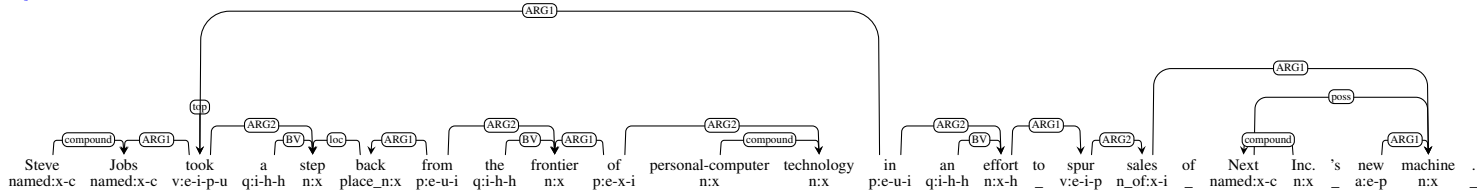
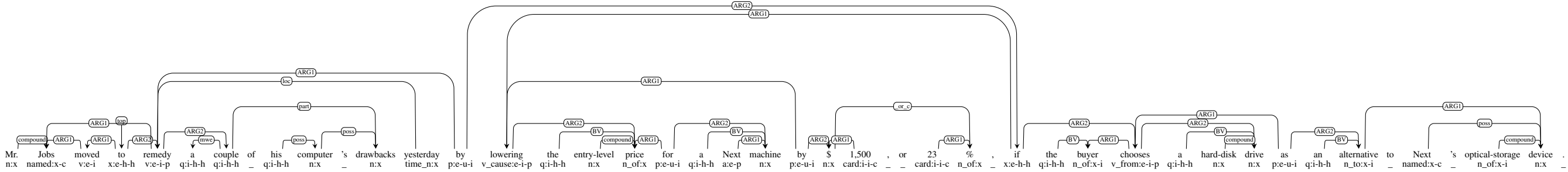


