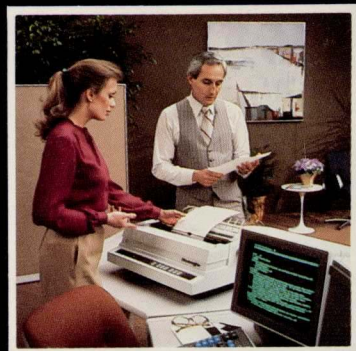
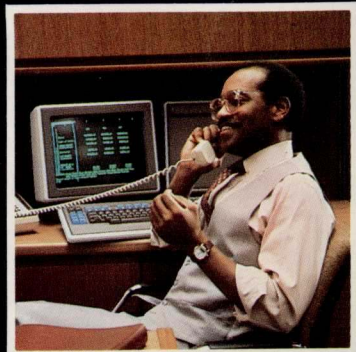
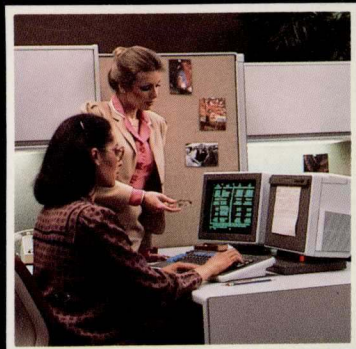


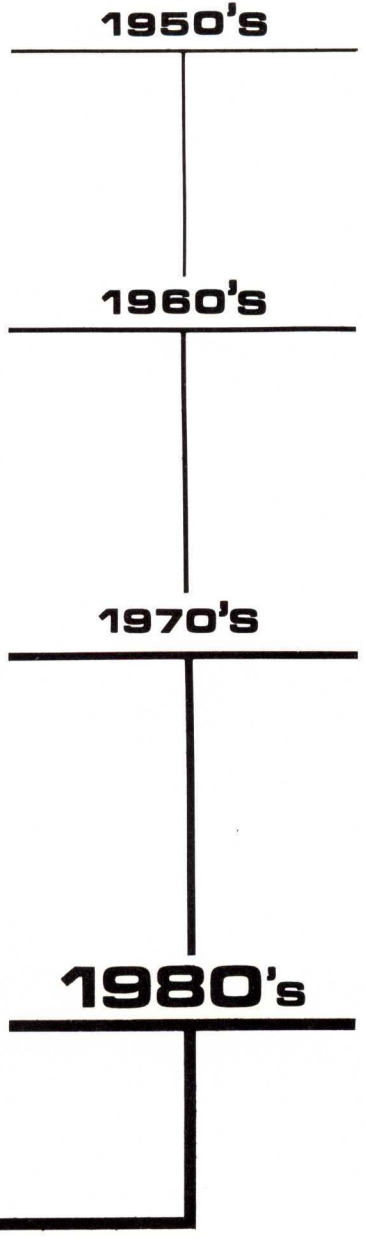
# Burroughs B 20



Thirty years ago, only the largest corporations and government agencies could afford computers. The computers of this era took up an entire floor, were frequently behind locked doors, and were run by scientists and engineers.

In the early 1970s, the computer started to move out of the computer center and into business offices. But even then, computers often cost several hundred thousand dollars and were complex to use. Also, there were not many programs that could really make businesses, especially small businesses, more productive. As a result, computers were not immediately, or easily, accepted in the business community. During this period, Burroughs was one of the few companies to effectively make small computers work economically for small businesses.

Now, the computer is out from behind locked doors and is on desks. Operators are no longer computer scientists, but are people with no previous computer background. And the people who are buying these new computers are looking for practical ways to make their businesses more effective. It is for people like these that Burroughs introduces its powerful, easy-to-use, B 20 computer system.





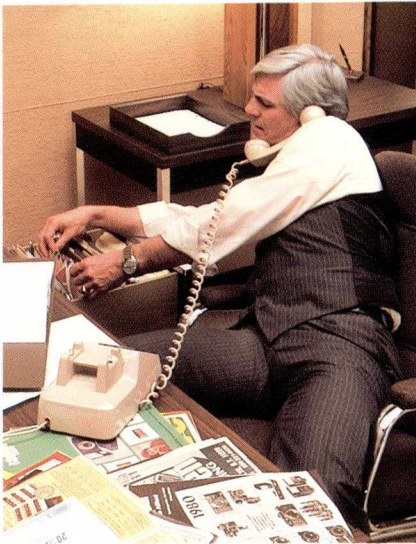
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# A COMPUTER SYSTEM FOR YOUR BUSINESS

Burroughs B 20 computer system has as much power and capability as a system that cost hundreds of thousands of dollars a decade ago. But, for you, the most important point to consider about a computer is not only its speed but how the *entire system* can help make your business more productive and help you to make timely business decisions.

