

Computer News

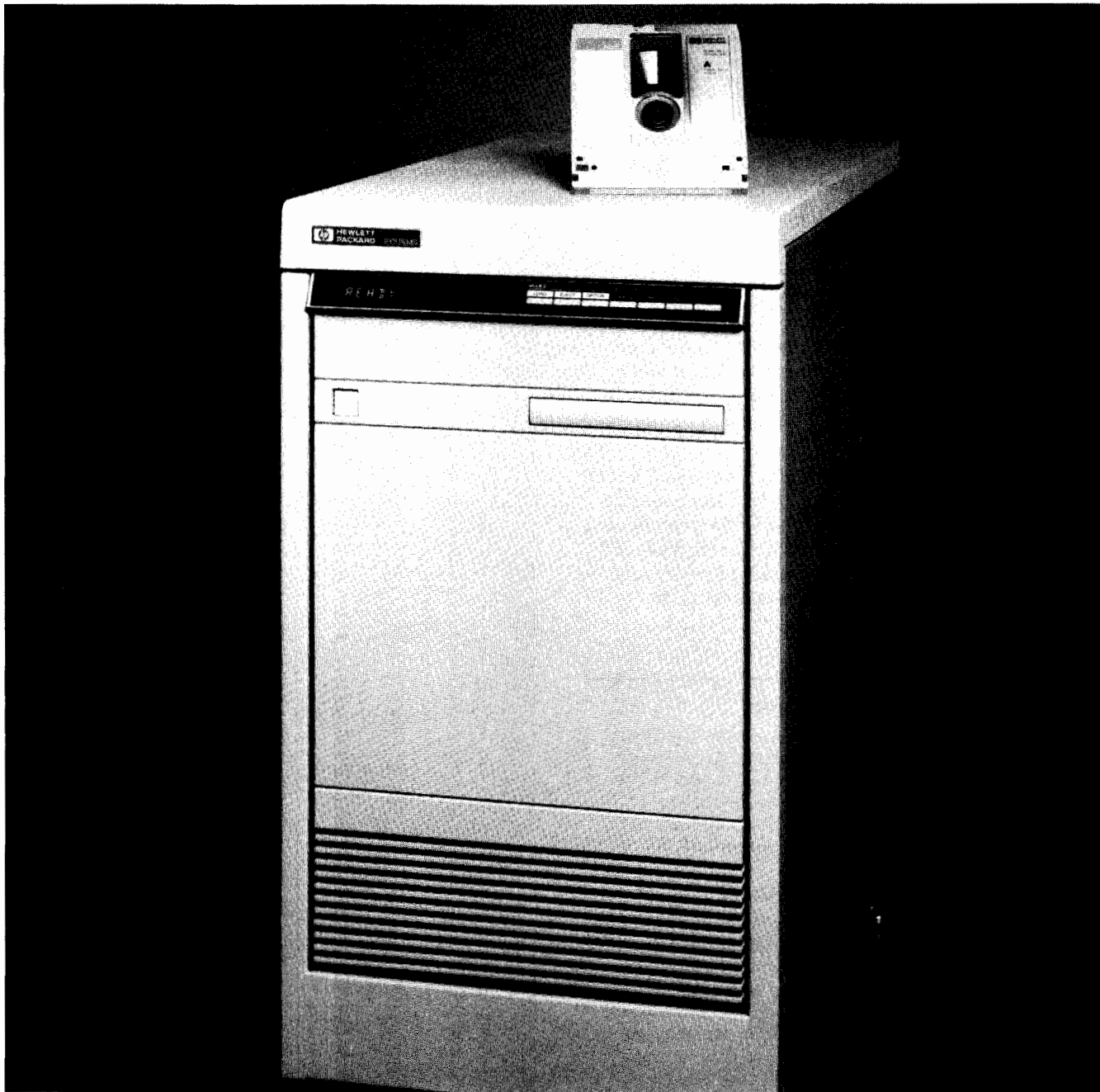
For HP commercial and technical sales reps worldwide

November 15, 1989



HP NewWave Office
now on MPE and HP-UX
see articles on page 12

Introducing the HP Series 6300 Model 20GB/A 20.8-Gbyte rewritable optical disk library system



HP Computer Museum
www.hpmuseum.net

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Computer News

Vol. 15, No. 2

Editors

Anne Morton
Cynthia Bohland

Computer News is published biweekly for Hewlett-Packard field personnel to help you sell HP solutions by *organizing, summarizing, and highlighting* sales and marketing information.

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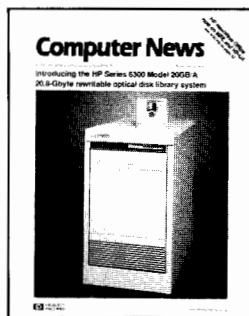
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On the front cover

The rewritable optical disk library system combines the convenience of low storage cost of optical-disk technology with the massive capacity of a library system. See articles beginning on page 33.

On the back cover

Interleaf software on HP and Apollo systems offers the industry's widest variety of software tools, hardware platforms, and supporting peripherals to meet specific needs and tasks. See articles beginning on page 26.

MARKETING & INTERNATIONAL SECTOR

U.S. Field Operations
Europe/Middle East/Africa Operations
Intercontinental Operations
FSO Federal Systems Operations
DMK Direct Marketing Division
CYCM Value-Added Channel Marketing
FRD Finance and Remarketing Division
Corporate Marketing Communications
Customer Support

ASD Application Support Division
PRSD Product Support Division
SMO Support Materials Organization

COMPUTER BUSINESS ORGANIZATION

Information Architecture Group
CCE Planning and Program Management
CCE Architecture
CCE Prototyping and Validation

COMPUTER PRODUCTS SECTOR

Engineering Applications Group
EDD Electronic Design Division
LSD Logic Systems Division
MDD Mechanical Design Division
PAD Panacom Automation Division
SED Software Engineering Systems Division
Personal Computer Group
SPCO Sunnyvale PC Operation
MHP Microcomputadoras HP
APCO Asian Personal Computer Operation
PCD Portable Computer Division
BPC Brazil Operation
PCDO Personal Computer Distribution Operation
GPCD Grenoble Personal Computer Division
RPCD Roseville Personal Computer Division

Peripherals Group

CVD Corvallis Division
Mass Storage Business Unit
BMD Disk Mechanism Division
DSS Disk Storage Systems Division
CPB Computer Peripherals Bristol Division
GSD Greeley Storage Division
Publishing Products Business Unit
BPR Boise Printer Division
GHC Greeley Hardcopy Operation
NPO Network Printer Operation

Handcopy Technology Business Unit

SDD San Diego Division
BPO Barcelona Peripherals Operation
VCD Vancouver Division
SDPR San Diego Printer Operation

Workstation Group

GTD Graphics Technology Division
LMSO Lyon Manufacturing Systems Operation
TSD Technical Systems Division
WTD Workstation Technology Division

Secure Products Operation

NETWORKED SYSTEMS SECTOR

Computer Manufacturing and Planning Group

Computer Systems Group
CSY Commercial Systems Division
CSB Computer Systems Böblingen
GCO Guadalajara Computer Operation
MKO MPE System Operation
DLD Data and Languages Division
ASO Australian Software Operation
DSO Data Systems Operation
GSY General Systems Division
USO HP-UX System Operation
YCO YHP Computer Operation
STD Systems Technology Division
ESO Entry-Systems Operation
HPSO High-Performance Systems Operation
SSEO Systems Support Engineering Operation

Networks Systems Group

BND Business Networks Division
CND Colorado Networks Division
GND Grenoble Networks Division
IND Information Networks Division
SNO Singapore Networks Operation
RND Roseville Networks Division

Information Systems Group

DAA Distributed Application Architecture Lab
RSY Roseville Information Systems Division
SSD Santa Clara Information Systems Division
PWD Pinewood Information Systems Division
CIS Corvallis Information Systems

Marketing Applications Center

AMSO Advanced Manufacturing Systems Operation
EASO European Advanced Systems Operation
IAC Industrial Applications Center
MPD Manufacturing Productivity Division

U.S. Computer Marketing Center

MAM Major Accounts Marketing

BUSINESS DEVELOPMENT

Corporate Development

Corporate Engineering

Corporate Manufacturing

Corporate Quality

Circuit Technology Group

CICD Colorado IC Division
NID Northwest IC Division
SIO Singapore IC Operation
PID Printed Circuit Division
SCTC Santa Clara Tech Center

MEASUREMENT SYSTEMS SECTOR

Microwave and Communications Group

CTD Colorado Telecommunications Division
INO Intelligent Networks Operation
MWTD Microwave Technology Division
QMO Queensferry Microwave Operation
NMD Network Measurements Division
QTD Queensferry Telecommunications Division
SAD Signal Analysis Division
SPK Spokane Division
SPD Stanford Park Division
MTA Microwave Test Accessories Operation

Electronic Instruments Group

BID Böblingen Instruments Division
COL Colorado Springs Division
LSID Lake Stevens Instrument Division
LID Loveland Instrument Division
MSO Measurement Systems Operation
MTD Manufacturing Test Division
NJD New Jersey Division
SCD Santa Clara Division
YHD YHP Hachigoji Division
YIO YHP Instrument Operation

Analytical Group

AVD Avondale Division
SID Scientific Instruments Division
WAD Waldbronn Division

Medical Group

AND Andover Division
BMD Böblingen Medical Division
MCM McMinnville Division
WAL Waltham Division
MSC Medical Supplies Center
HGIS Health Care Information Systems

Components Group

MSD Microwave Semiconductor Division
OCD Optical Communication Division
SAO Southeast Asia Operation
OED Optoelectronics Division

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Top questions from the field

Lynda Brunwasser/U.S. Sales Center

Support service

What is the P/N for the new HP-IB CD-ROM drive?

C1707A

Networking

Must the OpenView Windows workstation be dedicated to running OpenView Windows and OpenView DTC Manager?

The OpenView DTC Manager is the destination for all alarms, event information, and dumps from the DTCs. The OpenView DTC Manager also repeats the software download to the DTCs in the event of a power-fail recovery. For all of these reasons, the PC should be dedicated for use as the OpenView DTC Manager.

HP 9000 Series 800 systems

Is the HP 9000 Model 815 part of the "Risc-Free" promotion?

No, not at this time. The promotion will be reviewed this fall.

HP 9000 workstations

Will HP introduce workstations based on Motorola's recently announced 50-Mhz 68030 microprocessor?

An announcement is planned for later this month. A detailed answer will be given at the Workstation Sales Conference this month in Santa Clara, California.

HP NEWS AND REVIEWS

Articles review HP tools for team computing

Diane Dennis/WG

Technical reviews on NCS, DSL ("Instant Ignition"), and Task Broker have been published in various issues of *HP D&A* magazine:

- The September issue carries an article on HP's NCS versus Sun's ONC; look for an article reprint in the November *Momentum* mailing.
- The October issue published a favorable review of HP's disk software loading (DSL), entitled "A Graphical Environment for HP-UX." Reprints can be ordered through the Literature Distribution Center (LDC) by asking for P/N 5952-1083.
- The November issue offers an outstanding review of Task Broker, entitled "HP's Task Broker: The Promise of Cooperative Computing." This reprint can be ordered through the LDC by requesting P/N 5952-1080.

These articles are *not* written by HP employees, and are therefore objective. Use these reprints to help sell HP's solutions for team computing.

Task Broker shines in UNIX Today review

Diane Dennis/WG

Task Broker, one of the new HP solutions for team computing, has received favorable publicity in the October 30, 1989, issue of *UNIX Today* magazine. The article concludes that although the idea of distributed task management is not revolutionary, HP implementation of this technology is superior and Task Broker works like a champ.

Reprints of *UNIX Today's* review of Task Broker are available by requesting P/N 5952-1084 from the Literature Distribution Center. Show this article to your prospects and customers to sell more workstations with HP's team computing solutions.

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Announcing new X Windows programmer training

Dave Deasy/ASD

Application Support Division (ASD) announces a new course that will help increase the productivity of anyone using Xlib for application development.

- Title — X Window System Programming: Xlib
- P/N 50756A — at HP
- P/N 50756X — at customer site

This five-day course presents the fundamentals of Xlib programming, including window manipulation, graphics capabilities, and hardware control. It is targeted for application developers using Xlib on HP 9000, Apollo, or any other hardware platform supporting the X Window System.

The course is part of the HP-UX customer education programming curriculum. Prerequisites include:

- Fundamentals of HP-UX, P/N 51434B
- Programming in C Language, P/N 35130B

Key topics include writing Xlib programs; creating and manipulating windows; handling events, pointers, and mouse devices; specifying colors; drawing graphics; controlling the keyboard and text; handling pixmap, bitmap, and cursor; manipulating planes and images; and handling Window manager functions.

X Window System programming

Xlib was introduced worldwide in November and will appear on the December Corporate Price List. Classes will be scheduled at six locations in the U.S. and various locations throughout Europe and Intercon. Consult the Education Course Schedule (P/N 5954-0121) or your local education center for scheduling information in the U.S., Canada, and Mexico. For scheduling information outside North America, follow your local country procedures.

P/N	Description	U.S. list price
50756A	Xlib training at HP	\$1,525
50756X	Xlib training at customer site	Quote

A data sheet is available from your local education center.

For additional information, contact Support Services in the Sales Response Center (SRC) at 408/Telnet 447-4444 or HP Desk node, Support Help Desk.

X Window System is a trademark of Massachusetts Institute of Technology.

XL self-paced tutorials available for customer purchase

Colleen Kelly/ASD

For the U.S. only

With the release of MPE XL 1.2, customers received three sets of the fundamental and advanced skills self-paced training in their FOS media kit. Three sets are sent also with all new systems. Many customers have requested additional copies. The self-paced training provides the general user, operator, or system manager of MPE XL machines introductory MPE XL operating system information.

