

# COMPUTER SYSTEMS NEWSLETTER

*For HP Field Personnel*

HEINWANDT, HELMUT  
FRANKFURT  
FRG

HEWLETT  PACKARD

Vol. 4, No. 21  
Sept. 15, 1979

## HP 3000 Computer Systems

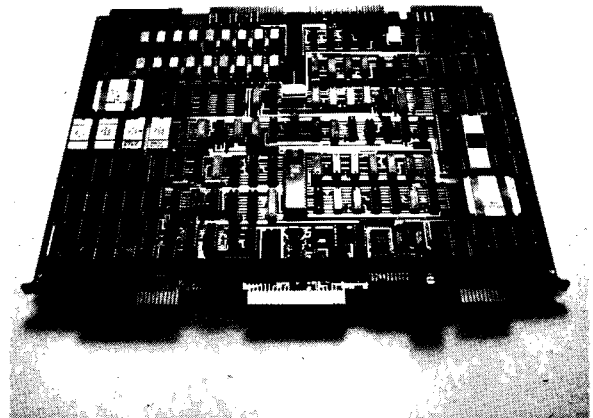
A family of compatible business systems for distributed data processing in the '80s.



Intelligent  
Network  
Processor

HP 3000  
Series 30

Entry  
Level  
System



- DS/3000 on Series 30, 33, III
- RJE/3000 on Series 30, 33, III

PLUS

- MPE III enhancements
- MRJE/3000 enhancements
- MTS/3000 enhancements

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# BOISE DIVISION NEWS

## Product News

### Happy Birthday 2608A!

By: Steve Richardson/Boise

September 15 marks the first year since the 2608A has been introduced. In this short year, thanks to your efforts, the 2608A has become a very successful product.

Sales to date have been over 1800 units; that's almost as many 2608A's in one year as 2613A's plus 2617A's in the last three years.

As successful as the 2608A is, we feel that it must constantly be improved to continue its superior performance. The following list shows the major milestones which the 2608A has achieved over the last year, all aimed at improving the 2608A.

- September 1978 2608A announced
- November 1978 3000 II/III support announced
- January 1979 First volume shipments start
- March 1979 1906 M.I.T. software released to support 2608A on 3000 II/III
- April 1979 Patched 1906 available to prevent VFC reset between jobs
- June 1979 DSD releases new GRAPHICS/1000 software that improves 2608A graphics output
- July 1979 New tractors into production to improve left margin; availability drops to 12 weeks
- August 1979 Improved platen design into production to aid forms handling

These are only the major milestones which have taken place over the past year, there are many, many minor improvements which have also helped improve the reliability and usefulness of the 2608A.

It doesn't stop here though. We are continuing to improve the 2608A and its system software. The 1918 MIT will clean up all known 2608A/3000 software bugs.

Efforts are underway to improve the reliability, the print quality, and the forms handling (paper stacking, paper jam detection) of the 2608A.

The 2608A is a successful product today and we expect that with our efforts to continually improve it, it will be an even more successful product in the future.

**THANKS FOR THE GOOD FIRST YEAR. I HOPE YOU ALL JOIN US IN WISHING THE 2608A**

**A HAPPY BIRTHDAY!**

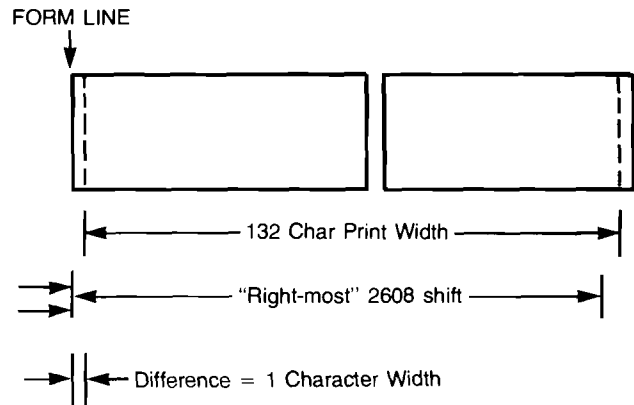


### W-2 Forms on the 2608A

By: Dave Melin/Boise

After examining several of the 1979 W-2 tax forms that are available, the following column alignment problem was discovered:

**PROBLEM:** When using the "two-wide" type form, there's a good chance the 2608A will not be able to print in all 132 form-designated print spaces.



The problem being that the 2608A's 132-character field width cannot be shifted to the right quite far enough. With the tractors all the way to the left the first column prints on the form line itself, effectively making 131 print positions available for form use. Please note that the existence or severity of the problem depends on the vendor of the form.

**SOLUTION:** Notify relevant customers of this problem and encourage them to order "one-wide" forms.

Please contact your Regional Sales Development Engineer for Specific Test information.

**HP Computer Museum**  
**[www.hpmuseum.net](http://www.hpmuseum.net)**

**For research and education purposes only.**

## 12-Inch Forms Capability for the 2630 Family

By: Steve Davis/Boise

A new option to the 2631A, 2635A and 2639A provides form feed and vertical format control (VFC) capability for 12-inch forms. If your customer requires this capability, specify Option 090 (at no charge) when placing your order.

## HP 250 and 300 Printer Configurations

By: Jim Brusseau/Boise

This is the final section of the three-part series of HP printers and system configurations. This issue features the Small Business systems. In the future watch for new printer/system configurations in the Boise Section of the CS Newsletter.

# HP 250

## DOT MATRIX SYSTEM PRINTER

Interface: STD    Cable: STD    Interface: HP-IB  
 From: GSD    From: GSD    From: Boise  
 (STD w/250)    (STD w/HP250)    (w/option 250)

**\*\* ORDER \*\***

2631A ..... \$3,350  
 #250 ..... \$ 50  
 26098A ..... \$ 275  
 #001 ..... \$ 15  
 #002 ..... \$ 50  
 26090A ..... \$ 100

**\*\* FOR \*\***

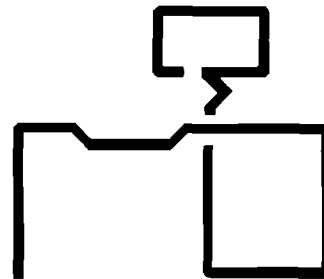
Family Literature List  
 Special Character Sets  
 Longer Cables  
 Special Drums  
 Print Samples

**\*\* RECEIVE \*\***

180 Cps Dot Matrix Printer  
 HP-IB Interface In 2631A  
 Pedestal  
 Casters  
 Paper Shelf  
 Sound Cover

**\*\* SEE APPENDIX \*\***

A  
 B  
 C  
 D  
 E



250



2631A

# HP 300

## DOT MATRIX SYSTEM PRINTER

Interface: 31262A    Cable: 31389-60002    Interface: HP-IB  
 From: GSD    From: Boise    From: Boise  
 (STD w/HP300)    (w/option 330)    (w/option 330)

**\*\* ORDER \*\***

2631A ..... \$3,350  
 #330 ..... \$ 290  
 26098A ..... \$ 275  
 #001 ..... \$ 15  
 #002 ..... \$ 50  
 26090A ..... \$ 100

**\*\* FOR \*\***

Family Literature List  
 Special Character Sets  
 Longer Cables  
 Special Drums  
 Print Samples

**\*\* RECEIVE \*\***

180 Cps Dot Matrix Printer  
 HP-IB Interface in 2631A  
 2 Meter Cable  
 Documentation  
 Pedestal  
 Casters  
 Paper Shelf  
 Sound Cover

**\*\* SEE APPENDIX \*\***

A  
 B  
 C  
 D  
 E

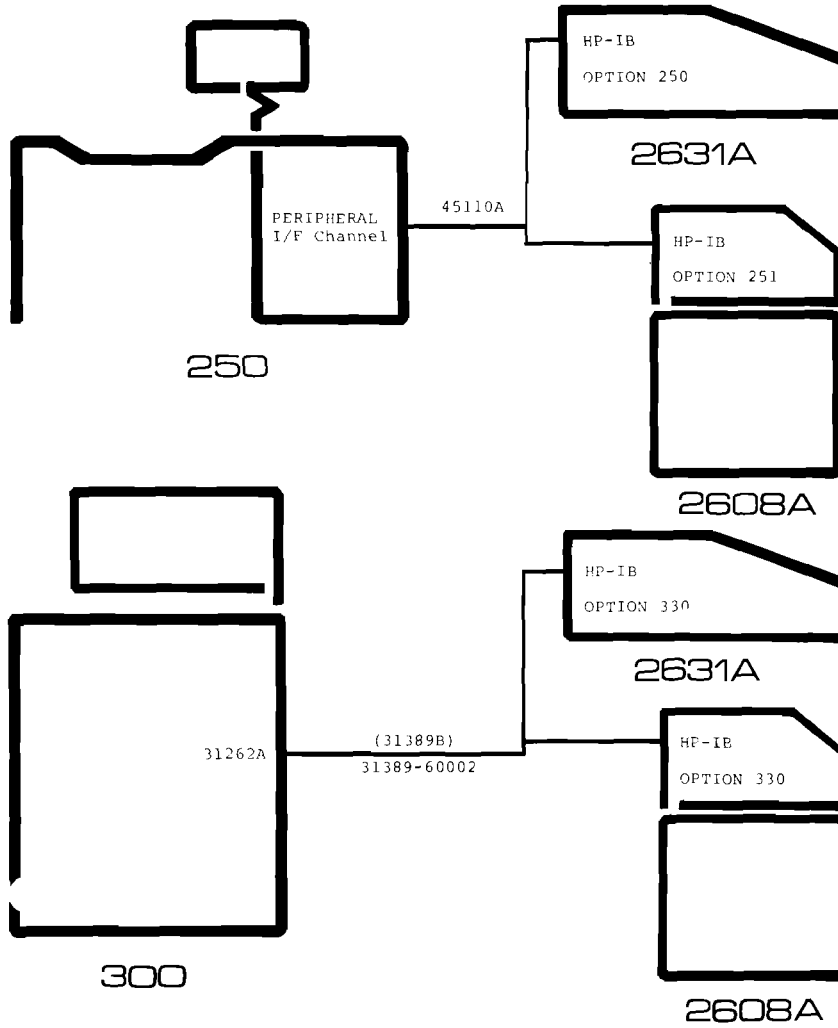


300



2631A

BUSINESS SYSTEMS



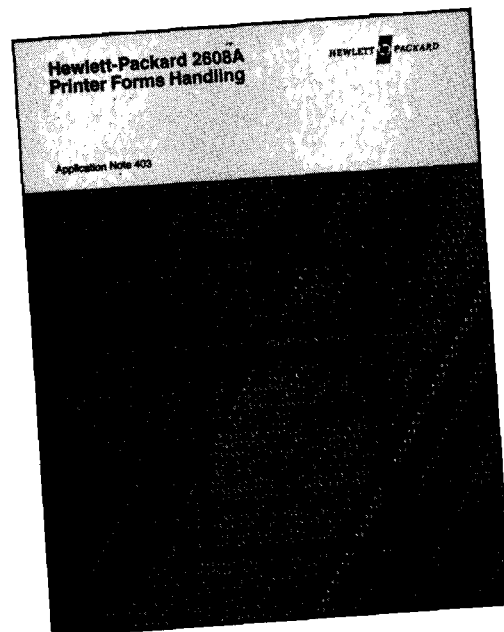
**Division News**

**2608A Printer Forms Handling Application Note**

By: Sue Brault/Boise

If you've been working with special forms on the 2608A — Boise Division's 2608A application note is important for you. The HP 2608A Printer Forms Handling Application Note # 403 illustrates the forms handling features of the 2608A with an actual size print sample showing margin sizes and print area dimensions. The 2608A can print on most types of special forms. This application note will help you to determine the best solution for your customer's printing needs.

The HP 2608A Printer Forms Handling Application Note 403 is available through the Corporate Literature Distribution center-publication number 5952-9452.



# COMPUTER SUPPORT NEWS

## Division News

### Logistics Support — Keeps Your CE Team Well Equipped

By: Bill Harper/CSD

Trying to deliver a standard service product to a customer without equipping the CE properly is like sending an NFL linebacker into a game without helmet or pads. He may survive one play, but the odds are against him, and there's no chance of long term success. Our activities in Logistics Support can be likened to a football teams' equipment manager in that our responsibility is to make certain that our team, the CEs, are properly equipped to maintain and repair CSG products in the field. It is our intention to acquaint the field sales force with what CSD Marketing is doing to address this issue and the Logistics Support people involved in taking up the challenge. We want you to be able to discuss delivery of the standard service product with your customer knowing that action is being taken to ensure that his account CE is properly equipped.

Logistics Support is the only department in the newly formed CSD Marketing organization that does not have an exact counterpart in the other CSG divisions. Our closest relative and primary contact is the technical support group in the Manufacturing Divisions, and communication with the field operations is normally through the area CE Support Managers. Our primary objective is to support the CE organization by ensuring the timely availability of the correct service materials so that materials will not be a limiting factor on the efficiency or performance of the CE.

In organizing to meet this ambitious objective, we have divided our activities into two areas of responsibility. In the Product Support area we are concerned with service material support for specific products during their entire life cycle. In the Materials Information area we are focusing on providing information and reports to assist the field operations in making local support materials decisions.

In describing the activities and individual responsibilities in Product Support, I would like to relate it to the normal life cycle of a division's product. First, of course, there is the introductory phase which starts well before the initial

production run and carries on to the point where there has been wide disbursement of the product and the production volume has stabilized. This second or mature phase continues until such time as the product is replaced or for whatever reason, removed from production. The final or discontinued phase continues for a minimum of 5 years following date of the last production run. We have organized to support those three phases — introductory, mature and discontinued.

I would like to introduce the people in the order of their appearance during a product life cycle. *Andree Driskell* and *Ki Haden* are responsible for new product introductions. This includes reviewing and coordinating service materials, forecasts, establishing procedures to ensure that CSD material shipments to field offices are in coordination with division product shipments and developing introductory material flow models for differing requirements of high volume (i.e., terminals) and those with a lower volume (i.e., 3000 series). *Andree* and *Ki's* involvement with product normally starts 4 to 6 months prior to initial shipment and continues from 6 months to a year following initial shipments.

Our major activity as it relates to mature products is ensuring that the technical quality of support material is maintained. *Harry Albert's* responsibility is to coordinate with the product divisions, CSD production engineering and materials purchasing in reviewing all production changes in product upgrades that require modification to existing field service inventory. He coordinates the additional stocking quantity required by CSD to initiate the update or recall, and reviews the effect of our ongoing FSI requirements. *Harry* is currently developing procedures for announcing required changes to the field, advising them of the implementation time requirements and closing the loop by ensuring that the modifications have been completed.

The end of a products' production is the beginning of *Paul Gearhart's* involvement with the product support. He is responsible for developing a strategy for managing headquarters and field operations service materials from the time a product is discontinued from manufacture to the end of its support life. His responsibilities include taking steps to ensure the availability of centralized materials support for low volume and declining products, as well as informing field operations of any changes in service materials availability that could impact their ability to support a discontinued product.

*Cynthia McCulley* and *Ed Martinez* are responsible for developing and implementing the CSD materials packaging strategy. There are two primary objectives. First, to provide standard packaging for individual exchange assemblies that are as small and light as possible while providing adequate protection as it flows through the materials distribution system. And second, develop packages for the transportation of field service inventory that optimizes the CE usage. The latter objective covers cases for product support packages and kits, as well as the vehicles being utilized by field CE operations.

The primary objective of the Materials Information area is to provide the field with information that is not available from their own local data bases. *Fred Emmert*, in addition to supervising the activities of the personnel assigned to Materials Information, is responsible for three projects. First, using all available data bases, generate recommended support lists for all CSG products in current production. He is currently establishing procedures for reviewing these lists with the responsible product division and field operations product specialists. Second, until such time as the FICS system is operational in all offices, *Fred* will supply reports to the CE Support Managers relating to parts usage and inventory levels. And third, providing a number of specialized reports to assist the CE Support Manager in Field operations. We are particularly enthused with the progress that has been made with the recommended spares lists and within the next month or two plan to spend time with each of the product divisions to review the program.

*Herb Lepley* is responsible for maintaining our information files on product support packages. When the contents of a PSP change, it will still carry the same part number but there will be a resultant change in the price. Because of this, it is important that we maintain accurate records for supplying

information and quotations to field operations and customers. In addition to maintaining this data base, *Herb* provides assistance in developing support lists for specific field office or customer needs.

*Clio Geyer* is responsible for coordinating the product support program with CSD's Order Processing. This activity is primarily concerned with introductory products and FSI updates and customer recalls. She is also currently acting as the primary contact for field CE Support Managers to ensure that special or emergency requirements are responded to.

