

# EXHIBIT G

# Trends

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TRENDS & TECHNOLOGY SHAPING THE PERSONAL COMPUTER MARKET

## The Chicago PC

*New hardware exploits Microsoft's next OS.*

**C**hicago, the successor to Windows 3.1, will be full of new technologies, but will your PC be able to take advantage of them? Microsoft is adding plug-and-play hardware support, preemptive multitasking, and support for 32-bit applications, but as long as you have a

386 with 4MB of RAM, Microsoft virtually guarantees that Chicago will run. According to Carl Stork, director of the Windows Platform Definition at Microsoft, "today's PCs are fully capable of running Chicago."

But future PCs will run Chicago even better. In fact, Microsoft is proposing a shopping list of new features that hardware manufacturers can build into PCs. At the

lution with 256 colors, and a local bus.

Microsoft is also recommending that manufacturers adopt new hardware interfaces to make Chicago PCs friendlier. For instance, the Enhanced Capabilities Port (ECP) would direct output to a printer at top speed and enable the printer to send intelligent messages back to the PC. Microsoft also recommends VESA's proposed Display

Data Channel, which is a specification for two-way communications between next-generation monitors and systems.

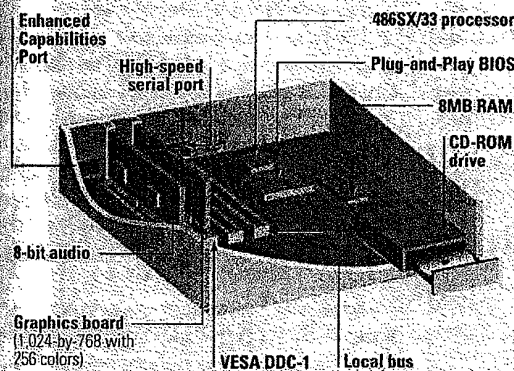
To ensure that hardware and drivers are truly Chicago-compatible, Microsoft will distribute hardware-compatibility tests to manufacturers. They will cover entire systems to measure compatibility with the plug-and-play BIOS and will let makers of add-in devices test the compatibility of the hardware as well as the drivers. A "Chicago-compatible" logo will indicate that a product has passed the test.

Based upon Microsoft's latest status report, Chicago will go into a progressive beta program this spring and will eventually encompass hundreds of thousands of users. When can you buy Chicago? "The target ship date is the end of 1994," says Paul Maritz, a senior vice president of Microsoft's systems division.

—Christopher Barr

### Chicago-Ready PC

Microsoft claims Chicago will run well on a 386-based PC with 4MB of RAM but will run better on a 486 with 8MB of RAM.



top of the list is a plug-and-play BIOS for easy installation of adapters and peripherals, followed by faster parallel ports, improved video specs, and a host of multi-media hardware. According to Microsoft, a typical Chicago desktop PC in 1995 should have a 486SX/33 processor, 8MB of RAM, a video system capable of 1,024-by-786 reso-

## Touch 'n' Point

DON'T LOOK NOW, BUT ANOTHER innovative pointing device for notebooks is heading your way. While trackballs pop out of screens and dangle off keyboards and pointing devices perch in various locations (the HP OmniBook's mouse even hides inside its own little garage), the latest class of pointing device is based on an old idea—the touch pad.

Past efforts to make a touch-sensitive pointing device failed because the devices did not have the sensitivity that is necessary for precise control of the cursor. You needed to press together two membranes and maintain the pressure with your finger. This mechanical setup was awkward and resulted in imprecise cursor control.

Field distortion sensing, a new technology developed by Cirque Corp. of Salt Lake City, Utah, determines the exact position of your finger's center point—the "centroid"—as you slide your finger gently over a touch pad. This provides the resolution needed for pixel-by-pixel control. Your finger distorts the electrical field emitted by the touch pad. Electrodes detect this distortion, and an integrated circuit measures it. Double clicking requires only two light taps on the surface. "It's much more intuitive than a mouse or track ball," says Kimball Brown, vice president and chief analyst of mobile computing at Dataquest.

Cirque has joined with Alps Electric to manufacture the GlidePoint for notebooks. Sources say the GlidePoint will also be in Apple's next PowerBook. Cirque hopes the technology will be used as a control for interactive televisions, video games, and home appliances.

Meanwhile, vendors of notebook PCs, such as Compaq and Toshiba, continue to experiment with new portable pointing device ideas. The goal: To find the device that can replace the mouse all the time. After all, that's the point. —Carol Levin