The decisions you make can be important to the success of your business. To make the right decisions, you need the right information at the right time.

Sometimes, however, it is difficult to obtain the information you need because there may be:



- Too much information to organize
- Not enough time to process the information
- Difficulty in finding the information
- Incomplete or out-of-date information
- Incorrect information.

Burroughs has been helping businesses solve problems like these for years. Our B 20 system builds on this tradition and offers you more effective solutions than ever before.

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# SELECTING YOUR COMPUTER SYSTEM

To select your business system, you should look for these key points.

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## Experience

Your system should be supported by a company with a long history of solving business problems.

For almost a century, Burroughs has helped businesses around the world.

These businesses are of every size and type, from very small companies to the world's largest corporations and government agencies.

We design *our* experience into *your* B 20 system.



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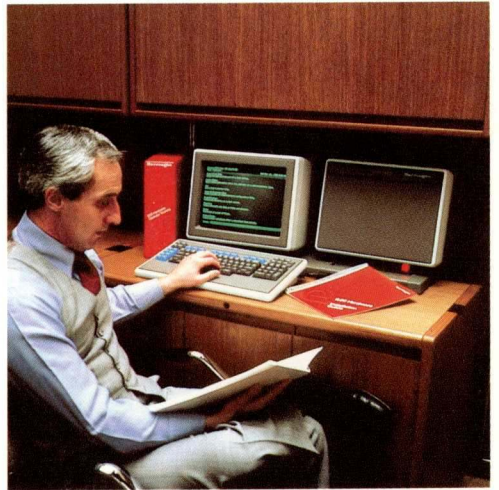
## Support

Your system should provide all the information you need to install, operate and manage it.

Good customer support is Burroughs way of doing business.

We support our products with training programs which are practical and field tested. *These training programs help you get your system working quickly.*

And Burroughs products are backed by excellent service, which is only a phone call away.





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## Capability

Your system should meet your needs.

Burroughs offers a wide range of high quality application programs designed especially for a wide variety of businesses and governmental agencies.

These programs have been carefully developed by experienced professionals. They are easy to use and provide the information needed to help you make the right decisions.



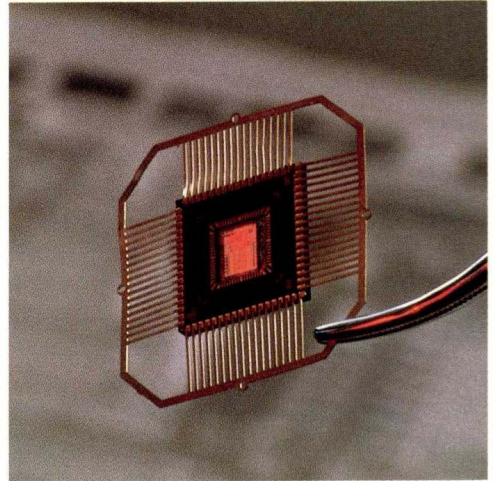
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## Technology

Your system should do the job now *and* in the future.

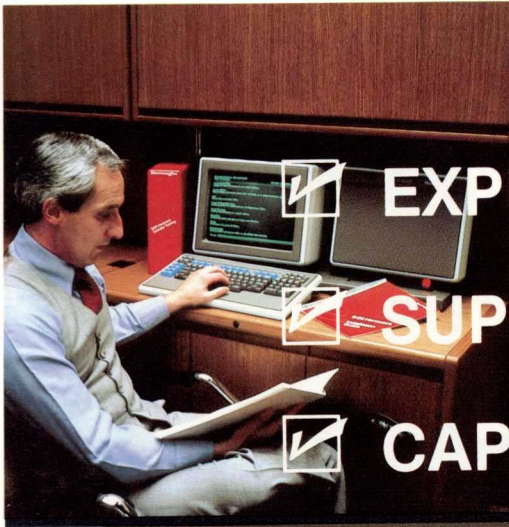
Burroughs is a leading innovator in the computer industry. Many of the advanced design concepts now in use in the data processing industry were pioneered by Burroughs.

The B 20 system continues this tradition by providing you with the latest in computer technology.