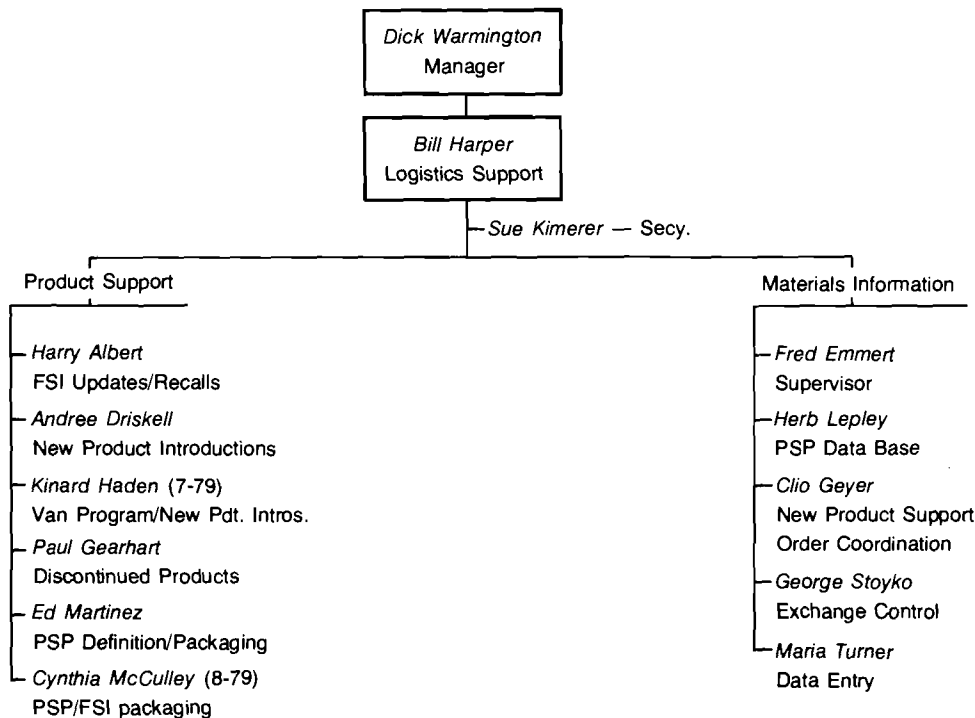
*George Stoyko* has been involved with the definition and development of an exchange control system. The objective of this program is to provide better traceability of exchange transactions between CSD Cupertino and the field offices. The end result should be quicker turnaround of repaired assemblies and reduction in the quantity of boards required for pipeline inventory.

*Maria Turner* is responsible for the department's data entry and retrieval requirements. She is in charge of breaking down and distributing all of the reports generated in the Materials Information section.

*Sue Kimerer* is the department secretary. In addition to providing the department with the normal secretarial support, she has been helpful in coordinating several seminars and a number of special projects.

I hope this has given you a better idea of what we do in Logistics Support at CSD and in the months ahead we hope to make more visible to you our programs that have a direct bearing on CSD's ability to deliver the standard service product.

**COMPUTER SUPPORT DIVISION (CSD)  
MARKETING DEPARTMENT**





## Support Profile Project

By: Bill Parkhurst/CSD

In Sales Development, we are frequently questioned about CSD's support capabilities in ICON countries where practical limitations for support exist.

Currently, we must call the offices in question to determine supportability of a given system configuration.

In order to make our job easier and to more accurately and quickly answer inquiries, we are implementing a data base on CSD's 3000, which will provide us an office by office profile of Software and Hardware support capability.

We have sent forms to our ICON CSD District CE managers which will give us detailed information about services offered and products serviced by each office. This information will then be entered into our data base.

With this data base, we will be able to quickly determine our present support capabilities which will point out where special attention must be devoted towards rounding out the support plan for our major accounts.

This project is just another way in which we are making our support throughout the world uniform for our major accounts.

## Sales Aids

### SRO? — SRO? — Where Is the Nearest SRO?

By: Chris Kryzan/CSD

No need to keep on lugging out a 100-pound atlas to locate the nearest SRO to a customer site! CSD's Sales Development Team has developed an on-line package for just this purpose — part of a series of such projects designed to aid us in serving you.

A simple call to Sales Development will let you obtain the necessary information in a matter of minutes. We enter the city, state, and country of any site in the world and leave the rest up to the computer. Seconds later, out pours the results: Location of the nearest HP SRO, distance in miles to the customer site, and the applicable zone.

Wait, you say! What if there's no support in the given country or the displayed SRO doesn't supply the necessary service? No problem. It's a simple matter to run a check and obtain a list of all neighboring SRO's and work from there.

Next time you need to find the nearest SRO to a customer, don't waste precious time thumbing through page after page of maps. Call us instead. The program is just another means of helping us help you.

## Interdiscipline Customer Support Services Agreements

By: Olen Morain/CSD

The Customer Support Services Agreement has a prerequisite that only products listed on the configuration guide for the basic system may be included on the agreement. This prerequisite is necessary in that the agreement assumes a support plan is available for on-site maintenance of the product. This on-site service requires such items as a CPU to peripheral diagnostic, documentation and exchange assemblies to assure on-site correction of a malfunction.

On the other hand, many of our other disciplines manufacture products compatible with our systems. Voltmeters, counters, oscilloscopes, plotters, oscillators, etc., are specific examples.

In many instances our customers will purchase these items and connect them together as a system developing their own software. In addition, they ask for a maintenance agreement on the "system".

In such cases we must recognize that our Customer Support Services Agreement defines a support plan and HP's products. For example CE's are not trained or equipped to repair a voltmeter on site. In fact the basic maintenance strategy for many HP products is to return the products to a designated HP office for bench repair.

For these reasons when you are asked to accept a maintenance agreement on products not on the configuration guide you must:

- a) Work with the appropriate discipline manager to assure support is available and the limitations.
- b) Get agreement from the discipline manager that he will support the equipment and his responsibilities. Who isolates the malfunction, who repairs, where will repairs be accomplished, what turnaround time, etc.
- c) Discuss the plan with the customer to assure it meets his needs.
- d) Establish the price and method of billing.

The process is quite involved, but necessary, if we are to assure long-term satisfaction to a customer. Arrangements to train a person for a "special" generally result in a problem downstream when this "special" talent gets promoted.

Should you need assistance in establishing these support programs, contact CSD Sales Development.

# DATA SYSTEMS NEWS

## Product News

### RTE-III Support Services Extended to Include Software Update 1940

By: Phil Ebersole/DSD

The following letter discussing support for the RTE-III Operating System (HP Product Number 92060B) is being distributed to all RTE-III support services customers as part of the 1926 update to RTE-III:

HEWLETT  PACKARD

DATA SYSTEMS • 11000 Wolfe Road, Cupertino, California 95014, Telephone 408-257-7000, TWX 910-338-0221

Dear RTE-III support services customer:

The HP 1000 Software Update Notice for software revision 1926 indicates that the RTE-III operating system product has been reclassified from the "mature" category to the "obsolete" category. This reflects the fact that the RTE-III operating system product is no longer being sold, having been replaced in our product line by our newer operating system products, RTE-IV and RTE-IVB/Session Monitor.

Normally, reclassification into the obsolete category implies that no further revisions will be made to the product. However, we are currently reevaluating our support policies for obsolete products. Therefore, until a procedure has been finalized, HP will continue to distribute revisions for the RTE-III operating system product if any are available.

Specifically, an update to RTE-III will be made in software revision 1940, and this revision will be distributed in approximately three months.

If you would like to receive this update to keep your system current, and continue to receive the other benefits of your software support service (e.g., Communicator, Software Status Bulletins, etc.), you should contact your local HP representative to ensure that you have purchased support up to and including the month of December, 1979.

We hope to have finalized our support plan for obsolete software by the time the next update is made. More information will be distributed along with that update.

We hope that you will find this interim solution satisfactory.

**Obsolete Software Support Being Reevaluated**

DSD and GSD are currently reevaluating their support policies for older software products. The goal is to develop a single, consistent policy that applies to all CSG software products. As soon as the new policy is adopted and approved at the Group level, we'll let you know.

In the meantime, we need to deal with the problem of RTE-III, which was just obsoleted in July.

In anticipation that a new support policy for older software products will be adopted, and in order not to miss an update, there will definitely be a 1940 update to RTE-III. This will be distributed in the November-December time frame.

Customers desiring to receive the 1940 update to RTE-III should purchase support services up to and including December, 1979.

However, since the RTE-III support products are no longer on the price list, RTE-III support must be ordered via a HEART override for products 92060S (RTE-III SSS) or 92060T (RTE-III CSS).

As soon as the new support policies are finalized, (hopefully within the next three months) the RTE-III support products will be put back on the price list.

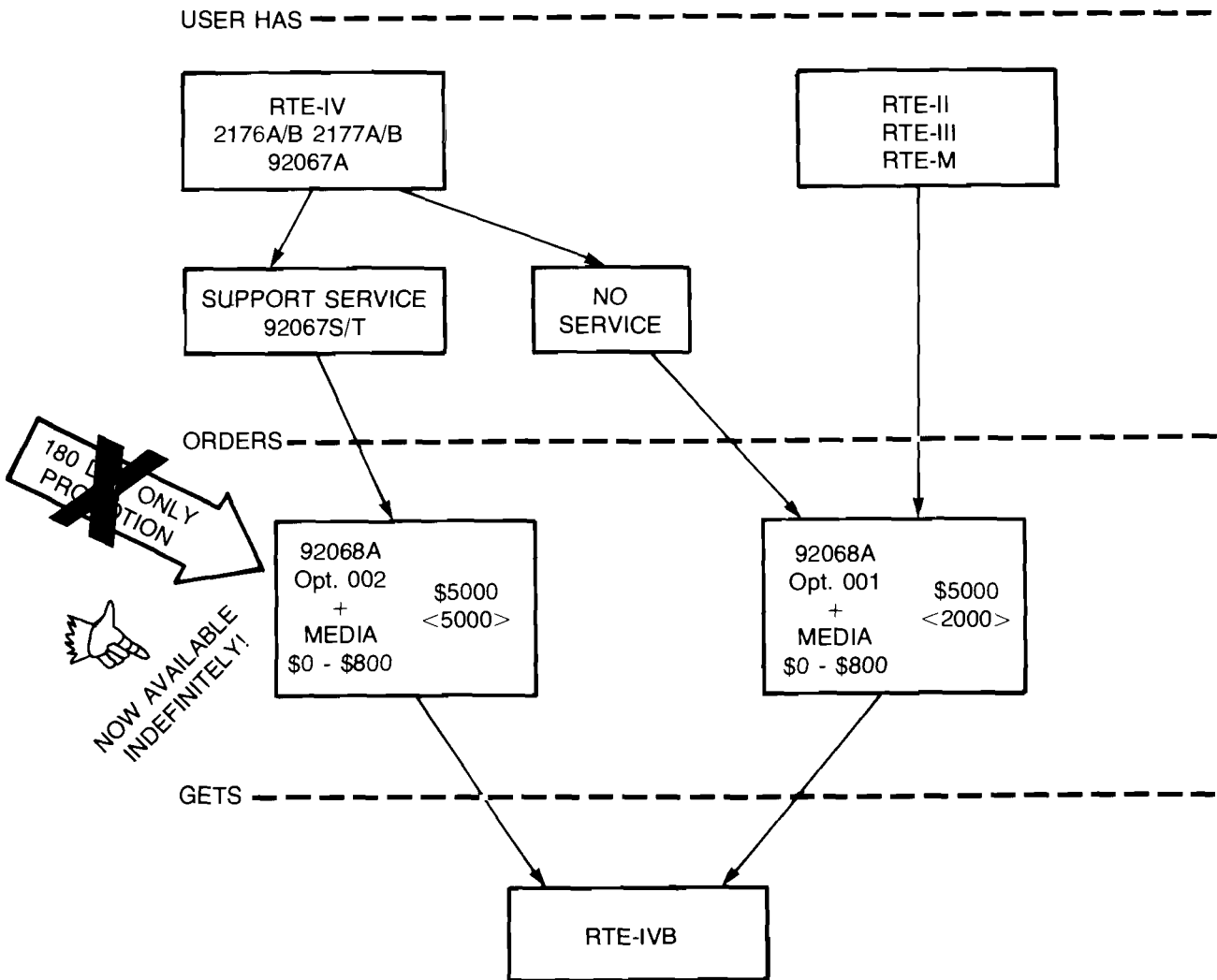
If you have any questions, just give me a call at X2063 at DSD.

**Free Software Updates Continued**

By: John Koskinen/DSD

Three cheers for all you folks out there selling the HP full service concept! Customers are getting on the CSS and SSS program in record numbers. As a benefit for you to sell and a feature for your customers, we are extending the life of the 92068A Option 002 to the life of the product RTE-IVB. Essentially we are following through with the idea that software updates to customers on HP service should be easy to obtain.

**RTE-IVB/SESSION MONITOR UPGRADE/UPDATE PATHS**





## Connecting the HP 1000 to the HP 3000 in CAM Applications

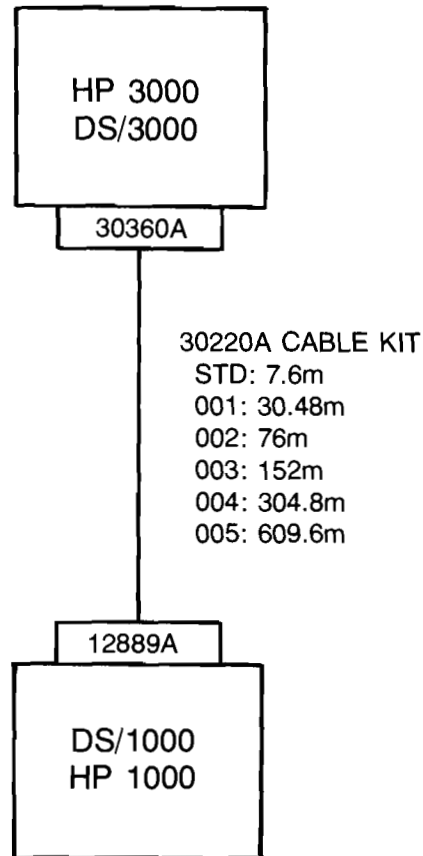
By: Bill Becker/DSD

With the advent of DATACAP/1000, the necessity of communication between HP 1000 and HP 3000 systems has become more pronounced than ever. Primarily this is due to the CAM applications where DATACAP is being used. In a manufacturing organization, the data is collected and verified at remote systems on the production floor. The processing of the data on these data capture systems may be minimal. The bulk of the value is gained by the transport and processing by a central system(s) performing the EDP functions of the operation.

A good example is the basic concept of labor collection. Using DATACAP/1000 and a 307X terminal, a worker will enter identification information, the job he/she has worked on, and the length of time. The final storage destination in many cases will be an HP 3000 system in the EDP center. Here the labor information collected on the HP 1000 can be used by a number of EDP systems: (1) Payroll System to determine the hours worked for each employee, (2) Inventory System to track the location and quantity of inventory in production and FGI, and (3) Materials Control System through production. These commercial applications may be on one or more HP 3000's.

The task of getting this information from and to HP 1000's and HP 3000's can be done in a variety of ways. Past history of data collection has given us punched cards for input and mag tapes and/or punched cards for output. These methods of data transfer were very prone to errors from key punch operators and system operators. The use of DS/1000 and DS/3000 can replace these methods and provide more flexibility.

In reviewing capabilities of DS/1000 and DS/3000, we first need to look at the physical method connection. Currently, the only method of communication is by way of hardware link. This means that the two systems must be cabled together directly. The following diagram shows the hardware connection required.



With this hardware configuration, the communication is done via the DS/1000 software, 91740A/B and 91740A, along with the 32190A DS/3000 software. There are currently two main methods of communication available. The first is Program-to-Program (PTOP). Here, in a master-slave configuration, a program in one system can call a program in another system for the purpose of exchanging data buffers. The programs are user written software modules. Data buffers between an HP 1000 and HP 3000 can be up to 1 Kbyte in size. The data transfer rate is a maximum of 4 KBytes per second. The other method of communication is by way of Remote File Access (RFA). This capability allows access to files in both an HP 1000 and HP 3000 by use of operator commands and by program calls. Again, this operation depends on user written programs.

With these capabilities in DS/1000/3000, development programmers have the ability to collect the data at the HP 1000 using DATACAP/1000, log the information into an IMAGE/1000 database and/or a log file on the HP 1000, and pass this information to a HP 3000 using PTOF or RFA. Today, many data collection requirements can be done without user programming using DATACAP/1000. However, the DS programs (1000/3000) require programming both at the HP 1000 and HP 3000.

Enough of the review, now for some previews. On the hardware side, new capabilities for communication protocol will enhance speed and methods of communication.

On the software side, for many manufacturing customers, the programming staff may be commercially or technically oriented, probably not both. This leads to difficulties for completing the data collection network. To overcome these difficulties, there are some projects in the offering:

1. The DSD Lab is working on enhancements to the DS/1000 products that will provide two programs, one in the HP 1000 and one in the HP 3000, that will do file-to-file transfers of data. These programs can be scheduled from either system. This will provide the ease of RFA with the speed of PTOP without user programming.
2. Applications Development at DSD is developing an Application Note(s) to aid in the programming between HP 1000 and HP 3000's.
  - a) A COBOL program for the HP 3000 to move IMAGE/3000 data to an IMAGE/1000 database, and vice-versa.
  - b) A FORTRAN program for the HP 1000 to move IMAGE/3000 data to an IMAGE/1000 database, and vice-versa.
  - c) COBOL and FORTRAN PROGRAMS to transfer a file between the two types of systems and load the data into an IMAGE/3000 database.

