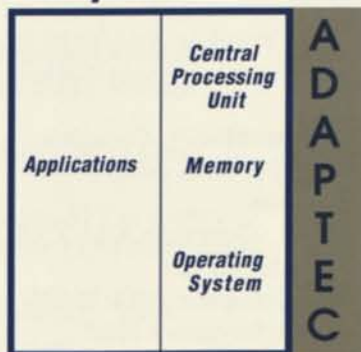# Cladaptec

Product Overview

About Adaptec...

Founded in 1981, Adaptec develops and markets a spectrum of advanced input/output (I/O) solutions for the microcomputer industry.

The company provides integrated circuit (IC) and board-level products to PC system manufacturers and peripheral manufacturers with designs in the Small Computer Systems Interface (SCSI), the popular AT bus and Micro Channel™ Architecture and the Extended Industry Standard Architecture (EISA). Additionally, Adaptec's SCSI host adapters are sold to end users through distribution channels.

Adaptec products include: proprietary, very-large-scale integration (VLSI) single-chip disk drive controllers; a broad line of SCSI-based host adapter boards; single-chip SCSI host adapters; ASPI software drivers for a diverse array of peripherals and operating systems; a family of SCSI and IDE development and test systems; and laser printer controller boards.

Revenues for fiscal 1991, ended March 31, were $128.9 million.

Computer

Applications	Central Processing Unit	A D A P T E C	**BUS**	A D A P T E C	Disk Tape Printer Optical
	Memory				
	Operating System				

Peripherals

SCSI Host Adapters

AHA-1510: PC AT-to-SCSI Host Adapter for Tape, Optical Disk and Scanners
AHA-1520/1522: PC AT-to-SCSI Single-User Host Adapter/with Floppy Disk Controller
AHA-1540B/1542B: AT-to-SCSI Intelligent Host Adapter/with Floppy Disk Controller
AHA-1640: Micro Channel-to-SCSI Intelligent Host Adapter
AHA-1740A/1742A: EISA-to-Fast SCSI Bus Master Host Adapter/with Floppy Disk Controller
AHA-1744: EISA-to-Fast SCSI Bus Master Host Adapter/with Differential Option
AIC-6260: Single-Chip AT-to-SCSI Host Adapter
AIC-7770: Single-Chip EISA/ISA Bus Master SCSI Host Adapter

Software Driver Products

ASW-210: ASPI SY-TOS Tape Module for DOS
ASW-220: ASPI SY-TOS Tape Module for OS/2
ASW-310: ASPI Sytos Plus Tape Module for DOS and Novell NetWare
ASW-410: ASPI CD-ROM Module for DOS
ASW-1210: ASPI DOS and Windows Manager with Disk Module
ASW-1240: ASPI Novell NetWare Manager with Disk Module
ASW-1250: SCO UNIX Manager
ASW-1410: ASPI DOS and Windows Manager with Disk Module for Bus Master products
ASW-1420: OS/2 Manager with Disk Module for Bus Master products
ASW-1440: ASPI Novell NetWare Manager with Disk Module for Bus Master products
ASW-1450: SCO UNIX Enhanced Mode Manager for Bus Master products

Complete SCSI Kit Solutions

The SCSI Backup™: Complete AHA-1510 PC AT-to-SCSI Host Adapter Kit for tape backup applications
The MultiMedia Connection™: Complete AHA-1510 PC AT-to-SCSI Host Adapter Kit for CD-ROM applications
The SCSI Direction™: Complete AHA-1522 PC AT-to-SCSI Host Adapter Kit
The SCSI Master™: Complete AHA-1542B PC AT-to-SCSI High-Performance Host Adapter Kit

The I/O Bottleneck

Adaptec coined the term "I/O bottleneck" to describe the problem that occurs when processor speeds dramatically increase and the performance of peripherals cannot keep pace. Using concepts pioneered in the mainframe world, our founders developed a standard protocol that removes the performance bottleneck in PCs — SCSI.

Recently, SCSI has gained mainstream market acceptance as the "preferred" I/O solution for PCs. Not only does it optimize system performance, but it also represents the best solution for I/O connectivity.

SCSI: The I/O Solution

SCSI is rapidly becoming the standard peripheral interface because it facilitates the connection of diverse, multiple peripheral devices to one microcomputer port, and it offers high bus bandwidths across the host and drive interfaces. The only truly intelligent I/O interface, SCSI functions like a host bus, off-loading tasks normally performed by the CPU, thus increasing system performance. SCSI makes a system more flexible because it can be expanded and changed without affecting existing device driver software or interface hardware.

