## iPhone: The Art of the Launch



**iPhone** 



iPhone 3G



iPhone 3GS



iPhone 4

\$499 for 4GB\*\* \$599 for 8GB\*\* \$199 for 8GB \$299 for 16GB \$199 for 16GB \$299 for 32GB \$199 for 16GB \$299 for 32GB

512MB eDRAM

Features & Improvements Multitouch touchscreen display Accelerometer Microphone Headset controls Ambient light sensor Bluetooth 2.0 Built-in li-ion battery 620 MHz processor 128MB of eDRAM 2 Megapixel camera

Dimensions: 115mm x 61mm x 11.6mm Weight: 135g 3G connectivity Assisted GPS Tri-band UMTS/HSDPA Geotagging for camera

256MB eDRAM 833MHz processor PowerVR SGX GPU Graphics 3 Mexapixel camera Video capture Voice control Digital compass Oleophobic Coating



**Dimensions:** 115.5mm x 62.1mm x 12.3mm Weight: 135g Apple A4 processor 960x640 "Retina display" Stainless steel frame Front-facing camera Video conferencing Wi-Fi 802.11 b/g/n (2.4GHz) Two microphones 3-axis gyroscope 5 Megapixel camera

Dimensions: 115.5mm x 58.66mm x 9.3mm Weight: 137g

1 million phones in

1 million phones in 3 days

115.5mm x 62.1mm x 12.3mm

Dimensions:

Weight: 133g

1 million phones in 3 days

1.7 million phones in 3 days

 Many stores out of stock within an hour

No 3G

74 days

New

Sales

**Problems & Complaints** 

AT&T service speeds

 Activation problems: users unable to activate for hours, some even days

Inventory shortages: some customers had to wait weeks for Apple to restock

· Overheating when using 3G and GPS simultaneously

· Preorders crashed Apple Store Online

· Signal strength reduced by holding edges of phone

· Yellow screen discoloration on some phones

\*Subsidized with AT&T 2-uear contract \*\* Price later cut by \$200











(Google Insights search popularity index: iPhone)