Besides the application Note(s), we will be contributing the software to the contributed library during the first quarter of FY80.

Data capture is an exciting capability for you to sell to your customers and we at DSD are working hard to make you successful. Any inputs that you might have will be more than welcome.

## May the Force Be with You

By: *Millo Fenzi/DSD*

DSD has mobilized!!! A Data Collection Task Force, composed of individuals from the lab and various marketing departments, has been created. The Force's charter is to identify and take action on the issues related to marketing DATACAP/1000. Current activities of the Force include the following:

**PERFORMANCE DATA:** The lab is simulating varying loads of different transactions running on 307X's under DATACAP. Preliminary results look good and specifics will be published in the next issue of the *CS Newsletter*.

**CONFIGURATION GUIDE:** Coming with the new DATACAP/1000 (92080A) is a new manual — the DATACAP Configuration Guide. We are collecting all the information you need to install a DATACAP system. This includes configuration and installation information as well as notes about bringing up the terminals which have previously been found only in the Datacapture Terminal or Multipoint Manuals. The part number for this new manual will be 92080-90003 and it will be available as part of the release

package of DATACAP/1000. This one manual should get you speedily up and running with DATACAP/1000.

### REFERENCE ACCOUNTS:

All DATACAP sales are being monitored as potential reference accounts. *Millo Fenzi* (x 3122) and *Sharon Jacobs* (x 2645) in DSD Sales Development are the people to contact with information concerning new sales situations.

### SE ON-LINE SUPPORT:

SE's TAKE NOTE! *Gary Lim* (x 3385) has responsibility for supporting DATACAP in the on-line support group.

### TRAINING COURSES:

Technical marketing is concentrating on developing DATACAP training classes for SE's, FE's, and customers.

### HP 1000-HP 3000 LINK:

*Bill Becker* is hard at work on his application note which will describe some of the considerations raised in establishing an HP 1000-HP 3000 link.

In addition the Force has weekly discussions about the last DATACAP issues. If you have any relevant inputs regarding DATACAP, call *Sharon* or *Millo*. They will mention them during our weekly meetings and the Force will determine which factory resources to mobilize to help you sell and support DATACAP.

**GO OUT AND SELL DATACAP/1000 AND REMEMBER, THE FORCE IS WITH YOU**

## Sales Aids

### Whose Updates Get Installed?

By: *Bill Senske/DSD*

#### The Way It Is Today

As you may have noticed, the group software services contracts and sales literature for SSS and CSS are not definitive about the installation of updates. The reason is that the services differ by product (SSS and CSS) and product line (DSD, GSD).

#### Software Subscription Service (SSS)

The Software Subscription Service is intended to be a "mail" only service. Therefore, the HP 1000, HP 300 and HP 250 firmware and software updates are delivered by mail. Currently, however, all HP 3000 software and firmware updates are delivered in person by a CE or SE.

It is GSD's intent to modify the updating procedures so that in the near future the customer will be responsible for installing all firmware and software updates provided under the Software Subscription Service.

#### Customer Support Service (CSS)

The Customer Support Service is intended to provide a higher level of support than SSS.

For instance, on the HP 3000, a CSS customer will receive delivery and installation of all software and firmware updates by an HP SE or CE. However, due to the nature of the HP 1000 software updating process, most HP 1000 customers prefer to do their own.

With this in mind HP 1000 CSS was *NOT* priced to include software update installation. On the other hand DSD designed the FEM (Firmware Expansion Module) to simplify the installation of ROM updates. This has made it possible for the CE to install firmware updates for a CSS customer for no extra charge when out doing normal PM's. Unfortunately the BMMC's for the firmware products do not include this installation if no FEM has been purchased. Your customer will be required to pay an additional fee to install ROM updates on the FAB (Firmware Accessory Board). You are encouraged to sell FEM's. It will save your customer hundreds of dollars and hours of delays.

The following table summarizes the delivery and installation policies for CSS/SSS for all CSG divisions:

	HP 1000	HP 3000	HP 300	HP 250
<b>How Are Firmware &amp; Software Updates Delivered?</b>				
CSS	Mail	SE	Mail	Mail
SSS	Mail	SE <sup>1</sup>	Mail	Mail
<b>Who Installs Software Updates?</b>				
CSS	Cust.	SE	Cust.	Cust.
SSS	Cust.	SE <sup>1</sup>	Cust.	Cust.
<b>Who Installs Firmware Updates?</b>				
CSS	CE <sup>2</sup>	CE	N/A	N/A
SSS	Cust.	CE <sup>1</sup>	N/A	N/A

(N/A — not applicable).

**NOTES:**

1. On the HP 3000, HP will deliver in person and install SSS updates only until GSD has an opportunity to document the process for the customer. At that point it will be the customer's responsibility to install HP 3000 software and firmware updates.
2. Assumes the system is covered under BMMC and the customer has purchased the FEM (Firmware Expansion Module). Otherwise an additional charge must be made. Note that SSS does not include installation of firmware updates. This is a feature of CSS only.

**Announcing the Formation of an International HP 1000 User's Group**

By: Phil Ebersole/DSD

On August 23 and 24, a two-day user workshop was held at DSD to lay the foundation for an International HP 1000 User's Group. Fifteen HP 1000 customers from the U.S., Canada and Europe were in attendance. These participants included the presidents of almost every local HP 1000 user's group in

existence today (there are nine worldwide), plus representatives from other major geographical areas. Each customer paid their own expenses to travel to California, which is just one indication of how much interest there is in setting up such a user group.

The meeting was a complete success! The users established a formal purpose for the group, decided on the activities they will pursue, elected an interim board of directors and committee leaders and set up an action plan for starting up the group. Some specifics are given below:

**User Group Charter**

The meeting participants felt that the emphasis of the group should be on "users helping users" to become more productive with their HP 1000 computer. Thus, the purposes of the group which were adopted are:

1. To provide a forum for sharing information among HP 1000 users.
2. To increase the effective use of HP 1000 systems.
3. To reduce redundant development effort for software/firmware and systems.
4. To provide a formal communication channel between members and HP.
5. To operate as a non-profit corporation.

**User Group Activities**

In order to accomplish the purposes listed above, the group decided to concentrate on the following activities at first:

1. User Library of Contributed Software.
2. Newsletter.
3. Technical Journal.
4. International meetings incorporating technical and tutorial presentations.
5. Vendor and user communications.
6. Encourage local user groups.
7. Create special interest groups as necessary.

Most of these articles are self-explanatory. Note that the User's Group will be taking over the contributed library after it is revised and updated by DSD in November.

**Interim Officers**

The group felt that an appropriate governing body for an international user group would be a board of directors, with a president, treasurer, etc., as part of the board. Until a formal election could be held among the members, the attendees at the August meeting elected an interim board of directors, officers, and committee leaders, as follows:

**Board of Directors:**

President	<i>Stu Troop</i>	General Electric Bridgeport, Conn
Vice-President	<i>Bert Todtenkopf</i>	Factory Mutual Engineering, Norwood, Mass
Secretary	<i>Paul Miller</i>	Corporate Computer Systems Aberdeen, N.J.

Treasurer	<i>Marvin McInnis</i>	McInnis & Associates, Oklahoma City, OK
At Large	<i>Barry Perlman</i>	RCA Labs, Princeton, N.J.
At Large	<i>Ron Townsen</i>	Naval Ocean System Center, San Diego, CA..
At Large	<i>Ed Holtzman</i>	Atmospheric Environment Service, Downsview Ontario, Canada

**Committee Leaders:**

Start-Up	<i>Joe Getkin</i>	Ford Motor Co, Dearborn, Michigan, Corp. Computer Systyems, Alberdeen, N.J.
Business Plan	<i>Paul Miller</i>	
Library	<i>Chris Goodey</i>	Becton-Dickinson, Salt Lake City, Utah
Publications	<i>Dick Martin</i>	Naval Ocean System Center, San Diego, CA.
Convention	<i>Glen Mortensen</i>	Intermountain Technologies Inc., Idaho Falls, Id.
European	<i>Albert van Putten</i>	Institute for Public Health The Netherlands.
By-Laws	<i>Bert Todtenkopf</i>	Factory Mutual Engineering, Norwood, Mass.
Nominating	<i>Ron Townsen</i>	Naval Ocean System Center, San Diego, CA.

**What You Can Do To Help**

We need your help to ensure a successful start up of the User Group. Here are some ways you can pitch in.

1. If one of your customers is on the interim board of directors, (or a committee leader), give them a call to congratulate them, encourage them, and offer help in locating volunteers to work with the group. Remember that the user group is a volunteer organization, and its success will depend on well-motivated leaders.
2. If there is a local user group in your area, take an active part in its success by offering speakers and demos, letting new customers know about the group, etc.
3. If no user group exists in your area, try to get one started. Our experience in the international group suggests that there is a lot of interest all over the world in user groups.
4. Point out the benefits of membership in the international group to all of your customers. By mid-October, you should have a brand new user group brochure and application forms to make this job easy.

Remember, however, that the emphasis of the group is on "users helping users". Thus HP's support should avoid a "take-charge" attitude and instead concentrate on providing assistance in helping the users organize themselves.

**Benefits for HP**

A well established International HP 1000 User Group will significantly benefit HP in the areas of getting more leverage from user developed software, improving customer satisfaction, providing expanded avenues for introducing new products and establishing a convenient means to obtain market data for use in new product design.

Our goal is to have over 1500 members in the International HP 1000 User's Group by January 1, 1980. You can be part of this new venture for the HP 1000 by encouraging and helping the user group leaders in your area.

Please give me a call if you have any suggestions or if you know of any users who would like to help out. My extension is 2063 at DSD.

**VIS — Mainframe Power at a Minicomputer Price**

*By: Davis S. Fields III/DSD*

This article on the Vector Instruction Set appeared in the July OEM Newsletter. The importance of matrix processing in any engineering or scientific application should not be underestimated. VIS is a big plus for HP in those areas, where customers need number-crunching capabilities and lots of matrix processing power.

The Vector Instruction Set (VIS) is a set of FORTRAN and Assembler-callable routines for performing matrix algebra operations. VIS gives the HP 1000 F-Series the matrix processing power of computers many times its price.

Array processing plays an integral role in many scientific and engineering disciplines, including operations research, simulation, electrical and mechanical design, image processing, three-dimensional graphics, process optimization, scientific problem-solving, and linear programming.

Some applications programs spend up to ninety percent of their execution time processing matrices. A program of this type may realize a tenfold performance improvement solely through the use of VIS.

VIS is implemented in microcode, just like the HP 1000 base instruction set. It utilizes the HP 1000 Floating Point Processor to take advantage of parallel processing. In effect, VIS tells the HP 1000 it is working with vectors and not scalars, and can thus eliminate much of the overhead involved in addressing array elements.

In a FORTRAN program, VIS instructions are used to replace FORTRAN DO loops which perform array manipulations. For example, the FORTRAN DO loop:

```
DO 10 I = 1, 100
    A(I) = B(I) + C(I)
10 CONTINUE
```

is replaced by the single VIS statement:

```
CALL VADD ( B,1,C,1,A,1,100 )
```

which executes over four times faster.

In the case of matrix addition, two  $100 \times 100$  matrices A and B may be added, with the result stored in matrix C, by the following FORTRAN instructions:

```

DO 20 J = 1, 100
  DO 30 I = 1, 100
    A(I,J) = B(I,J) + C(I,J)
30  CONTINUE
20  CONTINUE

```

The VIS instruction which performs this same operation is:

```

CALL VADD ( B(1,1), 1, C(1,1),
           1, A(1,1), 1, 100*100

```

which executes over ten times faster.

The FORTRAN statement for finding the element of an array with the largest absolute value are:

```

MAX = ABS ( A(1) )
IMAX = 1
DO 10 I = 2, N
  TMAX = ABS ( A(I) )
  IF ( TMAX .LE. MAX ) GO TO 10
  IMAX = I
  MAX = TMAX
10 CONTINUE

```

which sets IMAX to the index of the element. The equivalent VIS instruction is:

```

CALL VMAB ( IMAX, A, 1, N )

```

and it executes over four times faster for an array of 10,000 elements.

Altogether VIS includes nineteen basic vector operations which can be used on either single or double precision floating point numbers.

VIS provides impressive new computing power, especially when used in conjunction with EMA (Extended Memory Access). EMA allows arrays to be as large as the physical memory on your computer.

In this example, FORTRAN is used to find the sum of all the elements of a 30,000 element array A:

```

SUM = 0.0
DO 10 I = 1, N
  SUM = SUM + A(I)
10 CONTINUE

```

VIS expresses the same series of operations with the single instruction:

```

CALL VSUM ( SUM, A, 1, N )

```

and performs them over nine times faster!

The Vector Instruction Set gives the HP 1000 computational power never previously found on a 16-bit minicomputer. It was designed to speed up matrix processing capabilities but its power may be used in a variety of ways. Together with EMA, VIS on the HP 1000 will provide a much more efficient and less expensive solution to applications now requiring much larger computers. In short, for some applications, VIS provides the power of a mainframe at a minicomputer price!

## NPT Videotapes Available

*By: Melanie Fox-Rytand/DSD*

You asked for them, now you can get them! The DATACAP/1000 and Vector Instruction Set demo tapes that you saw on the July NPT Tour are now available for you to show to your customers.

Order through a HEART (COCHISE) 12 order to Video Products, Product Line 95, Supplying Division 0700, Palo Alto.

### DATACAP/1000

**90914Z - \$30.00**

This tape illustrates the capability to easily design a unique data capture system using an HP 1000 with DATACAP software and the new Grenoble terminals. A transaction is interactively designed at the system console (a 264X terminal), and that transaction is then executed on a 3075 data capture terminal.

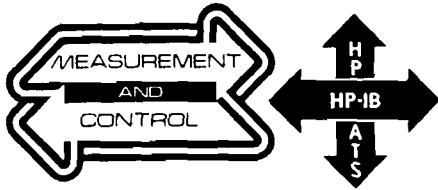
### VECTOR INSTRUCTION SET

**90915Z - \$30.00**

This tape demonstrates the use of the new Vector Instruction Set to do matrix operations. A set of cubes is first rotated in 3-D graphics using conventional software routines and then rotated again showing a dramatic increase in the speed of rotation through the use of the new VIS firmware.



# Automated Measurement News



## Automated Measurement News

AUTOMATIC TEST SYSTEMS & MEASUREMENT AND CONTROL PROCESSORS FROM DATA SYSTEMS DIVISION

VOL. 2

SEPTEMBER 1979

NO. 8

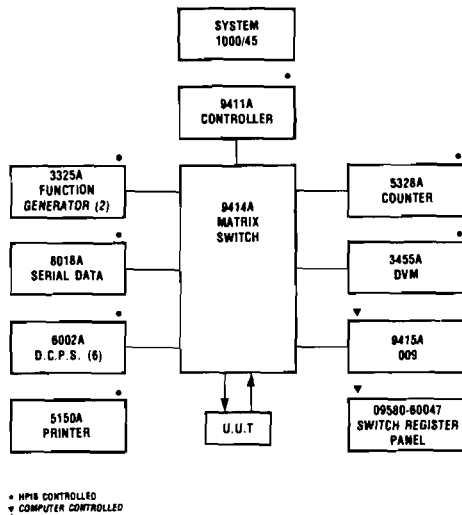
### HP ATS WINS OVER TI & GEN RAD FOR HYBRID BOARD TEST

By: Dave Kline

The HP ATS system shown below in DSD final test was selected over TI and GEN RAD for hybrid (combined digital and analog) board test by a major eastern telephone equipment producer. The reason for selecting HP was, as is often the case, the power of the System 1000 mini computer controller. This customer wanted the future expansion capability to do multiterminal operation and use a data base management system, both of which are available with the HP System 1000.

Here is the system this customer chose.

#### ATS C07 BLOCK DIAGRAM



Many of your customers, we're sure, have needs for more and better testing at lower cost in their production plants. When considering what HP products to offer don't overlook the growth and competitive benefits of an HP ATS controlled by the versatile HP System 1000!

FOR HP INTERNAL USE ONLY

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ATS CONFIGURATION GUIDE UPDATE

By: Dawson Mabey

This adds several new HP instruments, the 3582A, 1610B, and 8170A, and summarizes all instruments that have been added to the HP-ATS Configuration Guide since Addendum A (4-25-78). With this list and a copy of Addendum A (available from your DSD contact) you have a complete list of all new additions since publishing the ATS Configuration Guide.

