

fast facts

THE MULTIMEDIA PROJECTOR NEWSLETTER

Produced by
Philips PC Peripherals
Marketing Department



PROGRAMS & PROMOTIONS

Philips and Margi Systems Create the Ultimate Portable Presentation

Philips and Margi Systems, Inc. have created the ultimate solution in portable presentations – now available at a special introductory

price! Your customers can save \$60 on the Margi Presenter-to-Go™ Springboard™ module which lets you use the ultra-compact Philips UGO Projector to deliver powerful presentations right from your Handspring Visor!

Weighing in at less than 3 pounds, Philips UGO™ is the smallest, high performance personal projector in the world. Perfect for business travelers, the UGO is compatible, compact, affordable, and bright (800



ANSI lumens). Combine the UGO with the Presenter to Go™ Springboard module from Margi Systems, Inc. and you can connect and present with your PDA from Handspring. The Presenter-to-Go™ is the ultimate turnkey, PDA-based presentation system.

Presenter-to-Go can be ordered by end-users online at the www.presenter-to-go.com/p9p8s7/philips60.html. For more information on products, visit www.margi.com or www.handspring.com.

Get the word out to your customers so they can take advantage of this great offer which expires June 30. Call your sales rep today for a UGO/Margi demo!

Philips Opportunity Program to Generate Education Bids

The Philips' Opportunity Program (POP) is designed to assist Philips Pro A/V Dealers in winning more education bid business by providing demonstration and evaluation units, a comprehensive "bid material package", and a special dealer incentive aimed at providing a competitive

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PHILIPS OPPORTUNITY PROGRAM

Here's how it works:

- Request an evaluation unit for one of your education customers from your Key Account Manager.
- When the evaluation unit is shipped to your customer, provide them with a Philips Education Products Evaluation package which you can get from your Key Account Manager or through the Literature Order system. This package includes:
 - A cover note to the educator thanking them for choosing Philips projectors for evaluation
 - A self-mailer evaluation form for the educator to complete and return to us
 - Printed and electronic versions of Philips multimedia projector product specs for your

- customer to use in their bid requests
- When your customer returns the evaluation form to us, we send you a Redemption Form for a free 1-Year Warranty certificate. If your customer uses the Philips specs in a formal bid request, complete the Redemption Form with the written bid request attached, and return it to us.
- Upon receipt of the Redemption Form and proof of bid request, we will mail you a certificate for the free 1-year warranty which you can then use to make a more compelling bid submittal to your customer.



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Let's make things better.



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advantage. The program adds incentive for a school/district to order Philips multimedia projectors by offering a free 1-year warranty certificate.

We hope this program will prove beneficial in helping you become the "lowest bidder" with the best products and smartest technology for teaching. If you have any questions, please contact your Philips Key Account Manager.

SHOWS & EVENTS

Don't Miss Philips at InfoComm 2001

We invite you to experience Philips' latest multimedia projection technologies and innovations first-hand, including exciting upgrades to the cBright Series and other new product introductions, at the upcoming InfoComm International Show. Call your Philips Regional Sales Manager to schedule a meeting or stop by the booth for hands-on demonstrations.



What: InfoComm International 2001

When: June 13-15

Where: Sands Expo & Convention Center
Las Vegas, Nevada

Philips Booth: Booth #6055

Special Show Offer!

Win a FREE InfoComm 2001 pass just by completing the attached form and returning it to Philips. InfoComm passes will be awarded to the first 25 people who return the forms by fax.

[Click here to win!](#)



FEATURE SPOTLIGHT

cBright Ceiling Mount Now Available

To complement the successful launch of the cBright Series projectors, the cBright ceiling mount is now available.

Model: LCA2210

Key Features:

- Strong sturdy design
- Stylish design to complement the cBright award-winning design to fit any room
- Easy to mount
- Extension tube included (12" - 44")

For more information on the LCA2210 and other Philips multimedia projector products, visit www.pcstuff.philips.com.



LITERATURE FLASH

The following new literature for Philips Multimedia Projectors is now available. To order, visit www.philipsalliance.com/literature/index.html

Description	Education Bid Registration Packet
Availability	February
Order #	21350
Description	Spring 2001 Reference Guide
Availability	April
Order #	21355
Description	Projector Full Family Brochure
Availability	May
Order #	21321



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HOT LINKS/ACCESS NUMBERS

Philips is working to improve our website offerings to you. As a result, the Philips USA website is currently undergoing renovation and expansion, and will be launched in June at www.philips.com. Please continue to visit www.pcstuff.philips.com for information on Philips multimedia projectors until the new website is launched. We will keep you posted on timing.