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# WITH BURROUGHS B 20 YOU BENEFIT FROM:



**EXPERIENCE**



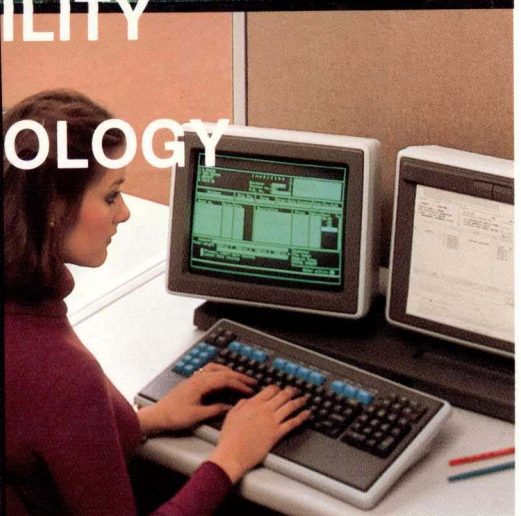
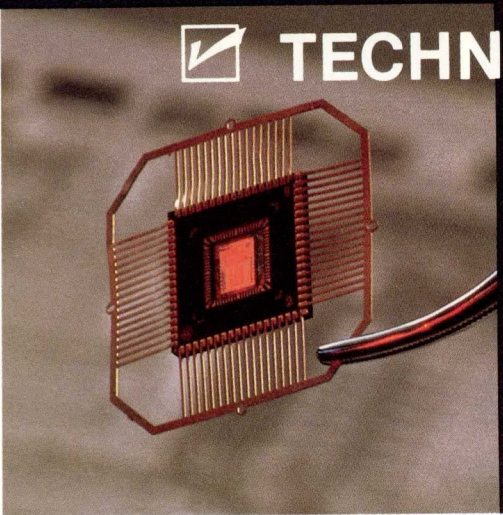
**SUPPORT**



**CAPABILITY**



**TECHNOLOGY**





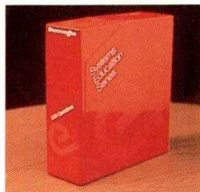
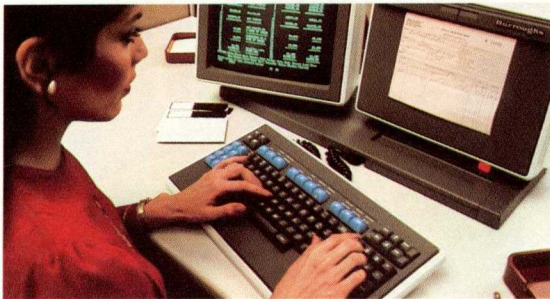
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# THE B 20 COMPUTER SYSTEM

Burroughs B 20 business computer is an advanced, yet compact system. It is a powerful information processor which is easy to install and even easier to use.

The B 20 computer is a *complete* small business system. Burroughs offers a full range of hardware, application programs, word processing, financial modeling and planning capabilities . . . even business forms and supplies. And these are all backed by Burroughs worldwide network of service and support.

Now let's take a look at each part of this comprehensive B 20 system.



# THE SCREEN

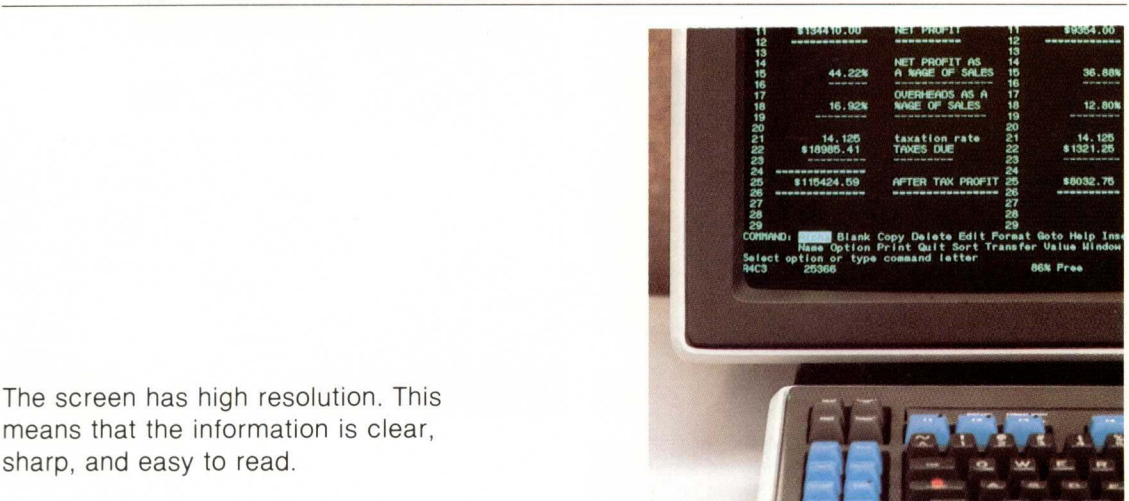
The B 20 computer screen has many important features.