The SCSI Channel™: Complete AHA-1640 Micro Channel-to-SCSI Host Adapter Kit
The EISA SCSI Master™: Complete AHA-1740 EISA-to-Fast SCSI High-Performance Host Adapter Kit
The Floptical Connection™: Complete AHA-1522FS AT-to-SCSI Host Adapter Kit for Floptical Devices
The SCSI Designer™: Complete AIC-6260 Single-Chip AT-to-SCSI Host Adapter Design-in Kit

SCSI Development and Test Systems

SDS-3F: Fast SCSI Development and Test System
SDS-310F: Fast SCSI Bus Analyzer
SWS-301: SCSI Disk Auditor
SWS-302: SCSI Tape Auditor
SWS-303: SCSI Disk Basher
SWS-303/304: SCSI Disk Basher, Single and Multiport
SDS-3000: Synchronous SCSI Multiport Test System
ATS-1: IDE Development System
ATLA-310: IDE Bus Analyzer
SWS-305: IDE Disk Basher Test Program

Multi-Chip IC Disk Controller Solutions

AIC-500: SCSI Interface
AIC-610: Integrated Mass Storage/Buffer Controller

Single-Chip IC Disk Controller Solutions

AIC-6060: XT/AT Controller
AIC-6070: Low-Power, High-Density XT/AT Controller
AIC-6110: Synchronous SCSI Storage Controller
AIC-6160: PC/AT Mass Storage Controller
AIC-6190: Micro Channel Mass Storage Controller
AIC-7110: High-Performance SCSI Controller
AIC-7160: High-Performance AT Controller
AIC-8010: High-Performance SCSI Automated Controller
AIC-9110: High-Performance "Fast" SCSI-2 Automated Controller

Sales and Distribution

Adaptec has nine direct sales offices in the United States, as well as direct sales offices in the United Kingdom, Belgium, Germany, France, and Singapore. In addition, Adaptec products are sold through domestic and international sales representatives and distributors.

Market Profile

Adaptec provides products to a variety of segments in the personal computer market -- makers of IBM PC AT/XT- and PS/2-compatible systems, EISA-based systems, drive manufacturers and makers of print engines. In all of these markets, Adaptec products contribute to lower system cost, increased processing speed and storage capacity.

Partners in Success

Adaptec is more than just a supplier of high-performance I/O products. Working closely with major OEM customers, Adaptec actively participates in the strategic development of sophisticated products for the PC market. A long list of prestigious customers is a tribute to Adaptec's success.

Imaging Products

ImageCard 8100: Printer-Resident Laser Printer Controller with Motorola 68000 and Adaptec AIC-8000 PageChip™

ImageCard 8150: Printer-Resident Laser Printer Controller with Motorola 68000 and Adaptec AIC-8000 PageChip™ PCL 5

ImageCard 8200: Printer-Resident SCSI Laser Printer Controller

ImageCard 8500: Printer-Resident Laser Printer Controller with AMD 29000 and PCL 4, PCL 5 or PostScript

Adaptec Firsts

1979 – Adaptec founders create SCSI

1983 – First programmable controller chips

1984 – First multitasking disk controllers/host adapters

1985 – First embedded SCSI disk chip set

1986 – First SCSI development system

1987 – First multitasking AT-to-SCSI host adapter

1988 – First Micro Channel-to-SCSI host adapter

1989 – First single-chip disk controllers (SCSI and Micro Channel)

1988 – First open-architecture SCSI software platform - ASPI

1990 – First EISA-to-Fast SCSI host adapter

1991 – First single-chip EISA-to-Fast SCSI host adapter

Manufacturing and Quality Control

Adaptec controls all design and quality-related processes for its products. Board products are manufactured, tested and shipped from Adaptec's surface-mount production facility in Singapore, giving the company complete control of costs, capacity and quality. The Singapore facility has the production capacity of 100,000 boards per month.

For Integrated Circuit (IC) products, an in-house ASIC design center reduces overall design costs and decreases development time. This improves design quality and allows for greater flexibility in customization. ICs are manufactured at carefully selected foundries whose capabilities best fit the needs of a specific circuit. Adaptec ships over a million devices a month. The company's development systems, production test products and SCSI host adapters utilize Adaptec ASIC products.

Market Success

Adaptec is the leader in the overall embedded controller market and owns more than 70 percent of the SCSI segment therein. The company also has the dominant market share in SCSI host adapters. Additionally, Adaptec holds an 85 percent market share in SCSI development systems.