Customers can now purchase the XL tutorials from HP DIRECT by calling 1-800-538-8787 and asking for the following information:

P/N	Description	U.S. list price
31126A Opt. 001	900 Series HP 3000 Fundamental Skills	\$100
31126A Opt. 002	900 Series HP 3000 Advanced Skills	200
31126A Opt. 003	Advanced Skills Lab Tape	50

Customer education on-site pricing change

Dave Deasy/ASD

Effective October 1, on-site training prices are listed as "quote" on the Corporate Price List (CPL).

This will allow education centers the flexibility to provide a concise one-line quotation that includes all on-site delivery charges. In addition to the cost of the course, typical charges include instructor travel, equipment setup, and course customization.

This does not represent a significant change from past procedures. Prior to October 1, a specific on-site price appeared on the CPL. However, the final price to the customer had to include the additional delivery charges referenced above. In addition, the education center had to verify instructor availability prior to scheduling a date.

You should contact your nearest HP Education Center for all on-site quotations. It can help you assess your customers' needs and prepare a winning quotation.

For additional information, contact your nearest HP Education Center or Support Services in the Sales Response Center (SRC) at 408/Telnet 447-4444 or HP Desk "Support Services."

HP/Apollo customer education integration update

Dave Deasy/ASD

Since the merger of HP and Apollo, many questions have been raised regarding Customer Educational Services at Apollo. This article is an update on customer education at Apollo and how it is being integrated with HP Customer Educational Services.

Apollo will continue to offer and enhance its wide range of worldwide customer-education products. Apollo currently lists 33 introductory and advanced training courses in its catalog. The courses are segmented into five categories: system administration, data communications, system maintenance, programming, and user applications.

Apollo offers training worldwide at both education centers and customer sites. Application Support Division (ASD) and the Apollo Division currently are investigating which HP courses are applicable to Apollo customers and vice versa.

Registration

In the U.S., customers should continue to register for all Apollo courses by calling Apollo directly at 800-227-0199 or 508-256-6600, ext. 5555. Outside the U.S., contact your local education center to find out how Apollo registrations are being handled.

Apollo customers also can attend HP courses. To register for an HP class, Apollo customers should call either the local HP Education Center or the HP Education Center offering the course.

Locations

Apollo courses are offered at three locations in the United States and several others worldwide. The U.S. locations include Chelmsford, Massachusetts (Boston), San Francisco Bay Area, and Dallas, Texas.

Schedule information

Apollo course-schedule information for the U.S. is contained in the Apollo Educational Services 1989 Course Schedule (May-December). Requests for the U.S. course schedule and scheduling questions should be referred to the centralized Apollo registration number (800-227-0199). In Europe and Intercon, contact your nearest HP Education Center. The Apollo course schedule for the U.S. will be integrated into the HP Education Course Schedule (P/N 5954-0121) beginning with the February-September issue.

Course catalog

Apollo course-description information is contained in the Educational Services Course Catalog (Winter 1989). The catalog contains recommended training paths, course summaries, audience descriptions, prerequisites, and objectives for all Apollo courses. Copies of the schedule can be ordered by calling 800-227-0199.

For additional information, contact Support Services in the Sales Response Center (SRC) at 408/Telnet 447-4444 or HP Desk "Support Services."

New Ada customer class

Steve Spence/DLD

A new customer class, "Introduction to Ada," is now available. This course is based on the Ada/300 Development System product on HP 9000 Series 300 systems. The class will also apply to the Ada/800 Development System when Ada/800 DS is released. (Ada/800 DS is currently in beta test.)

Introduction to Ada gives a solid overview of all the major features of the Ada language, including packages, exceptions, generics, and tasks. In addition, the course presents the Ada Development System tools. These include the AdaProbe symbolic debugger and source browser, the Family, Library, and Unit Managers, the AdaXref cross reference utility, and the AdaFormat source formatter. Students get extensive hands-on practice writing Ada programs and using the Development System tools.

Introduction to Ada is a five-day class offered through HP Education Centers. The course number is 31124A. See the current Education Catalog and Education Course Schedule for more information.

DISTRIBUTION

DRC users' conference focuses on quality and critical issues

Annette Davis/SIM

For the U.S. and Canada only

Over 200 members of DRC's Users' Group met September 19-22 in Denver, Colorado, for their annual conference. This year's conference, which drew a record number of first-time attendees, focused on quality and critical issues facing distributors in the 1990's.

Keynote speakers included Don Rice from Texas A & M and Pat Dolan of Arthur Andersen. Rice challenged the audience to implement the quality process in their businesses, while Dolan focused on the role of technology in giving distributors a competitive advantage.

Users were given the opportunity to hear about DRC's present and future product strategies including the growing importance of the Cooperative Computing Environment (CCE).

Wim Roelandts, HP's general manager of the Computer Systems Group, was also on hand to present HP's future product direction.

The conference was a big success, and users already are looking forward to next year's event in California. For information about DRC, contact Sherry Hinds, DRC's marketing manager, at 303-889-4500.

Prelude Systems selects the HP 9000 Series 800 system

Marty Klena/SSR

For the U.S. only

The software that Gordon Graham rates as the number one package in the distribution industry is now available on the HP 9000 Series 800 computer. Prelude Systems, a leading distribution industry value-added reseller, has been recruited by the Dallas, Texas, office. Its software for wholesale distribution has been rated number one by Gordon Graham, the leading industry consultant. The software runs on the HP 9000 Series 800 product line using VMarks Universe product.

Prelude was founded in 1979 and initially provided computer software consulting to the wholesale distribution industry. In 1980, it started providing software. In a major software development project in 1985 and 1986,

working with Gordon Graham, it developed the most advanced inventory and purchasing control system available today. The system is an ideal blend of advanced distribution features with common sense and simplicity of design. The package contains 14 modules, offers multidivisional accounting, and is highly integrated. The company has a proven track record with excellent references. For more information on Prelude Systems, contact Marty Klena at 214 or Telnet 830-8716.

HP and BCS strengthen Honey Baked Hams' distribution operation

Eileen Hsu/SIM

For the U.S. and Canada only

HP and Business Computer Software, Inc. (BCS) recently closed a \$1 million deal, leveraging \$600,000 in HP hardware, with Honey Baked Hams of Troy, Michigan. The company purchased an HP 9000 Model 825 for program development and a Model 855 for its wholesale order processing, and it is considering automating its retail locations as well.

Honey Baked Hams, a food processor and retailer with over 180 stores in 30 states, needed a solution that could grow quickly with the company. Honey Baked Hams' old system, a couple of Point 4 machines, had what is common in the food industry — custom-written software. Paul Hodges, III, president of BCS, had talked to the company early in the sales cycle and had convinced the MIS director of the advantages of nonproprietary operating systems and the UNIX operating system. Despite the potential of this lead, however, HP and BCS initially had to decline bidding on the business.

Over 85 percent of Honey Baked Hams' business is done within the 1½ months prior to the holiday season; during the peak, it ships over 25,000 hams per day. Due to the seasonal nature of its business, Honey Baked Hams had some aggressive delivery and installation deadlines that it wanted guaranteed.

In addition, some stiff bid bond and performance bond requirements made it impossible for HP and BCS to compete. After making some preliminary proposals for more feasible alternative arrangements that Honey Baked Hams rejected, Sales Rep Dennis Jones, HP Novi, reluctantly called to decline the business.

HP's and BCS' integrity eventually worked to their advantage. None of the proposals from DEC, Unisys, and Data General were compliant with the RFP, even though the competitors had claimed they could meet the requirements. Honey Baked Hams went back to BCS to explore and renegotiate alternatives with HP.

BCS' ability to convert the client's present data and its commitment to provide a migration path to the Oracle relational database played important roles in the company's final decision. Honey Baked Hams was also impressed by the thoroughness of the customer engineer who did the site prep before the sale.

BCS is one of HP's wholesale distribution value-added businesses, with separate software packages for the food and industrial distribution industries. For more information on this sale and on BCS, contact Paul Hodges, III, at 313-338-6880. BCS' third-party rep is Don Stolla, 313-349-9270, ext. 2776.

Customers mentioned in this article should not be contacted directly. If you want more information about the customer or sale, contact the HP sales rep or sales office responsible for the account.

Technalysis wins Precision Data Products sale

Cassandra Moren/SIM

For North America only

Precision Data Products, Inc., Grand Rapids, Michigan, is both a wholesaler and a retailer of computer supplies. Precision Data Products takes 98 percent of its sales over the telephone, and the rest are over the counter. Because of the way it does business, the customer needed a fast and flexible order-entry solution to address its needs. After a three-month sales cycle, the customer chose Technalysis' distribution software, Corporate Support Systems (CSS), and an HP MICRO 3000XE computer over both IBM and Altos.

The customer was looking for a new solution because its current Novelle network of 10 PCs and Open Systems Software was not functioning; business was being hampered. Precision Data Products sought a solution that would offer it speed and easy on-line inquiry to dynamic sales information. At the same time, it needed to automate retail sales and credit-card purchases for over-the-counter sales. In the computer supplies business, lower dollar sales and high-volume transactions are prominent, and Technalysis' distribution solutions had the strength to handle the job.

The other key winning sales feature was the fact that 98 percent of Precision Data Products are shipped via UPS. The customer required automation of this process with its new computer system. Therefore, Technalysis interfaced its software to Pitney Bowes mailing and shipping data system. This allowed the weight, shipping, and handling charges to be uploaded directly from the scale to the HP 3000 system, saving both labor and time by speeding up the entire shipping process. The Technalysis software even prints the necessary UPS COD tags for the customer.

As mentioned, order entry and shipping were the key factors for this deal. At the final product demonstration, Precision Data Products brought 17 employees to the demo, most were order-entry personnel, and thus secured the deal for Technalysis.

Art Wormet, HP end-user sales rep from Grand Rapids, Michigan, and Bill Schmidley, National sales manager from Technalysis, showed the customer exactly what was needed to close the sale, an order entry and shipping system that could handle business with increased speed and accuracy.

Technalysis is an HP National value-added reseller located in Minneapolis, Minnesota. Technalysis markets and sells Corporate Support Systems (CSS), a fully integrated wholesale distribution solution that runs on the entire HP 3000 family. For more information regarding this sale, contact Collin Dickey, HP third-party rep in St. Paul, Minnesota, at 612-641-9718. For information regarding Technalysis' wholesale distribution software, CSS, contact Bill Schmidley, National sales manager at 612-925-5900.

MANUFACTURING

Bradley Ward, Inc. wins deal at large pharmaceutical manufacturer

Pam Farrug/IAC

For the U.S. only

Bradley Ward, Inc. (BWI), an Industrial Applications Center (IAC) National Account member, recently closed a multiple HP 9000 Model 835 system deal with a major pharmaceutical firm. This customer, an international firm, is involved in the manufacturing of a specialized "cosmetic consumer product."

The customer has pioneered an expensive process that can't afford any malfunction or downtime. Unfortunately, quality control is low because this new process generates an extremely high number of rejected products. Additionally, the pharmaceutical industry requires stringent FDA validation of any packaged or custom software used within this sort of process. This customer evaluated several mini and personal computer-based products before purchasing the Process Management and Information Management System (PMIS) from BWI. The customer's selection criteria was based on the following:

- A solution was needed that would communicate with existing level 1 control systems such as:
 - Texas Instruments PLCs interconnected via the TIWAY local area network (LAN)
 - Allen-Bradley PLCs (PLC-3) interconnected via the Allen-Bradley Data Highway
 - miscellaneous desktop computer systems and other instruments

The Black Box Device Interface option of the PMIS package took care of these concerns.

- The customer desired a distributed computer environment where one host would communicate to remote computer systems acting as intelligent device concentrators via a LAN. This was solved by running PMIS and PMIS Jr. on an HP 9000 Model 835 system.
- The customer wanted an open-systems architecture to enable the company's process engineers to tailor the package to meet their unique needs.
- The customer needed a powerful and configurable historian that would capture and summarize process data. The DataPipe option, with interfaces to historic files

in both condensed binary and ASCII format and the ALLBASE SQL database package from Hewlett-Packard, met the customer's needs.

- The off-the-shelf graphics software option to PMIS provided the customer with powerful process graphics based on X-Window workstations.

Overall, the customer wanted an automation partner experienced in the pharmaceutical industry. Systems involved in pharmaceutical production typically require validation, a methodology of development and testing of systems overseen by the FDA. In this area, Bradley Ward, Inc. has good presence and experience with the industry's unique needs.

The customer's payback will be realized in two areas. First, by closely monitoring the one-of-a-kind machinery involved in the manufacture of its product, a potential problem can be avoided. This eliminates downtime. Second, by collecting and storing historic information from the customer's process to an SQL database, analysis can determine areas of improvement. This will help reduce the high scrap rate of its manufacturing process. The hardware leveraged for this sale includes four HP 9000 Model 835 systems and related disk drives and peripherals. For more information on Bradley Ward Inc.'s packages and capabilities, contact Becky Boyd, value-added sales rep Atlanta, Georgia, 404-980-7282 or Pam Farrug, BWI Account Manager, 408-746-5247.

Erwin Sick GmbH orders 50 HP 1000 systems

Brian McCarthy/CSB

Erwin Sick GmbH is a large HP 1000 OEM based in Munich, Germany. Its business is the construction and installation of surface quality inspection systems based on laser optic techniques. Its primary customers are the steel and the compact disk industries, which it services on a worldwide basis.

Recently there has been a resurgence in investment in the steel industry, which has resulted in a large demand for Erwin Sick's inspection systems. The HP 1000 A-series is the basis of its computer-control subsystem, and need for an additional 50 CPUs made interesting conversation when Data System's general manager, Bruce Campbell, visited on September 22, 1989. DSO's plans to maintain and enhance the HP 1000 system were presented by Campbell, and have served to convince Erwin Sick that its investment with the HP 1000 system is once again secure. Subsequently, it has placed an order for 50 CPUs worth over \$470,000.

Erwin Sick supplies quality inspection systems to 80 percent of the world's compact disk manufacturers. More than likely, the disk that you're playing has been inspected by an HP 1000-based surface inspection system from Erwin Sick.

