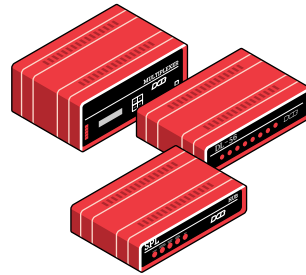# PLATINUM PROTECTION

Data Comm *for* **Business**

Outsource your network maintenance and support by purchasing the Data Comm for Business, Inc. (DCB) Platinum Protection maintenance agreement. Platinum Protection supplies the benefits of an on staff data comm expert at a fraction of the cost and Platinum Protection insures that any system down time will be minimal. Platinum Protection benefits include:
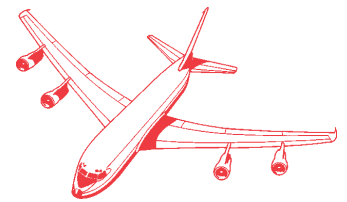
Damage due to electrical surges, including lightning and power surges are covered. If your unit is completely destroyed by an electrical surge, we will replace it at no cost. Lightning does not have to strike your building directly to cause damage to your data comm equipment. The expanding magnetic field from a nearby lightning strike or even a cloud-to-cloud discharge can easily induce voltage in data lines. The longer the cable, the larger the antenna, and the more likely you are to suffer lightning damage.
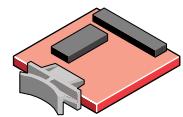
Technical support is available via our toll free number. Most problems, from installation to troubleshooting, to cabling errors can be identified and solved by our technical support personnel. However, down time can be further reduced by purchasing a DCB Access Switch and dial up modem. This allows our tech support personnel to dial in directly to your network and perform on-line diagnostic tests. We are pleased to offer all of our maintenance customers an additional 10% discount on the purchase of an access switch and dial up modem.

When a problem occurs, replacement equipment is supplied whenever needed and as many times as needed to keep system down time to a minimum. Our new replacement policy insures that you will only have to break into your system one time to fix a problem. If you prefer to keep your original equipment, we will be glad to supply you loaner equipment until your original unit is repaired.

Transportation charges, including priority one overnight air if needed, to deliver replacement equipment are no cost to the end user. Most overnight shipments will be delivered by 10:30AM the next morning.

DCB multiplexers and modems have easy to change firmware cartridges. This makes it easy to add features and upgrade your equipment. Firmware upgrades when required are no cost to our maintenance customers.

Affordable cost. Our new Platinum Protection costs only 10% of the list price of the product. You save money even if you have only one power surge per year. Two year and five year plans are also available to further decrease the annual cost of coverage.

DCB

PLATINUM PROTECTION

Data Comm for Business

PRICE LIST

PRODUCT	ANNUAL CONTRACT	TWO YEAR CONTRACT	FIVE YEAR CONTRACT	PRODUCT	ANNUAL CONTRACT	TWO YEAR CONTRACT	FIVE YEAR CONTRACT
AS-04	$60.00	$90.00	$180.00	SPL-2	$80.00	$120.00	$240.00
AS-08	$100.00	$150.00	$300.00	SPL-4	$120.00	$180.00	$360.00
AS-16	$150.00	$225.00	$450.00	SPL-6	$150.00	$225.00	$450.00
AS-24	$200.00	$300.00	$600.00	SPL-8	$200.00	$300.00	$600.00
AS-32	$250.00	$375.00	$750.00	SPL-10	$230.00	$345.00	$690.00
AS-24M	$250.00	$375.00	$750.00	SPL-12	$270.00	$405.00	$810.00
AS-32S	$250.00	$375.00	$750.00	SPL-14	$300.00	$450.00	$900.00
DL DSU/CSU	$80.00	$120.00	$240.00	SPLH-2	$110.00	$165.00	$330.00
DL-56	$30.00	$45.00	$90.00	SPLH-4	$150.00	$225.00	$450.00
DL-64	$35.00	$52.50	$105.00	SPLH-6	$180.00	$270.00	$540.00
DV-1D	$170.00	$255.00	$510.00				
				SR-01	$45.00	$67.50	$135.00
LL 14.4	$120.00	$180.00	$360.00	SR-04	$70.00	$105.00	$210.00
LL9.6FP	$150.00	$225.00	$450.00	SR-08	$120.00	$180.00	$360.00
PL19.2T	$90.00	$135.00	$270.00	SR-16	$230.00	$345.00	$690.00
PL4.8	$50.00	$75.00	$150.00	SR-24	$350.00	$525.00	$1,050.00
				SR-32	$470.00	$705.00	$1,410.00
PPP-SR01	$60.00	$90.00	$180.00				
PPP-SR04	$80.00	$120.00	$240.00	SR1 w DSU	$55.00	$82.50	$165.00
PPP-SRDSU01	$70.00	$105.00	$210.00	SR4 w DSU	$95.00	$142.50	$285.00
PPP-SRDSU04	$90.00	$135.00	$270.00	SR8 w DSU	$160.00	$240.00	$480.00
				SRl6 w DSU	$270.00	$405.00	$810.00
FT-1	$125.00	$187.50	$375.00	SR24 w DSU	$390.00	$585.00	$1,170.00
LOOP 2500	$90.00	$135.00	$270.00	SR32 w DSU	$510.00	$765.00	$1,530.00
FT-2DS	$260.00	$390.00	$780.00				
FT-4DS	$300.00	$450.00	$900.00	SRX-08	$170.00	$255.00	$510.00
T EXTENDER	$50.00	$75.00	$150.00	SRX-16	$280.00	$420.00	$840.00
				SRX-24	$400.00	$600.00	$1,200.00
SPLl44-2	$190.00	$285.00	$570.00	SRX-32	$500.00	$750.00	$1,500.00
SPLl44-4	$230.00	$345.00	$690.00				
SPLl44-6	$270.00	$405.00	$810.00	UNIMUX	$300.00	$450.00	$900.00
				SC-3000	$180.00	$270.00	$540.00
BR-ASI01	$35.00	$52.50	$105.00	SC-3301	$40.00	$60.00	$120.00
BR-ASX01	$40.00	$60.00	$120.00				
BR-SITI01	$50.00	$75.00	$150.00	PS-8	$100.00	$150.00	$300.00
BR-SXT01	$60.00	$90.00	$180.00				
BR-ASI12	$90.00	$135.00	$270.00	MSU-4D	$50.00	$75.00	$150.00
BR-ASX12	$100.00	$150.00	$300.00	UME	$100.00	$150.00	$300.00
EH-08	$10.00	$15.00	$30.00	VRC-1	$30.00	$45.00	$90.00
EH-32	$35.00	$52.50	$105.00				
EH-08TX	$60.00	$90.00	$180.00	ETHERPATH	$40.00	$60.00	$120.00
EH-12TX	$90.00	$135.00	$270.00				

