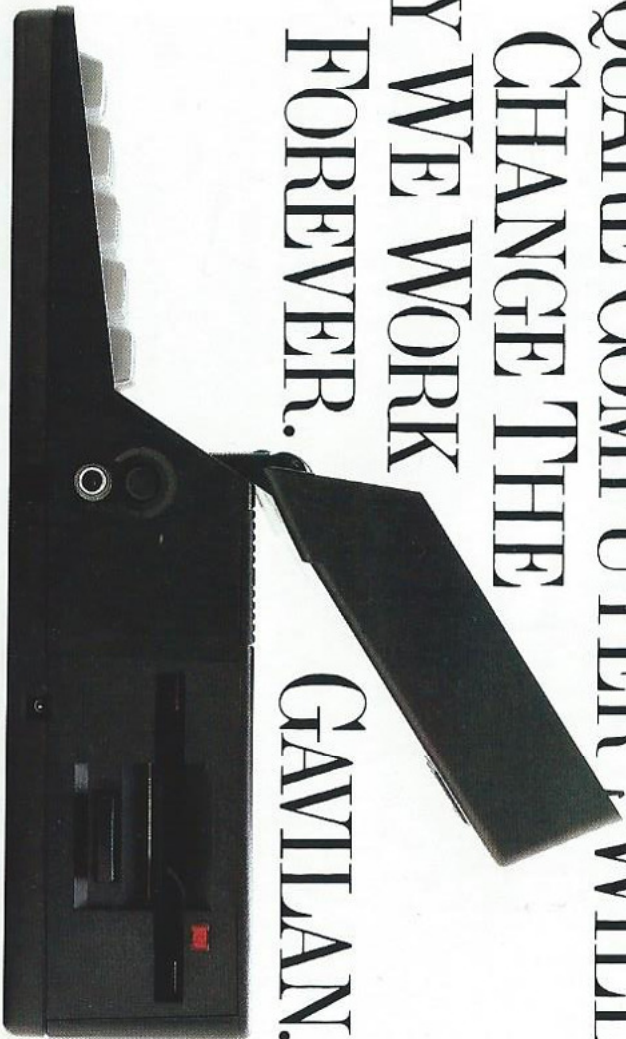


**WHY AN 11 $\frac{1}{2}$  INCH  
SQUARE COMPUTER, WILL  
CHANGE THE  
WAY WE WORK  
FOREVER.**

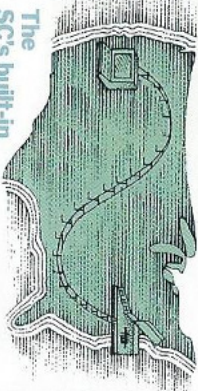
**GAVILLAN.**



an option). The SC comes with 64K RAM, rather than 96K. And its bit-mapped, 80-column LCD display shows 8 lines rather than 16.

Apart from these things, it's the same remarkable machine.

The SC is the perfect computer for the traveling professional who now works with MS/DOS-based software, and knows he'll be working with it in the future. The SC is



**The SC's built-in modem, auto-dial and auto-answer, permits telecommunications with any location in the world.**

also the ideal machine for people who want to spread out an admittedly

rather modest investment over time. Because the machine is fully upgradeable, and can be brought up to all the capabilities of the Gavilan.

**A machine that transforms its user**

No less than the Gavilan, the SC is a machine with noteworthy implications.

It will enable salespeople for the first time to carry up-to-date pricing and inventory information with them on client calls. It will let contractors' representatives make bids based on complex and voluminous data, on the spot. It will permit field auditors, marketing personnel, and executives of all sorts

to store, process, and retrieve data anytime, anywhere.

These people will possess capabilities that completely eclipse those of counterparts who lack the machine.

Consider, for example, a sales representative who car, on the first call, give a prospect a detailed quote on a sale. We don't even have a word for such a person.

His powers go so far beyond what we mean by the term "sales representative" that for him, it's an understatement.

Other SC users will own similar powers.

For, to put it simply, the SC is a machine that transforms its user:

powerful programs have been written for this operating system, and many of them are available for the SC. People already using them are in a perfect position to begin using the machine immediately.