Customers mentioned in this article should not be contacted directly. If you want more information about the customer or sale, contact the HP sales rep or sales office responsible for the account.

Positioning IPT and RTAP

Jana Forster/IAC, Dean Kagawa/CPDC

There have been questions regarding the positioning of the Industrial Precision Tools (IPT) and the Real-time Applications Platform (RTAP). This article will explain how to determine which product you should present to your prospect.

The fundamental difference is that RTAP was designed for supervisory control and data acquisition (SCADA) for geographically distributed applications, and the IPT tools are aimed at factory floor integration (CIM). The RTAP support team and the IPT support team are trained in their respective application areas, and can offer support only for those applications. See the following matrix of these applications.

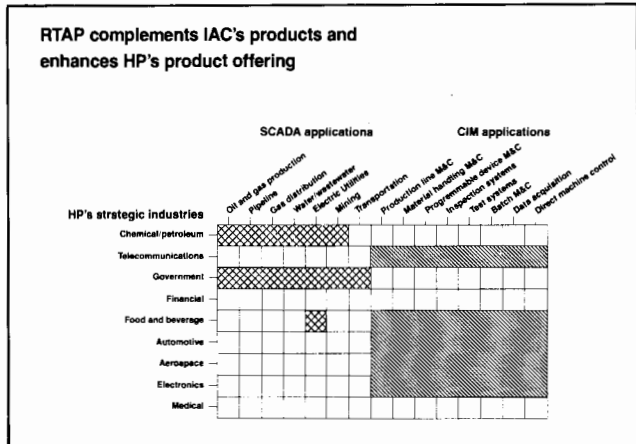
Similarities

Both of these products are toolkits; that is, a set of software tools that provide software developers a "running start" to make them more productive and effective integrating turnkey applications. Both are written in C, and their customers (value-added businesses and major account engineering departments) must write additional code around these products to create end-user usable products. Both of these HP products are based on worldwide standards and provide an X11-based user interface.

Although they share all of the above characteristics, there are fundamental differences between them.

Differences

The number one question you need to ask is, "What is my account's application area?" What your customer wants to do will determine which set of products to present.



Comparison chart

	Industrial Precision Tools (IPT)	Real-time Applications Platform (RTAP)
<i>Product Structure</i>	Three separate integratable products: HP Real-time Database (P/N 92572A/E) HP Device Interface System (P/N 92580A/E) HP Interactive Visual Interface (P/N 92576A/E)	Six integrated modules (P/N 72322A/E): - Database - Calculation Engine - Time Keeper - Event Manager - Process Scheduler - Scan System Integrated options: - User Interface Platform - Alarm System Tools
<i>Customer</i>	Software designers Application creators <i>IPT in SCADA market gotchas</i>	Software developers System designers <i>RTAP in CIM market gotchas</i>
<i>IPT for SCADA versus RTAP for CIM</i>	There is not a disk-resident portion of the database. Entire database resides in RAM. There is a lack of key features for SCADA — time-keeper, process scheduler, calculation engine, integrated scan system. IAC can offer applications help only about CIM, not SCADA.	There is not DIS functionality (ability to create handlers). Real-time database speed may be slow for cell-control applications. CPDC can offer applications help only about SCADA, not CIM.

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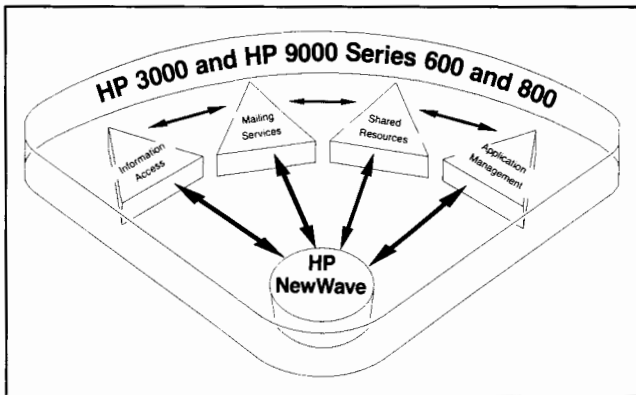
Comparison chart (continued)

	Industrial Precision Tools (IPT)	Real-time Applications Platform (RTAP)
<i>Further information</i>	<p><i>Industrial Application Center</i></p> <p>Joe Campbell (Intercon) 408-746-5274</p> <p>Carolyne Hart (Europe) 408-746-5369</p> <p>Jeff Drexler (Eastern) 408-746-5389</p> <p>Leslie Martin (Southern) 408-746-5411</p> <p>Julie Badgett (Neely) 408-746-5962</p> <p>Joel Achramowicz (Midwest/Canada) 408-746-5976</p>	<p><i>Calgary Product Development Center</i> 403-235-2400</p> <p>Steve LaCourse, ext. 307</p> <p>- Intercon</p> <p>- Southern</p> <p>- Midwest</p> <p>- Canada</p> <p>Dean Kagawa, ext. 306</p> <p>- Europe</p> <p>- Neely</p> <p>- Eastern</p>

OFFICE SYSTEMS

Introducing HP NewWave Office on MPE and HP-UX

Jim Grant/RSY



HP introduces leadership cooperative computing with the HP NewWave Office product offering — available for MPE or HP-UX, HP 9000 Series 600 and 800, customers. HP NewWave Office is a fully integrated combination of Business System Plus (BSP) and HP NewWave.

Business System Plus has been a major achievement in networking HP 3000 minicomputers with PCs for shared files and shared resources, easy database access, and

powerful information distribution services. With BSP your customers could order a single product and get all the services they needed for a true networked computer environment.

HP NewWave is an easy-to-use PC environment for integrating applications and automating tasks. Now we've integrated these two winners into a single solution: HP NewWave Office.

HP NewWave Office software offers organizations unparalleled flexibility to manage the flow and use of information. It empowers more effective decision making and information sharing among departments and ad hoc teams. HP's implementation offers the industry's best solution for integrating PC applications and tapping into diverse corporate information sources.

NewWave advantages

- NewWave Office extends HP's leadership in PC integration. Customers can integrate the PC software of their choice from HP and other vendors. They can establish meaningful links among their favorite PC applications.
- People can create flexible, open information systems that bridge islands of corporate information, from micros to larger host systems that hold company data.
- Smart services called "agents" can learn sequences of tasks and repeat them on request, improving productivity. A consistent user environment makes the system easy to use and reduces training.
- PCs are linked into a network that offers consistent capabilities across a full range of platforms (MPE V and XL, HP-UX and OS/2).
- NewWave Office automates the management and control of networked PCs with centralized software distribution/updating and simplified installation processes. HP was the first major vendor to offer an automated approach to networked PC management.

HP's NewWave Office software breaks down technology barriers, empowering organizations to use information to fullest advantage. It protects their investment in PCs and makes the most of corporate data and computer resources.

Complete solution

HP NewWave Office offers a single integrated product, which delivers a complete cooperative computing solution.

HP NewWave Office includes the following services on MPE and HP-UX:

- Information Access
- Information Distribution
- Shared Resources

- HP NewWave environment (non-NewWave PCs are supported as well)
- HP NewWave Office Application Management Utilities

These services are offered on both MPE and HP-UX operating platforms. HP NewWave Office allows you to sell the complete solution by delivering a single product, or where needed, to deliver just the required functionality at the right price with other products in HP NewWave Office.

Enhancements

HP NewWave Office gives you a much broader set of capabilities — platform support, networking, host and client services. Key enhancements your customers have asked for include:

- *Full integration of HP's NewWave environment* — HP NewWave environment, licensed for one user, is delivered with every HP NewWave Office product. The Application Management Utilities distribute NewWave to selected PCs on the network. Additional licenses can be purchased as an option to NewWave Office. With the NewWave Library capability, NewWave becomes a powerful work group application.
- *Complete, industry-standard implementation of the HP NewWave Office solution on HP-UX for HP 9000 Series 600 and 800* — HP NewWave Office for HP-UX provides a consistent set of services:
 - Information Access (to HP AllBase and Oracle)
 - Information Distribution Services through HP OpenMail
 - Shared Resources with HP LAN Manager/X
 - Application Management Utilities
- *User-based pricing in addition to systems based pricing* — You can tailor pricing to your customer's needs. User-based pricing allows you to provide valuable HP NewWave Office services to smaller users' bases — regardless of their SPU size. Customers with larger user bases can take advantage of the economy and simplicity of systems level pricing.
- *Consistent networking foundation based on HP's LAN Manager family of networking products* — HP has taken the leadership with Microsoft® in the development and introduction of LAN Manager networking products, which will provide a broad range of networking services and a consistent set of APIs for application developers.
- *Information access to HP ALLBASE/SQL and ORACLE databases* — Provides relational database users the Information Services that TurboImage customers have enjoyed. Information Access/SQL services are available on both MPE XL and HP-UX for HP 9000 Series 600 and 800 SPUs.

- *Integrated HP NewWave Office Services for direct connection environments, as well as LAN-based environments* — The HP NewWave Office Information Access and Information Distribution Services with NewWave are available for customers who will not need HP NewWave Office Shared Resource Services or Application Management Utilities.
- *Support of Novell connectivity through the HP NS LAN Gateway for HP NewWave Office of MPE customers* — You can sell HP value into more accounts with NS LAN Gateway multivendor connectivity.

With these enhancements, HP NewWave Office incorporates key integrated services and standards to provide the flexibility and choice you need to sell into more accounts.

HP NewWave Office will be on the December 1989 Corporate Price List. First customer shipments on both MPE and HP-UX platforms begin in March 1990.

Details on products and prices (user-based pricing), support, product capabilities, and connectivity for Apple Macintosh and Novell users are available now in your HP NewWave office sales guide, workbook, and technical sales guide.

Microsoft is a U.S. registered trademark of Microsoft Corporation.

HP NewWave Office ordering information

Jim Grant/RSY

HP NewWave Office is orderable from the December 1 Corporate Price List, with complete software products available on MPE V and XL, and HP-UX on HP 9000 Series 600 and 800 SPUs. First customer shipments of HP NewWave Office will begin in March 1990. HP NewWave Office products have been configured to help you sell and deliver complete software solutions with flexibility and choice. HP NewWave Office offers a complete cooperative computing environment whether your customer needs HP NewWave Office on MPE or HP-UX; wants a LAN or has PCs on direct connections; requires all the HP NewWave Office services or just one or two; wishes to use NewWave on every PC or to use non-NewWave PCs; wants to purchase HP NewWave Office for a discrete number of users or to purchase HP NewWave Office for all users connected to a SPU.

Products for LAN-based or direct-connection environments

HP NewWave Office is available without Shared Resources and Application Management Utilities for:

- Customers who want to use direct connections for their PCs

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- Customers with existing LANs
- LAN customers who don't need HP NewWave Office Shared Resources or Utilities

HP NewWave Office products have been configured to deliver complete cooperative computing solutions in either a LAN-based or direct-connection environments. The full set of HP NewWave Office services, including Shared Resources and the Application Management Utilities, are available only with the LAN-based products. All other cooperative computing services are available in both LAN-based and direct-connection environments.

HP NewWave Office delivers the HP NewWave environment

Each HP NewWave Office product includes a complementary single-user license for the HP NewWave environment and HP NewWave Support Pack software. In the LAN-based products, the HP NewWave environment can be distributed to selected PCs when your customer buys additional NewWave user licenses available as an option to every HP NewWave Office product. If your customer chooses not to use the NewWave environment at first, PAM will be distributed to PCs on the network. In customer environments that use direct connections, NewWave and PAM are delivered in diskette form — additional licenses allow customers the right to copy.

User-based pricing

All HP NewWave Office products include a user-based pricing option for four users for use on any supported HP SPU. You now have the flexibility to sell into price-sensitive accounts with fewer users, and you can still sell the complete solution. Whether your customer uses an HP MICRO 3000, Model 950 or Model 850 system, user-based pricing can help sell complete HP NewWave Office solutions.

System level ordering

Cooperative computing is simple and more economical for larger user bases with HP NewWave Office systems level pricing. Unlike Business System Plus, when your customers purchase a systems level license for HP NewWave Office, all users connected to the SPU are licensed for all of the NewWave Office capabilities purchased, including Information Access, NewWave Mail, and AdvanceMail client software.

HP NewWave Office products for MPE

HP NewWave Office products on MPE include full cooperative computing services with Information Access to TurboImage, HP ALLBASE/SQL, and ORACLE databases; Information Distribution Services through HP DeskManager with NewWave Mail and AdvanceMail; and LAN services with Resource Sharing. The MS-NET based Resource Sharing requires the separate

purchase of OfficeShare client software for each LAN-based PC. For details on ordering OfficeShare products, consult your HP AdvanceNet Sales Reference Guide or contact the Network Sales Center.

NewWave Office Products for HP-UX HP 9000 Series 600 and 800

The same key capabilities available on MPE are available with the HP NewWave office products on HP-UX. The same PC environments and client software are provided to ensure PC users have transparent access to cooperative computing resources regardless of the platform. The LAN-based HP NewWave Office for HP-UX products takes full advantage of the same Application Management Utilities as well. Information Access is provided to HP ALLBASE/SQL and ORACLE databases.

Information distribution

Services are provided by HP OpenMail with AdvanceMail. (NewWave Mail will support OpenMail in later releases.) LAN Manager/X completes the available services with shared resource capabilities. OfficeShare client software is included with HP NewWave Office for HP-UX LAN-based products.

Choosing the right product

HP NewWave Office products allow you to configure the right product for your customer's needs. Selecting the right product from the matrix is easy:

- Determine which services are required.
- Select the appropriate platform.
- Choose the right HP NewWave Office product.

