

# HIGH NOON

## The Inside Story of Scott McNealy and the Rise of Sun Microsystems

KAREN SOUTHWICK

**SUMMARIES.COM** is a concentrated business information service. Every week, subscribers are e-mailed a concise summary of a different business book. Each summary is about 8 pages long and contains the stripped-down essential ideas from the entire book in a time-saving format. By investing less than one hour per week in these summaries, subscribers gain a working knowledge of the top business titles. Subscriptions are available on a monthly or yearly basis. Further information is available at <http://www.summaries.com>.

## The Sun Corporate Timeline

1982

\$284,000 in venture capital raised.  
Sun incorporated in February 1982, with four employees.  
Sun-2 workstation introduced.

1983:

Sun and Computervision sign a \$40 million OEM agreement.  
\$8.6 million in sales, \$588,000 operating income.

1984

Network Filing System introduced and licensed free to the industry. Becomes the industry standard for network file sharing.  
\$39 million in sales, operating income of \$3.7 million.  
McNealy appointed CEO in place of Khosla who leaves.

1985

Sun opens Canadian operations.  
Sun's first attempt to enter the PC market, the 386i, was unsuccessful.

1986

Sun-3 workstation introduced.  
Sun has a successful initial public stock offering.  
Sun begins operations in Asia and Australia.  
\$45 million in sales, now more than 2,000 employees.

1987

Sun and AT&T form an alliance to develop UNIX(R) System V Release 4.  
Sun takes lead in workstation market for the first time.  
Sun connects to Internet.  
\$538 million in revenues, \$36.3 million operating income.

1988

Sun reaches \$1 billion in revenue--the fastest rise ever for a computer company with a direct sales force.  
7,000 employees.  
Sun fails to introduce new standard for graphical user interfaces.

1989

SPARCstation 1 system introduced -- using RICS technology.  
Sun expands alliances with Informix, Ingres, Oracle, and Sybase.  
Sun opens research and development center in France.  
First quarterly loss in history -- \$20.3 million in 4th quarter.

1990

Sun follows up on the success of the SPARCstation 1 with four new models--including the first workstation for under \$5,000.  
Manufacturing plant opens in Scotland.

1991

Sun's market share in RISC--the world's fastest, most powerful computing architecture--hits 63 percent.  
More than half a million systems shipped to date.  
Sun unveils Solaris 2 operating environment.  
Operations begin in Latin America.

1992

Sun introduces the SPARCstation 10 system.  
Sun's name appears on Standard & Poor's 500.  
Sun ships more multiprocessing UNIX servers in a single year than any other vendor shipped in its history.

1993

In just over 10 years, Sun has shipped 1 million units.  
Sun makes its debut on the Fortune 500.  
Sun, IBM, HP, and others unify UNIX system software.  
\$4.3 billion in sales.

1994

Sun stages the Enterprise Computing Summit.  
Sun's external home page, [www.sun.com](http://www.sun.com), goes online.  
\$4.7 billion in sales.  
Planets corporate structure introduced.

1995

Sun introduces Java technology which enables developers to write applications once to run on any computer.  
More than 100 Sun systems are used to render images for Disney's "Toy Story," the first computer-generated feature film.  
Sun offers downloadable try-and-buy software on the Internet.

1996

Sun Ultra workstation family introduced.  
Sun licenses Java technology to major hardware and software companies.

1997

Sun's new server family introduced. Includes the 64-processor Sun Enterprise 10000 server with the processing power of four mainframes.  
Web-enhanced Solaris environment introduced.  
Sun files lawsuit against Microsoft over changes to Java.

1998

Sun's Jini technology introduced, which enables all kinds of devices to connect to the network-- instantly  
Solaris 7 operating environment released.  
America Online acquires Netscape; Sun and AOL to accelerate the growth of e-commerce and develop next-generation Internet devices in a three-year alliance.  
Java 2 software introduced.  
Sun succeeds in Microsoft lawsuit, forcing Microsoft to make changes.  
Planets corporate structure demolished and replaced with conventional divisions.

1999

With offices in 150 countries, Sun is a \$9 billion company supporting more than a million systems worldwide.  
More than 900,000 programmers are developing Java applications.  
Over half the medium to large companies worldwide are using Java technology.

# Summaries.Com

The Ultimate Business Library



We condense **300+ page** business books into **8-page** summaries.

By reading summaries, you'll get the **key ideas** in **30 mins**, so you can spend more time turning your ideas into **dollars**.

## Knowledge is Power — Invest in Your Future

For just **\$2 per week**, you will...

- Learn from the mistakes and success of the smartest people in business;
- Get fresh ideas, strategies & motivation that could be worth millions to you;
- Follow emerging trends, so you can catch the wave before your competitors do;
- Catch up on the classics you always wanted to read.

## 1,000 Top Business Book Summaries

Our catalog includes summaries on a range of topics for aspiring entrepreneurs, managers, and consultants.

BUSINESS PLANS

MANAGEMENT

PRESENTATIONS

SALES

LEADERSHIP

MOTIVATION

STRATEGY

AND MORE