The entire screen can swivel and tilt ... to adjust to the best viewing angle. This feature can reduce eye strain caused by glare.



The screen is large and features large and easy-to-read characters.



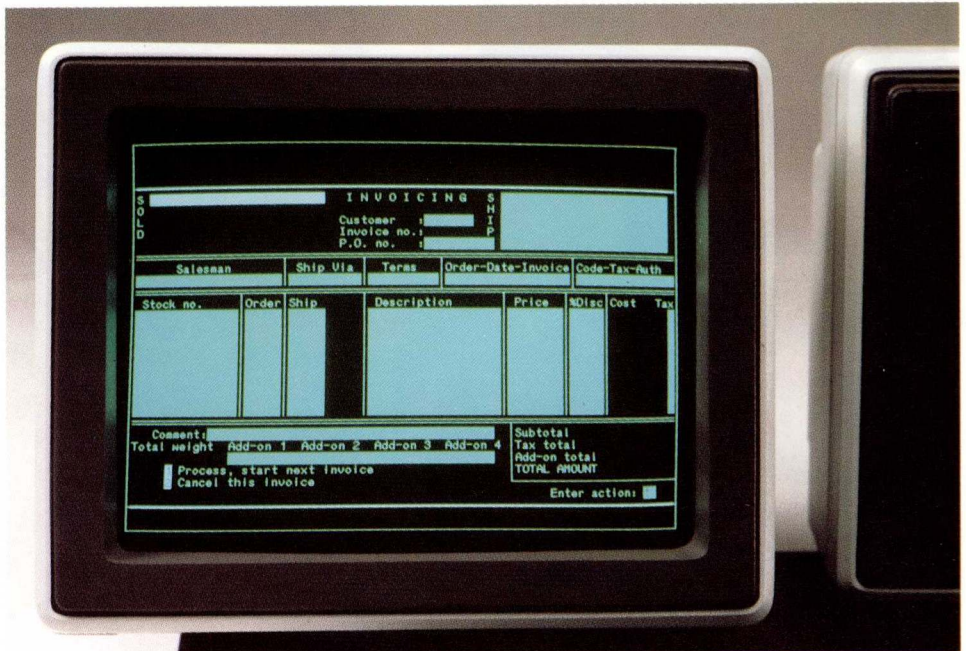
The screen has high resolution. This means that the information is clear, sharp, and easy to read.

These combined features can result in greater productivity with less operator fatigue. This is an important employee benefit.



We have designed our screens to help your operator finish work in less time. Consider, for example, an invoice as commonly used in the United States. Notice how realistic the invoice looks as it is displayed on the screen. Because of features such as this, the B 20 system is very easy to use, especially for people with no previous computer experience.

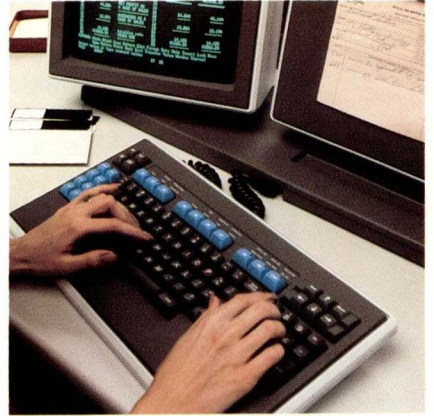
S O L D										I N V O I C I N G										S H I P																													
Customer										Invoice no.										P.O. no.																													
Salesman					Ship Via					Terms					Order-Date-Invoice					Code-Tax-Auth																													
Stock no.			Order			Ship			Description							Cost			Tax																														
Comment:										Subtotal										Tax total																													
Total weight										Add-on 1										Add-on 2										Add-on 3										Add-on 4									
<input type="checkbox"/> Process, start next invoice <input type="checkbox"/> Cancel										TOTAL AMOUNT										Enter action: <input type="checkbox"/>																													



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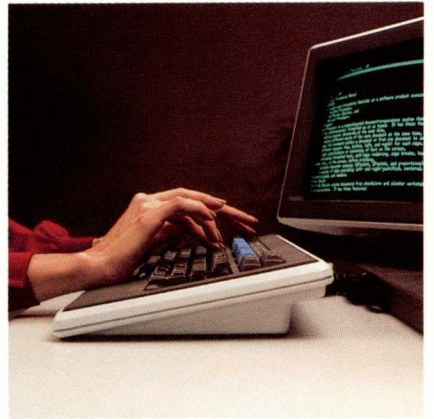
# THE KEYBOARD

The keyboard is moveable, so each operator can place it in the most comfortable position.