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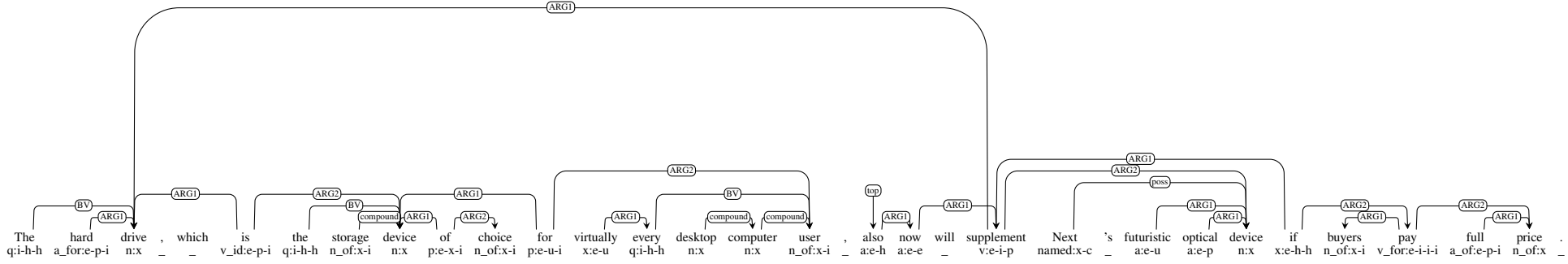
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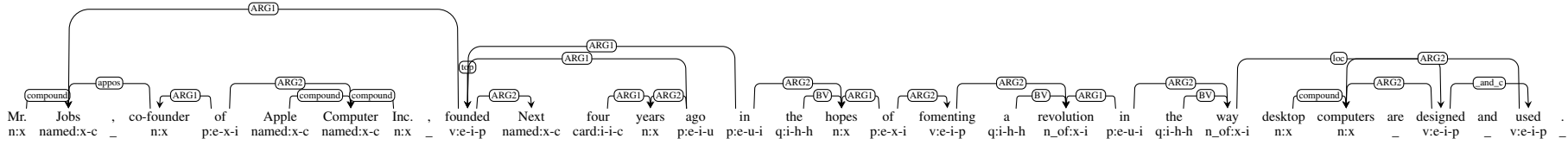
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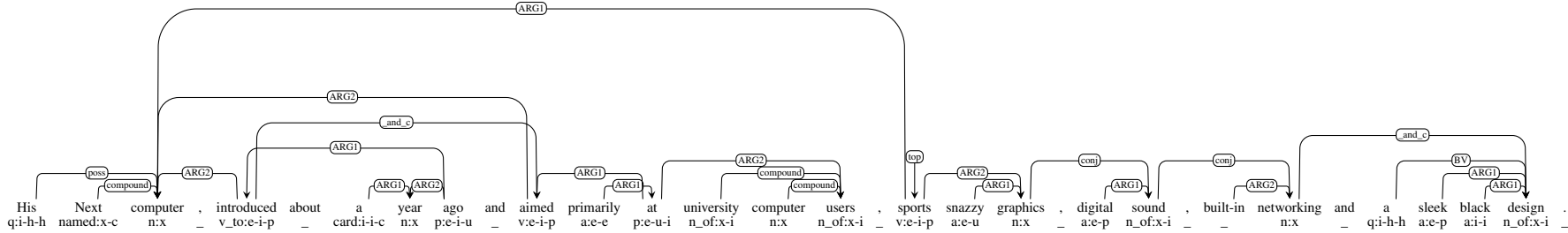
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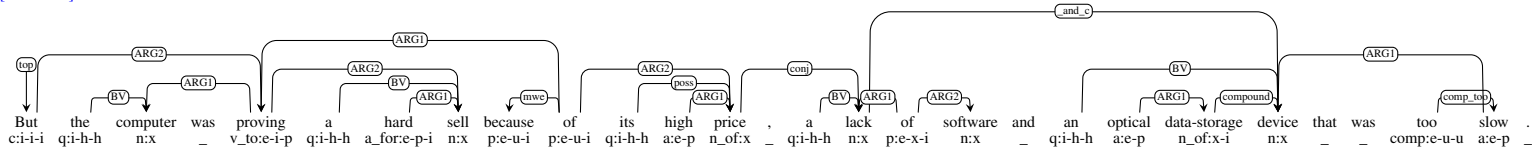
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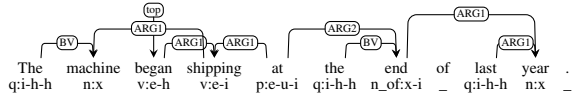