Instrument	Racking/Cabling		Conf/Test
	003	EU	EU
HP 5342A Microwave Counter -011 HP-IB	1	2	5
HP 86635A Phase/FM Mod. Plug-in May be substituted for 86633A in 8660A/C	0	0	0
HP 3044A Spectrum Analyzer (13MHz) -110 Std. 3571A -120 50Ω 3330B Option 121 (75Ω 3330B) may be substituted for option 120. Does not include conver- sion of calculator software to 1000/BASIC.	1	5	10
HP 8018A Serial Word Generator -001 HP-IB	1	2	8
HP 3585A Spectrum Analyzer (40MHz) Device subroutine not required.	1	4	8
HP 8566A Spectrum Analyzer (18GHz) Device subroutine not required.	1	2	8
HP 1610B Logic Analyzer -003 HP-IB Not rack mounted.	1	5	7
HP 8170A Logic Pattern Generator -001 Additional 24K memory.	1	4	5
HP 3582A Spectrum Analyzer (25KHz) Device subroutined not required.	1	4	8

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NEW MEMORY REQUIREMENTS FOR HP-ATS SYSTEMS

By: Dawson Mabey

Based on our experience with a number of HP-ATS systems over the last year, it's apparent that 64K word memory (128KB) is not sufficient in most cases to provide reasonable system performance for the user. Effective immediately, the minimum memory required in all HP 1000 systems ordered with ATS Integration Services is 128K words (256KB). Your customers will find the additional \$2,000 cost (std. perf.) is easily offset by greatly improved HP 1000 performance.

For the same reasons, the minimum required memory to executed HP 92111A ATLAS/1000 Software Compilation System is now 256K words (512KB). ATLAS systems with large numbers of instruments (4-5 bays) should consider even more memory for better performance.

For systems that have recently been ordered with only 64K words (128KB) we strongly recommend your customer consider adding memory. Please contact DSD Sales Development to insure that there will be no added charge (in addition to the memory) and delivery impact before making commitments to your customer.

HP 12050A FIBER OPTIC HP-IB LINK ORDERING UPDATE

By: Dave Hannebrink

Early field indications show that Fiber Optic HP-IB Link interest is running high. Here's the latest news concerning availability of this exciting product:

1. 12050A availability should be quoted as 16 weeks. We intend to improve availability during the next couple of months.
2. If you have a need for 12050A units for demo purposes, contact Sales Development. We have units available now for field demos and shows.
3. For fiber optics cable order processing questions, contact Shirley Baltzer at OED.
4. For fiber optic cable technical questions, contact either DSD Sales Development or Joe Bagley at OED.

Remember, 1979 is the YEAR OF THE LINK!

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NEW PACKAGING FOR 2240A TEST FIXTURES & EXTENSION BOARDS

By: Howard Bain

Effective September 1, 1979, the 2240A Test Fixtures & Extender Boards have been repacked and renumbered. Here is a summary of the changes:

<u>Old Order Numbers</u>	<u>Name</u>	<u>Included</u>
22909A	Verification Kit	Test Fixture
22910A	Extender Kit	Function Card Extender Board and Power Supply Extender Board

<u>New Order Numbers</u>	<u>Includes</u>	<u>List Price</u>
22909B	Test Fixture and Function Card Extender Board	\$ 800
22910B	Power Supply Extender Board	300

Please recommend that your customers purchase at least one 22909B per facility, since it is necessary for installation. The 22910B is recommended if your customer does not have a maintenance contract.

Orders for the "A" test fixtures and extender board will be accepted until September 30, 1979. The "B" product numbers will be on the Corporate Price List from October 1, 1979, and can be ordered via a HEART override from September 1, 1979. Availability for the "B" product numbers is five weeks.



P.S. Please make the following correction on pages 4 and 7:

	004	For 2645K Katakana	0
New	13266A	Current Loop Converter for 262XX Series	185
	13296A	Shared Peripherals I/F (HP-IB Cable 10631B included)	500
	048	2648A Raster Dump Firmware (1818-0746)	0

## The 2647A Interest Increases

By: Rich Ferguson/DTD

Here is another humble example of the power of the 2647A. This program calculates the nominal interest rate for an investment. Sell the 2647A — it will interest your customer beyond your wildest expectations. Bank your commissions and then you'll get the best interest of all.

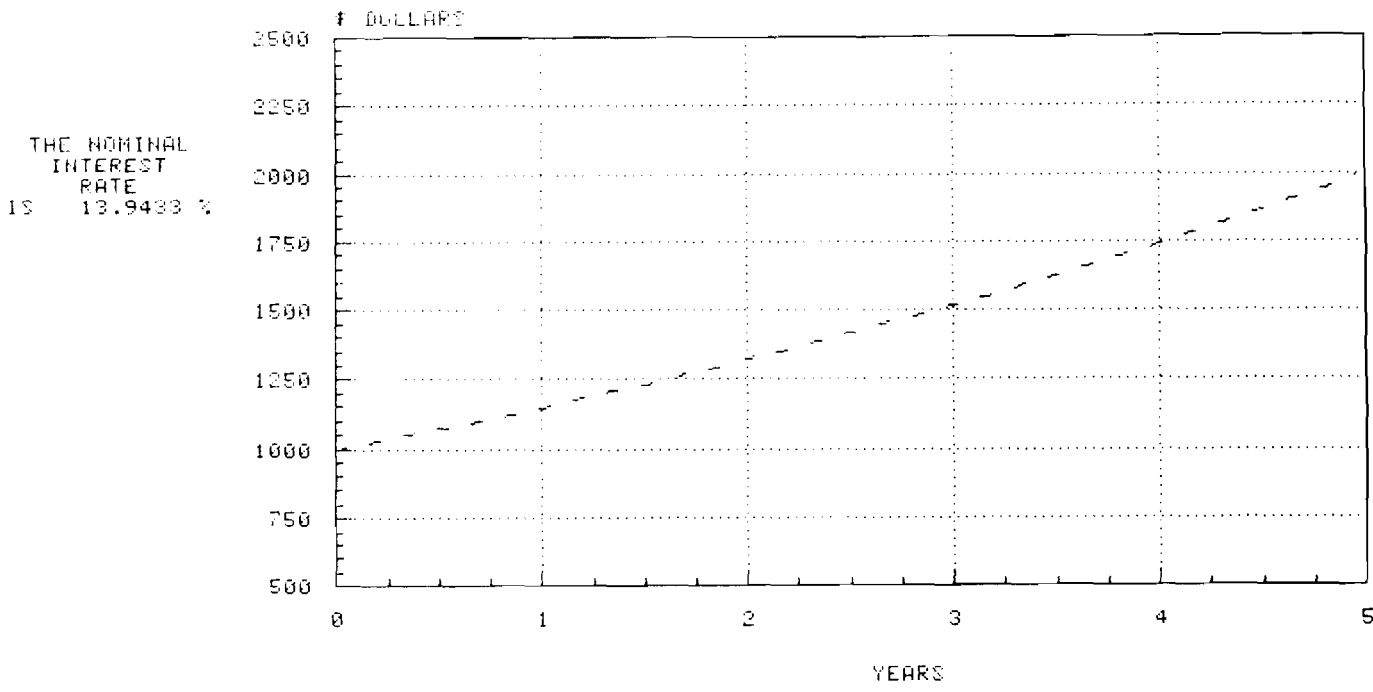
```

10 REM *****
20 REM *THIS PROGRAM CALCULATES THE NOMINAL INTEREST RATE FOR A *
30 REM *KNOWN INITIAL INVESTMENT TO A KNOWN FUTURE VALUE IN A *
40 REM *SPECIFIED PERIOD OF TIME. *
50 REM *****
60 PRINT "NOMINAL INTEREST RATE ON INVESTMENTS"
70 PRINT ""
80 REM-----STATEMENTS 30 TO 100 REQUEST USER INPUT
90 INPUT "INITIAL INVESTMENT $",P
100 PRINT ""
110 INPUT "FUTURE VALUE $",T
120 PRINT ""
130 INPUT "NUMBER OF COMPOUNDING PERIODS PER YEAR ",N
140 PRINT ""
150 INPUT "NUMBER OF YEARS ",Y
160 PRINT ""
170 REM-----CALCULATE NOMINAL INTEREST RATE-----
200 I2=N*((T/P)^(1/(N*Y))-1)*100
220 PRINT ""
230 PRINT "THE NOMINAL INTEREST RATE IS ",I2,"%
240 PRINT ""
250 PRINT ""
260 INPUT "MORE DATA? (Y OR N)",A$
270 IF UPC$(A$)="Y" THEN GOTO 90
280 PRINT ""
290 INPUT "DO YOU WISH GRAPHIC OUTPUT FOR PREVIOUS DATA? (Y OR N) ",A$
300 IF A$="N" THEN GOTO 710
310 INPUT "DO YOU WISH PEN PLOTTER OUTPUT?(Y OR N) ",A$
320 A$=UPC$(A$)
330 IF A$="Y" THEN GOTO 400
340 GOTO 430
350 REM
360 REM
370 REM.....DRAW PLOT ON SCREEN OR PLOTTER WITH INPUT PARAMETERS.....
380 REM
390 REM
400 PRINT "OUTPUT WILL BE DIRECTED TO HPIB ADDRESS 5"
410 PLOT (5,1)
420 GOTO 440
430 PLOT
440 INPUT "PLEASE SPECIFY MINIMUM X ",X1
450 INPUT " MAXIMUM X ",X2
460 INPUT " MINIMUM Y ",Y1
470 INPUT " MAXIMUM Y ",Y2
480 INPUT " X-TIC SPACING ",Xt
490 INPUT " Y-TIC SPACING ",Yt
500 INPUT " VALUES BETWEEN X-LABELS ",Xl
510 INPUT " VALUES BETWEEN Y-LABELS ",Yl
520 INPUT " X-ORIGIN ",Xo
530 INPUT " Y-ORIGIN ",Yo
540 FXD (0)\GCLR
550 LOCATE (60,175,18,90)
560 SCALE (X1,X2,Y1,Y2)
570 Esc$=CHR$(27)\ PRINT Esc$,"*dF"
580 LGRID (-Xt,Yt,Xo,Yo,INT(X1/Xt),INT(Y1/Yt))
590 FRAME \PEN (2)
600 CSIZE (1)\SETGU \MOVE (60,91)\ PRINT #0;"$ DOLLARS"\MOVE (130,5)

```

```

610 PRINT #0,"YEARS"\SETUU
620 MOVE (0,P)
630 LORG (5)
640 FOR X=0 TO Y STEP Y/100
645 I=I2/N/100
650 T=P*(1+I)^(N*X)
660 Fv=INT(T*100+.5)/100
670 PLOT (X,Fv)
680 NEXT X
690 SETGU \LORG (4)\MOVE (30,75)\ PRINT #0;"THE NOMINAL" \ PRINT #0;"INTEREST";
700 PRINT #0;"RATE" \ PRINT #0;"IS ";I2;"%"
710 END
    
```

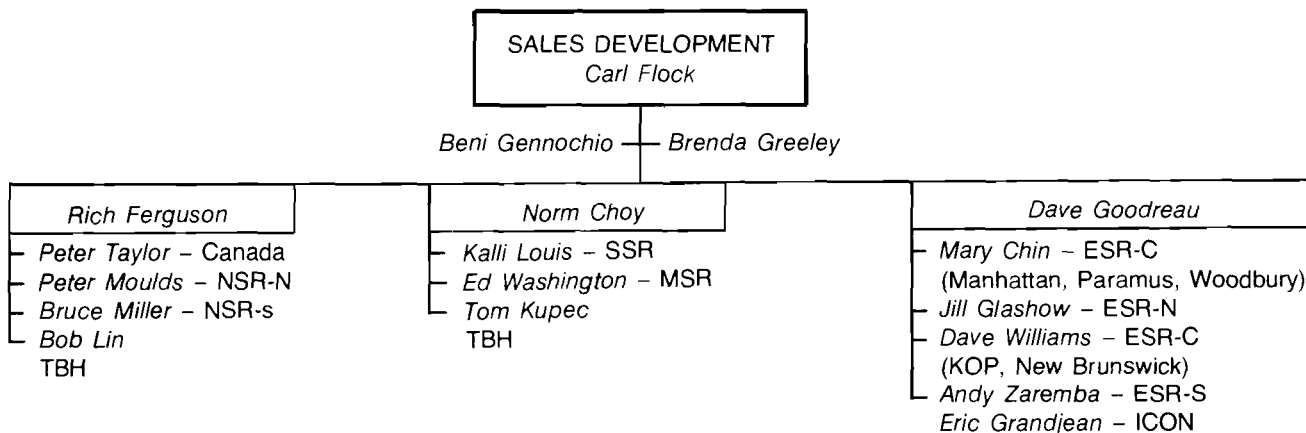


## Division News

### DTD Sales Development Grows

By: Carl Flock/ITD

Norm Choy has accepted a position as Sales Development Manager for Midwest and Southern Sales regions. Congratulations Norm! The new organization is as follows:



### Terminal "Ahoy"

By: Kalli Louis/DTD



It's so easy to call Data Terminals — Just pick up your phone!

DTD is proud to have "aboard" a new Sales Development Engineer, *Dave Williams*. *Dave* comes to us from the United States Navy where he spent four years as a Naval Flight Officer. He graduated from the United States Naval Academy in 1974 with a BS in Business Administration.

*Dave* will be supporting the King of Prussia and New Brunswick offices of the Central Eastern Region. Let's all welcome him on board.

### Easterner Supports Eastern

By: Kalli Louis/DTD

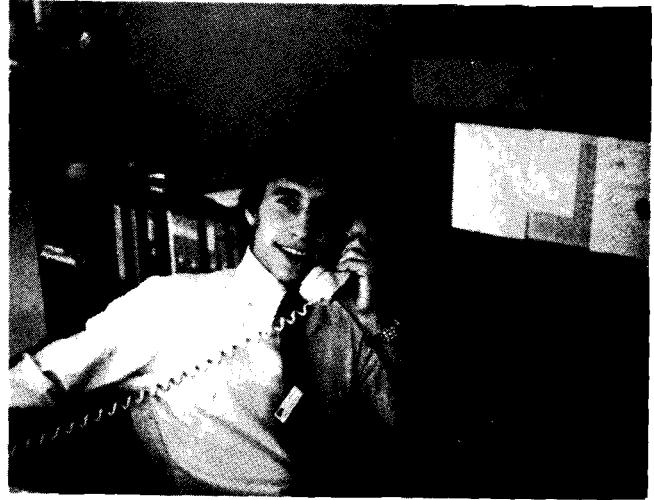


Let's all welcome *Jill Glashow* to DTD Sales Development. *Jill* is fresh out of the University of Vermont where she earned a BS in computer science. Being born and raised in Rhode Island, we felt it only natural for *Jill* to support the Northern Eastern Region.

*Jill* will be covering the following offices: Lexington, Rockville, Syracuse, Albany and Wallingford. So, if you need the finest support in CSG, call *Jill* and say "Hi"!

### Yet Another!

By: Dave Goodreau/DTD



A new member to the DTD Sales Development team supporting the Eastern (Baltimore, Rockville) Sales Region is *Andy Zaremba*. *Andy*, an Easterner from Lung Guyland (N.Y.) comes to DTD with four years HP experience at the SRD Technology Center and the IC Labs. Give *Andy* a call and see if his "I see . . ." background can't help you.

### DTD's New Communication Center

By: Rich Ferguson/DTD



If you have had trouble getting hold of your very favorite DTD Sales Development person lately, it's because we've had start-up problems with our new-improved phone system. However, don't dispare, it's computer controlled, hmmm. For your visual delight, please refer to the picture of our communications center console. Note the ease at which calls can be transferred, or in the case of *Eric Grandjean*, swallowed whole. Yes folks, only the best for our sales effort. If you hear bubbling sounds or smacking of lips next time you call DTD, it's because our console also doubles as the coffee stand.

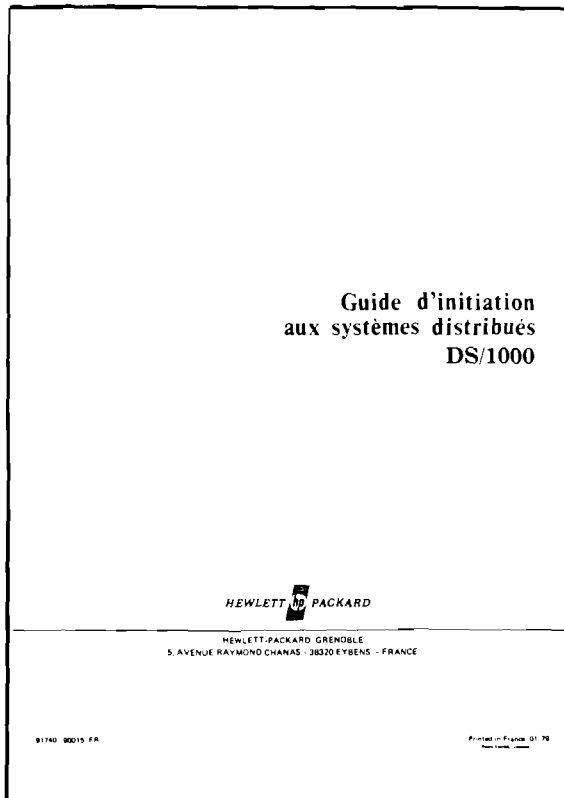


# HP GRENOBLE NEWS

## Sales Aids

### DS/1000, a Guide for New Users, French Version

By: Jean-Pierre Bonneville/HPG



Although a mailing was made to CE's at publication time, early this year, some of you may not know yet that a French version of the DS/1000, A GUIDE FOR NEW USERS is available.