The keyboard is also elevated and angled so your operator can work for longer periods without becoming tired.

Palm rests are provided to increase the operator's comfort and reduce fatigue.



The B 20 computer has a complete typewriter keyboard so your operator can feel "at home" with it. The keyboard also has a number of special keys. With the touch of a button your operator can automatically perform many complex business procedures.

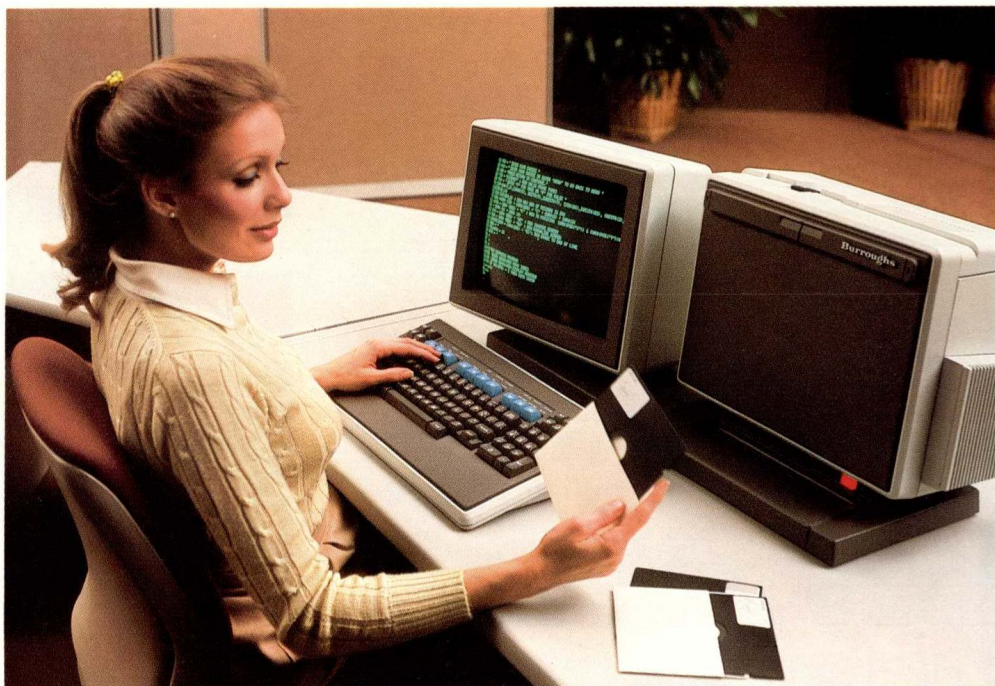




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## DISK STORAGE

The B 20 system offers extremely large disk storage. Many models provide BOTH a floppy and a Winchester disk drive capability.



Floppy disks are convenient and widely used. But whereas a floppy disk can store hundreds of pages, a Winchester disk can store thousands. The Winchester disk gives you ready access to programs and large amounts of information.

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For organizations which require additional storage capacity, mass storage units are available on selected B 20 models. Your sales representative can help you to select the proper amount of disk storage required for your needs.



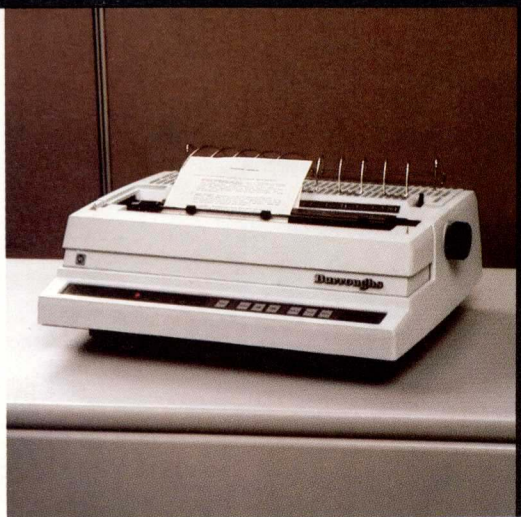
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# PRINTERS

A variety of printers are available with the B 20 system to serve your business needs.

We can recommend several printers with various speeds and print image quality. If you need financial statements, invoices, or bills printed quickly, we have high-speed printers that can do the job. If high quality correspondence is vital to your business, a letter-quality printer is available.

Burroughs B 20 system has a printer to meet your every need.









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## EXPANDING YOUR SYSTEM

Flexibility is designed into your B 20 system. If your needs change, your system can grow with you easily and economically.

For example, when you have too much work for one operator to handle, more workstations can be added.