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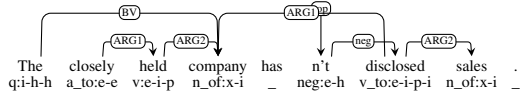
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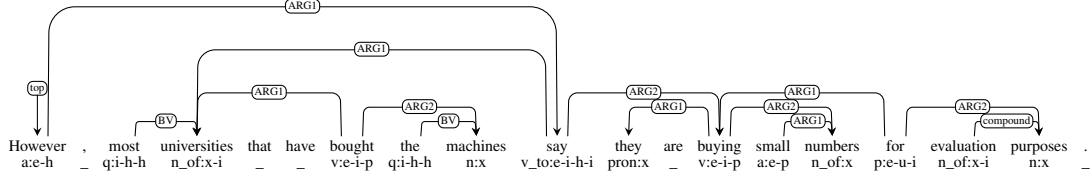
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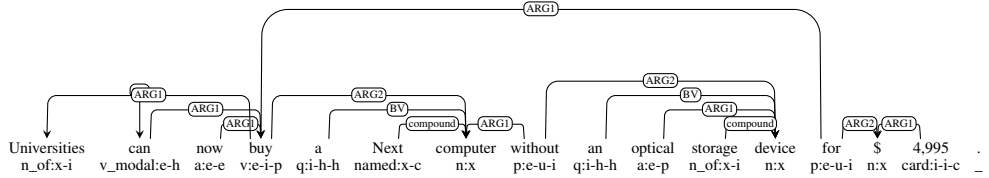
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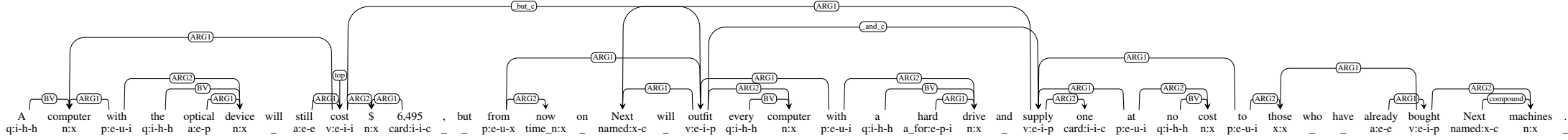
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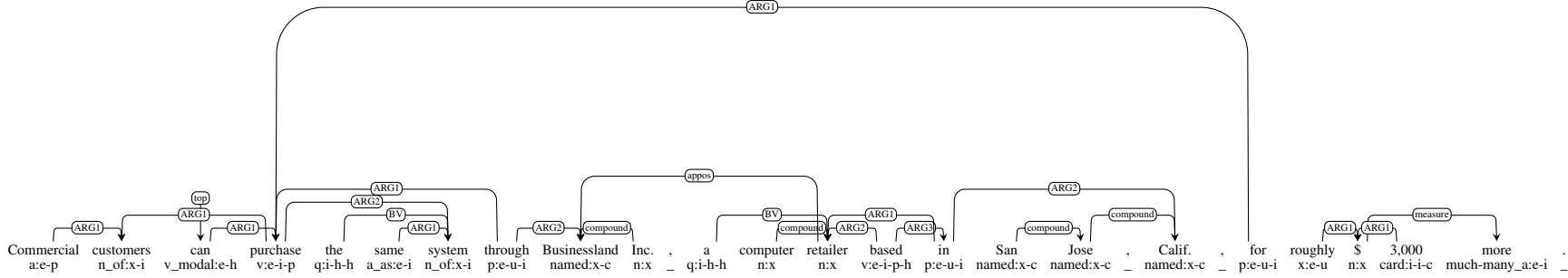
[21971010]