Among the MS/DOS products presently available for the SC are SuperCalc<sup>®</sup>, the spreadsheet; WordStar<sup>®</sup>, the word processor; PFS:FILE and PFS:REPORT, forms, filing, and report-production products; and ACCULINK<sup>™</sup>, the communications product. A number of other programs will be available in the near future.

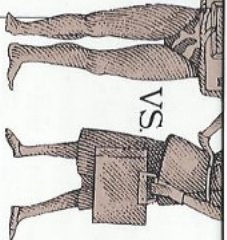
Development of custom MS/DOS applications for the SC, or modification of existing applications

**Technical Specifications for Gavilan SC**

- Size: 11.4 x 11.4 x 2.75"  Weight: 9 lbs., 10 oz.  Display: 8 lines x 80 characters, 400 x 64 pixels.  Keyboard: Full-sized with 10-key numeric pad.  CPU: Intel 8088.  Integrated Touch Pad Mouse: Cursor control.  Memory: Basic configuration 64K internal CMOS static RAM. Additional 64K via 32K increments expands RAM to 160K. 128K add-on  $3\frac{1}{2}$ " disk drive for maximum expansion of 288K.  I/O: Intel 8051.
- Power: Nicad, battery-powered, recharging in trickle charge or 1 hour quick charge.  Communications: Built-in 300 baud auto-dial/answer modem. RS-232C serial port.  Disk: Built-in  $3\frac{1}{2}$ " single-sided disk with 360K formatted mass-storage. IBM-PC compatible.  Software: MS-DOS 2.0.  Gavilan SC Options: The Gavilan printer. Additional  $3\frac{1}{2}$ " disk drive.  $5\frac{1}{4}$ " disk drive. 16 line LCD display. Gavilan Integrated Application Environment and CapsuleWare<sup>™</sup> applications.  Case: Lightweight, textured plastic.

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# GAVILAN



VS

Gavilan's Education Department offers both end-user and application development

**There are a good many computers you can carry with you—if you're a body builder. Anybody can tote the SC, which fits in a briefcase.**

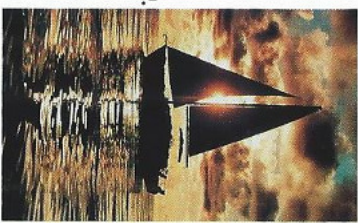
product warranty is standard. Service agreements, which include access to toll-free telephone help lines, are available at industry-competitive rates.

**Finding out for yourself**

Impressive as they may be, Gavilan's service and support are hardly more that you'd expect from a company that can build the SC.

But even what's built into the machine may be less impressive than its power to enhance our freedom, and transform our capabilities.

If those things appeal to you, you owe it to yourself to see the SC, and start thinking about them in earnest. To arrange a demonstration, please call 408-379-8000. Or write P.O. Box 5004, Campbell, CA 95008.



You may never perform an audit on this teak-hulled ketch just off Tahiti. But it's nice to know that, with the SC, you could.

and it too has no court.

What these things mean is that the SC is a spectacularly capable briefcase-sized machine. A machine that offers professionals who travel, make calls, or simply want the freedom to work where they please—the power of a desktop computer, wherever they go.

And the SC is the only machine, other than the Gavilan, of which those things may fairly be said.

Although it sells for less money, the SC in fact differs from the Gavilan in only three respects. Its price does not include Gavilan's integrated software system (it's available as

second disk drive), and since it adds just 5 inches, can fit with the machine into a briefcase. It prints on 8½ x11 inch paper.

an ample disk for me storage you. The SC's is built in, and it uses the new industry-standard 3½ inch disks.

THE GAVILAN SC computer and expansion disk-top MS-DOS operating environment.

Consider a new possibility — a powerful and expandable disk-top computer that works as well as most of today's on-the-go MS-DOS operating environment.

or the art, micro and also more of today's a popular software under the

of the art, micro and also more of today's a popular software under the



360K of data on the new industry-standard 3½-inch disks.

Its touch pad, situated just above the keyboard, is, like a mouse, an easy way to control cursor movement. You do so by running your finger back and forth on it.

The 8-line bit-mapped LCD display is adjustable, and you fold it out of the way altogether when you carry the machine. If you ever decide you wish to upgrade your SC with a 16-line display, we'll be glad to do it for you.