When you need to store more business information, Burroughs offers separate mass storage units on some models which can increase your system's storage capacity.

And remember, if printing demands change, there is a range of printers available to you.





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# BUSINESS APPLICATION PROGRAMS

The strength of a computer system is its business applications.

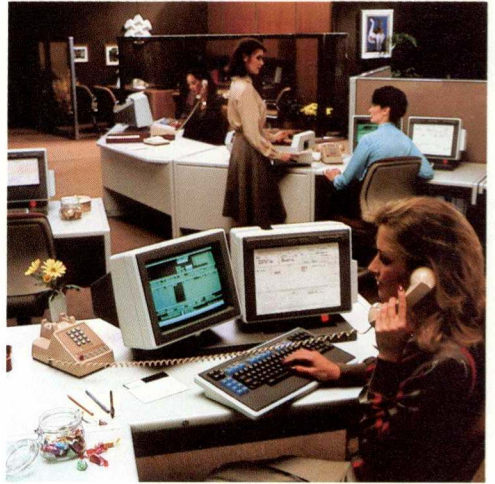
Burroughs offers a wide range of high quality, easy-to-use applications. These have been developed and tested for your B 20 system by experienced professionals.

For example, our general business system includes general ledger, accounts payable, accounts receivable, order entry and invoicing, inventory, and payroll. We also offer application programs designed for the requirements of specific industries.

An extensive training package is available with each application. Because the training is so clear and easy to use, your operators train themselves. And, they can learn by doing because the training is on the computer.

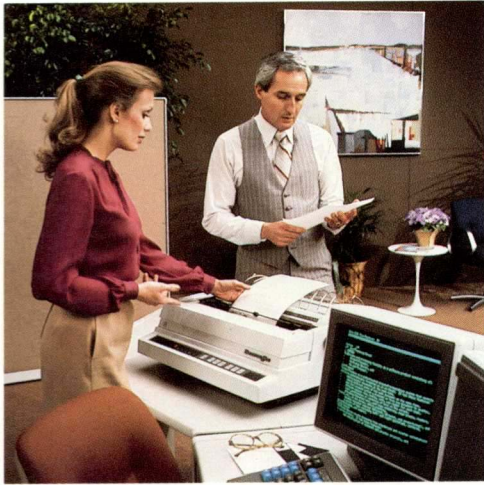
In addition to the wide variety of application programs developed by Burroughs, you can also program in *four* different computer languages: BASIC, FORTRAN, COBOL, and Pascal. Because of the diversity of these languages, your B 20 system has the capability of solving a wide range of business, technical, scientific, and personal programming problems.

Because these computer languages are offered with the B 20 computer, many independent companies have developed other application programs for your consideration.



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# WORD PROCESSING



Today, automated word processing is becoming more and more important in business.

Burroughs has developed a powerful word processing application for your B 20 system. With it, you can create, revise, edit, and print your business documents easily and quickly.

- Increased productivity can be gained by reducing the time wasted on restarting and retyping documents.
- Documents which are typed many times, such as form letters, can be stored for re-use, addressed and printed automatically.
- Mailing labels can be printed in less time.



We realize that some of your business correspondence contains financial information. For this reason, we designed the word processing application so that you can directly use information from many B 20 business application programs. This feature makes it easy to write letters which have financial content.

The B 20 word processing system lets you process your work more efficiently and effectively.



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# THE MULTIPLAN™ SYSTEM<sup>1</sup>

As an executive, you need an effective way to plan for the future. Multiplan is your management tool.

