It pays to be open.

Chart: SALES vs FISCAL YEAR, from 0 to $1 Billion, fiscal years 83 to 88.
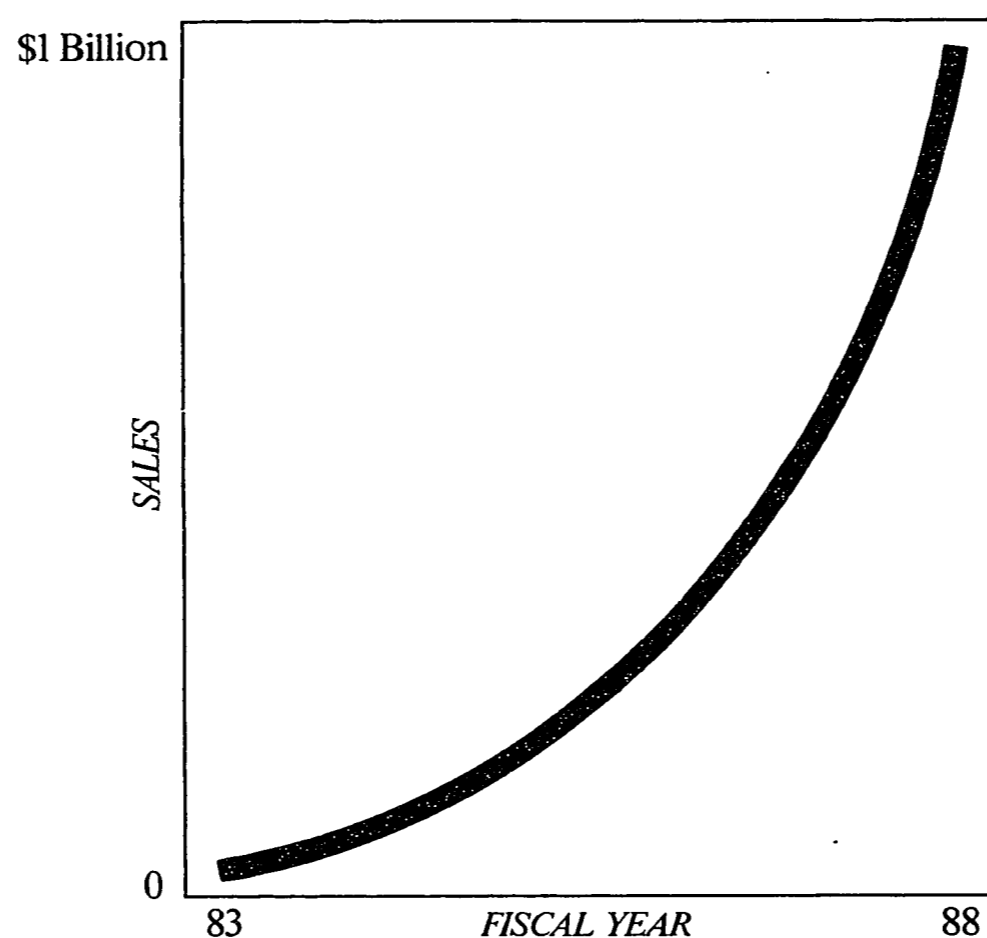
During the past year we delivered $1 billion worth of Sun computers and services.

Gratifying enough for a company that's just six years old.

But what's more, those sales confirm a broad acceptance of the whole idea behind Sun.

The Open Systems idea.

Systems based on standards so universally accepted that they allow combinations of hardware and software from literally thousands of independent vendors. Standards such as the UNIX® Operating System, SPARC™ processors, NFS™ networking software, and the OPEN LOOK™ user interface.

So for the first time, you're no longer locked into the company who made your computers. Even if it's us.

Not that we're concerned.

In a free market, the best products win out. And nobody but Sun offers such powerful and cost-effective distributed computing solutions. Solutions based on state-of-the-art workstations, servers, and networking software.

A Sun workstation moves data many times faster than a PC, and its graphics are stunningly better. A Sun server is as powerful as a supermini, but at a fraction of the cost. And Sun's networking software provides the entire system with an unmatched ability to talk to any kind of computer. Transparently. Effortlessly. Desk to desk. Desk to mini. Desk to mainframe.

Even continent to continent.

It was our vision that this kind of distributed computing could bring unprecedented power not only to the individual, but to the workgroup, and the entire company—in ways that PCs, minis and mainframes never could. Power to access, share, and work with information to a greater degree than ever before.

That is the very reason Sun's Open Systems are at work today throughout all industries. From finance to semiconductors, automotive to aviation. At the largest and smallest corporations in the world, all over the world.

These companies saw the future the same way we did. Wide open.

sun microsystems

The Network *Is* The Computer™