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

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
 Parts Department: (800) 851-8885

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PRODUCT UPDATE CHART

Philips Multimedia Projectors *A complete range for every need*

UGO SERIES		HOPPER SERIES		cBRIGHT SERIES			PROSCREEN
							
<i>Traveling light, traveling bright</i> PERSONAL TRAVELER		<i>Add impact in a silent way</i> MEETING/CLASS ROOM VALUE		<i>Amazingly compact, Amazingly bright</i> MEETING/CLASS ROOM VALUE PERFORMANCE			<i>Big picture, Eye for detail</i> BOARDROOM PRESENTATIONS
Product	S-lite X-lite	SV20 Impact		SV1	XG1	XG1 Impact	PXG10
Brightness (AIm)	800		1250	1400	1100	1500	2200
Resolution	SVGA XGA	SVGA		SVGA	XGA		XGA
Contrast	800:1		300:1	340:1	310:1	260:1	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 Impact available while supplies last	• Order your demo units at 15% discount now!			



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PRODUCT AVAILABILITY (as of May 2001)

Model	Name	Description	Status	Notes
LC4345	cBright XG1 Impact	Ultra-Portable	Available	Only 7.9 lbs! Contemporary silver design
LC4341	cBright XG1	Ultra-Portable	Available	Only 7.9 lbs! Retro look design with silver/eggplant color scheme
LC4341	cBright XG1	Ultra-Portable	Available	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	
LC4246 (LC4245)	Hopper XG20 Impact	Ultra-Portable, very quiet	Sold out, Current Backorders will be fulfilled	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	Sold Out	Sold Out
LCA11450	Leather Case	for Hopper Series	Available	
HCASE431	Hard Case	for Hopper SV10/XG10	Available	
LCA31060	Bulb	for LC4650G & LC4750G/B	Call for availability	
LCA31070	Bulb	for LC4031G/LC4041G	On allocation thru May	
LCA31080	Bulb	for LC4033G/LC4043G	On allocation thru May	
LCA3110	Bulb	for LC1041	On allocation thru May	
LCA3109	Bulb	for LCA4235, LC4245, LC4236, LC4246	On allocation thru May	
LCA3113	Bulb	for LC5131, LC5141	Available	
LCA3111	Bulb	for LC4345, LC4341, LC4331	Available	New 200 W bulb, 1500 hour
LCA22050	Ceiling Mount	for Hopper	On allocation thru May	
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	On allocation thru May	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")	6 units available, close out price \$350	
LCA14810	Screen	OptiScreen (80")	Sold Out	
LCA14830	Screen	Brilliance (80")	Sold Out	
LCA74010	Screen Stand	for LCA14800, LCA14810, LCA14830	9 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	New trackerball remote for cBright series (comes standard with LC4345)

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

To order through Parts Department call 1-800-851-8885.

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INFOCOMM International 2001 Quiz

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QUESTION 1

Which Philips Multimedia Projector is currently the lightest available in the market place?

UGO X-Lite cBright XG1 Impact PXG10



- UGO X-Lite (LC5141)**
- True XGA Resolution
 - 800 ANSI lumens
 - Only 2.86 lbs
 - 800:1 Contrast Ration

2

QUESTION 2

Which Philips Multimedia Projector is HDTV compatible?

UGO X-Lite cBright XG1 Impact PXG10



- cBright XG1 Impact (LC4345)**
- True XGA Resolution
 - 1500 ANSI lumens
 - Only 7.9 lbs
 - Trackball Remote Control

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QUESTION 3

Which Philips Multimedia Projector comes with the ergonomic Philips trackball remote control?

cBright XG1 Impact PXG10 Both



- ProScreen PXG10 (LC1041)**
- True XGA Resolution
 - 2200 ANSI lumens
 - Only 16 lbs
 - Up to UXGA and HDTV compatible

If you need assistance in answering these questions, please refer to previous issues of the newsletter or visit www.pcstuff.philips.com.

FAX this completed form TODAY to 770/821-3329.

The FIRST 25 respondents will receive a FREE pass for INFOCOMM 2001 (June 13-15). Visit the Philips booth (#6055) and find out more about exciting new product introductions! Good luck!

Name:

Company:

Address:

Phone:

E-Mail:

Fill Out, Print, and Fax

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