Pricing Note: DCB will allow a 25% discount off of the published price above to any customer who purchases a Platinum Protection contract within 30 days of the initial purchase date of the equipment.

Data Comm for Business
807 Pioneer, Champaign, IL 61820
(217) 352-3207 / Outside Illinois (800) 432-2638 / FAX (217) 352-0350

DCB

PLATINUM PROTECTION

Data Comm for Business

MAINTENANCE AGREEMENT

Data Comm For Business, Inc. (DCB) agrees to provide, at no cost to the customer, a factory reconditioned unit to replace the customer's unit any time and as many times as needed during the maintenance agreement period that the customer's unit fails to function properly.

If they prefer, customers can elect to receive a no cost rental unit during the period their original unit is being repaired and then have their original unit returned to them upon completion of the repair.

DCB also agrees to ship the replacement unit via priority one overnight air at no cost to the customer.

Customer agrees to promptly return to DCB the defective unit. Customer agrees to ship defective unit at customer's cost via the most economical ground transportation.

Customer understands that intentional damage or damage caused by negligence or misuse are not covered by this maintenance agreement.

Customer also understands that damage caused by external forces like fire, flood, riot, earthquake and war are generally covered by commercial insurance policies so those perils are excluded from this agreement.

For service as specified above, on equipment listed below, the undersigned agrees to pay in advance the total annual charge(s), the total two year charge(s) or the total five year charge(s) in accordance with terms specified on the face of the DCB invoice.

This agreement is subject to acceptance by DCB and takes effect on the date written below and continues in effect for one year, two years or five years and will remain in force thereafter with automatic renewal until cancelled in writing by either party. The issuance of the DCB invoice indicates final acceptance. Payment for contract renewals must be received on or before the renewal date. If payment is not received by renewal date, the contract is terminated.

Company Name _____

Customer Contact _____

Address _____

Telephone _____

EQUIPMENT DESCRIPTION	SERIAL NUMBER	PURCHASE DATE	EFFECTIVE DATE	TERM SELECTED	TOTAL CHARGE
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

Customer Signature _____ **Date** _____

DCB Approval

DCB Signature _____ **Invoice Number** _____

DCB

Tutorials and White Papers…

Some of our customers are beginners in data communications, others are old hands that need information on new technologies. Regardless of your category, we have some white papers and tutorials that should benefit you. The Small Business Series is especially useful for business people who need a fast introduction to data communications issues and techniques. You can call us for a copy of these, or get them from our Internet WEB site at http://www.dcbnet.com under the apnotes section. Here are the most often accessed titles.

On-Line Demo of EtherPath and Access Switch via the Internet
Quickly check out the on-line use of our EtherPath, Access Switch, Remote Power Control, and the network management and configuration features of our SR, SRX, and SPL multiplexers through the Internet. Telnet to the Etherpath from your PC via the Internet.

Network Management, SNMP vs. Out-of-Band Management.
The realities of managing your LAN/WAN with SNMP and how Out-of-Band management can make the system more effective.

Saving Time and Money… The DCB Access Switch and Remote Maintenance
Ways to save money and time by using the DCB Access Switch.

Small Business Series: Connecting Remote Office LANs
You have LANs in two offices. Now, you want to connect them together.

Small Business Series: Connecting your LAN to the Internet
You have a local office LAN. Now, you want Internet access for everyone!