If you are interested in a copy, get in touch with the traffic department in Orsay, France.

### 3075A/3076A on PDP 11/34

By: Serge Daoust/DTD

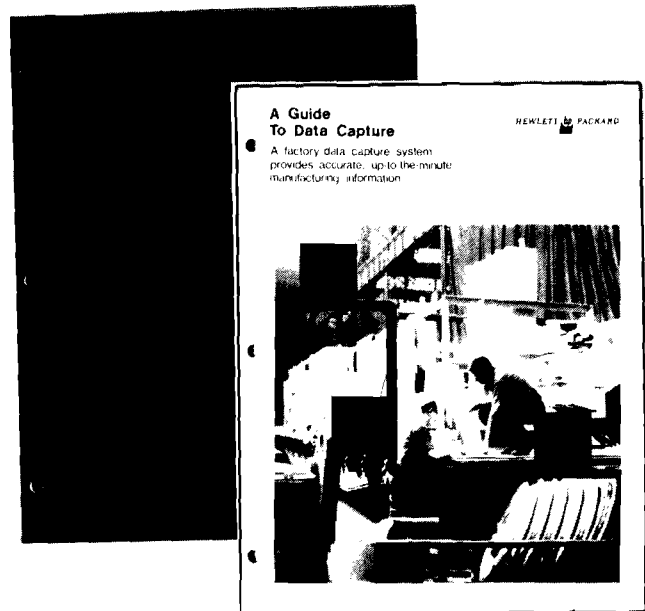
Yes folks, it is possible. Not only can you sell your super dandy data capture terminals on HP systems, but you can also sell them on non-HP systems with *no* specials required.

To hardwire connect in point-to-point mode a 3075 data capture terminal at 2400 baud to a PDP 11/34 you must:

1. Set the DIP switches at the rear of the terminal as follows:
  - BANK I : 00000010
  - BANK II : 01110110
  - BANK III : 00000000

Where "0" indicates the switch being down;  
And "1" indicates the switch being up.
2. The DEC operating system must be confined to receive 8 data bits (7 ASCII bits + parity).
3. The communication interface card in the PDP 11/34 must be the DEC 11W interface. (The 11E interface will not work.)

**"GRENOBLE CONNECTS"**



# GENERAL SYSTEMS NEWS

## Product News

### The HP 3000 Family

By: Fred Gibbons & Rich Edwards/GSD



With KOALA (Series 30) now joining the HP 3000 Series 33 and Series III systems, the HP 3000 family is now the NUMBER ONE business systems family. Your literature carries a new theme on every cover to help position the 3000 family:

## HP 3000 Computer Systems

A family of compatible business systems  
for distributed data processing.



MANAGEMENT SUMMARY

What's behind the new tagline? There are four major components, each of which is easy to explain:

#### A FAMILY . . .

The HP 3000 family consists of three systems — the entry level Series 30, the mid-range Series 33, and the highest performance Series III.

#### . . . COMPATIBLE . . .

All members of the HP 3000 family feature totally compatible systems software and application programs. All HP 3000 systems use the MPE III operating system, and applications written on any of these HP 3000 systems can be run on any other without reprogramming, recompiling, or relinking.

#### . . . BUSINESS SYSTEMS . . .

Each HP 3000 is a full-function general purpose business system. Each can handle simultaneous transaction processing, data communications, on-line program development and batch processing in any of 5 languages (COBOL, BASIC, RPG, FORTRAN, and SPL).

#### . . . FOR DISTRIBUTED PROCESSING.

The HP 3000 distributed data processing concept is to provide processing power where it is needed. Whether it be terminals distributed around a warehouse or systems on opposite ends of the world, HP distributed data processing network be set up that conforms to the way business is done.

### THE HP 3000 FAMILY — AN IMPRESSIVE PAST, AN OUTSTANDING FUTURE

#### Accelerating the HP 3000 Family's Sales Momentum

By: Fred Gibbons/GSD

For the past several years General Systems Division, lead by the HP 3000 sales force, has been forging Hewlett-Packard's entry into commercial data processing. During this period we sharpened our product aim and focused the HP 3000 toward on-line transaction processing and now distributed data processing, the fastest growing segment in the commercial market. The results achieved by the HP 3000 Field Sales team have been outstanding. Sales have grown an average of 80% per year.

Your sales efforts have placed HP 3000's in both large and small companies showing that Hewlett-Packard's concept of distributed data processing means placing computing power where the work is done in any size firm. With the introduction of the Series 30 coupled with DS/3000, available on all HP 3000's, and the Intelligent Network Processor, you'll have an even broader and stronger product family to penetrate these accounts.

The HP 3000 product family is presented in the accompanying articles. Full details will be found in two new Field Sales Notebooks being distributed on the current New Product Tour: HP 3000 Business Systems and Distributed Data Processing.

All of us in 3000 Marketing wish you great success in the coming year.

### Introducing the KOALA . . . The New HP 3000 Series 30

By: Chosen Cheng/GSD

This draft of the Press Release for several new products from General Systems Division highlights the key product contribution.

**Palo Alto, California, September 14, 1979**

Hewlett-Packard Company today announced a new computer system as the third member of its HP 3000 family of business computers. Named the Series 30, this new system offers the same features and capability as its predecessors, the Series 33 and Series III. All HP 3000 systems feature totally compatible systems software and application programs. All systems are full function general purpose computers with virtual memory and true multiprogramming and multilingual capabilities. Each HP 3000 can simultaneously handle transaction processing, data communications, on-line program development, and batch operations in any of five high-level programming languages. Systems differ only on performance and expandability.

The HP 3000 Series 30 is an HP 3000 system packaged within a small cabinet measuring only 24" by 30" by 18". The cabinet is accompanied by a separately packaged system/maintenance console and system disc. The system requires no special air-conditioned room and runs on single phase 120V power with only minimal requirements for dedicated power requirements of the system are made possible by use of HP's proprietary Silicon-on-Sapphire (SOS) technology. The attractive and compact Series 30 computer system maintains the functional capabilities of larger Series 33 or Series III systems: transaction processing, data communications, on-line program development, and batch processing.

The Series 30 is fully software compatible with the larger members of the HP 3000 family, the Series 33 and Series III. All HP 3000s use the MPE III operating system, and applications written on any of these HP 3000 systems can be run on any other without reprogramming, recompiling, or relinking.

The Series 30 incorporates an innovative system self-test feature and Remote System Verification Program (R.S.V.P.) to enable Hewlett-Packard Service personnel to provide a high level of service and support at the customer site and from remote locations. The capability to control the system from an authorized remote system console by simply initiating the RSVP facility over a dial-up phone line is particularly important in a distributed data processing environment with many remote stations.

According to Robert T. Bond, HP 3000 Marketing Manager, "The HP 3000 Series 30 is a unique product in terms of the capabilities available, in such a small package, and at a low cost. The Series 30 offers an attractive entry-level HP 3000 system for standalone business data processing applications. But its compact size, ease of installation, HP 3000 Distributed Systems software, and remote console capabilities make it especially suited as an economical

HP 3000 station in a network of HP 3000 systems, where the aim is to provide cost-effective computing power to several sites. With HP 3000 capability it is easy to share applications software throughout the user's organization and exercise centralized control, as required."

Hewlett-Packard's RJE/3000 communications product is also available on the Series 30 and Series 33, extending HP DSN capabilities to IBM mainframes as well.

All communications are handled by the new Intelligent Network Processor (INP), Hewlett-Packard's front-end communications processor, which also employs HP's SOS technology. The INP is a computer in its own right, providing the capability of off-loading communications control from the CPU. This enables high performance levels of local transaction processing during concurrent data communications to other systems.

A minimum system configuration for the Series 30 includes 256 Kb error-correcting semiconductor memory, CPU, 1 Mb flexible disc, four asynchronous terminal ports, system/maintenance console, 20 Mb system disc, and eight I/O expansion slots. A maximum configuration would contain 1024 Kb memory, 960 Mb high-speed disc storage, up to 32 terminal ports, with 4 magnetic tape drives, and 2 line printers. Up to 2 communication lines can be added, with each line replacing 4 terminal ports. The entry-level system, priced at \$49,750 complements the mid-range Series 33 and the general purpose Series III distributed data processing systems. Availability of the Series 30 is quoted at 14 weeks. First shipment are scheduled for October 1979!!!

With these announcements, Hewlett-Packard has set a new standard for the 1980's with its HP 3000 family of compatible business systems for distributed data processing.

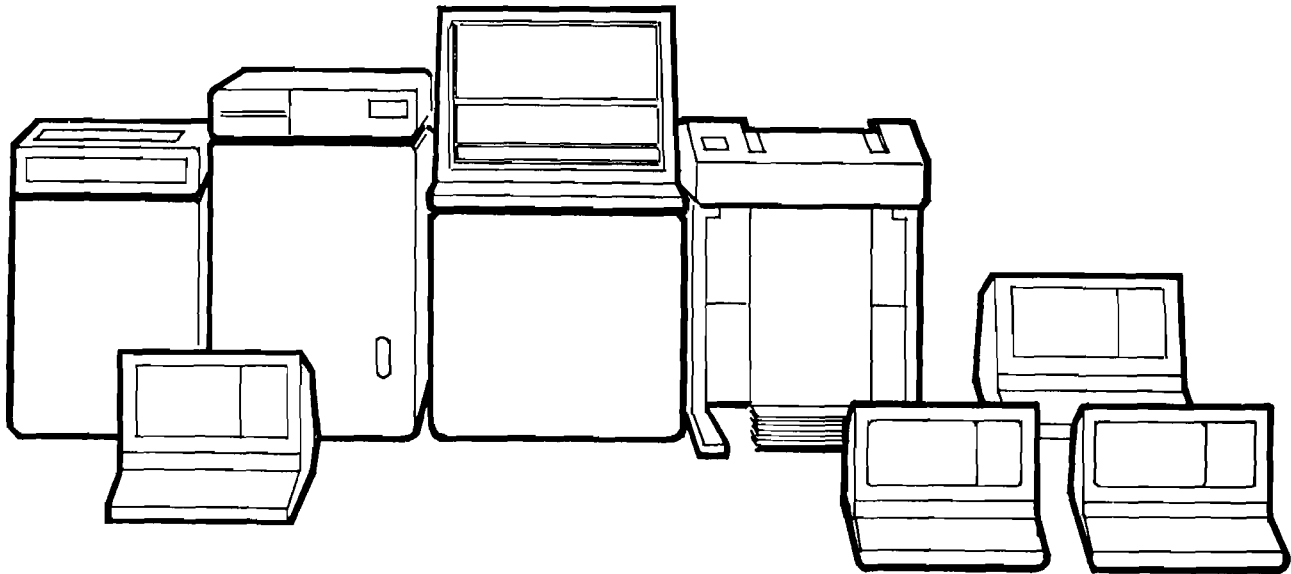
### Series 30 — The Entry Level HP 3000 System

By: Chosen Cheng/GSD

The Series 30 makes an unbeatable contribution to customer needs for an entry level business computer.

New entry-level HP 3000 system offers a third alternative

"THE ONE COMPUTER  
FOR THE ONE COMPUTER COMPANY"



- New low entry price for full HP 3000 capability
- Fundamental operating software includes data entry and data management software
- Substantial expandability
  - Memory — Up to 1024 Kb
  - Disc — Up to 960 Mb
  - Terminals — Up to 32 terminals
  - Magnetic Tape — Up to 4
  - Line Printers — Up to 2
- A single vendor solution

This is *Good News* for an even wider business community where minimum cost and flexibility of configuration and installation are major concerns. Sell the Series 30 to your horizontal prospects!

## Series 30 — An Attractive Business OEM System

By: Chosen Cheng/GSD

GSD casts a bigger net for qualified OEM's with the announcement of the HP 3000 Series 30. Complementing the current HP 250 and HP 300 offerings for business OEM's, the Series 30 lowers the price barrier for OEM's wanting to join the HP 3000 family. Key KOALA (Series 30) features appealing to OEM's include:

- MPE runs on all HP 3000 systems and applications software is totally compatible from one HP 3000 to another. Existing applications for the Series III don't need to be modified in any way to run on the lowest cost HP 3000, the Series 30!

- Each Series 30 adds 3 functional units to the Purchase Agreement Discount Schedule for multiple system purchases.
- The Series 30 is eligible for discounts under the Demo Development Program.

In all your discussions with business OEM's, put the Series 30 into HP business systems product perspective: complementing the low cost HP 250 and the technically innovative HP 300.

**SELL OEM'S — THE EVEN BROADER GSD PRODUCT LINE!!**

## Series 30 — A Distributed Data Processing Station in a Network

By: Chosen Cheng/GSD



Several key features make KOALA especially well-suited for use as a distributed data processing station in a network of HP 3000 systems.

Remote control/maintenance, data communications, and "execute-only" facility, small size and low priced entry level configuration made KOALA the choice as a cost-effective station in a distributed data processing network.

The facts speak for themselves. KOALA is the product your major account customers have been waiting for!

- DS/3000 and RJE/3000 capabilities are available and employ the new Intelligent Network Processor (INP) to offload from the CPU communications protocol handling. This enables high performance levels of local transaction processing during concurrent communications to other systems.
- The facility to execute compiled code without the language compiler enables a distributed data processing station to be an execute-only station with the application being "downloaded" from the central system via DS/3000, magnetic tape, or private volumes.
- The maintenance console and Remote Systems Verification Program (R.S.V.P.) allow for high levels of system serviceability even in remote locations.
- The capability to initiate a fully duplicate remote system console enables a more flexible implementation of a distributed data processing network. (NOTE: This duplicate hardware console capability is even more powerful than MPE's new distributed console capability.) Computer power is located where the work is done, with central control exercised in tandem with local operator control as needed.

## The Series 30 — High Performance Business System

By: Chosen Cheng/GSD

Not only does the Series 30 (KOALA) offer the same capabilities of on-line transaction processing, program development, batch processing, and data communications as other HP 3000 Series 33 and Series III systems, . . .

Not only does KOALA run the MPE III Operating System, . . .

Not only does KOALA support the board range of HP manufactured peripherals that is available on the Series 33, . . .

KOALA does it all at the same high level of performance as that of the Series 33 system. Because the Series 30 shares a common CPU and memory and I/O boards with the Series 33, the results of performance testing done for the Series 33 in the Performance brochure (5953-0556) apply to Koala.

The Series 30 offers a lot of performance in a small package. For example, in a recent General Systems

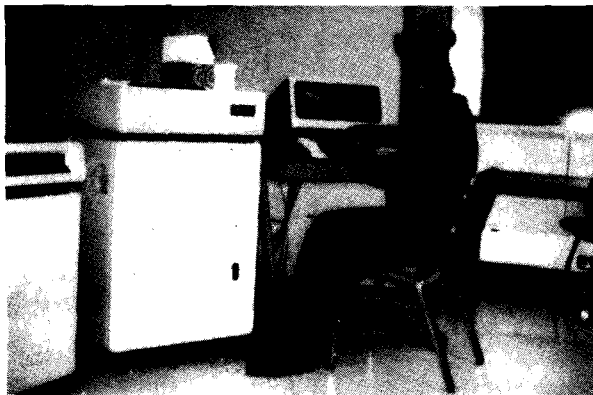
Division demonstration, a Series 30 simultaneously controlled eight on-line terminals performing transaction processing, a program development terminal, a DS/3000 link to a Series III and an RJE/3000 link to a mainframe (both communication lines used separate Intelligent Network Processors). How many small business systems under \$50,000 have that broad a range of functional capabilities and performance?

This kind of performance at the low entry level price of the Series 30 complements the added I/O expansion potential of the Series 33 (up to 7 synchronous data communications lines). These systems offer a range of price/performance that complements the highest performance member of the HP 3000 family — the Series III, with about twice the performance of the Series 30 and Series 33.

For more discussion on HP 3000 systems performance refer to the HP 3000 Field Sales Notebook. In the meantime when you think of the Series 30 (and Series 33) THINK FULL HP 3000 CAPABILITY AND HIGH PERFORMANCE. When you think of the HP 3000 Family THINK OF FULL HP 3000 CAPABILITIES RANGING FROM THE HIGH PERFORMANCE SERIES 30 TO THE HIGHEST PERFORMANCE SERIES III.

## HP KOALATY

By: B. B. Bear/GSD



B.B. Bear caught red-handed using QUERY to check the pedigree of a young KOALA.