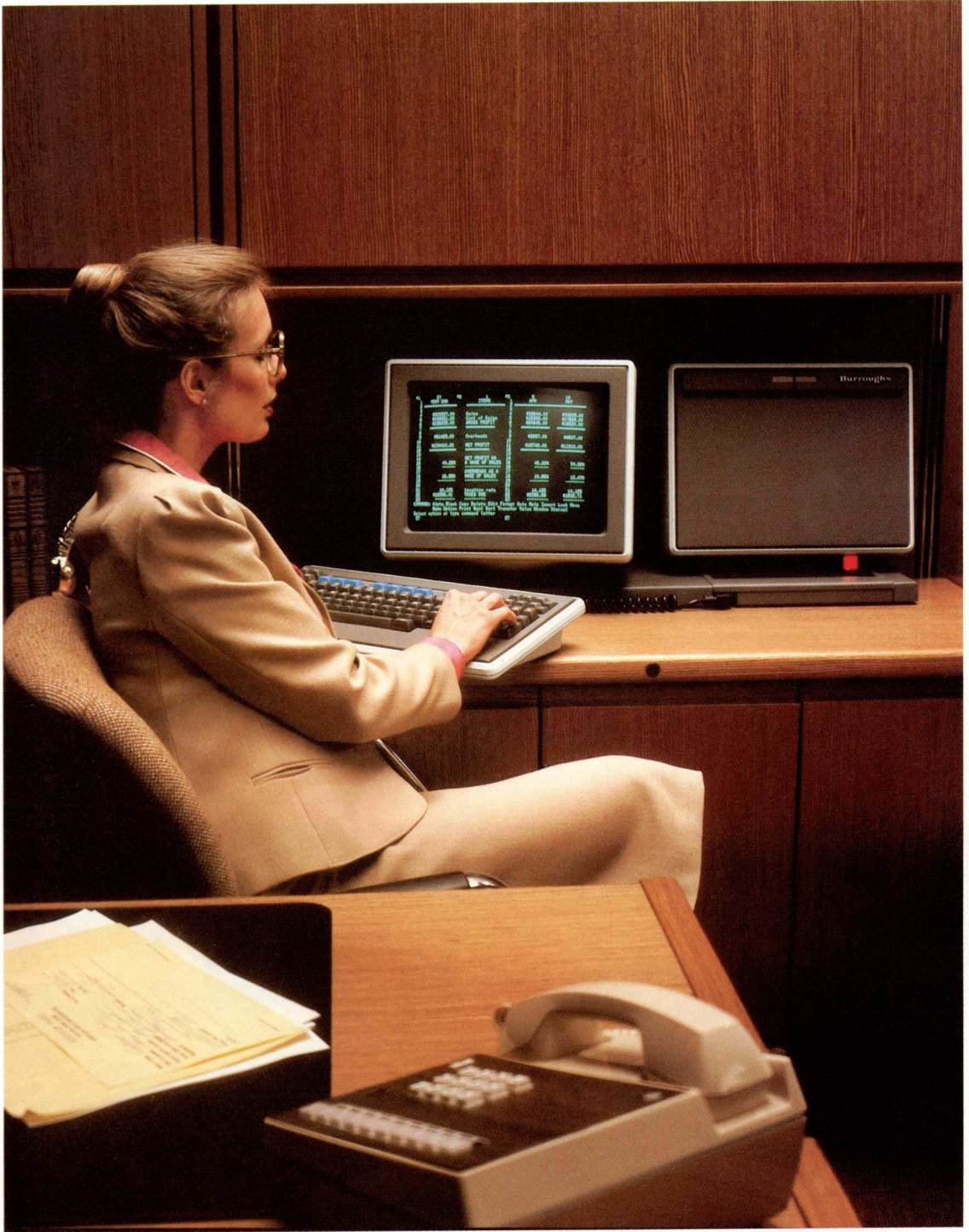
Multiplan is a VisiCalc™ like financial modeling and planning program<sup>2</sup> which can be used on your B 20 system. It can show you how economic changes or projected plans might affect your company. Would you like to forecast your growth over five years? Do you need to keep track of expenses, or model the future? How will a change in interest rates affect your earning power? With Multiplan, you can do capital budgeting, make major sales force decisions or analyze product planning. You can see how even one number will affect your bottom line. Multiplan answers all of these "What if...?" questions in seconds.

Multiplan's capabilities make it simple for you to edit formulas or compare totals. Screen messages tell you how to proceed. A full command menu tells you what functions are available. All directions, commands, and formulas are written for you in plain English, so they are easy to understand. There is even a Help function, in case you ever need assistance.

Effective management is dependent on planning, forecasting, and control. Multiplan is the manager's most vital tool.

<sup>1</sup>MULTIPLAN is a trademark of MICROSOFT, Inc.

<sup>2</sup>VisiCalc is a trademark of Personal Software, Inc.





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# BURROUGHS SUPPORT

Burroughs provides excellent support for your B 20 business system. Our support includes:

- Training
- Service
- Business forms and supplies

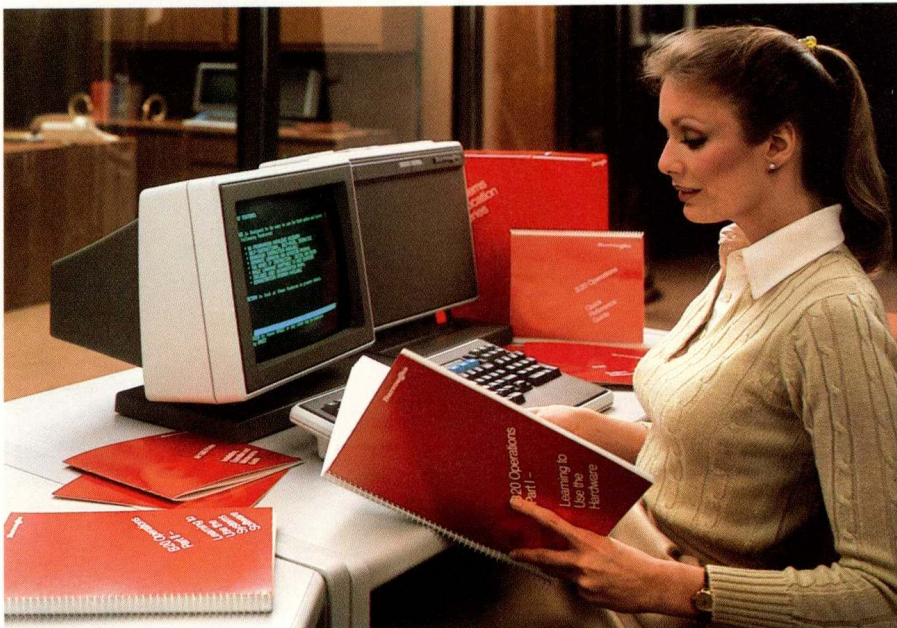
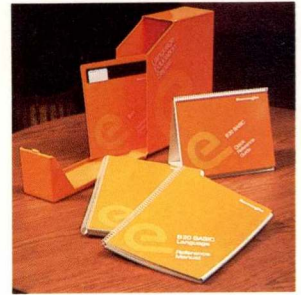
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## Training

We offer our customers comprehensive training programs. These programs have been developed by professionals and field tested.

These courses contain the information that is needed to successfully install, operate, and manage your B 20 system.

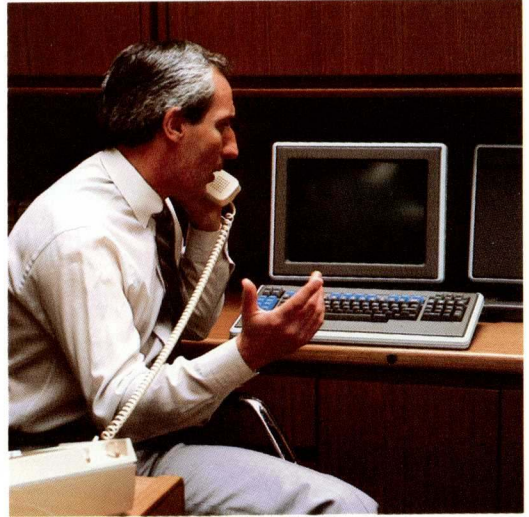
The training is self-instructional, so your operators can learn at their own pace. The training courses are easy to understand because they have been written in plain English. Remember the emphasis is on "learning by doing" because your operator will actually be using the computer during training.



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## Service

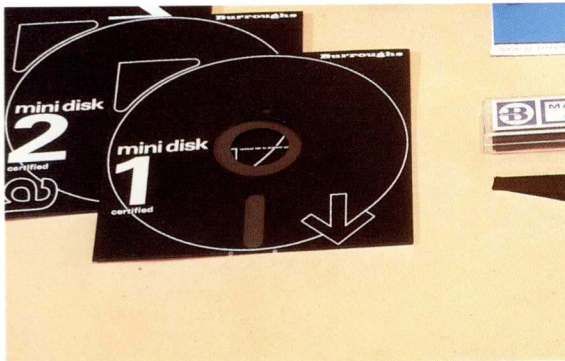
Should you ever need service for your B 20 computer, it is just a phone call away. Our worldwide service organization is ready to serve your needs.



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## Business Forms and Supplies

A complete line of business forms and supplies for your B 20 system is available from Burroughs. This means that you can have the convenience of buying from one source.





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# A COMPLETE SYSTEM

The important fact to remember is that when you buy a Burroughs B 20 system, you are not just buying a machine that includes a keyboard, screen, disk drive and printer. Machines are available anywhere.

When you buy a Burroughs B 20 system, you are purchasing a complete system that, depending on your business needs, may consist of:

- a powerful computer with the latest in technology
- a wide range of easy to use business application programs that can help you make the best business decisions
- a complete word processing capability that can make your office more productive
- a powerful modeling and planning program designed to help you determine how economic changes or projected plans might affect your organization
- carefully designed training that allows you to use the system while you learn
- a system that can grow as your needs grow
- professional service that is only a phone call away
- business forms and supplies for your B 20 system
- four programming languages

And most importantly, the B 20 system is from Burroughs.





**Burroughs**  
Building on strength.