Platforms	HP NewWave Office							
	Product numbers							
MPE XL	B1710A	B1711A	B1712A	B1713A	B1714A	B1715A	B1716A	B1717A
HP-UX, HP 9000 Series 600 and 800	B1701A	B1702A	B1703A	B1704A	B1705A	B1706A	B1707A	
MPE V	B1720A	B1721A	B1722A	B1723A	B1724A	B1725A	B1726A	
Services								
Information Access*	✓		✓		✓		✓	✓**
Mailing Service	✓	✓			✓	✓		
Shared Resources	✓	✓	✓	✓				
Application Management Utilities	✓	✓	✓	✓				

* Exact functionality varies on each platform; see sales guide for details.

**Information Access/SQL

Complete product structure and pricing is included in the HP NewWave Office sales guide due to arrive in early November. Prices are effective December 1, 1989.



Information Access/XL now supports HP ALLBASE/SQL and ORACLE

Joni Kapeckas/RSY

History has shown the success of HP Information Access software in providing PC users access to data sources on HP 3000 systems and PC workstations and output the data to PC applications of their choice. With Information Access, decision makers spend less time gathering data and more time analyzing and solving business problems.

The introduction of HP NewWave Office has given customers flexibility and choice for decision support and information management. Now, HP NewWave Office Information Access service has been extended to include another server to give customers the ability to access HP ALLBASE/SQL and ORACLE databases on MPE XL systems, as well as the capability to encapsulate Information Access within the HP NewWave environment.

As an "advanced encapsulated" NewWave tool, Information Access runs as a full-screen application and is represented as an icon in the NewWave desktop. In addition, the NewWave Agent can execute Information Access command files. With Microsoft Windows 2.1 features, Information Access can utilize the capabilities of context switching.

On MPE XL systems, customers can either access non-relational databases (TurboIMAGE and MPE files) using the original Information Access product or relational databases (HP ALLBASE/SQL and ORACLE) using the new Information Access SQL product.

With the introduction of HP NewWave Office, these new products will be orderable on the December 1, 1989, Corporate Price List, with customer shipments occurring in March 1990. Listed below are the new product numbers and ordering examples for Information Access using the LAN environment on MPE XL systems. For more detailed information, see the HP NewWave Office workbook, audio tape, and sales guide.

HP NewWave Office with Information Access SQL for MPE XL

Note: By ordering these two products, your customer will get Information Access for the LAN environment with access to HP ALLBASE/SQL and ORACLE relational databases.

P/N	Description
B1713A	HP NewWave Office MPE XL — Includes NewWave environment and Support Pack (for one user), Resource Sharing and NewWave Office Utilities
B1717A	HP NewWave Office Information Access SQL/XL — Includes NewWave environment and Support Pack (for one user) and Information Access SQL (both host and PC)

HP NewWave Office with Information Access for MPE XL

Note: By ordering one product, your customer can get Information Access for the LAN environment with access to TurboIMAGE databases and MPE files.

P/N	Description
B1712A	HP NewWave Office MPE XL — Includes NewWave environment and Support Pack (for one user), Resource Sharing, NewWave Office Utilities and Information Access (both host and PC)

These new enhancements expand customers' flexibility and choice, while building on the existing capabilities that have made Information Access a successful information service.

Introducing Information Access on HP-UX

Joni Kapeckas/RSY

Customer input has shown the importance of allowing PC users to access data on their host systems as part of their decision-making process. For the past four years, the Information Access software product has provided customers with the capability to access data on HP 3000 systems through their PCs. With the introduction of HP NewWave Office for HP-UX, Information Access has been extended to now support HP 9000 Series 600 and 800 multiuser systems and allow users to access HP ALLBASE/SQL and ORACLE relational databases. Additionally, users will have the capability of encapsulating Information Access for use in the HP NewWave environment.

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The HP NewWave Office Information Access service allows users to select a range of data sources from their HP 9000 or PC, and output the data to PC applications of their choice. Within the cooperative computing environment, Information Access capability consists of an easy-to-use client interface on the user's PC and a data server on the HP 9000 Series 600 and 800 systems. With HP NewWave Office Information Access, decision makers spend less time gathering data and more time analyzing and solving business problems.

On the PC, an interactive, query-by-example interface allows users to join, select, sort, summarize, and convert data in either the HP NewWave or MS-DOS® environment. The data can then be used in popular PC applications. In addition, the built-in report writer can be used to generate professional reports without involvement from the database administrator. A batch processing feature is also available, allowing repetitive tasks to be fully automated. Within the HP NewWave environment, these tasks can be scheduled and executed by the NewWave Agent.

On the HP 9000 Series 600 and 800 systems, a data server enables PCs to connect and retrieve data from HP ALLBASE/SQL and ORACLE relational databases. These databases provide administration functions that allow database administrators to maintain security and control of the data sources, while satisfying users' needs for data.

As an "advanced encapsulated" tool in the HP NewWave environment, Information Access runs as a full screen application, and is represented as an icon in the NewWave desktop. In addition, the NewWave Agent can execute Information Access command files. With Microsoft Windows 2.1 features, Information Access can utilize the capabilities of context switching.

The HP NewWave Office Information Access SQL/UX product will be orderable on the December 1, 1989, Corporate Price List with customer shipments occurring in March 1990.

MS-DOS is a U.S. registered trademark of Microsoft Corporation.

Macintosh connectivity with HP NewWave Office and Business System Plus

Cheryl Batista/RSY

Now, you can provide Macintosh users with an HP PC LAN integration solution — AdvanceLink for the Apple Macintosh. AdvanceLink integrates the Macintosh into an HP Ethernet LAN environment for terminal emulation and file transfer services to the HP 3000 and HP 1000. A future release will support the HP 9000. This increases your flexibility to sell HP 3000 and HP 9000 solutions into accounts with Macintosh PCs.

AdvanceLink for the Macintosh also gives Macintosh users LAN access to HP DeskManager and OpenMail via terminal emulation. Whether your customers are using HP NewWave Office or Business System Plus, they can connect into HP's mailing servers. AdvanceLink for the Macintosh allows the Macintosh user to feel at home with color graphics and support for the Macintosh's Multifinder environment including background terminal operations and file transfer, cut and paste, and Clipboard facilities.

Ordering information

P/N	Description
<i>Single-user copies</i>	
D2105A	AdvanceLink for Macintosh Text
D2106A	AdvanceLink for Macintosh Graphics
D2107A	AdvanceLink for Macintosh Color Graphics
<i>Multuser license products</i>	
D2115A	AdvanceLink for Macintosh
D2116A	AdvanceLink for Macintosh Graphics
D2117A	AdvanceLink for Macintosh Color Graphics

The Kinetics Etherport II and Apple Ethertalk interface cards are the supported network cards for the Macintosh workstations. Lower level connectivity questions should be directed to the Network Sales Center. For further details order the AdvanceLink for Macintosh data sheet (P/N 5959-9626) from the Literature Distribution Center in Palo Alto, California.

Increased Macintosh integration planned

In the future, look for more HP solutions to help you connect the Apple Macintosh into the HP PC LAN environment. Macintosh print and file sharing support has been announced in a future release of HP OS/2 LAN Manager based on 3+ Open. This product currently is planned for release in mid 1990.

Sell HP NewWave Office for Novell LAN PCs

Cheryl Batista/RSY

Now, a Novell office can be an HP NewWave Office. HP NewWave Office supports Novell LAN PCs via the HP NS LAN Gateway. (Note the HP NS LAN Gateway supports the MPE V and MPE XL server environments only.) The NS LAN Gateway should only be sold into accounts with Novell LANs already installed. Always sell LAN Manager, HP's strategic LAN offering, into accounts where no LANs are currently installed.

The HP NewWave Office NS LAN Gateway solution can help you to:

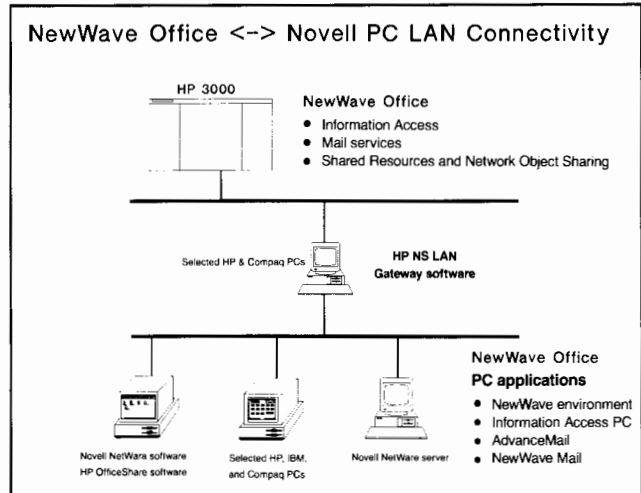
- Gain more control in your accounts by selling HP NewWave Office to existing NetWare users
- Pursue new HP 3000 accounts that have Novell connectivity requirements

Sell the advantages of the HP NewWave Office high-capacity shared-disk and PC-backup functionality, easy access to HP 3000 database information, and integration with NewWave Office information-distribution services.

HP NewWave Office Services supported via the NS LAN Gateway

- Information access
- HP DeskManager with NewWave Mail/AdvanceMail
- Shared Resources
- PC backup
- Network Object Sharing
- NewWave Office Application Distribution

Network Setup Services are *not* offered. For more details on these services, see the article in this issue entitled "Introducing HP NewWave Office on MPE and HP-UX."



Gateway specifics

A dedicated PC running the HP NS LAN Gateway software connects the HP and Novell LANs. HP NS-User Services are installed on each Novell NetWare PC workstation. The HP NS LAN Gateway supports Novell NetWare Version 2.15 LANs and workstations can access either a Novell NetWare or HP 3000 server without rebooting. Additional information on the HP NS LAN Gateway can be obtained by sending an HP Desk message to: Network Hotline/HP6650/11, with Novell as the Subject.

The NS LAN Gateway is designed to give Novell users full access to the advanced services available on HP 3000 servers. However, this solution is not positioned to compete with the performance of Novell servers for local print and file services. Users should expect some performance degradation through the gateway.

Ordering information

P/N	Description
<i>HP NewWave Office (any LAN-based MPE product)</i>	
D1807A	HP NS LAN Gateway
Opt. 100	HP NS LAN Gateway software
<i>And one of the following options:</i>	
Opt. 200	HP NS-User services/configuration and diagnostics for a single-user workstation
Opt. 210	NP NS-User services/configuration and diagnostics: 10-user workstation license
Opt. 250	HP NS-User services/configuration and diagnostics: 50-user workstation license

HP NewWave Office versus OfficeVision

Mary Ellen Kassotakis/RSY

HP's NewWave Office firmly positions HP as a leader in cooperative computing. In May 1989, IBM announced its OfficeVision strategy, which has validated key elements of HP's strategy, namely:

- Client/server computing
- PC integration with the PC as the workstation of choice
- Easy-to-use application integration

HP's first delivery of client/server products came two years ago with the introduction of Business System Plus.

The application integration of NewWave further enhances the credibility of our story. Now, HP NewWave Office offers important features unavailable in IBM's OfficeVision: true object management with hot links, agents, software distribution, and availability.

HP's leadership over IBM is based on five key points:

Comparison points	HP NewWave Office	IBM OfficeVision
Functionality	Broad choice of servers and clients spanning PCs, Minis, UNIX system	Key functionality for VS, VM, UNIX, OS/400 is missing
Multivendor connectivity	Based on open systems with industry standards	All IBM
Availability	Widespread availability today	IBM dates for key functionality are unknown
Cost of recommended entry-level clients	Priced at \$8,498 (HP Vectra ES/12 PC with NewWave)	Priced at \$12,234 (Model 55SX with OfficeVision)
Performance	BSP performance: see <i>Performance News Notes</i> July 1988, March 1989, May 1989	No published performance data

To help you articulate these comparison points to your customers in sales situations, you can retrieve an HP slide set positioning HP NewWave Office against IBM's OfficeVision. (This is the same slide set that was offered last month under the subject of OVBSP, which has been

revised to reflect the HP NewWave Office name). Send your request to RSY HOTLINE/HPD500/55 and specify the subject as OVNWO, with reply acknowledgement. An example is given below.

Intray> send to RSY HOTLINE

Subject: OVNWO

Text: Your name

Message> ack 5

Message> mail

Competitive update: DEC announces All-In-1 Phase II

Joel Keffer/RSY

On October 10, DEC announced All-In-1 Phase II, a family of office products that will compete with HP NewWave Office. You should be encouraged by this announcement and the way our solution stacks up against All-In-1.

The All-In-1 server software gives users access to these services: word processing, E-mail, a file cabinet for storing text, and a personal calendar. It has changed little from older versions of All-In-1.

On the desktop, DEC is taking a step toward client/server design. The new All-In-1 client software is a PC interface that allows users of MS-DOS, VMS, Macintosh and OS/2 PCs to tap into All-In-1's server-based services and still retain their native environments. The Macintosh and OS/2 desktop products' availability will be delayed for one year. Features residing on the desktop include: user setup, phone book and auto dialer, personal file cabinet, and a calculator.

DEC claims that this product offering implements the vision of client/server computing, and it is using the new PC interface to move in that direction. In reality, All-In-1 services are not distributable from the server by any means — the server is still doing almost all the processing in DEC's version of client/server computing.

Here are some key areas where you can sell HP strengths over DEC weaknesses:

Client/server design versus host-terminal design — The All-In-1 desktop is little more than an interface, leaving most of the processing to the All-In-1 server. HP NewWave Office leverages HP's lead in PC integration and offers true client/server applications today.

Integrated solutions versus separate pieces — The new PC-based pieces of DEC's office solution do not work together well. HP NewWave Office offers a completely integrated set of services for electronic mail, for sharing data and resources, and for database access.

Flexibility and choice versus VAX-centered — The All-In-1 solution is still very VAX-focused. DEC offers limited support of PCs (other than its own VAXstations), and there will still be a proprietary VAX server. HP is committed to fully supporting a broad range of servers as well as clients.

HP NewWave versus All-In-1 end-user environment — DEC's All-In-1 menu interface is character-based and little changed from the 1982 original. HP NewWave leads the industry in allowing users to integrate applications and automate tasks in a graphical, object-oriented environment.

