

[21268001]

Silicon Graphics Inc. , a fast-growing maker of computer workstations , said it landed two federal government contracts worth more than \$ 100 million over the next five years .

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One award is part of a Department of Defense contract to Lorai Rolm Mil-Spec Computers and could be valued at more than \$ 100 million over five years .

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The models , which cost about \$ 75,000 each , will be used in research .

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The awards are evidence that Silicon Graphics ' approach to computer graphics is catching on with users of powerful desktop computers , analysts said .

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" The company is on a roll , " said Robert Herwick , an analyst at Hambrecht & Quist .

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" No other (computer) vendor offers graphics performance that good for their price . "

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Silicon Graphics , on the other hand , has targeted a specific niche since its inception in 1982 , which has been dubbed by some as " motion-picture computing . "

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This is a style of " visual " computing that provides three-dimensional , color models of everything from the inside of a house to the latest in women 's fashion .

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Though Silicon Graphics is much smaller than Digital , Hewlett and Sun , it has emerged in recent years as a feared adversary in this graphics portion of the workstation market .

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In addition , the company has made it tough on competitors by offering a stream of desktop computers at sharply lower prices .

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A year ago , Silicon Graphics introduced a model priced at \$ 15,000 - almost as cheap as mainstream workstations that do n't offer special graphics features .

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Silicon Graphics also plans to unveil even less expensive machines in the near future .

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