"This one is a high KOALATY bear — I think I'll take it home with me," B.B. was overheard to say.

It's now out of the bag! What, you wonder? Why the new KOALA — also known as the HP 3000 Series 30! And, too, several mailbags of HP KOALATY (quality — of course) buttons are out of the bag and proudly adorning HP people in the field as well as at GSD. As you sell the number one business systems family — the 3000, of course — Have Pride in the family quality; in short:



## New GSD Data Communications Capabilities for the HP 3000 Family

By: Larry Hartge/GSD



PRODUCT INTRODUCTIONS — Major new data communications capabilities for the DDP marketplace are being announced. These announcements include:

- SOS microprocessor technology powers a hot new communication interface (the INP)
- Fully compatible DS/3000 now on Series 30 and 33.
- Factory data collection terminals are now supported via an Enhanced MTS/3000

- MRJE/3000 now runs with even more job entry systems
- RJE/3000 now runs on Series 30 and 33

All of these data communication products are part of Hewlett-Packard's Distributed Systems Network HP-DSN — the high level, user-oriented network architecture that allows HP computers to communicate in distributed processing networks. With these NPT introductions HP now offers the broadest family of compatible business systems for DDP. And all of these systems afford completely compatible data communications.

It is this compatibility that means you can sell your customer *elegantly simple DDP solutions* that reflect their organization and its needs.

INTERCONNECTION OVERVIEW — with the large number of communications products now available and the correspondingly large number of computer systems, one could get confused as to what connects or works with what. The following two matrices, show at a glance what can be connected to what for differing capabilities.

### HP 3000 Communications Subsystems

- DS/3000 — Distributed Systems
- RJE/3000 — Remote Job Entry (2780/3780)
- MRJE/3000 — Multileaving Remote Job Entry
- MTS/3000 — Multipoint Terminal Software

### HP SYSTEM TO HP SYSTEM LINKS

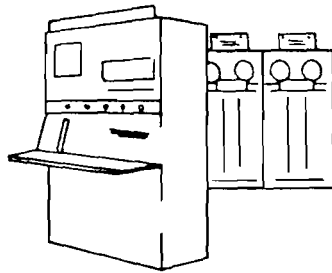
LINKS TO	SERIES 30/33	SERIES II/III	HP 1000	HP 300	HP 250	DESKTOP COMPUTERS
SERIES 30/33	DS/C DS/M	DS/C DS/M	NO LINKS	NO LINKS	TF	TF
SERIES II/III	DS/C DS/M	DS/C DS/M	DS/C	NO LINKS	TF	TF

- TF — the non-3000 system appears as a Terminal to the HP 3000 and Files can be passed between systems
- DS/C — full DS capabilities between systems that are linked over Cables
- DS/M — DS capabilities over Modem links

Note: Refer to the HP to HP Systems Communications Section of the DDP Binder (that you will get at NPT tour time) for a complete description of the 3000 links to the HP 250 and the Desk Top Computers.

The complementary HP to IBM communications capabilities for the HP 3000 family are delineated in the following matrix.

HP 3000 TO IBM SYSTEM COMMUNICATION



	SERIES 30/33	SERIES II/III
RJE	YES	YES
MRJE	NO	YES

Note: RJE can be used to communicate to other non-HP systems. Refer to the RJE/MRJE Field Training Manual in the DDP Binder for details.

**GSD Announces the Intelligent Network Processor for the HP 3000**

By: Tom Black/GSD

**Introduction**

The Intelligent Network Processor, INP, is a major new data communication enhancement for the HP 3000 computers. It's a computer system in it's own right extending data communications capability to the Series 30 and 33, and also offering significant performance enhancements for the Series II and III. In the future it will become the standard interface for all of our new and existing data communications subsystems.

The INP offers major benefits to HP 3000 customers who use data communications. These are:

- Improved response times
- Datacomm on Series 30 and 33
- Improved batch throughput

**Major components of Series 30 and 33 INP**

The SOS microprocessor is the heart of the INP. It uses the latest HP SOS technology, has a 16 bit word, and executes between 500,000 and 700,000 instructions per second. Most of the data communications protocol handling is carried out by the INP, and thus this load is removed from the CPU.

The operating software is downloaded from the CPU into RAM on the INP. This is the same type of Ram as is used for HP 3000 main for data buffering. Since the operating software is downloaded, new data communications subsystems can be accommodated in software rather than hardware, giving tremendous inherent flexibility for future growth. The operating software performs most of the data communication protocol manipulation including adding and stripping protocol words.

Extensive use has been made of large scale integration for the INP. Examples are the data communication controllers and DMA controller. These improve performance and reliability while remaining cost effective. For example, the BISYNC chip performs serial to parallel conversion, bit and character synchronization, and indicates the start and end of data block.

The INP operates at up to 56 Kbps in half or full duplex mode. Modem and hardwired interfaces are standard and RS-232C and V.35\* interfaces can be used. A comprehensive self test facility simplifies maintenance and trouble-shooting, and buffered data is protected during a power failure.

\*V.35 is a modem interface frequently used instead of RS-232C for speeds above 19.2 Kbps.





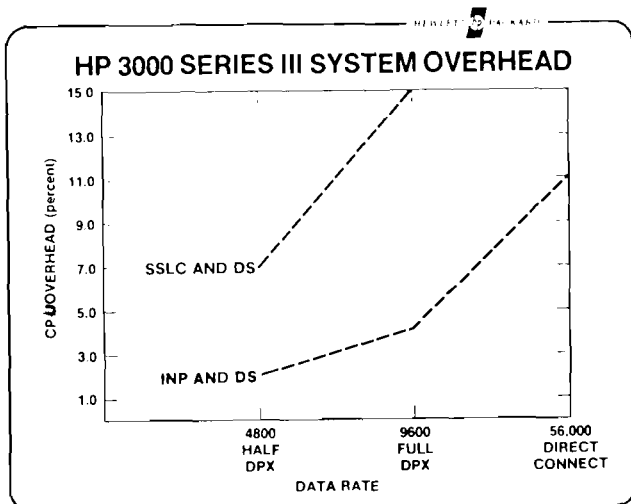
**INP Features/Benefits**

Feature	Benefit
Offloads data protocol handling from CPU	Reduced CPU overhead and improved system performance
Compatible with Series 30 and 33	Provide datacommunications capability for the first time
SOS microprocessor and LSI circuiting	Fast, reliable, and cost effective performance
Downloaded software	Provides growth path for future data communications products
Built-in diagnostic and self test	Simplified maintenance and troubleshooting
Self-test operates under MPE	Tests do not interfere with non-communications portions of the applications.
Modem and hardwired interfaces up to 56 Kbps	Improved data transfer rates over the SSLC
Battery back-up	Buffered data is protected during a power failure

**Performance**

**CPU Overhead**

CPU overhead tests show the contribution of the INP in reducing the load from data communications on the CPU versus the SSLC. The tests were run on the Series III. Because the INP does part of the communications activities itself, there is less use of the CPU; CPU overhead is decreased. On a system that is heavily CPU board, this will result in lower response times.



**Where to Sell the INP**

In most cases the INP is the preferred interface for DS/3000 or RJE/3000 communications. It offers potential performance improvements on the Series II and III, and provides a growth path because it will be used for all future data communications subsystems. A support matrix is shown below.

**DS/3000 RJE/3000 MRJE/3000 MTS/3000**

Series II and III	INP SSLC HSI	INP SSLC	SSLC	SSLC
Series 30 and 33	INP	INP	Not Available	Not Available

A very common question is "Can I improve performance by scrapping my existing SSLC and replacing it with an INP?" The answer is YES if the system is CPU bound. A reduction in CPU load will allow other activities more access to the CPU, which will improve performance. However, if the system is memory bound or I/O bound, offloading the CPU will have only a marginal effect on performance and in this case the INP will not help. Before recommending that an existing (L/C) customer replace the SSLC with an INP have your SE performance specialist make an evaluation at current CPU loading to determine if the INP is a worthwhile investment.

The HSI should be used in certain situations. It operates at the extremely high data rate of 2.5 Mbps and is effective when very large files are to be transferred. It also is used for interfacing with HP 1000 computers.

**DS/3000 Welcomes the Series 30 and Series 33 to HP-DSN**

By: Steve Zalewski/GSD

The two newest members of the HP 3000 family of compatible business systems, the Series 30 and Series 33, are now members of Hewlett-Packard's Distributed Systems Network. Distributed Systems/3000 (DS/3000) software capabilities are available on both the Series 33 and the brand new Series 30.

No other vendor offers the communications power of DS/3000 on such a broad range of compatible business systems. Your customers can solve their distributed processing needs using any combination of HP 3000 systems, from the entry level Series 30 and mid-range Series 33, to the high performance Series III. This gives them a price range of from \$49,500 to \$250,000 from which to choose.

Present customers can expand their networks using Series 30 and Series 33 computers without changing their distributed processing applications. Since all HP 3000 systems are software compatible, the same DS/3000 application running presently on their network of Series II and Series III computers, will execute on the connected Series 30's and Series 33's.

Your customers may also want to use Series 30 and Series 33 computers in their network as "execute only" systems. An "execute only" system is a computer where no program development is done. The computer is equipped to only execute already compiled programs. The HP 3000 is perfect

for this environment. Programs can be written and debugged on one HP 3000 and "downloaded" to "execute only" HP 3000 computers using the remote file access capability of DS/3000. Compilers are not needed on the execute only systems since the fundamental operating software (FOS) contains program run time libraries. FOS also includes the subsystems needed by the user's applications: IMAGE/3000, QUERY/3000, and VIEW/3000. The Series 30 and 33 are especially attractive for "execute only" systems because of their low prices.

The price of DS/3000 will remain at \$3000 regardless for which HP 3000 system it is purchased. Present DS/3000 users receive the ability to communicate with Series 30 and Series 33 systems without any additional cost. DS/3000 gives users the capability to do:

1. Remote command execution,
2. Remote file access,
3. Remote peripheral access,
4. Remote database access, and
5. Program-to-program communications.

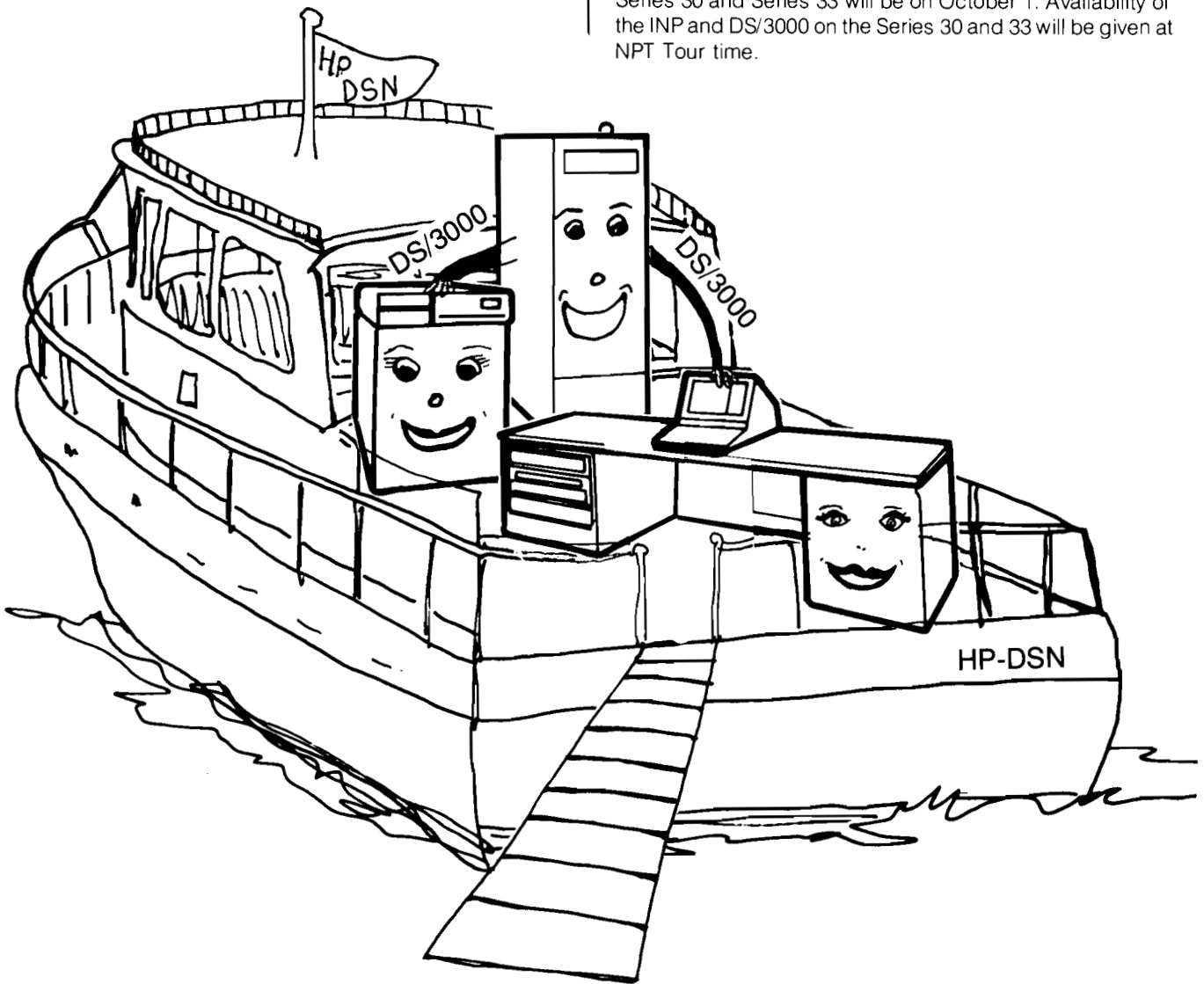
Consistent with other HP 3000 features, all of these capabilities are extremely easy to use and do not require communications expertise.

The key to communications on the Series 30 and Series 33 is the Intelligent Network Processor (INP), HP's new hardware interface board. The INP uses HP's Silicon-on-Sapphire (SOS) technology to lower customer's communications overhead and give added flexibility. The INP offloads the CPU by performing some of the protocol handling directly on the INP using an HP proprietary SOS microprocessor. Customers also get added flexibility in configuring their network connections. The INP can connect to another INP over modems or directly (hardwired). The INP can also connect to your customer's present Synchronous Single Line Controller (SSLC) over modems or directly using a modem eliminator cable. The INP cannot connect to a hardwired serial interface (HSI). With the INP, data can be transferred at up to 56,000 bits/sec data rate.

All new communications products that we support in the future will be designed with the INP as the interface.

Presently, there are no connections between a Series 30 or Series 33 and an HP 1000.

DS/3000 ordering remains unchanged. The standard product number is 32190A; the RIGHT-TO-COPY product number is 32190R. Public announcement of DS/3000 on the Series 30 and Series 33 will be on October 1. Availability of the INP and DS/3000 on the Series 30 and 33 will be given at NPT Tour time.

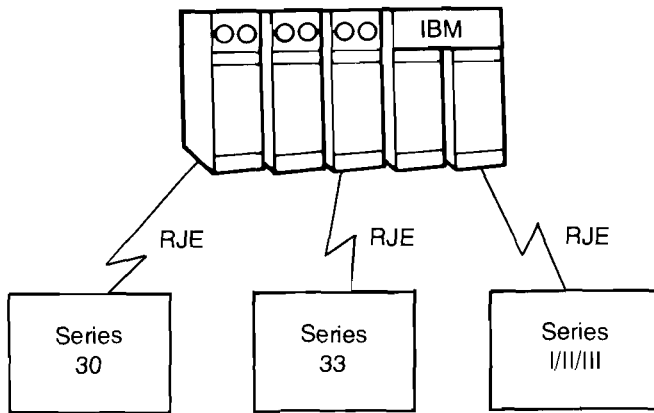


**RJE/3000 on the Series 30 and 33!**

By: John Chisholm/GSD



With the introduction of RJE/3000 (Remote Job Entry or 2780/3780 emulation) on the Series 30 and 33, RJE/3000 has been made available on EVERY MAKE, EVERY MODEL, and EVERY SHAPE of HP 3000 THE WORLD HAS EVER KNOWN!!



Unlike MRJE, which is only available on the Series II or III, YOU CAN SELL RJE WITHOUT EVEN WORRYING about what model HP 3000 your customer has! Also unlike MRJE, which is compatible with mainframes using only certain job entry subsystems, RJE can be used with ANY IBM mainframe that supports real 2780/3780 devices.

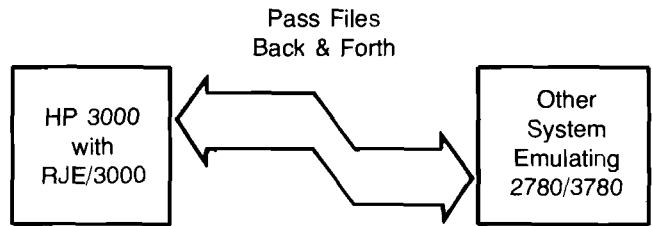
**RJE on the INP:  
Better Performance and Higher Speed**

On the Series 30 and 33, RJE uses the new Intelligent Network Processor (INP) as a hardware interface. The INP off-loads communications overhead from the HP 3000 CPU, and provides communication at speeds up to 19.2 Kbits per second (TWICE as fast as the SSLC!)