HP has a two-year advantage over DEC in selling real client/server products, and can offer a solution today that DEC is months away from delivering.

For help in specific competitive situations, call Joel Keffer (916 or Telnet 785-4650) or Rhonda McGann (916 or Telnet 785-4116) in product marketing, Roseville Information Systems Division.



GENERAL

Two new modules for HP ALLBASE/QUERY

Michael Pardy/ASO

The new release of HP ALLBASE/QUERY gives you greatly expanded functionality to offer your customers. Many customer MIS departments are exploring ways to decentralize information management. Now, the added power of two major enhancements to HP ALLBASE/QUERY, together with the strong performance growth of HP ALLBASE/SQL, gives you an unbeatable solution for end-user information management.

HP ALLBASE/QUERY is Hewlett-Packard's query management facility for relational data. It enables end users and infrequent database users to utilize the performance of HP ALLBASE/SQL to manage information, without involving a programmer.

HP ALLBASE/QUERY is divided into a number of task-oriented modules that have a common, easy-to-use interface. These modules are EZAccess for creating ad hoc queries and reports, EZReport for editing and formatting reports, and SQLAccess for the productive implementation of SQL commands. Release B.01 introduces two new modules: EZCreate and EZUpdate.

EZCreate: easy way to create tables

End-users and infrequent users of the database can use EZCreate to step through the process of creating or modifying a table. Users can quickly create a new table, add new columns to an existing table, change the access mode, or delete an existing table definition. Naturally, users can only create or modify a table after being granted appropriate authorities to the database.

EZUpdate: easy way to update your data

The EZUpdate module enables end users to add, delete, or modify data in HP ALLBASE/SQL tables. EZUpdate displays the records of a table and allows the data to be updated one record at a time. Changes are made directly to the DBEnvironment so that each time you access the table, the contents reflect the changes you made last.

For more information

Note that HP ALLBASE/QUERY was first released as an upgrade product to HP Visor in May 1989. The new release of HP ALLBASE/QUERY for both HP-UX and MPE XL systems will be available in December. The HP ALLBASE/QUERY technical data sheet (P/N 5952-0527) includes further details about the latest enhancements. It is available immediately from either your literature coordinator or the Literature Distribution Center.

Du Pont uses ALLBASE/SQL and ALLBASE/4GL for product forecasting

Wolfram Fischer/DLD

Du Pont's Plastic Department, a long-time customer of Hewlett Packard, recently finished its first project using HP's ALLBASE Relational Environment.

The entire project with Du Pont needed to be finished in a four-month time frame. This short time frame included implementation, testing, and training. Du Pont's EDP professionals decided to use ALLBASE/4GL as the development environment because of its ease of use and quick application creation capabilities.

Du Pont's newest information management development, which uses ALLBASE/4GL and ALLBASE/SQL, is a product forecasting system. This system is an interactive on-line transaction processing (OLTP) application where many users access and manipulate tables stored in ALLBASE/SQL. The users generate and print their reports from this application.

The integration of ALLBASE/SQL and ALLBASE/4GL solutions, along with HP's support, convinced Du Pont to use HP's ALLBASE Relational products.

HP's sales team won the business and installed additional information management solutions at Du Pont for the following reasons:

- Offering industry-standard relational database technology with ALLBASE/SQL
- Providing well-integrated ALLBASE/4GL productivity environment
- Integrating into the existing Du Pont environment
- Providing HP consulting and support under very tight schedules
- Offering solutions that fit into an international MIS structure

Customers mentioned in this article should not be contacted directly. If you want more information about the customer or sale, contact the HP sales rep or sales office responsible for the account.

Also in this issue

Erwin Sick GmbH orders 50 HP 1000 systems

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HP-UX

Introducing block-mode support in hpterm

Suzanne Schmelzer/DLD

Hpterm has been enhanced to support block-mode functionality. When hpterm is used in conjunction with vt3k, the user will be able to execute the most frequently used HP 3000 block-mode features and applications in the X.11 windowed environment. Full screen and function keys are supported. Hpterm comes bundled with the X Window System, Version 11, and is available in the HP-UX 7.0 release.

Product description

Hpterm is an X Window System terminal emulator. It emulates an HP 2621 terminal with added features for the HP 2622 and 2392 terminals. When started, hpterm pops a small window onto the upper left corner, with the size in characters and rows of the window as configured. Once the window is created, a pseudo terminal is allocated and a shell is started on the slave side of the pty pair. Several options for font, border, color, and geometry are supported. The block-mode enhancements provide the HP 2392-compatible terminal window for use by most HP 3000 applications.

Ordering information

P/N	Description	U.S. list price
B1155A	X Window System, Version 11 Model 825/835	\$2,100
B1157A	X Window System, Version 11 Model 840	3,295
B1159A	X Window System, Version 11 Model 850/855	4,500

VT3K: virtual terminal service from an HP 9000 to an HP 3000

Suzanne Schmelzer/DLD

If your customers wish to use the HP 9000 as a display server to heterogeneous systems for CASE, CIM, and office applications, Vt3k and hpterm now allow access to HP 3000 systems. Details are in this and the above article.

In HP-UX release 7.0, vt3k is HP's first virtual terminal service from HP 9000 to HP 3000 systems.

Vt3k provides the HP-UX user with convenient access to MPE commands and applications, including MPE block-mode applications such as HP Desk. It comes bundled with the Network Services products on both HP 9000 Series 300 and 800 systems.

Product description

Vt3k provides direct log-on capability (via LAN) from HP-UX to MPE V or MPE XL. An invocation of vt3k from HP-UX establishes a connection to an HP 3000 running NS Virtual Terminal Services. Upon successful connection, the HP-UX user receives an MPE log-on prompt. At this point, the user types the hello log in and proceeds with the MPE session as normal. When the user logs off the MPE system, the connection is automatically returned to HP-UX.

Ordering information

P/N	Description	U.S. list price
91787A	NS/9000 Model 825/835	\$2,060
98195A	NS/9000 Model 840	3,605
91789A	NS/9000 Model 850/855	6,180
B1015A	NS/9000 Model 815	950
B1012A	NS/9000 Model 300	700

HP OpenMail direct mail campaign to HP 9000 installed base

Arlette Cox/PWD, Luanne Dupere/CMC

A U.S. direct-mail campaign for HP OpenMail, HP's standard-based electronic mail server for the UNIX operating system, will roll out in late November. The target audience is MIS directors/managers, technology influencers, and economic buyers in existing HP 9000 multiuser accounts.

Objectives of direct mail campaign

- Create awareness of HP OpenMail in the HP 9000 Series 300 and 800 accounts.
- Generate awareness that OpenMail is the first true standards-based electronic mail server on UNIX that offers superior PC integration and multivendor connectivity.
- Position OpenMail as the HP-UX electronic mail server of choice.

continued on next page

- Create awareness of HP's goal to make OpenMail the industry-leading electronic mailing server across HP and other vendor's platforms.

The direct mailer will be sent out in late November to the HP 9000 installed base. The offer will be a presentation diskette, which focuses on the benefits that OpenMail can bring to your accounts.

Leads will be distributed to the field through the QUILTS system by the Customer Information Center. The midwest Telesales Center will handle outbound telemarketing for the names that it has provided for the mailing.

HP 9000 Series 800 HP-UX product structure changes in HP-UX 7.0

Walter O'Maley/GSY

As of December 1, 1989, the existing HP 9000 Series 800 HP-UX products are being separated into license and media products. In addition, as of HP-UX 7.0, the 30 plus manuals that were shipped with HP-UX are now organized into four separate products by usage type: General Usage Set (P/N 92536A), Advanced Usage Set (P/N 92537A), System Administration Set (P/N 92538A), and Programming Set (P/N 92539A).

The license product will include the general usage documentation set, and is bundled with the SPU. The media product includes the HP-UX 7.0 core media and the system administration documentation set, and *must be ordered separately* for \$800. The advanced usage set and the programming set also have to be ordered separately.

The HP-UX products are being divided up into separate license and media products so that customers with multiple HP 9000 Series 800 machines do not have to pay for the media and documents on each machine. When all the media and documents were bundled into the SPU, the customer had to indirectly bear the cost of the media and documents. Now we are taking out the media and documents and charging the customer basically the cost of producing them. The customer pays for it once, and is free to use the same media on multiple HP 9000 Series 800 multiuser machines, assuming each machine has the same type license. This last point is important to your customer, and is perfectly legal since each HP 9000 Series 800 multiuser machine comes bundled with the license.

To obtain more information, send an HP Desk message with HP-UX RESTRUCTURE as the Subject to HP-UX NEWS HOTLINE/HP4700/HL. No text is required, and if you mark it "urgent," you will receive the information in your HP Desk Intraday the following morning.

2-Mbyte memory board to be obsoleted January 1

Sanjay Srivastava/GSY

General Systems Division will obsolete the 2-Mbyte memory board and remove it from the Corporate Price List (CPL) on January 1, 1990.

Because of decreased demand after a full and successful life cycle, the 2-Mbyte memory board, P/N A1009A, will be obsoleted. The product will be supported for 10 years after it is obsoleted.

The 8- and 16-Mbyte memory boards will continue to be available on the HP 9000 Models 825S, 835S, and 835SE systems.

Also in this issue

New Ada customer class

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MPE

Three more ways to share in the success of HP BRW

Richard Brearley/ASO

Three changes for Business Report Writer on MPE XL Systems (HP BRW XL) will provide extra ways for you to succeed with the product. HP BRW XL, the high performance report writer for information management professionals, has become a member of the HP ALLBASE environment. The product has a new name, will soon interface to relational data, and is scheduled for a price increase.

Name change

HP BRW XL is now called HP ALLBASE/BRW for MPE XL systems. The new name will help you to assure customers that HP has a strategic solution that can be expanded to satisfy your customers' changing needs. Customers who have already purchased tools such as HP ALLBASE/4GL or HP ALLBASE/QUERY will feel more comfortable choosing HP ALLBASE/BRW when looking for a high-performance report writer. The name for Business Report Writer on MPE/V systems (HP BRW/V) remains unchanged.

Relational interface

As announced at INTEREX in September, the next release of HP ALLBASE/BRW (Release A.01) will include an interface to HP ALLBASE/SQL. This increases your number of prospective customers and gives you extra functionality to offer customers thinking of purchasing the high-performance HP ALLBASE/SQL. Release A.01 of HP ALLBASE/BRW will be available early next year on Version 2.1 of the MPE XL operating system. Naturally, customers who purchase HP ALLBASE/BRW now with a support contract will receive Release A.01 free of charge.

The interface to HP ALLBASE/SQL will not be available in HP BRW/V. However, reports prepared in HP BRW/V will remain fully compatible with HP ALLBASE/BRW on MPE XL systems.

Price increase

HP ALLBASE/BRW and HP BRW/V are due for price increases effective January 1, 1990.

With HP ALLBASE/BRW, you can offer your customers a single tool for managing data stored in various formats. It can access data stored in HP TurboIMAGE, KSAM files, serial files, and from early 1990, HP ALLBASE/SQL tables. Your customers can use HP ALLBASE/BRW to combine any of these data types into a single report.

HP ALLBASE/BRW and HP BRW/V benefits

- *Productivity and ease of use* — Customers simply choose the desired items, files, tables, and datasets, while HP ALLBASE/BRW creates the appropriate views by transparently resolving file types and access paths.
- *Performance* — Once they have created their reports, customers can continue to use the facilities within HP ALLBASE/BRW to interactively tune the report's performance. The combined performance of HP ALLBASE/BRW and HP ALLBASE/SQL is impressive.
- *Power* — HP ALLBASE/BRW is a powerful reporting tool that includes features such as string operations, user-defined functions, mathematical operations, and conditional logic.

- *Electronic distribution* — With the add-on product, HP BRW-Desk, customers have the option of fast electronic distribution of their reports to the in tray of each recipient's HP DeskManager account.

For more information

There are a number of literature pieces available to help you increase your success with HP ALLBASE/BRW and HP BRW/V. Items available from your literature coordinator or the Literature Distribution Center (LDC) are listed below. For a full list of sales tools, send an HP Desk message to ALLBASE TOOLS/HPY200/00.

P/N	Description
5952-8082	HP ALLBASE/BRW and HP BRW-Desk for MPE XL systems technical data sheet
5954-6217	Business Report Writer product evaluation guide
5952-4872	Reprint of the <i>HP Chronicle</i> article, "Hughes Aircraft Streamlines Its Financial Reporting"

Ordering Release 1.2 Prime Option 205 — MPE XL FOS Media Product

Jeff Conte/SRDO

Starting October 23, 1989, a plan was implemented for solving the problems of ordering the MPE XL FOS Media Product for Releases 1.2 and 1.2 Prime.

Use Option 205 for ordering only Release 1.2 Prime.

continued on next page

Multiuser Systems

51453A Release option numbers	Corporate Price List and shipment descriptions	Date codes	FOS	VUFs SUBSYS
202	Release 1.1	2830	A.10.00	A.10.00
203	Release 1.2	2915	A.20.10	A.20.11
205 or 200	Release 1.2 Prime	2926	A.21.00	A.21.10
204 (on November 1 CPL)	Release 2.0	2943	A.30.00	A.30.00

Option 200 ("Latest MPE XL Release") will change to Release 2.0 when Release 2.0 becomes available.

Finally, for shipments of the Series 960, Release 1.2 "Double Prime" will ship until Release 2.0 becomes available.

December 1 obsolescence of Release V-Delta-1

Jeff Conte/SRDO

On December 1, 1989, the V-Delta-1 (2747) software will be obsoleted, and will no longer be supported. This is an advance warning of the obsolescence.

The V-Delta-1 version Option 341 of the FOS Media product (51450A) will no longer be orderable, and will be removed from the Corporate Price List (CPL) on December 1, 1989. This V-Delta-1 obsolescence is coordinated with Commercial Systems Division's plan for the obsolescence of release support.

