

370 ÷ 311 = IV

Announcing the new math for OEMs

IBM 370 software goes right into our System 311 hardware. That equation gives you four big advantages:

I. Total IBM compatibility. Both the 311 and 312 use the 370 instruction set and run DOS/VS, DOS/VSE, OS/VS1 and VM/370 System Control Programs. That equation conserves your investment in hardware, software and staff training.

II. Better profit margins. The System 311 and its big brother, the 312, are available to you at savings of up to 50% of the comparable IBM 370/138, 4331-2 and 370/148 mainframes. That kind of math is easy to understand.

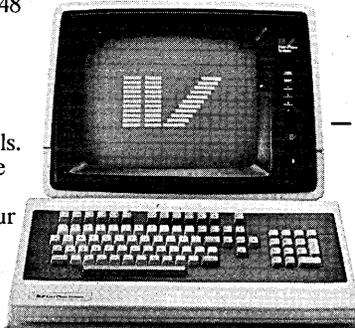
III. A complete integrated system—not a PCM. The 311 and 312 have integrated controllers, so you don't have to use expensive IBM peripherals. Four-Phase ships the systems with disc and tape drives, communication devices, printers, card readers and a console CRT. All that adds to your profit margin.

IV. Nationwide support. You can support users yourself, or take advantage of a Four-Phase service contract. We have over 1000 service personnel in more than 130 locations across North America.

If you like the way the new math adds up, call us at 1-800-528-6050 extension 1599 (in Arizona call 1-800-352-0458 extension 1599) and ask for our brochure on the Systems 311 and 312. Or complete the coupon below.

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