

IBM ES/4381 Series

Product Enhancement

IBM has extended downward its ESA/370-capable 4381 models with the addition of the Model Group 90E, a new ESA/370 entry-level processor. In addition to the new 90E model announced in February, the company also announced new upgrade options and withdrew three earlier models and associated upgrade options.

The Model Group 90E features 16 or 32 megabytes of central storage; 16 or 32 megabytes of Expanded Storage; and 6 standard channels, expandable to 12. The new model will be available September 29, 1989.

The model runs under ESA/MVS, MVS/XA, MVS/SP, VM/SP, VM/XA SF, VM/XA SP, VM/SP HPO, VM/IS, VSE/SP, AIX/370, and TPF.


The Model Group 90E is expected to have up to 0.8 times the internal performance of the Model Group 91E, up to 1.9 times the performance of the Model Group 1, and up to 1.3 times the performance of the Model Group 22. The Model Group 90E is upgradable to the Model Group 91E.

With this latest introduction, IBM currently offers five 4381 model groups: Model Groups 21, 22, 90E, 91E, and 92E. IBM has withdrawn the Model Groups 11, 23, and 24. The company has also withdrawn upgrade options for the earlier Model Groups 1, 2, 3, 12, 13, 14, 22, and 23. The 91E and 92E have since replaced the 22 and 23 groups.

In February, IBM announced the following new upgrade options:

- Model Group 1 to Model Group 90E; available September 29, 1989
- Model Group 22 to Model Group 90E; available September 29, 1989
- Model Group 2 to Model Group 91E; available April 28, 1989
- Model Group 12 to Model Group 91E; available April 28, 1989
- Model Group 13 to Model Group 91E; available April 28, 1989
- Model Group 22 to Model Group 91E; available April 28, 1989
- Model Group 90E to Model Group 91E; available first-quarter 1990
- Model Group 3 to Model Group 92E; available April 28, 1989
- Model Group 13 to Model Group 92E; available April 28, 1989
- Model Group 14 to Model Group 92E; available April 28, 1989

The Model Group 90E lowers the entry point into IBM's new ESA/MVS environment. At a base price of \$395,000, it sells for a little more than the earlier Model Group 22, but shares the environmental functionality of the IBM ES/3090 Series. Operating under ESA/370, the new model can take advantage of faster Expanded Storage memory options and virtual storage constraint relief.

This newest entry-level model, together with new upgrade options for users with older 4381s, is intended to encourage more IBM midrange users operating under DOS/VSE to migrate to ESA and MVS environments. The Model Group 90E introduction, in addition to a new entry-level 3090 machine (the Model 100S), probably means IBM intends to defer announcing a 4381 follow-on series for the time being or until IBM sells more low-end 3090s. Industry analysts believe the expected 4381 replacement would hurt low-end 3090 sales. For more information about the 3090 Model 100S, please refer to the Product Enhancement at the end of the IBM 3090 report, Page 70C-504MK-753. 

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EQUIPMENT PRICES

		Purchase Price (\$)	Monthly Maint. (\$)	Monthly Rental (\$)
PROCESSOR AND FEATURES				
Model Group 90E				
4381 P90	Processor with 16 megabytes of main memory	395,000	620.00	50,320
4381 R90	Same as P90, but with 32 megabytes of main memory	466,400	645.00	60,920
Additional 4381 Features and Options				
1850	Channel-to-Channel Adapter	24,300	31.00	2,190
1870	Additional Block Multiplex Channels	37,350	12.50	2,845
5016	Expanded Storage; 16 megabytes	71,400	24.00	9,155
5032	Expanded Storage; 32 megabytes	142,800	48.00	18,310
6032	Expanded Storage; 16 megabytes; requires feature 5016	71,400	24.00	9,155

		Purchase Price (\$)
SYSTEM UPGRADES		
Model Group 22 Upgrades		
4381 P22 to 4381 P90		85,000
4381 P22 to 4381 R90		156,400
4381 R22 to 4381 R90		85,000
4381 P22 to 4381 P91		185,000
4381 P22 to 4381 R91		256,400
4381 P22 to 4381 S91		327,800
4381 P22 to 4381 T91		399,200
4381 R22 to 4381 R91		185,000
4381 R22 to 4381 S91		256,400
4381 R22 to 4381 T91		327,800
Model Group 90E Upgrades		
4381 P90 to 4381 P91		100,000
4381 P90 to 4381 R91		171,400
4381 P90 to 4381 S91		242,800
4381 P90 to 4381 T91		314,200
4381 R90 to 4381 R91		100,000
4381 R90 to 4381 S91		171,400
4381 R90 to 4381 T91		242,800
4381 R90 with feature 5016 to 4381 S91		100,000
4381 R90 with feature 5016 to 4381 T91		171,400
4381 R90 with feature 5032 to 4381 T91		100,000
4381 R90 with features 5016 and 6032 to 4381 T91		100,000