For additional information on release obsolescences, refer to the supported MIT matrix in the Field Support cover letter (P/N 32002-90009). The Field Support cover letter is shipped with each MPE V Field Support kit.

P/N	Description	CPL removal date
51450A	V-Delta-1 FOS Media product	December 1989

DESKTOP

**HP Vectra LS/12 laptop PC
Model 24 discontinued**

Mark Koski/PCG

For the U.S. only

The HP Vectra LS/12 Model 24 PC (20-Mbyte hard disk) was discontinued on November 1, 1989. Inventory of the 20-Mbyte LS/12 was depleted as a result of the September-October \$1,500 promotion.

P/N	Description	U.S. list price	Discontinuance date
D1024A	HP Vectra LS/12 PC Model 24	\$4,999	November 1

**HP Vectra LS/12 laptop PC
Model 44 promotion extended**

Mark Koski/PCG

For the U.S. only

The \$1,500 promotional reduction from U.S. list price will continue on the 40-Mbyte model of the HP Vectra LS/12 laptop PC until November 30, 1989.

P/N	Description
D1044A	HP Vectra LS/12 PC Model 44 <i>U.S. list price is \$5,599. Promotional discount is \$1,500. Promotional price is \$4,099.</i>

Final dealer cost is calculated by applying dealer or volume end-user (VEU) discount from the promotional price. The promotional price is good for orders that specify *immediate shipment* and are placed before November 30, 1989. Promotional price is limited to supply on hand.

GENERAL

Interleaf electronic publishing — cultivating a new market

Zee Effendi/WG

According to Dataquest, the workstation is the fastest-growing segment next to PC-based systems in the publishing market. Depending on which research institute data you read, the market-size projections range from \$450 million in 1986 to \$4.5 billion in 1990. Predictions are that the computer-aided publishing industry will grow 30 percent a year into the 1990s.

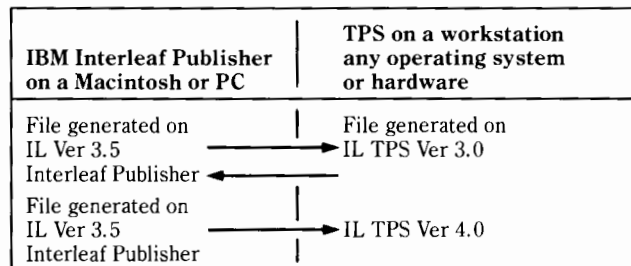
Traditionally, publishing is viewed as an activity isolated to the documentation group. The reality is that publishing is done at all levels of a corporation within the office environment. Publishing encompasses simple business letters, technical manuals, and overhead slides.

CCE compatibility

Interleaf has impressed Wall Street by supporting the trends of the future in its approach to software development. For example, Interleaf recognized the onset of Cooperative Computing Environment (CCE) before it had matured. It supported the platforms in a way that offered compatibility across operating systems and hardware variance for a customer. If a multinational corporation selects a single documentation software worldwide, then file transfers, letters memos, user documentation, business forms, and all published material on that software should be compatible across departments, divisions, and subsidiaries around the world on the various vendor platforms and operating systems.

A customer can expect this compatibility with Interleaf. All of Interleaf's systems produce 100 percent compatible documents that can be shared across different systems in use. For example, Interleaf Publisher for the Apple Macintosh and/or PC enables the Macintosh/PC to be networked to any major engineering workstation on the market. This backward compatibility increases the acceptance of dedicated workstations. Interleaf has eliminated the problem of the hardware compatibility issue. A file copy saved on Interleaf on a Macintosh/PC can be reworked on a workstation (within the same release level), regardless of the hardware or operating system, as long as it is supported.

File transfer (rework/save) compatibility diagram



Interleaf qualifies as a good example of a software that can provide this standardization in a multinational corporation. Offered in 13 languages, with capability for bilingual spell checking, Interleaf demonstrates the universality required by a documentation software.

In today's global economy, where an edge of one or two percent gains in productivity for a company can mean market leadership and millions of dollars in revenues, where time to market is more important than incremental product features and functionality, tools such as Interleaf software and HP/Apollo hardware that can increase productivity 50 to 100 percent are critical success factors.

The market

The following case histories provide insight into the variety of situations and industries where Interleaf software can be sold.

Engineering/design

Electronic publishing helps HP's Apollo Division stay ahead

Apollo Computer in Chelmsford, Massachusetts, has led a drive to tie the two activities of product development and product support together. Apollo felt that these two areas should work closely during development cycle of a new product. This goal was achieved by using Interleaf software running on Apollo personal workstations. Writers and illustrators worked closely with product development teams. These tools included a state-of-the-art workstation, special-purpose software, and sophisticated networks. The combination resulted in products delivered to market on time with documents distinguished by their high quality and low production cost.

Travel service

TWA: a manual in three weeks

According to Bill Magyar, manager of training development at TWA's Ground Operations Center at Kansas City International Airport, a manual that took seven months to produce the previous year, took just three weeks using Interleaf's electronic publishing system in the current year. All 380 pages were better looking than the old version.

Locks prevent simultaneous overwriting of manuals on the three workstation-based publishing systems, while links make sure all documents on the network are fully updated at all times.

Manufacturing

American Can saves 40 hours a week

The controller's office at American Can used Interleaf's electronic publishing system to produce weekly briefing books for the board of directors. These books were formerly produced with a system that regularly entailed 40 hours of graph plotting time and about 30 hours of cutting and pasting. Since the implementation of electronic publishing, one or two financial analysts can now produce these books in a total of 20 to 30 hours — in an expanded format that includes typeset-quality text and graphics.

Investment banking

A \$50,000 system paid for in 30 minutes

Jesse R. Lovejoy is one customer who believes in Interleaf's electronic publishing system. A partner at Lazard Freres & Co., the New York investment house, Lovejoy recently was reviewing advertising copy for a client embroiled in a union-management fight. He decided — just an hour before the ad deadline — that the copy could damage his client and had to be rewritten. The firm's in-house publishing system produced camera-ready copy that would have taken hours to deliver had it been sent back to an ad agency, redrafted, and typeset. Without the system, the client would have had to kill the ad and pay \$50,000 anyway. "We saved the client the cost and the embarrassment," Lovejoy says. As far as he is concerned, he also paid for his new \$50,000 system — in only 30 minutes.

What Interleaf and HP/Apollo offer customers

Hewlett-Packard and Apollo are poised to strike it big in the publishing market. HP brings the strength of Interleaf on the 68030 based HP 9000 Series 300 workstations. Add to that HP LaserJet printer's presence in the corporate offices across the world (80 percent market share) and the fact that TPS on HP platform supports both HP LaserJet printers and PostScript printers. Combine that with the strength and power of Apollo personal workstations, and we have the winning formula. From HP Vectra PCs to HP 9000 Series 300 and Apollo workstation products, HP becomes the platform of choice for one-stop shopping for a customer's publishing needs. (See second article in this issue, "Competitive advantage of Interleaf on HP and Apollo.")

For more information on Interleaf, call Interleaf at 617-577-9800, HP Account Rep Bob Sheppard at 617-221-5178, or Apollo Account Rep David J. Crowley at 508-256-6600.

Customers mentioned in this article should not be contacted directly. If you want more information about the customer or sale, contact the HP sales rep or sales office responsible for the account.

Competitive advantage of Interleaf on HP and Apollo

Zee Effendi/WG



HP and Apollo offer the surest growth path in today's electronic publishing industry. Interleaf on HP and Apollo systems offers the industry's widest variety of software tools, hardware platforms, and supporting peripherals to meet your specific tasks.

continued on next page



Interleaf on HP systems

Interleaf software, a leader in the publishing marketplace offers several solutions on MS-DOS®, and UNIX operating systems. The user interface for both software is the same. The functionality of the software is similar, but on the UNIX system, you can add advanced functionality modules as your need increases. HP hardware complements Interleaf solutions well, and has the advantage of offering PCs, peripherals, and the appropriate networking software along with the Motorola-based UNIX system workstations. Interleaf software available on a wide product selection range of HP hardware provides the assurance of a highly reliable integrated solution — all from one hardware supplier. Although Interleaf primarily is a value-added reseller (resells HP hardware with Interleaf software) when the situation demands it, Interleaf acts as a software supplier. HP provides the hardware and Interleaf provides the software to close a sale.

The HP Vectra PC leverage

You can limit your investment with an entry-level electronic publishing system by starting with IBM Interleaf Publisher on an HP Vectra PC (RS family). This combination allows you to tap all the publishing power of Interleaf and, via HP's networking solutions, the file sharing and UNIX system storage capacity necessary to manage the flow of documents across a work group.

IBM Interleaf Publisher offers advanced word processing functionality. The software displays up to 16 documents on the screen at once, all in fully editable what you see is what you get (WYSIWYG) view. Documents show up in a window on Interleaf's electronic desktop with a set of familiar icons (folders, drawers, cabinets) for organizing stored documents.

IBM Interleaf Publisher is also a state-of-the-art graphics package. Also standard with the system are business and scientific charts. Publisher will create a chart from data captured from a spreadsheet or entered by hand. All of these text and graphic capabilities — word processing, drawing, scanned-line art, automatic charting — are completely integrated. Integrated means you don't switch programs — if you're in text area, you just type; if you click on a graphic, you now have all the graphic tools.

Interleaf Publisher manages the flow of documents throughout a work group. You can mark material with revision bars, underlining, or strikethrough in order to indicate alterations. You can centralize control by means of templates. Any document can be made into a template, which automatically formats the text as you type.

Interleaf software running on HP hardware can help you with document management. First, there's linked copies for distributing copies and keeping them all up to date across the network. Second, there's the ability to store files or graphics on networked HP 9000 Series 300 workstations. Then there is the ability to note added and deleted material. Lastly, there is the automatic updating of numbered lists and references. Because of these features, and because of their integration, IBM Interleaf Publisher represents a breakthrough in the way HP Vectra PC users create, revise, and manage documents.

HP's networking services

By integrating IBM Interleaf Publisher into HP's Cooperative Computing Environment — via HP's OfficeShare network — you are tapping not only the strength of publishing with Interleaf, but also the power and ease of use that the OfficeShare network provides. For example, you can set up a link between the Interleaf Publisher desktop and your HP 9000 Series 300 workstation so that you can store Interleaf documents on the UNIX system workstation without ever leaving the Publisher desktop. Or, should you need to integrate computer-aided design (CAD) drawing, or other UNIX system files, into a Publisher document, a simple DOS command moves the CAD drawing from the workstation onto your Publisher desktop, ready to be included in a document. As your needs grow, you can add an HP 9000 Series 300 workstation to provide greater horsepower for your growing publishing requirements.

X Window System — opening windows to multiple applications

HP is the first platform to offer Interleaf on the X Window windowing environment. You can run Interleaf in its native windowing format, in X Windows, or in full screen mode. The calls to the Starbase library for graphics are made directly, as opposed to going through X Windows, so the performance in X Windows is comparable to the full screen mode. X Windows offers you the option to cut and paste the bit-mapped display graphics, from a CAD software running in a window, onto an Interleaf document.

Power of 68030 processor

HP 9000 Series 300 workhorse performance, depending on whether you use a Model 340, 360, or 370 system, is readily available with the ability to add functionality by procuring the advanced modules offered by the TPS family of products.

PCL/PostScript dual output

HP is the only platform to offer dual output formats of PCL (HP Laserjet printer series) and PostScript.

System configuration

Following is the recommended hardware configuration for IBM Interleaf Publisher: HP Vectra PC RS series with a VGA or EGA monitor, 2 Mbytes RAM, and a 40-Mbyte hard disk.

An HP 9000 Series 300 machine could be a Model 340MH, 360MH, or 370MH, or 340CH, 360C+, 370+, with 8 Mbytes RAM minimum.

Interleaf on Apollo personal workstations

With the availability of Classic Core TPS (unique to only Apollo platform) Interleaf software is priced at \$1,250 for one, with additional quantity discounts. Classic Core TPS has all the functionality of WPS.C that has made the package so popular on Apollo. Here are some important new features of Classic Core TPS:

- Format text in one or multiple columns; text may straddle columns
- Automatic spell checker with corrector
- Added utilities for generation of graphics (arcs, spline curves, free hand)
- Full text editing capabilities within graphics frames
- Support of international page sizes and measurements
- Text may be any combination of roman, bold italic, underscore, strikethrough, overbar, capitals, or small capitals
- Automatic numbering (including footnotes)
- Automatic cross-referencing
- Revision bars
- On-line help

Classic Core TPS licenses can be upgraded to Core Plus.

Advanced graphics	Looseleaf	CALS Preparedness Package	Tables	International dictionaries	Optional text and graphics filters
Content editing	Book catalogs				
Equations					
Core Plus					
Classic Core TPS					

Apollo sells Classic Core TPS, and Interleaf sells all the other packages.

Interleaf Classic Core TPS publishing software is suitable for an engineer as a support tool. It will aid MECAD, EDD, and CASE engineers in preparing release notes, documenting product specification, producing reports, as well as publishing daily business correspondence. Classic Core can also be used in marketing and sales departments for newsletters, proposals, presentations, and other collateral material. It is even versatile enough to be used in the finance department to prepare contracts, financial statements, and business plans.

In the technical publications department where customers require advanced features, a more advanced interleaf package is required. These features include automatic tables of contents and indexes, text shaping, rotated text, or the ability to upgrade to higher-level interface options.

Support tools for Interleaf

To supplement the functionalities of Interleaf on Apollo, you can choose from a wide range of support tools. For example, illustrations can be pulled into Interleaf from Auto-Trol and InterCAP graphics system. You can use Knowledge Broker (Apollo product) on-line document retrieval to open and view documents from Interleaf. Audre, a drawing capture scanning system software, and Avalanche, a software that offers text capture and some filters, combine to offer more complete functionality in publishing on Apollo personal workstations.