To back up the SC and the Gavilan, the Company provides service, training, and support as extensive as any in the industry. Besides

computer-based tutorials,

### The power of MS/DOS

At the heart of the SC's ability to transform is MS/DOS, the industry-standard operating system that the machine now lets people use anywhere.

An extraordinary number of



computer-based tutorials,

**THE ONLY  
COMPUTER THAT  
COMPARES  
TO THE  
GAVILAN.  
GAVILAN SC.**



The batteries run for up to eight hours, which means you really can use the SC wherever you go.

Like the Gavilan computer, Like the Gavilan, it's a 16-bit machine that runs MS™/DOS and uses the 8088 chip. And like the Gavilan, it is 11½ inches square and weighs less than 10 pounds.

Like the Gavilan, it can be taken and used anywhere.

It too has a built-in disk drive and modem, integrated touch-pad mouse, and a substantial memory that can grow. It too is data-compatible with the IBM® PC,

The Gavilan SC. It is in fact the only machine that can reasonably be compared to the remarkable Gavilan computer.

The Gavilan™ SC is a spectacularly capable machine that runs MS/DOS and is smaller than a briefcase. It offers professionals who travel, make calls, or simply want the freedom to work where they please—the power of a desktop computer, wherever they go.

for use with it, is another attractive option. For this purpose, Gavilan makes available a BASIC interpreter, BASIC and C languages, a Pascal compiler, 8088 assembly language, and various debugging tools.

And if at any time you decide that you do need the remarkable Gavilan integrated software system, we'll be happy to sell it to you.

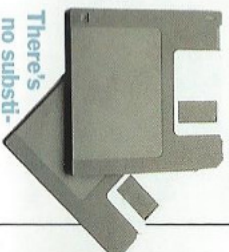
**The machine itself**

Driving the SC software is the same astonishing hardware offered in the Gavilan.

Its 64K static RAM easily expands to 160K, and an additional 128K RAM is available with the machine's optional second disk drive.

Its disk drive puts

There's no substi-



The correspondence-quality printer attaches to the back of the machine for \$99.95.



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And it has no cord.

The Gavilan is a machine that people will use in their offices and out of them. They will take it wherever they go, and wherever they work. And as a result, that work, and their capabilities, will change forever.

**Advantages of a rather awesome nature**

Contractors' representatives will make bids based on complex and voluminous data, on the spot. Salespeople will close large-ticket deals on a single call, consulting up-to-date pricing and inventory information they carry with them.



Traveling auditors will complete massive audits without ever leaving their clients' offices.

**The Gavilan's 96K memory grows to 160K when you add capsules at the back of the machine, and to an elephant-like 288K with the second disk drive.** Engineers, working at remote sites, will retrieve from home-base mainframe computers—and add to and manipulate—data critical to the work at hand.

And other people will simply make use of the freedom the Gavilan offers to work wherever they please.

**Capabilities well beyond its scale** What makes that freedom possible is the fact that the machine is



every feature that's fundamental to the way we use computers.

Among these is its built-in disk drive. Floppy disks are inexpensive and small, and there's really no substitute for the storage they provide. You can store and accumulate as much data as you wish.

The Gavilan's LCD display, which shows 16 lines, is also quite practical for large amounts of work. It always lets you see enough to know what you're doing, and it tilts to any viewing angle you find comfortable.

The machine's remarkable static random access memory will make you comfortable in another way. It's risk-free. It retains your program and data even when you shut the

machine down, so you can start exactly where you left off.

The integrated touch pad mouse, situated just above the Gavilan's keyboard, is one more key to its ease of use. Running your finger back and forth on the touch pad controls cursor movement and in our integrated software system, icon selection. And unlike mice, it doesn't take up space.

**A software system that's capable but easy**

The touch pad is in fact an integral part of our integrated software system, which comes with the machine and will be the only soft-



people know these programs already, and such people will be able to start using the Gavilan immediately. Custom MS/DOS-based applications, which are easily developed or modified, are another comfortable option with the Gavilan.

**Getting your hands on one**

The Gavilan's software options, no less than its enormous computer power in an 11½ inch square package, make it a machine of remarkable implications, as well as considerable charm.