TCP/IP Addressing and the PPP-SR Simple Router
Short discussion on how to conserve IP Addresses by putting up to 128 remote locations in a single Class "C" address space using the PPP-SR Simple Router.

Small Business Series: Data Communications, A Primer
A simple, no-fluff examination of the choices available for data communications. Learn what your consultant is talking about.

The True Story… Terminal Servers VS. Multiplexer Systems
Do you want to install remote terminal servers or multiplexers? Get the facts and do the analysis. You may be surprised!

High Availability Networking with DCB SR Async Frads
How one DCB customer, Merchant's Tire, solved their high availability frame relay networking problems using DCB Async FRAD Multiplexers.
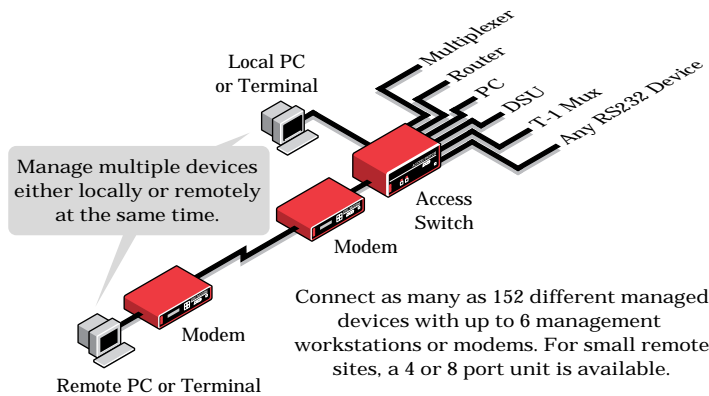
Connecting Remote Terminals: Wireless WAN Links Reduce Telephone Cost to Zero!
Example showing how wireless links and multiplexers replace telephone lines for wide area terminal connections.

All You Wanted to Know About T1 But Were Afraid to Ask
A complete explanation of T1 in all its gory details from basics to signaling. Written for our distributors and rather deep.

Lightning and Power Surge Damage and Prevention
A short paper describing the problems caused by lightning and power surges along with some things you can do to prevent them.

DCB ACCESS SWITCH

The DCB Access Switch connects two to six workstations (local or remote) to as many as 152 RS-232 devices. These are usually the management ports of DSU's, modems, multiplexers, and routers. You no longer need a tangle of patch cables to troubleshoot your network. Most DCB equipment has built-in diagnostics and troubleshooting/ training features, so using the Access Switch to capture a remote port or troubleshoot a phone line saves hours of downtime.

Manage multiple devices either locally or remotely at the same time.

Connect as many as 152 different managed devices with up to 6 management workstations or modems. For small remote sites, a 4 or 8 port unit is available.

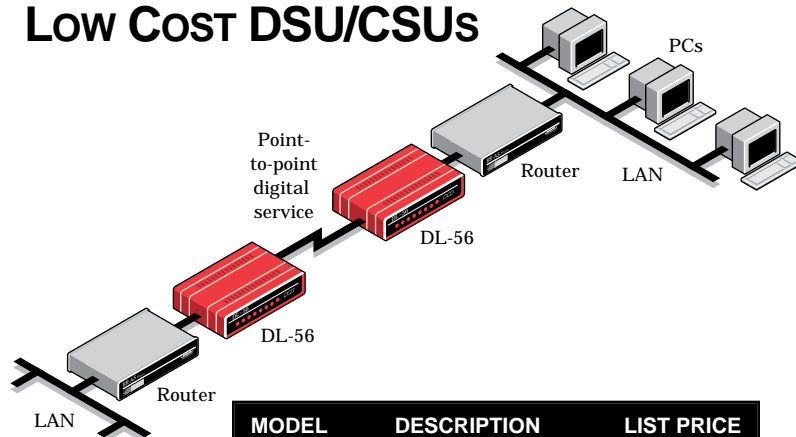| MODEL	NUMBER OF PORTS	LIST PRICE
AS-04	4 access, 2 control	$ 595
AS-08	8 access, 2 control	995
AS-16	16 access, 2 control	1,495
AS-24	24 access, 2 control	1,995
AS-32	32 access, 2 control	2,495
AS-24M	24 access, 6 control, 4 expansion	2,495
AS-32S	32 access, expansion for AS-24M	2,495
APS-01	1 control, 1 AC power	195
SS-1	Etherpath for telnet connection to AS	395

DCB MULTIPLEXERS

If you need to connect remote serial devices, the DCB multiplexer line is the most cost effective and flexible equipment available. DCB multiplexers can connect your sites in the following configurations:

- Point-to-point
- Frame Relay — point-to-point / multipoint
- Multidrop digital
- Data Concentration
- Wireless

Contact us for network design and system quotes.

LOW COST DSU/CSUs

MODEL	DESCRIPTION	LIST PRICE
DL-56	Sync, 56 Kbps, V.35 and RS-232	$ 295
DL-64	Sync, 56 or 64 Kbps, V.35 and RS-232	350
DL-DSU/CSU	Sync or Async, 9.6, 19.2 or 56 Kbps, RS-232, Async network management port	795