On the Series I/II/III, you can use either the INP or SSLC for RJE. The INP is generally recommended for better performance and greater flexibility. See the INP performance data in the RJE/MRJE Field Training Manual — in the DDP Binder distributed during NPT Tour time.

**RJE is Versatile!**

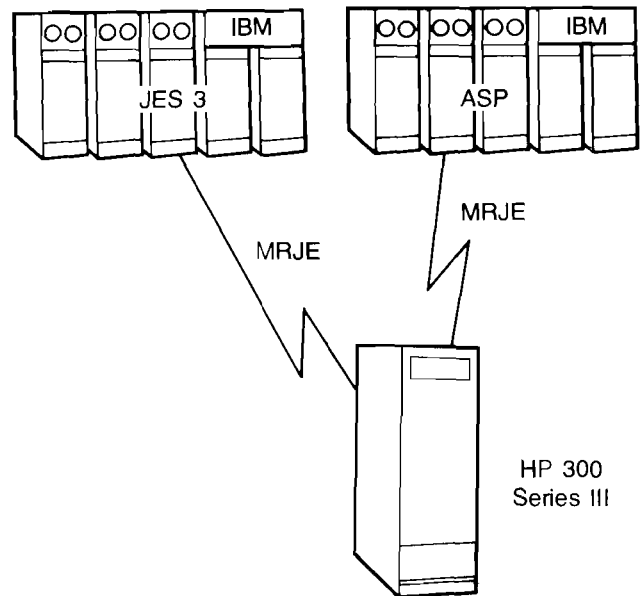
Don't forget that RJE can also be used for communicating (passing files) with many vendors' systems — not just IBM. See the RJE/MRJE Field Training Manual for details.



**SELL RJE — ON THE SERIES 30, 33 or III!!**

**MRJE Now Works with JES 3 and ASP!**

By: John Chisholm/GSD



MRJE/3000 (Multileaving Remote Job Entry) is now compatible with IBM mainframes using JES 3 and ASP job entry subsystems! This means that you can sell Series III's where customers need MRJE capability in more mainframe environments than you could before.

**WHOA! What's this JES 3 and ASP Jazz?**

JES 3 (pronounced "jezz 3") and ASP are job entry systems. A job entry subsystem is software on a mainframe ("host") computer that receives, spools, and schedules jobs for execution, and sends job output to the appropriate device.

Up to now, MRJE has been compatible with HASP II and JES 2, the most widely used job entry systems. Now, it is also compatible with JES 3 and ASP, which are often found in large, service bureau environments. ASP is used on the larger IBM 360's, such as the 360/65. JES 3 is found on larger 370's or 303X's, like the IBM 370/168 or 3033. You will encounter ASP less often than JES 3, because there are fewer large 360's out there than 370's.

Different job entry systems are used with different IBM mainframe operating systems. For example, JES 2 and JES 3 are used with OS/VS2 (MVS). ASP is used with OS/MVT.

**So There are now FOUR different Job Entry Systems that MRJE can be Used with?**

That's right!! They are: HASP II  
 JES 2  
 JES 3 (NEW!)  
 ASP (NEW!)



Excluding smaller IBM mainframes running DOS-type operating systems, most models of the IBM 360, 370, 303X, or 4300 use one of these job entry subsystems (before you sell MRJE, be sure to inquire what job entry system is being used on the mainframe.) In addition, MRJE can be used with IteI, Amdahl, and other mainframes that use the same operating software as the IBM mainframes!

**Then How Come MRJE is called "HASP Workstation" Capability?**

Because multileaving remote job entry workstations are most widely used with the HASP II job entry system. But MRJE is not restricted to HASP II!

**What's So great about MRJE?**

- Plenty:**
- \* Automatic Job Output Routing
  - \* MRJE Manager to maintain "Law and Order"
  - \* Joblog file keeps record of all jobs transmitted
  - \* Can prepare jobs during the day and have them transmitted automatically during the night
  - \* Friendly, easy-to-use commands
  - \* ANY terminal can be used by MRJE manager to issue commands to the mainframe

**WOW!! MRJE IS a pretty neat product!!**

**SELL MRJE — ON THE SERIES III!!!**



**Major Enhancements Are Made to MTS/3000**

By: Tom Black/GSD

The MTS/3000 communications subsystem (Multipoint Terminal Software) is a major element in the HP 3000 data communications strategy. It can offer significant advantages over point-to-point communications both in terms of communication costs and system performance. MTS/3000 has been enhanced to provide even more customer features. Specifically, the enhancements are:

- In addition to being supported in point-to-point mode, HP 3075, 3076, and 3077 factory data collection terminals are now supported with MTS/3000. They can be mixed with 264X terminals on the same line, giving you the flexibility needed to sell complete MULTIPOINT factory solutions.
- The data link terminal connection mode is now supported. This provides a new lower cost alternative for configuring hardwired multipoint terminals. The data link is particularly suited to factory environments.
- The System Manager has much more control over the operating characteristics of MTS/3000. For example, the System Manager can now control the order and frequency which each terminal or group of terminals is polled, thus providing the ability to give priority to certain applications on the line.
- The diagnostic program MPTEST has been greatly expanded to perform a thorough test of the multipoint configuration and terminals in order to diagnose errors in line configuration before they become service problems.
- The impact of non-responding or busy terminals on the rest of the terminals on the line has been significantly reduced.

The net of these enhancements is a more powerful and flexible MTS/3000 product. Remember, in the proper situations, MTS/3000 can significantly reduce both installation and monthly costs for customers while at the same time increasing their performance. Read the following pages to get the details on how and where to sell MTS/3000. Then team it with your Series III systems to provide complete MULTIPOINT SOLUTIONS for your customers.

**Features and Benefits**

**MTS/3000**

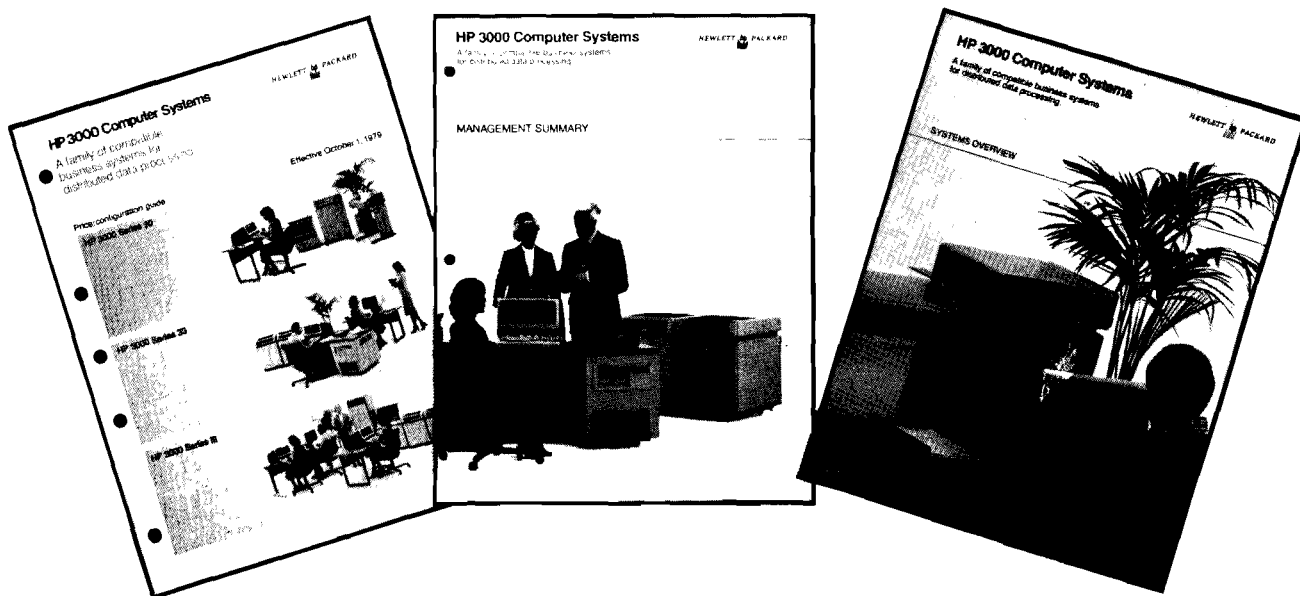
Feature	Benefits
• Test program locates configuration errors and tests individual terminals.	Reduces service calls by allowing the customer to checkout and verify his configuration.
• Flexible operator control over polling sequence and frequency.	Allows lines to be tailored to specific customer needs.
• Fully Integrated with MPE-III.	Easier applications program conversions to make.
• MTS/3000 software is compatible with HP VIEW/3000	Existing HP VIEW/3000 users have no program commands to make.

- |  |   |  |  |
|--|---|--|--|
| <ul style="list-style-type: none"> <li>● Operator has control over which terminals are on or off-line.</li> <li>● 307X and 264X terminals can be put on the same hardwired line.</li> <li>● Multiple terminals can share a single line.</li> </ul> | <p>Allows terminals to be moved or powered down without affecting other terminals on the line.</p> <p>Makes it easier to set up complete factory data collection and processing networks.</p> <p>MTS substantially reduces communications costs for the customer.</p> | <ul style="list-style-type: none"> <li>● Up to 9600 bps transmission speed.</li> <li>● Full page mode operation.</li> <li>● Hardwired asynchronous 9600 bps terminals may be up to 2000 feet apart.</li> <li>● Automatic error checking and retransmission.</li> </ul> | <p>Greater throughput for a given communications line and/or reduce transmission costs.</p> <p>More effective use of CPU and communications line.</p> <p>Flexibility in placing terminals.</p> <p>Allows high speed transmission while ensuring integrity of data.</p> |
|--|---|--|--|

## Sales Aids

### High KOALATY HP 3000 Sales Literature

By: Rich Edwards/GSD



GSD's strategy is to merchandise the HP 3000 family in a common set of sales literature — one HP 3000 Price/Configuration Guide, General Information Manual (GIM), etc. — covering the Series 30, Series 33 and Series III. All literature is being written from scratch for use on or after October 1, 1979. Each piece is designed to amplify the new HP 3000 "tagline":

**A FAMILY OF COMPATIBLE BUSINESS SYSTEMS  
FOR DISTRIBUTED DATA PROCESSING**

The following pieces of sales literature will be available for the HP 3000 on October 1:

Name	Description	Part Number
HP 3000 Computer Systems: SYSTEMS OVERVIEW	New 4-color 6 page flyer with 3 page fold-out poster of Series 30, 33, III systems. Hang one up on your wall today! Use for seminars and mailings.	5953-0583
HP 3000 Computer Systems: MANAGEMENT SUMMARY	New 4-color 24 page management introduction to HP 3000 systems. Topics discussed emphasize selecting HP as the prospect's business systems supplier and the key features, advantages and benefits of the HP 3000. Use this with managers to give them a high level introduction to the HP 3000 Family.	5953-0582

HP 3000 Computer Systems: DATA SHEET	Have your customers been looking for a single sheet with a summary of the HP 3000 technical data? You now have just what they need in a compact format. Line drawings of the systems (Series 30, 33, and III) with minimum and maximum configurations complement a page of technical data. Use in conjunction with the HP 3000 poster/flyer for additional technical details.	5953-0585
HP3000 PRICE/ CONFIGURATION GUIDE	Totally revised to be even more readable and illustrative! Sections include: HP 3000 product family; Configuration overview, configuration guides; ordering examples and pricing of Series 30, 33 and III systems; HP 3000 software; HP terminals and modems; HP 3000 systems communications products; and HP 3000 training, documentation and site preparation data.	5953-0580
HP 3000 UPGRADE PRODUCTS PRICE/ CONFIGURATION GUIDE	Also totally revised to be more comprehensive, readable and illustrative. This P/C Guide includes maximum configuration diagrams for all older HP 3000 systems. A new section has been added on software and software support for Pre-Series II systems.	5953-0579
HP 3000 GENERAL INFORMATION MANUAL	Totally revised to add the Series 30, Intelligent Network Processor (INP), Software and Hardware Support services. This is the one piece of sales literature that fully describes the HP 3000 and all hardware/software subsystems. Use the GIM with the technical specifier.	5953-0584
HP 3000 SYSTEMS PERFORMANCE GUIDE	Performance tests are underway to expand this brochure this fall. The current edition is still valid since the Series 30 and Series 33 have the same performance.	5953-0556

The following chart summarizes the HP 3000 sales literature:



**HP 3000 BUSINESS SYSTEMS**

SALES PURPOSE	MANAGEMENT AUDIENCE	TECHNICAL AUDIENCE
LEAD GENERATION	SYSTEMS OVERVIEW (flyer/poster) HP 3000 DATA SHEET	
QUALIFICATION	MANAGEMENT SUMMARY (4-color brochure)	
EVALUATION		HP 3000 GIM
CLOSE	HP 3000 SYSTEMS PERFORMANCE GUIDE	
ORDER	PRICE/CONFIGURATION GUIDE	

The following pieces of sales literature, while not written exclusively about the HP 3000 family, will be valuable sales tools:

Name	Description	Part Number
A WORKING PARTNER-SHIP: Hewlett-Packard's practical, proven approach to meeting your long-term computer needs	An introduction to Hewlett-Packard as a supplier of calculators and computers. The cover is a photograph of the HP 3000 Series 33.	5952-0077
HP DISTRIBUTED PROCESSING SOLUTIONS FOR BUSINESS AND INDUSTRY	An introduction to HP's distributed systems solutions.	5953-0543

IMAGE: INFORMATION MANAGEMENT USING HP BUSINESS SYSTEMS	New 4 color 16 page management introduction to the benefits of HP's IMAGE data base management system. Several applications are included.	5953-0581
HP COMPUTER SYSTEMS SOFTWARE SUPPORT SERVICES DATA SHEET		5953-0577
HP COMPUTER SYSTEMS CUSTOMER SERVICES DATA BOOK		5953-3301

**MFG/3000 APPLICATIONS SOFTWARE SALES LITERATURE:**

Name	Description	Part Number
MFG/3000 GENERAL INFORMATION MANUAL	A management oriented manual that describes the benefits, operation and use of each of the MFG/3000 products: Engineering Data Control (EDC/3000), Standard Product Costing (SPC/3000), Inventory and Order Status (IOS/3000) and Material Requirement Planning (MRP/3000). It also describes the benefits of a standard application product including training, documentation, consulting, and support.	5953-0576
MFG/3000 MANUFACTURING SYSTEMS DATA SHEET (EDC/3000, IOS/3000, MRP/3000)	A description of the specific features of EDC/3000, IOS/3000, and MRP/3000. It also defines and specifies product related training, documentation, consulting, and support. Ordering information is also included.	5953-0540
MFG/3000 MANUFACTURING SYSTEMS DATA SHEET (SPC/3000)	A description of the specific features of SPC/3000. It also defines and specifies related training, documentation, consulting, and support. Ordering information is also included.	5953-0573

**Slide Presentations as HP 3000 Sales Tools**

*By: Rudann Clark/GSD*



A wide variety of slide presentations have been created to support your HP 3000 sales effort. Some of them have an exclusively HP 3000 orientation, others incorporate all of the business systems product lines, or even the full range of products produced by the Computer Systems Group. All are listed below with the part numbers and U.S. prices needed for ordering.

## EXCLUSIVELY HP 3000 PRESENTATIONS

Topic	Description	35mm Slide Kit (English language)	Overhead Slide Kit (English language)
HP 3000 SYSTEMS OVERVIEW	Totally revised introduction to HP 3000 family of compatible business systems for distributed data processing. Includes Series 30, 33 and III (51 slides).	30000-60007 \$50	30000-60008 \$75
MPE OVERVIEW	Overview of the MPE Operating System and Utilities (Editor, FCOPY, Sort-Merge) (25 slides)	30000-60013 \$25	30000-60014 \$40
DS/3000 OVERVIEW	Customer slides and instructor guide (technical presentation — overheads only) (85 slides).	Not Available	30000-90128 \$130
DDP BENEFITS OVERVIEW	Management introduction to the benefits of DDP; non-product — specific (27 slides)	30000-60006 \$30	30000-90127 \$40

## PRESENTATIONS INCORPORATING THE HP 3000 FAMILY

Topic	Description	35mm Slide Kit (English language)	Overhead Slide Kit (English language)
HP IN THE COMPUTER BUSINESS, 1979 OR CSG OVERVIEW	Management perspective on HP in the computer business (data through FY 78) (23 slides).	30000-60009 \$25	30000-60010 \$450 (4-color overheads)
DATA BASE MANAGEMENT	Management introduction to data base management systems on HP business systems; features IMAGE (50 slides)	30000-60023 \$50	30000-60024 \$75
DISTRIBUTED PROCESSING OVERVIEW	Management introduction to issues associated with implementing distributed processing within their organizations; concepts, products, and success stories (105 slides).	30000-60021 \$105	30000-60022 \$160
MFG/3000 MANAGEMENT SEMINAR	Management introduction to interactive materials planning and control from HP (71 slides).	5955-1722 \$70 SPECIFY 35mm SLIDES ON ORDER	5955-1722 \$105 SPECIFY OVER- HEADS ON ORDER

All of these presentations, except the DS/3000 Overview (30000-90128) and CSG Overview (30000-60009/60010), have already been distributed worldwide or are scheduled for such distribution in late September when the necessary 125 sets have been produced. If you find that your office needs additional presentation kits after the automatic distribution is completed, you can order the required slide sets, complete with script and xerox hardcopy, by transmitting an internal order (IOS) to *Louise Watkins* in the Manual Distribution group at GSD. Please specify supplying division 47 to expedite your order.