System configuration

- Supported workstations are: Series 2500, Series 3500, and Series 4500
- Operating system software: DOMAIN OS, SR 9.7, SR 10.1, or higher
- Recommended hardware configuration: 6 Mbytes RAM memory standalone; 155-Mbyte hard disk. Cartridge tape drive must be available on the network for software installation.

For more information, call Interleaf at 617-577-9800, HP Account Rep Bob Sheppard at 617-221-5178, or Apollo Account Rep David J. Crowley at 508-256-6600.

AEC direct mail piece promotes workstation sales

Nadine Wallack/Apollo Systems Division

For North America only

A direct mailer has been produced for the architectural/engineering/construction (AEC) market. Designed as a self mailer, it will help create awareness and promote workstation sales in this fast-growing market.

The mailer asks the question, "Are you still moving dirt with a pencil?" and explains that for the cost of a PC, users can have a powerful HP/Apollo workstation, access to hundreds of UNIX system and MS-DOS applications, high-resolution, integrated graphics, and networking. The mailer was sent to a mailing list of qualified prospects at the end of October 1989. This promotion has no deadline. If you'd like information on the AEC market or this direct-mail campaign, contact Erven Kimbell at 404-393-4720 or Phil Brayman at 303-229-4885. This mailer is not available from the Literature Distribution Center.

HP-UX

Native Language Support on HP-UX 7.0

Yumiko Koiwa/YHP

The growing acceptance of HP-UX in technical, government, and commercial environments has accelerated the need for an internationalized HP-UX system that can handle languages and customs reflective of countries other than the United States.

Hewlett Packard has responded to this need by offering Native Language Support (NLS) and Native Language Input/Output (NLIO) on the HP-UX operating system. NLS and NLIO are available at the user-command level of the operating system. In addition, commands and libraries are provided for application designers to use in the development of international software.

HP-UX 7.0 adds some of the enhancements. These enhancements include HP-UX and subsystem commands, NLIO, X/Open NLS tools, OpenNLIO/X, and Japanese libraries. The sales training manual is now available by ordering P/N 5950-2807 from the Literature Distribution Center.

Technical guidebook of HP-UX Native Language Support

Yumiko Koiwa/YHP

Are there any independent software vendors who are interested in Native Language Support (NLS) and business in Asia? Are there any solution creators who are willing to develop the applications supporting Asian languages? The technical guidebook for Native Language Support on HP-UX is now available, which describes what NLS is, and how to develop internationalized software. This guide entitled "A Guide to Internationalization of Software" (P/N 5950-2808) is a 45-page, letter-sized guide, and is stocked at the Literature Distribution Center.

The guide is also available in Japanese. If you or your customers would like a Japanese version, contact Yumiko Koiwa via HP Desk (Yumiko KOIWA/HP8960 or yumiko@hpujisa) at YHP NLS Pacific Program.

Warranty changes for HP 9000 Series 300 systems

Bill Marr/FSD

For the past few years, confusion has surrounded the question, "Who pays for installation on the HP 9000 Series 300 products — Ft. Collins, the field, or the customer?"

None of the 90-day, on-site, next-day warranties had an installation code of N. They were either coded A or C. We received from Corporate Marketing a new warranty code (2F) that has an installation code of N. This means the price of installation is never bundled in the price of the product. If customers want an HP 9000 Series 300 system installed, they will need to order Product Support Division's installation product.

Along with the new warranty code is a special option, W04. This option gives us the means to the 90-day, on-site warranty, to a 1-year return to HP. We intend to use the W04 option only on future controller type products/bundles, including the HP 9000 Model 332. Any future HP 9000 Series 300 design automation products/bundles will use the 2F warranty, *without* the W04 option, unless there is a special need. Any current HP 9000 Series 300 product/bundle using the 4A warranty code, will continue to do so.

The following products and their foreign-language versions will continue to have the same 4A warranty: 98561A/B/C, 98562A/B, 98580B/S, 98581B/S, 98542A, 98543A, 98544B, 98545A, 98546A, 98547A, and 98568A.

The following products have warranties revised from 2D to 2F, along with the W04 option: 98572A, 98580C/CX, 98581C/CX, 98580WX, and 98581WX.

All other HP 9000 Series 300 products/bundles that are currently 2D warranty will change to the new 2F warranty, but will *not* have the new W04 option. The W04 option is added only if there is a special need. Continue to check your local database for current warranty codes.

HP C++ for object-oriented programming

Terri Homann/DLD

HP is currently developing a C++ translator and debugger for the HP 9000 and all Apollo MC680x0-based workstations (25XX, 3XXX, 35XX, 4XXX, 45XX), as well as the Risc-based Series 10000. Preparation for an announcement of this future product is underway. This article is to apprise you of plans to have an HP offering of C++ on the HP 9000 Series 300 and 800 systems, as well as an update to the Apollo platforms.

C++ is an object-oriented extension of the C language, developed by AT&T that will be licensed on many vendors' engineering workstations and PCs. C++ supports object-oriented programming which offers such benefits as code reuse, reduction in complexity of application development, reduction in maintenance costs, and greater code quality. C++ is a natural extension of C, and therefore, leverages the experience of engineering staffs using C.

C++ is the fastest-growing object-oriented language on the market. The installed base is doubling every six months. C++ on HP platforms has been in great demand, with interest coming from industries such as telecommunications and oil, and from application development in areas such as CAD/CAM, user interfaces, CASE, and 3D modeling.

HP's first C++ offering will be based on AT&T's Version 2.0. The Apollo Division currently provides Domain C++, based on Version 1.2 of AT&T's C++ translator, as well as Domain/DDE, a multilanguage debugger with complete C++ support. The Apollo Division will also be updating to 2.0, providing complete compatibility across our platforms.

Our C++ offering will be a translator that generates C code from C++, packaged with a C compiler for automatic generation of object code. Also, we will be offering symbolic debugging of C++ source.

Look for further articles on C++ in future issues of *Computer News*.

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APOLLO DOMAIN/OS

Mathematica introductory promotion

Nadine Wallack/Apollo Systems Division

For North America only

If you have customers who equate time with money and are looking for a tool that solves complex mathematical problems, we've got the solution — Mathematica on Apollo workstations. Through a recent mailing to our customers, we're promoting a special introductory offer to purchase Mathematica directly from Instant Apollo for an introductory low price of \$1,995 — a more than \$400 savings over the regular price. This offer will run until December 31, 1989.

Mathematica, proclaimed "Product of the Year" by *Business Week* and *Byte* magazines, is one of the most powerful and easy-to-use math tools in the world. It combines powerful symbolic and numeric math capabilities with sophisticated 2D and 3D graphics for presenting and analyzing results. Whether your customers are engineers, scientists, analysts, or mathematicians, Mathematica can help them solve problems.

The introductory offer includes the license, media (available in cartridge tape only), documentation, the Apollo users' guide and installation manual, and the textbook "Mathematica, A System for Doing Mathematics by Computer," by Stephen Wolfram from Addison-Wesley Publishers.

Customers can order Mathematica directly from the Instant Apollo Hotline, 1-800-225-5290 and are guaranteed a 24-hour turnaround.

For information on this promotion or Mathematica on Apollo workstations, contact Peter Vescuso at Apollo Systems Division, 508-256-6600 ext. 7847.



MASS STORAGE

HP brings 20 Gbytes of rewritable optical storage online

John Szlendak/GSD

Last April, HP became the first major systems vendor to introduce a rewritable optical disk drive, the HP Series 6300 Model 650/A. Now, HP expands this leadership position with the introduction of a 20.8-Gbyte rewritable optical disk library system. The HP Series 6300 Model 20GB/A, which was previewed at INTEREX in September, is on the November Corporate Price List (CPL) with a 12-week quoted availability.

Features and benefits

The Model 20GB/A combines the convenience and low storage cost of optical-disk technology with the massive capacity of a library system to provide online access to vast amounts of infrequently accessed information — in a fraction of the space of other storage media. Just like the standalone subsystem, the Model 20GB/A is a direct access secondary storage (DASS) device that fills the price-performance gap between high-performance hard disks and low-cost tape storage. Because of its huge storage capacity and low cost per megabyte, the auto-changer revolutionizes traditional mass storage by bringing more offline information online.

The Model 20GB/A is also ideal for customers who would like to automate their labor-intensive backup/recovery processes. Value-added resellers (VARs) also will see its benefits when addressing specific applications requiring reliable, low-cost, high-capacity storage, such as archiving.

The Model 20GB/A takes advantage of magneto-optical technology to write and read data on removable, very durable 5¼-inch disks. Optical disks are not susceptible to head crashes and are much more tolerant of magnetic interference than magnetic media. Because the laser focuses only on the disk's inner recording layer, which is well sealed in a hard polycarbonate coating, fingerprints and even small scratches on its surface have no effect on the data. Data can last over 10 years without the retensioning or reconditioning that tapes require.

How does it work?

The Model 20GB/A consists of an autochanger, two optical disk drives, and 32 5¼-inch (650-Mbyte) optical disk cartridges, all in a small desk-side cabinet. A convenient mail slot makes it easy to load or remove media. The autochanger automatically selects the appropriate cartridge and inserts it into one of its two internal drives. The entire operation is transparent to users,

who see only a slightly slower response time when accessing their data — approximately 100 milliseconds if a disk is already in the drive, or about 10 to 15 seconds if one needs to be exchanged. Since the operating system (HP-UX 7.0) recognizes each disk side as a 325-Mbyte mountable file system, full data access and software compatibility is maintained as if it were a hard disk (a slower hard disk).

HP designed the autochanger with an MTBF twice that of the industry average. HP's unique "passive payload" design eliminates many of the failure-prone components from the transport mechanism. Unlike competitors' complex designs, motors, sensors, and electronic cables are not attached to HP's autochanger arm — making our design more reliable.

Support of industry standards

The Model 20GB/A protects your customer's long-term investment by conforming to industry standards. The Model 20GB/A conforms to the ANSI and ISO definition for rewritable 5¼-inch media, providing compatibility with the Model 650/A as well as the rewritable optical drives and media of other vendors. The Model 20GB/A also implements the SCSI interface. Additional interfaces, such as HP-FL, are currently under investigation.

Host support

Initial support is provided on HP 9000 Series 300 systems under HP-UX 7.0 with SCSI. Access by other systems including the HP 9000 Series 800 and HP 3000 is possible over LAN via NFS or DS. Plans for direct connect on these systems are as follows:

Host	Model 20GB/A support
HP 9000 Series 300	HP-UX 7.0
Series 800	Planned for second half 1990 (HP-UX 8.0)
Series 200/500	Not planned
HP 3000 MPE XL	Planned for 1991
MPE V	Under investigation
HP Vectra PC	Under investigation
HP 1000	Not planned

Additional details of host support plans can be found in the Model 20GB/A sales guide. If you have not received your copy, or if you have any additional questions, please call the Peripherals Sales Center (U.S. and Intercon: 408-447-4444, Europe: 49-7031-14-3456).

Rewritable optical disk library system ordering information

John Szlendak/GSD

The HP Series 6300 Model 20GB/A includes the auto-changer, desk-side cabinet, two rewritable optical disk drives, 32 pieces of media (1,024 bytes/sector), power cord, and an SCSI terminator. All prices include installation and a 90-day on-site warranty. Additional media is available through Direct Marketing Division (DMK) and Direct Marketing Operation (DMO).

The standard product will come with 32 pieces of media. A delete media option (Opt. 231) will delete 31 pieces of media for a credit of \$6,450. We encourage customers to order the standard product fully loaded with media. This bundled-media price will save them \$1,269 over individual media purchase. By buying the media with the Model 20GB/A, they also will receive the same trade discount on the media that applies to the library system.

Customer should always buy their optical media from HP to ensure best performance and highest data reliability. Some non-HP media is inappropriate for heavy auto-changer use, and while it might seem to work initially, HP cannot guarantee its performance or long-term data integrity.

P/N	Description	Factory base price	U.S. list price
C1700A	Model 20GB/A rewritable optical disk library system with 2 drives and 32 pieces of media	\$39,750	\$39,950
Opt. 231	Delete 31 pieces of media	<6,450>	<6,450>
Opt. AFJ	Add 2-meter SCSI interconnect cable	50	50
<i>Monthly maintenance contracts</i>			
SMMC	4 hour response		130
BMMC	next day response		104
<i>Accessories (from DMK/DMO)</i>			
92280A	Additional media — one disk (1,024 bytes/sector)		249
92222B	1-meter SCSI interconnect cable		55
92222C	2-meter SCSI interconnect cable		59
92222D	1-meter SCSI extension cable		55

HP addresses new applications with rewritable optical disk library system

John Szlendak/GSD

HP's new Series 6300 Model 20GB/A rewritable optical disk library system offers over 20 Gbytes of reliable, low-cost, random access storage in less than 3½ square feet of floor space. This provides opportunities for improving existing storage procedures, as well as addressing new application areas previously impossible due to high online storage costs.

Online archive

Given the choice, all data would be kept online. That's the overriding sentiment of users and industry analysts, yet over 99 percent of all business information resides offline either on paper, microfilm, or tape. The Model 20GB/A offers many significant advantages in archival applications. First, optical media is not only durable, it's made for long-term storage — lasting over 10 years with no data degradation or the regular maintenance required of tapes. Second, ANSI and ISO standards allow for media interchange and future drive compatibility. Third, information is directly accessible. Your customers have their data when they need it without the need of an operator searching their archives for the right tape. Another significant advantage is security. Optical disks can be individually write protected, the media can be locked in the autochanger, or in extreme situations, disks can be removed through the mail slot and locked in a safe.

Unattended backup/restore

"Unattended," "lights out," and "operatorless" are the buzz words of today's information managers seeking better backup solutions. With shrinking operating budgets, labor-intensive backup practices are less acceptable. The Model 20GB/A offers a better way. With a capacity of over 20 Gbytes, customers can automate their backup/recovery processes with capacity to spare. Not only does automated backup provide added security, operators and system managers are freed up to perform other tasks.

