	442	6 Mos	3 Mos	2	70
	SC0036	165	83				
	SC0035	279	140				

UNITS PER POINT OF CONTROL

TYPE	MAXIMUM UNITS		POINT OF CONTROL
	UNITS	POINT OF CONTROL	
3251	(1)	Establishment	
3255	(1)	Establishment	
3258	(1)	Establishment	
3603	100	Enterprise	
3606/3608	200	Enterprise	
3604	50	Enterprise	
3610	50	Enterprise	
3611	50	Enterprise	
3612	50	Enterprise	
3615	50	Enterprise	
3616	50	Enterprise	
3624	12	Enterprise	
3641	--	Host CPU Establishment (4)	
3642	--	Host CPU Establishment (4)	
3643	--	Host CPU Establishment (4)	
3644	--	Host CPU Establishment (4)	
3645	--	Host CPU Establishment (4)	
3646	--	Host CPU Establishment (4)	
3647	--	Host CPU Establishment (4)	
3653	120	Marketing Enterprise	
3663*	--	Stores (2)	
3667*	--	Stores (2)	
3683/3684	120	Stores (2)	
3845	15	Marketing Enterprise (3)	
3846	15	Marketing Enterprise (3)	
5110	N/A	N/A	
5114	N/A	N/A	
5215	N/A	N/A	
5217	N/A	N/A	
5218	N/A	N/A	
5228	N/A	N/A	
5241	N/A	N/A	
5242	N/A	N/A	
5247	N/A	N/A	
5265	5	Enterprise	
5266	5	Enterprise	
5292	N/A	N/A	
5322	N/A	N/A	
5324	N/A	N/A	
5937	2	Establishment	
6360	N/A	N/A	
6361	N/A	N/A	
6580	N/A	N/A	
7430	--	Host CPU Establishment (4)	

NOTES:

* May have five 3-month extensions in addition to the contract period after installation of the first control unit or three 3-month extensions in addition to the contract period after installation of the third control unit, whichever period is shorter. (1) Maximum of two 3250 systems per establishment. (2) 10 stores or 25% of the stores in the chain, whichever is less. (3) Maximum of 100 units per enterprise. (4) 50 terminals in any combination per host CPU establishment. The maximum number of host CPU establishments will be 25% of the host CPU establishments within an enterprise, or 10, whichever is less.