fast facts

THE MULTIMEDIA PROJECTOR NEWSLETTER

PRODUCT UPDATE

Philips cBright Series Projectors Arrive!

Don't forget that this month the much anticipated Philips cBright Series will be available with innovative design and features ideal for the ultimate meeting room performance. The new cBright Series will offer high brightness in a compact design, excellent picture performance, unique and innovative award-winning design, ease of installation, ease of use, and virtually silent operation. **Order your demo unit at 15% discount today!**

cBright Series

cBright Package Comes Complete

The new Philips cBright Series multimedia projectors are packaged complete with everything needed for presentations including a soft carrying case, remote and troubleshooting user guide. The complete cBright package includes:

- Remote control (trackerball remote with 3x AA batteries for the XG1 Impact; Basic remote control with 2x AAA batteries for the XG1 and SV1)
- Soft carrying bag
- Combi cable for USB/VGA
- AC power cable (2 m)
- Video/Audio stereo cable (2 m)
- CD-ROM with User Guide, Projection Assistant and data sheet
- Safety Sheet
- Quick set-up card
- Warranty card and envelope

cBright Package

Selling Evaluation Loan Units to Prospects

Beginning February 15, we will have the opportunity to sell evaluation units on loan to prospects after the 15-day trial. Selling will only be done to the reseller involved — not to the end user. As part of our normal follow-up efforts, Philips will contact each customer who has an evaluation loan unit after 15 days. At that time, we will ask the customer to either return the unit or to purchase it. If the customer chooses to return the unit, there is no charge. If the customer chooses to purchase the unit, Marilyn will contact the customer preferred reseller to quote a price and complete a "Request for Invoice". This request will generate an invoice for the reseller. Terms of the sale of evaluation units are net 30 and are subject to approval.

Evaluation Units

This service is offered as a convenience to prospects who may have difficulty returning a unit or require a unit for extended terms. This is not meant as a means for dealers to acquire sales samples as we have an existing demo program in place (15% discount on a new model).
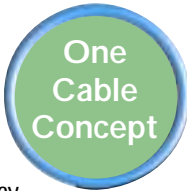
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FEATURE SPOTLIGHT

Hot Plug & Play One Cable Concept

At Philips, we are continuously striving to creative cutting edge, innovative technology that is user-friendly for both installation and use. The unique one cable concept in the new cBright Series projectors delivers USB hot plug and play in an even easier package to install.

One Cable Concept

The one cable concept combines the power cord with a combination VGA/USB cable for data input as well as USB mouse control and USB Audio output. Not only does this reduce the number of cables to connect, the projectors are truly hot "plug and play" for USB connectivity. There is no loading of software required for connection of the mouse control, and audio from the PC can be played on the projector's speaker with out the need for an extra sound card in the PC. Furthermore this cable will encourage the user to hook up and use the remote mouse.

LITERATURE FLASH

The following new literature for Philips Multimedia Projectors is now available. To order, visit www.philipsalliance.com/literature/index.html User ID: *philips*, Password: *literature.*

Description	cBright XG1 & SV1 spec sheet
Availability	February
Order #	LC4341/LC4331
Description	cBright XG1 Impact spec sheet
Availability	February
Order #	LC4345

NEW

MORE > > > > >

SHOWS & EVENTS

Philips multimedia projectors were well presented at the dynamic Philips exhibit at CES 2001 in Las Vegas last month. Home theater is a fast-growing market segment and Philips multimedia projectors are ideal products for high-end home theater display.

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FLASH

Beginning February 1, Philips will initiate a Minimum Advertised Price policy. The Philips Minimum Advertised Price (MAP) will be communicated through the monthly price lists.

MAP

Philips Corporate Account Program:
www.corporatepartner.philips.com
Projection Assistant:
www.philipstraining.com/lcd/projasst.html
Literature Online: www.philipsalliance.com/literature
    User ID: *philips*, Password: *literature*
Technical Support: (888) 873-4672
Fax Back System: (865) 521-4241

HOT LINKS/ACCESS NUMBERS

Philips Multimedia Projectors: www.pcstuff.philips.com
www.philipsusa.com
Philips Training: www.philipstraining.com
Philips Arena: www.philipsarena.com