[21971011]



[21971012]



[21971013]

Mr. Jobs said the changes were prompted by requests from customers who are frustrated with the performance of the optical device, which is n't offered as standard equipment by any rivals.

[21971014]

Another factor was that customers were asking, "Why do n't you give us a cheaper system?" Mr. Jobs said at a conference on university computing place here.

[21971015]

Optical-storage devices can handle very large amounts of data and make it far easier to edit film clips or audio recordings with a computer.

[21971016]

But the technology, while reliable, is far slower than the widely used hard drives.

[21971017]

To get around the delays caused by the optical device, Businessland, which is Next's exclusive dealer to corporations, has for months been advising customers to purchase hard drives with the machines.

[21971019]

"We're extremely committed to optical storage technology," he said.

[21971020]

"We think everything will go this way in a few years."

[21971021]

He said that the next generation of optical drives will be as fast as hard drives, but he depends on outside suppliers for the devices.

[21971022]

But university computer specialists, who welcomed the move, called it a necessary retreat from the cutting edge of technology and one that's likely to increase Next's sales on campuses.

[21971023]

"From the standpoint of being on the forefront of technology, this is a step backward," said Jerry W. Sprecher, a senior computing manager for the California state university system.

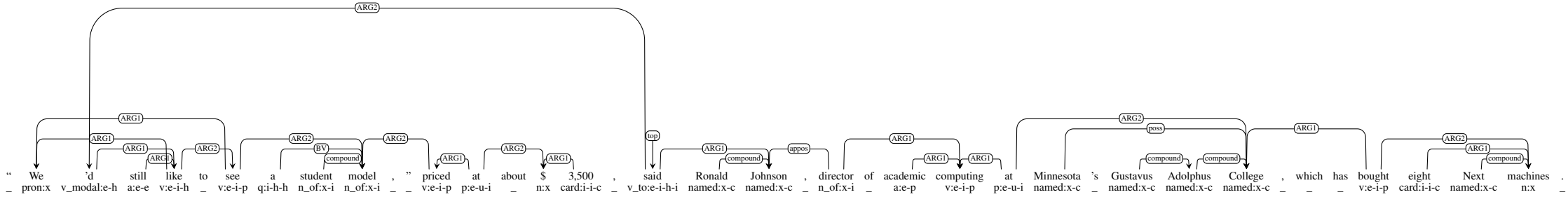
[21971024]

"But it will definitely boost Next's sales."

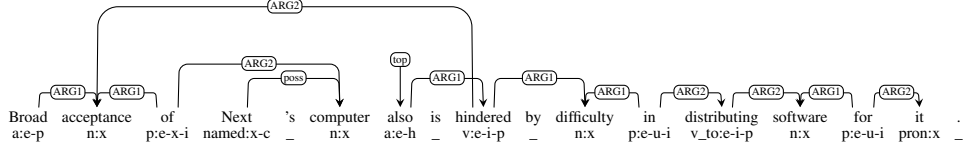
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Universities, however, say Next's prices must go even lower before large numbers of students purchase the machine.

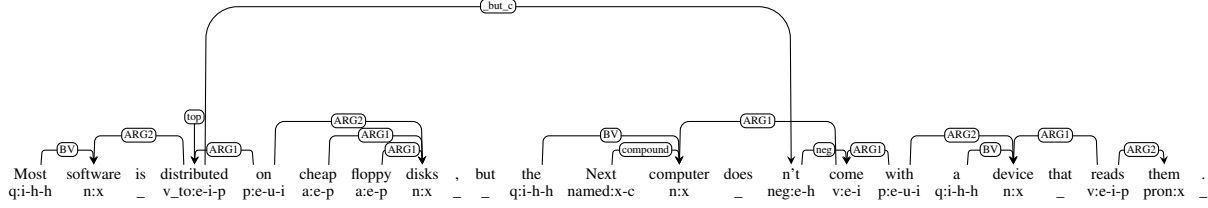
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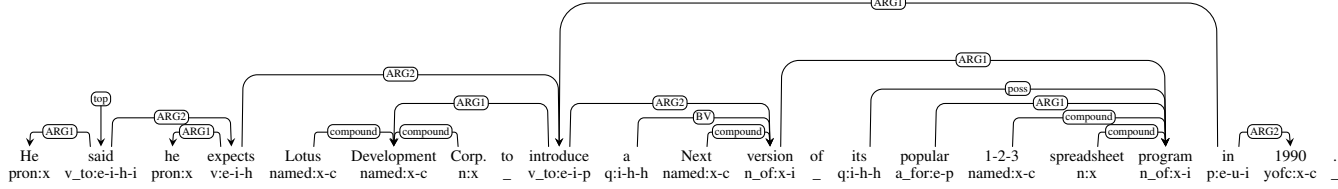
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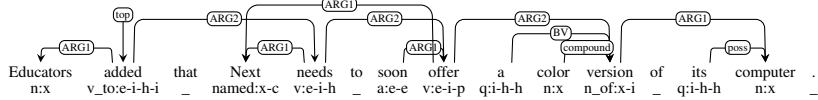
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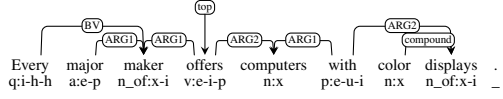
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[21971031]



[21971032]



[21971033]