For those things to be fully experienced, the machine must be seen, and

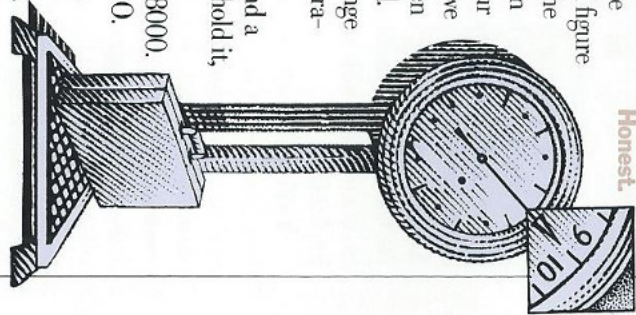
**The Gavilan really does weigh less than 10 pounds. Honest.**

Once you've done so, we think you'll figure out ways the Gavilan can change your work that we haven't even considered. To arrange a demonstration of the Gavilan, and a chance to hold it, please call

408-379-8000. Or write P.O. Box 5004, Campbell, CA 95008.



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A full-featured 16-bit machine that has no cord, the Gavilan is a computer that will create dramatic advantages. It will so radically transform its users, in fact, that there will be no comparison between the capabilities of people who have the machine and people who don't.

Up until now, a lot of people have had to do without computers.

People who knew all about them and the advantages they offered, and had every reason to have and use them.

But they couldn't. Because they did a lot of their work away from their offices. They did it in lobbies and airports, hotels and taxis, and above all, in the offices of clients and customers.

And computers—big machines that had to be plugged in—couldn't go there.

A powerful feature of the Gavilan computer is the integrated Application Environment and CapsuleWare word processing software. This program, for example, was created using Gavilan's CapsuleWare. It was created with CapsuleWare. The following spreadsheet shows a sample sales forecast. To create the spreadsheet, only one disk was used, and data was entered only once. CapsuleWare program is consistent with every other one since a common format is used.

REGION	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8	Q9	Q10	Q11	Q12
Selected Region	10000	12000	15000	18000	20000	22000	25000	28000	30000	32000	35000	38000
Advanced Region	15000	18000	22000	25000	28000	30000	32000	35000	38000	40000	42000	45000
Suburban Region	18000	20000	22000	25000	28000	30000	32000	35000	38000	40000	42000	45000
Metropolitan Region	20000	22000	25000	28000	30000	32000	35000	38000	40000	42000	45000	48000

The correspondence-quality printer attaches to the back of the machine (or to the second disk drive), and since it adds just 5 inches, can fit with the machine into a briefcase. It prints at a good clip on 8½ x 11 inch paper.

ware many people need to use. It's a system that's unique, powerful, and so easy to learn that you can start working with it the first time you load it.

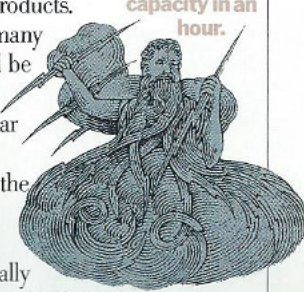
It's easy in part because its graphics use familiar images, such as the objects on and around your desk, to designate the tasks it does. Commands, also designated with images, remain the same from application to application, so you only have to learn one set. They're selected by using the touch pad to move a pointer to the image, then giving a simple tap.

If you ever *do* lose track of what you're doing, our help system will let you know precisely where you stand.

Soon to be available are spreadsheet, word processing, and communications products. A great many more will be released in the near future.

The Gavilan's batteries run it for up to 8 hours (depending on disk use), and a quick recharge gives them nearly full capacity in an hour.

Since the Gavilan uses the universally accepted MS/DOS operating system, a number of popular software products from other vendors will also run on it. Many



The Gavilan™ changes that.

At 11½ inches square and less than 10 pounds, it's a computer that people can take and use wherever they go.

At the same time, it's a computer that has effectively all the capabilities of today's most advanced desktop machines.

Its chip is the fast and powerful 16-bit Intel® 8088, it uses the MS™/DOS operating system, and it has a built-in disk drive and modem, integrated touch-pad mouse, and a memory large enough to accommodate the most demanding programs. It is data-compatible with the IBM® PC.

Its unique integrated software system, soon to be released, makes it as easy to use as any personal computer built.

And it has no cord.

The built-in disk drive, situated at the right side of the machine, stores 360K of data on each floppy.



extremely easy to use, and despite its size, has every feature that's fun-