PRODUCT UPDATE CHART

Philips Multimedia Projectors *A complete range for every need*

UGO SERIES		HOPPER SERIES		cBRIGHT SERIES			PROSCREEN
Traveling light, traveling bright PERSONAL TRAVELER		*Add impact in a silent way* MEETING/CLASS ROOM VALUE PERFORMANCE		*Amazingly compact, Amazingly bright* MEETING/CLASS ROOM VALUE PERFORMANCE			*Big picture, Eye for detail* BOARDROOM PRESENTATIONS
Product	S-lite	X-lite	SV20 Impact	XG20 Impact	SV1	XG1	XG1 Impact	PXG10
Brightness (Alm)	800		1250		1400	1100	1500	2200
Resolution	SVGA	XGA	SVGA	XGA	SVGA	XGA		XGA
Contrast	800:1		300:1	200:1	340:1	310:1	200:1	200:1
Weight	2.86 lbs.		<11 lbs.		7.9 lbs.			16 lbs.
Lamp	130W/1000 hr		150W/2000 hr		200W/1500 hr			150W/2000 hr
Special Notes			• Hopper SV20 available thru May • Hopper X20 Impact last month to order!		• Order your demo units at 15% discount now!			

(Note: Product row — in the table above, the cBRIGHT SERIES has three sub-columns: SV1, XG1, XG1 Impact.)

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PRODUCT AVAILABILITY *(as of February 2001)*

Model	Name	Description	Status	Notes
LC4345	cBright XG1 Impact	Ultra-Portable	Intro mid Feb. 2001	*Only 7.9 lbs! Contemporary silver design*
LC4341	cBright XG1	Ultra-Portable	Intro mid Feb. 2001	*Only 7.9 lbs! Retro look design with silver/eggplant color scheme*
LC4341	cBright XG1	Ultra-Portable	Intro mid Feb. 2001	*Only 7.9 lbs! Retro look design with silver/eggplant color scheme*
LC1041	ProScreen PXG10	Boardroom/Home Entertainment, 2.4 million pixels,	Available	*2200 Alm, High Definition HDTV compatible*
LC5141	UGO X-Lite	Micro-Portable	Available	*Under 2.9 lbs!*
LC5131	UGO S-Lite	Micro-Portable	Available	*Under 2.9 lbs!*
LC4236 (LC4235)	Hopper SV20 Impact	Ultra-Portable, very quiet	Available, phase out in May	*LC4235 transitioned to LC4236*
LC4246 (LC4245)	Hopper XG20 Impact	Ultra-Portable, very quiet	Available, phase out in February	*LC4245 transitioned to LC4246*
LC4041G	Hopper XG10	Ultra-Portable, very quiet	Last units available; contact your RSM for latest status on availability and close out price	*Phasing out*
LC4043G	HopperXG20	Ultra-Portable, very quiet	Sold Out	*Sold Out*
LC4700F	Fellini 100	Home Entertainment, 2.4 million pixel	Phasing Out Few units left	*Video only*
LCA11450	Leather Case	for Hopper Series	Available	
HCASE431	Hard Case	for Hopper SV10/XG10	Available	
LCA31060	Bulb	for LC4650G & LC4750G/B	Sold out, available through March	
LCA31070	Bulb	for LC4031G/LC4041G	On allocation thru April	
LCA31080	Bulb	for LC4033G/LC4043G	On allocation thru April	
LCA3110	Bulb	for LC1041	On allocation thru April	
LCA3109	Bulb	for LCA4235, LC4245, LC4236, LC4246	On allocation thru April	
LCA3113	Bulb	for LC5131, LC5141	Available	
LCA3111	Bulb	for LC4345, LC4341, LC4331	Available March	*New 200 W bulb, 1500 hour*
LCA22050	Ceiling Mount	for Hopper	Available	
LCA22060	Ceiling Mount	for LC4700F & LC4750G/B	Sold Out	
LCA2207	Ceiling Mount	for high ceiling for LC1041	Available	
LCA2208	Ceiling Mount	for low ceiling for LC1041	Available	
LCA2209	Ceiling Mount Adapter	for LCA2207 and LCA2208	Available	
LCA2210	Ceiling Mount	for LC4345, LC4341, LC4331	Available March	*New ceiling mount for cBright series*
LCA3001	Tele zoom lens	for LC1041	Available	
LCA3002	Wide zoom lens	for LC1041	Available	
SCREEN60	Screen	Portable	Available	
LCA14800	Screen	WriteScreen (80")	7 units available, close out price $350	
LCA14810	Screen	OptiScreen (80")	1 unit left	
LCA14830	Screen	Brilliance (80")	13 units available, close out price $390	
LCA74010	Screen Stand	for LCA14800, LCA14810, LCA14830	18 units available, close out price $190	
LCA5310	VGA Y-Cable	for Hopper series (LC4236, LC4246, LC4043, LC4033)	Available	
LCA4117	Trackerball RC	for LC4345, LC4341, LC4331	Available March	*New trackerball remote for cBright series (comes standard with LC4345)*

Ask your Philips Regional Sales Manager for the availability of our refurbished units.