Because the Model 20GB/A is fully compatible with the HP-UX 7.0 operating system, existing backup commands can be used without modification. Customers also can write simple HP-UX scripts to automate the process, or take advantage of more sophisticated backup utilities that will be available in the future.

Note that backup performance on HP-UX, especially over a network, has certain limitations. For true throughput numbers, a case-by-case performance analysis should be conducted taking into account the HP-UX file system, system I/O, and network overhead.

Electronic image management

Image data (documents) requires large amounts of storage space (over 1 Mbyte for an 8×10 page scanned at 300 dpi), and has traditionally been kept offline on paper or microfilm. With optical storage, this data can be stored online and electronically managed and shared among many users at different locations.

As an example, some engineering-management software (such as that offered by GTX Corporation of Phoenix, Arizona) allows vast numbers of scanned engineering drawings to be stored online with the Model 20GB/A. Not only are storage space and labor costs reduced, but the data are directly accessible for retrieval, modification, and electronic distribution. Software for document image management, such as that demonstrated at INTEREX this past September, also will be available soon.

Rewritable optical disk: host support update

Connie Doster/GSD

Since announcing the Series 6300 Model 6501A eight months ago, we have made significant progress on planned host support. Here is an update.

HP 9000 Series 300 — The Model 650/A is currently supported under HP-UX 6.5 with SCSI. The next revision of Pascal, expected in the first half of 1990, will provide support with a new SCSI driver. Support is also planned with SCSI on the 6.0 revision of Rocky Mountain BASIC, now scheduled for release in the first calendar half of 1990.

HP 9000 Series 800 — Support for the Model 650/A is planned for HP-UX release 8.0 with SCSI in the second half of FY90.

HP 1000 A-Series — An HP SCSI card for the HP 1000 is now under development. The current plan is for introduction of this card in the second quarter of FY90. Boot device support for the Model 650/A is planned with the initial release.

Apollo workstations — Apollo Division currently is working to support the rewritable optical disk drive on its systems using SCSI. Support should be available by mid-1990.

900 Series HP 3000 (MPE XL) — Support for the stand-alone drive is now under investigation (as a subset of optical autochanger support) for the 1991 timeframe. Alternate support connections that might allow us to provide this support earlier also are under investigation. In addition, DS copy commands can be used to transfer data to a Model 650/A connected to a Series 300 workstation.

HP Vectra PC, IBM compatible PCs, and Apple Macintosh — Third-party solutions using the SCSI interface and driver software that would allow connection of the Model 650/A on HP Vectra PCs, Macintoshes, IBM PCs, and compatibles are being developed. These solutions should be ready in the first quarter of FY90. Initially, we intend to make these solutions available through a limited number of regional distributors. Distribution via the HP direct sales force is under investigation.

Sun and DEC — Several interface cards for connectivity to DEC and Sun systems are being tested. Sales and support for these configurations will be provided through a limited number of regional distributors and is expected to begin in the first quarter of FY90. HP direct sales force distribution is not planned.

HP-IB interface — As more and more HP host systems move toward providing support for mass storage peripherals with SCSI, the market for an HP-IB version of the Model 650/A is diminishing. We have received feedback from the field that without an HP-IB interface, many installed-base customers feel this new technology is unavailable to them. However, there are now solutions for optical support with SCSI on almost all host systems in the foreseeable future. For this reason, we are not planning to develop an HP-IB interface for this product. However, we are investigating an HP-IB solution that would involve third-party hardware. Feedback on this type of solution is welcome; please call your Peripherals Sales Response Center (U.S. and Intercon: 408-447-4444, Europe: 49-7031-14-3456).

continued on next page

Summary

Host		Operating system	Version	Support
HP 9000	Series 300	HP-UX	6.5	Available now
		Pascal	next	First half 1990
		RM BASIC	6.0	First half 1990
	Series 800	HP-UX	8.0	Second half FY90
HP 1000	A-Series	RTE-A		Second quarter FY90
Apollo		Domain		Planned for 1990
HP 3000	900 Series	MPE XL		Under investigation
	MICRO, Series 70	MPE V		Not planned
HP Vectra PC		MS-DOS		First quarter FY90
Macintosh				First quarter FY90
DEC, Sun				First quarter FY90

HP 79XX excess consignment inventory sale

Mike Gordon, Cindy Greiner/DSS

For the U.S. only

Disk Storage Systems Division (DSS), formerly of Disk Memory Division (DMD), has in excess of 3,000 units of HP 793X, 795X, 796X disk drives, and 9796X upgrade mechanisms in consignment inventory today. The consignment inventory levels, particularly on the HP 795X and 796X disk drives, are extremely high considering the maturity of this product line.

In order to reduce the number of units in consignment and to avoid any unnecessary scrapping in the future, DSS is offering a special 30 percent discount — net of all discounts (including purchase agreement, aging, and so on) off the U.S. list price.

This discount is an ideal vehicle to address the needs of small, price-sensitive customers who are not eligible for large purchase-agreement discounts. Use this low-cost solution to close sales today. Note that the intent of this program is to reduce consignment inventory levels. You will not be able to reorder new HP 793X/5X/6X products into consignment in the future.

Ordering procedures

The method to reach the 30 percent consignment discount is:

Use customer purchase agreement discount.

Use existing consignment aging discounts.

Use an MA1 discount for the remaining discount to equal a total of 30 percent for all discounts.

The net amount of all discounts will be edited at DSS where the C2 billing is received.

DSS disk consignment prices

Product	Description	U.S. list price	Lowest price allowed on consignment
HP 97963B	304-Mbyte upgrade mechanism	\$ 4,550	\$ 3,185
HP 7959B	304-Mbyte fixed disk	5,675	3,973
HP 7963B	304-Mbyte upgradable disk	6,475	4,533
HP 7936H	308-Mbyte HP-IB fixed disk	14,000	9,800
HP 7936FL	308-Mbyte FL fixed disk	14,550	10,185
HP 7936XP	308-Mbyte XP fixed disk	14,800	10,360
HP 7937H	571-Mbyte HP-IB fixed disk	15,700	10,990
HP 7937FL	571-Mbyte FL fixed disk	16,250	11,375
HP 7937XP	571-Mbyte XP fixed disk	16,500	11,550

The sale is effective through the end of February 1990.

Last 7976A Upgrade Promotion

Jon Schiedel/GSD

Greeley Storage Division announces that The Last 7976A Upgrade Promotion began on November 1, 1989, and will run until April 30, 1990. This six-month promotion provides a \$3,000 discount for each HP 7976A tape drive traded in toward the purchase of either an HP 7980A or 7980XC tape drive. There are still a lot of HP 7976A drives installed at customer's sites, and there is no better time for them to move.

The support life of the HP 7976A drive ends in August 1990, and the maintenance contract price is still \$614 per month. Urge your customers with HP 7976A drives to upgrade now. If you wish to use the updated Tape Drive Payback Analysis worksheet, it is available on HP Desk. Send an HP Desk message to Jon Schiedel with the ACKNOWLEDGE REPLY set. The Lotus worksheet will be sent to you automatically. Remember, when downloading the file to your PC, download it as a binary file.

Note: Sales representatives should check with their local marketing to ensure that this promotion is running in their country.

Discontinuance of the HP 88500A/B

Jude Garzolini/DSS

The HP 88500A/B is an HP-IB interface card with software drivers that support Hewlett-Packard disk and tape drives. The HP 88500A product will be discontinued November 1, 1990, and the HP 88500B product will be discontinued February 1, 1991. The current support matrix for these products follows:

Supporting division	Disk Mechanism Division	Computer Peripherals Bristol Division
HP Vectra PC Family	88500A	88500A
	<i>Hardware and Software</i>	<i>Software only</i>
A / A +	*	***
PORT CS	**	**
CS	***	++
ES	*	++
LS	++	++
RS	*	++
QS	*	++

* The following disk drives have been qualified as being supported: HP 9134H, 9134L, 9154B, and 9122D/S.

** These disks work but are not supported. The restrictions are listed below:

- HP 9133D/H/L-, cannot use flexible disk drive
- HP 9134D-, no restrictions
- HP 9153A/B/C-, cannot use flexible disk drive
- HP 9154A-, serial numbers 2702 and higher only

*** The following cartridge tape drives have been qualified as being supported: HP 9142A and 9144A.

++ The following cartridge tape drive has been qualified as being supported: HP 9144A only

Note: The HP 9145A and 35401A are *not* supported and are *not* expected to work with the HP 8500A/B products. The HP 9153C and 9144A products are the only disk and tape products that are still on the Corporate Price List. The utility HPTape will not be supported on MS-DOS® 4.0 release and later.

Reason for discontinuance

The HP 88500A/B products are used predominantly by HP employees to back up information stored on personal computer disk drives to cartridge tape drives. The majority of the HP Vectra PC systems in the matrix have been or will soon be discontinued. As detailed in the support matrix, the majority of the disk drives that are supported are discontinued. The newer HP Vectra PC models are using other strategies for back up capability.

To allow customers time to move to alternative solutions, Disk Mechanism Division is announcing the discontinuance of the HP 88500A/B on November 1, 1990.

If you have any questions, contact Jude Garzolini, Disk Storage Systems Division, at 208/Telnet 323-3424.

MS-DOS is a U.S. registered trademark of Microsoft Corporation.



PRINTERS

Accessory price reductions for HP LaserJet Series II and IID printers

Susan Evans/BPR

On November 1, 1989, Hewlett-Packard reduced the prices on the optional memory boards for the HP LaserJet Series II and IID printers, and on the HP JetScript Accessory Kit for the HP LaserJet Series II printer.

Ordering information

P/N	Description	U.S. list price	
		Old	New
33443B	1 Mbyte for LaserJet Series II/IID printers	\$ 595	\$ 495
33444B	2 Mbytes for LaserJet Series II/IID printers	1,195	795
33445B	4 Mbytes for LaserJet Series II/IID printers	2,295	1,495
88141A	JetScript Accessory Kit (includes 3 Mbytes of memory)	2,795	2,195

By adding memory to HP LaserJet Series II or IID printers, users can print full-page 300 dpi graphics, and store more macros and fonts.

continued on next page

In addition, these price reductions make genuine PostScript printing for HP LaserJet Series II and IID printer users more affordable than ever.

HP PostScript solutions

Product	Solution	Required memory
LaserJet Series II printer	JetScript Accessory Kit (P/N 88141A)	Included
LaserJet IID printer	HP PostScript Printer Cartridge (P/N 33438P)	2 Mbytes minimum

HP Desk AutoAnswer from AHCO

Hideaki Yatsuda/AHCO

For Far East Region only

Asian Hardcopy Operation (AHCO) now provides the most current product information on HP Desk. HP Desk is a powerful and timely tool to provide information to the sales force. Just by sending a request message to one of AHCO's HP Desk nodes, you can automatically, and within a few hours, receive the latest information on products, competition, and technical data from AHCO. Information is now available whenever needed, and is sent only when requested.

To receive information, send an HP Desk message to "AHCO" and you will be prompted with a list of names (see next column).

Title	Description
HP 41063A/B training manual AHCO	Workstation printer sales training manual, including information on product positioning, features and benefits, competition, system support, and ordering
HP C1202A training manual AHCO	High-speed serial printer sales training manual
HP C1200A training manual AHCO	Line printer sales training manual
Competition AHCO	Competitive information on all AHCO printers and systems with some benchmark test results
Promotion AHCO	Information on promotion programs of AHCO printers
Support matrix AHCO	HP system support status and configuration information of AHCO printers
Service note AHCO	Brief information on service notes currently designed for AHCO printers
Asian PCL AHCO	Brief information on Asian Printer Command Language (PLC)
Demo programs AHCO	Demo programs for AHCO printers
Technical information AHCO	Technical information on AHCO printers, such as technical notices and warranties

Select any number you want, type in any message, and mail. You will not have to specify "acknowledge" or "urgent." Within a few hours, you will receive a message on the specified subject.

PLOTTERS

Plotter cable update

Gale Acker/SDD

Direct Marketing Division (DMK) has assumed product responsibility for all plotter cables. The seven cables being transferred from San Diego Division (SDD) to DMK are the HP 17302A, 17255D/F/M, 17355D/M, and 17455A.

This change has been made to improve purchasing efficiencies and will not effect the quality or availability of these items. The cables will remain on the same contract schedules, but will be removed from the GSA schedule.

The 17355F cable is being obsoleted on November 1, 1989, and there is no replacement.

HP DIRECT phone numbers

HP Fast Phones — the easy, direct way for you to order supplies, accessories, media, furniture, and software from Direct Marketing Division.

Location	Telephone number
Australia	(03) 895-2645 (03) 895-2615 (03) 895-2815 (03) 895-2861 (03) 895-2619 (008) 339-861 (toll-free)
Austria	(0222) 2500-614/615/616
Belgium/Luxembourg	(02) 761 31 11
Canada	800-387-3154
Toronto Local	416-671-8383
*Denmark	80 30 16 40
Finland	(90) 887 2361
France	(01) 69 86 17 25
Greece	(01) 6726090
Italy	(02) 9210 3301
Japan	
Sagamihara**	0120 091321 (toll-free)
Middle East/Africa, Geneva	(022) 831212
Norway	(02) 24 60 90
South Africa	
Johannesburg	(011) 8025111
Cape Town	(021) 537954
Spain	(91) 6374013 (91) 6370011
Sweden	(08) 7502400
Switzerland	(057) 31 24 90
Taipei/Taiwan	080-211228 (toll-free) (02) 717-9608
The Netherlands	06-0501
United Kingdom	0734-441212
United States	800-538-8787
West Germany	(0130) 3322

*Phone number previously listed as (043) 01 640.

**Phone number previously listed as 0427 59 1321.

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TC: TORBLAA, MARTA
GREELEY DIVISION
CCIV 5800 1U

Interleaf software brings electronic publishing to both HP and Apollo systems