NOTE: Additional slide presentations which focus exclusively on the HP 3000 and HP 250 are also available. Watch for a complete list of all orderable slide presentations in a later issue of the CS Newsletter.

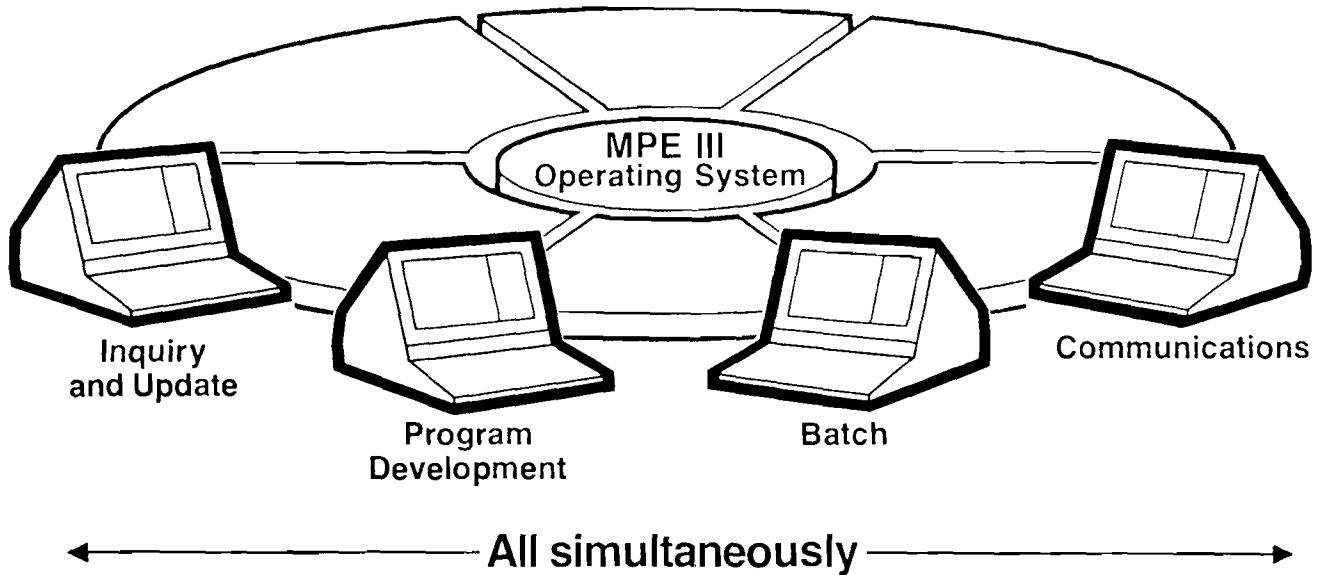


**Something NEW in the HP 3000 Field Sales Notebook**

By: Gwen Miller/GSD

# INTEGRATED ACCESS TO ALL SYSTEM RESOURCES

**makes MPE the only operating system you'll ever need**



As you read through your 1980 HP 3000 Field Sales Notebook, you will see a NEW chapter — MPE. We thought it might be helpful to refresh your memory on the direct benefits of MPE to customers, since it is the operating system that largely defines the character of the entire HP 3000 family. The Notebook chapter organizes MPE's benefits into five main areas, followed by a more complete description of the individual features mentioned and a chronology of all the MIT enhancements since MPE III was introduced. Also, don't overlook the competitive section — now you will know how to beat IBM, Data General, and others based on specific advantages of MPE over their operating systems! So be sure to read this chapter — When you sell MPE, you sell the HP 3000!

## Customer Reference Database Gets Upgraded!

By: Regina Fanelli/GSD



Good news for you reference lovers. Those of you who have used our customer reference database service with success will be happy to know that it's now better than ever. And for the rest of you who didn't even know we had one — read on!

Jeff Hartman, Sales Development Support for the Eastern region, has been working diligently on improving the structure of the database such that it will now provide more information items, speedier response, and easier update capabilities. At the present time, the database contains information on HP 3000 systems shipped out the door from the beginning of time (circa 1973) through January, 1979. Some of the key points a given customer file would cover are: the customer's market area, applications, sales rep, configuration of system, software purchased, peripherals, competition on the sale, whether the HP system replaced another existing one (e.g. System/3 replacement), and many other detailed bits of information. Since this new, improved version of the database is just about completed, we plan not only to add on the remaining systems which have been shipped — February through August — but also to do a massive update of the existing files.

This Customer Reference Database is for you, but without your help it will not succeed. When the update forms come across your desk, please fill them out as completely as possible and return them promptly to me. Just this little bit of effort reaps great benefits. When you are in dire need of a few good reference accounts to present to your prospective customers, all you have to do is pick up the phone and call me, *Regina Fanelli*, Sales Development, on x3097, and I will query the database for your specific request. You may get either a few good leads immediately over the phone, or I can send you a formatted report listing every qualified entry for your request. An excellent example of our own award-winning product, IMAGE/3000, at work for you.

Keep those calls coming in and

### GOOD SELLING

#### 3075/3076 Demo on HP 3000

By: *Tom Black/GSD & Serge Daoust/DTD*

Don't wait any longer. You can now demo the 3075 and 3076 data capture terminals on the HP 3000. And it's SUUUPER!!

Refer to the Grenoble News section of the August 1 issue of the *CS Newsletter* for more details on this demo application and how to obtain your personal copy.

#### DATA CAPTURE TERMINALS AND HP 3000 A "GENERAL" FEELING OF WELL BEING

#### Merging Test with Data on the HP 300

By: *John Whitesell/GSD*

Have you ever had a prospect ask, "When will I be able to do both data processing and text editing on the same computer system, and in fact be able to combine the two?"

The answer is "You can do it today on the HP 300!"

The following article describes how you yourself can sit down at an HP 300 IDS Console or HP 300 Workstation, with little or no specialized training on the product, and actually develop some text, combine it with some data, and print out the resulting report yourself.

Who would want to do this sort of thing? Normally those people who regularly generate reports or letters where the text stays pretty much the same but the data frequently changes — or vice versa. Your customers may be able to think of a number of cases where this situation exists within their organizations. Such areas as order reporting, financial reporting, and warranty analysis are likely candidates.

By the way, if you have a prospective customer who wants to be able to print his/her report on a letter-quality printer, and this requirement means the difference between your getting and not getting the order, then call your friendly HP 300 sales development contact.

Remember, HP's office computer system of the 1980's can do some amazing — and very useful — things today!

## An Example of How to Merge Text with Data on the HP 300

By: *John Whitesell/GSD*



*Regina Fanelli* composing a report on the HP 300.

Let's suppose we want to issue a report or letter that contains a table of several columns of data, imbedded within some text. Here's an example of what can be done at the IDS or at an HP 300 Workstation, to create and/or edit the text as well as process the data and incorporate it into our report. (Depending on your familiarity with the HP 300, you may want to keep handy a copy of the Console Operations Manual, Typist Reference Manual, and/or on-line HELP facility.)

1. First process the data as desired and put it in a sequential, KSAM, or relative file. Let's name the file DOLLARS.  
(One way to do this without writing a program is to enter the TYPIST environment, key in the data, and copy this document of data to your file by pressing the COMMAND/COMPOSE softkey to enter the COMMAND mode and typing the command COPY TO UNNUMBERED FILE DOLLARS.)  
(Alternatively you could use an already existing sequential, KSAM, or relative file, such as INVRPT in the DEMO domain. This file can be viewed before using by typing the command VIEW INVRPT. After viewing, be sure to enter the command CLEAR LOWER (or CL L) to close the file.)
2. Enter the TYPIST environment, by typing the command TYPIST, and write/edit the MODULE MAIN (you're automatically there) all the text that will precede the table of data.  
(Remember, in HP 3000 Typist you're not constrained to 80 characters per line. You can easily create and edit up to 160 characters per line of text and data at the IDS, so you can print textual information that is wider than 8-1/2 inches.)
3. Now enter another module of TYPIST, say Module Three, by pressing the COMMAND/COMPOSE softkey and typing the command EDIT MOD THREE. Then press the COMMAND/COMPOSE key to return to COMPOSE mode and write/edit the remainder of the text.

4. Now type the command EDIT MOD TWO to create an additional module. Then type the command COPY UNNUMBERED FILE DOLLARS. (This command automatically provides the TYPIST sequence numbers that will come in handy later on.) Observe that our table of data now resides in text module Two.
5. Return to Module Main by typing the Command EDIT MOD MAIN. Now enter the Commands COPY ALL OF MODULE TWO and COPY ALL OF MODULE THREE. We have now combined all the modules into one.
6. To print our report on either the 2631A or 2608A, just type the command PRINT. (To print just a portion of the report, type PRINT LINES XX/YY, where XX specifies the beginning line to be printed and YY specifies the last line to be printed. For even fancier capabilities, please refer to the TYPIST reference manual.)
7. To stop the system, press the EXIT TYPIST softkey and then type in the command STOP SYSTEM.

**It's as easy as that!**

## How to Reorganize Your HP 300 KSAM File

By: Steve Wilk/GSD

Here's a quick way to improve response time of your heavily used KSAM files without having to write a program to unload and reload. By only using Amigo/300 Operating System commands, a KSAM File can be reorganized. This is what you do:

1. Create a Direct File with the same key attributes as your KSAM file, using the *system* hashing and *one* home block.  
*example* CREATE DIRECT FILE REORGFIL
2. Copy the KSAM file "KFILE" to the created file  
*example* COPY FILE KFILE TO REORGFIL
3. Purge your KSAM file  
*example* PURGE FILE KFILE
4. Create your KSAM file with same file attributes as before.  
*example* CREATE KEY FILE KFILE
5. Copy the Direct file to the newly-created KSAM file  
*example* COPY FILE REORGFIL TO KFILE

## HP 300 Supports 4000-Foot Hardwired Terminals

By: Curt Gowan/GSD

Need to install a hardwired terminal up to 4000 feet (1200 meters) from the HP 300? A fully-supported 9600 Baud all-HP solution is now available via a pair of HP 30037A Asynchronous Repeaters.

### What to order:

1. Instruments:  
2 ea HP 30037A Asynchronous Repeaters
2. Cables:  
either (a) several HP 13232R cables. 100 feet (30 meters) — can be used in series.  
or (b) 1 ea HP 5061-2401 connector kit (provides both ends) and up to 4000 feet of HP 8120-2305 shielded cable (75 ohm, 22-gauge, four twisted pairs — alternate source: Brand Rex POSS4P22)
3. Labor:  
either (a) time for HP CE to install connectors as described in 30037A Installation and Service Manual (part no. 30037-90003)  
or (b) customer may elect to install connectors

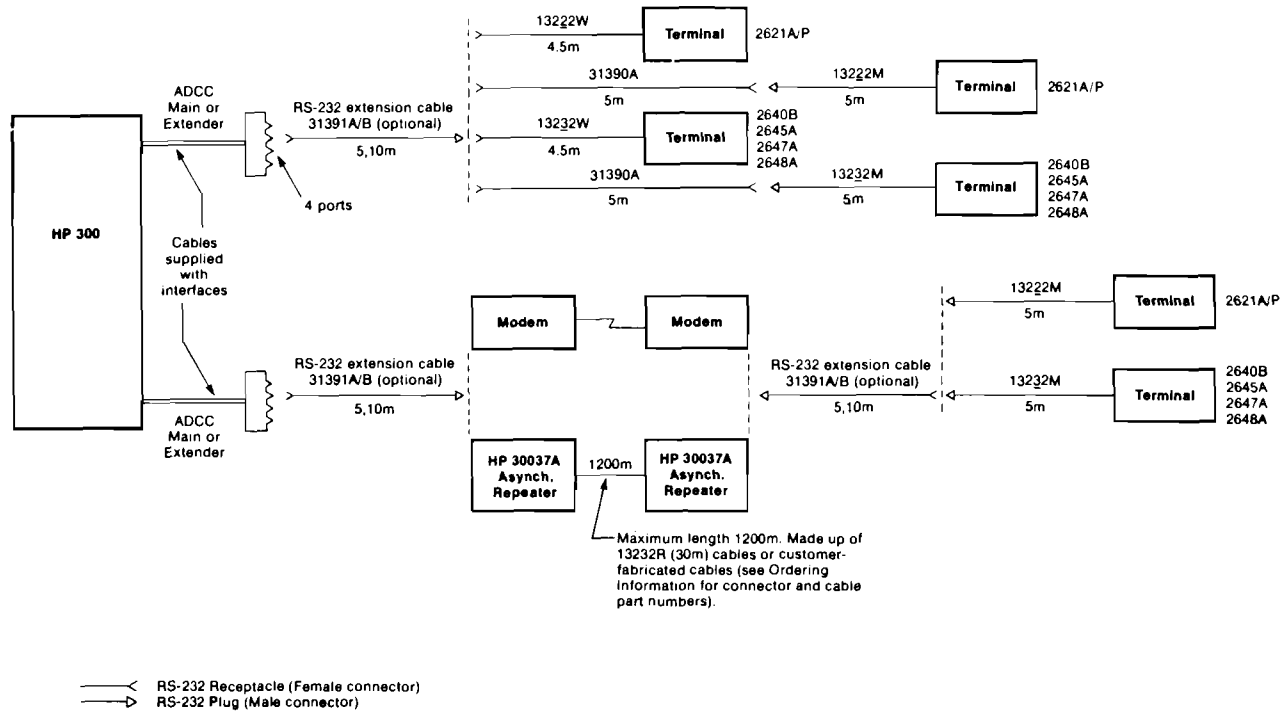
### What to watch for:

- Installing the cable itself is customer's responsibility
- Warranty on HP cable covers indoor use only; service contract does not cover cable; warranty and service contract on Repeater do not cover lightning damage.
- Do not confuse this use of the Repeater with multidrop 2645A/30037A configurations, which are not supported on the HP 300.

The block diagram shows all of the supported HP 300 terminal connections:

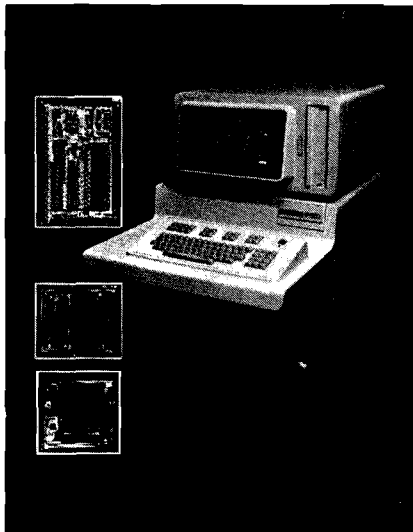
- hardwired to 50 feet (15 meters) at 9600 baud
- via Asynchronous Repeaters to 4000 feet (1200 meters) at 9600 baud
- via Bell 113C, 113D, 103J modems at 300 Baud
- via Bell 212A modems at 300 and 1200 Baud

As you can see, the HP 300 offers a broad range of terminal alternatives.



**HP Journal on HP 300**

By: Bob Bowden/GSD



As you've seen by now, the complete issues of both the June and July HP Journal are dedicated to the HP 300 Computer System — the first time that two full issues of the Journal have been devoted to a single major product!!

Additional copies of these Journals are now available in limited quantity from the corporate literature distribution center and can be ordered by requesting the June 1979 HP Journal for the HP 300 and/or the July 1979 HP Journal for the HP 300.

Also copies of the HP 300 Poster (an X-ray view of the product showing key features) are now available and can be ordered with literature number 5953-3706.

**New HP 300 Price/Configuration Guide**

By: Curt Gowan/GSD

Bulk copies of the revised HP 300 Price/Configuration Guide now available. The Guide covers:

- new products
- new software and software prices
- bundling of IMAGE into system
- price reduction on 128 Kb Memory Array boards (formerly \$4,000; now \$2,500)

**Does Your OEM Ship 300's Outside the U.S.?**

By: Bea Smith/GSD

If your OEM customer plans to export a 300 to Europe or to an ICON country, he probably will want quality HP support there.

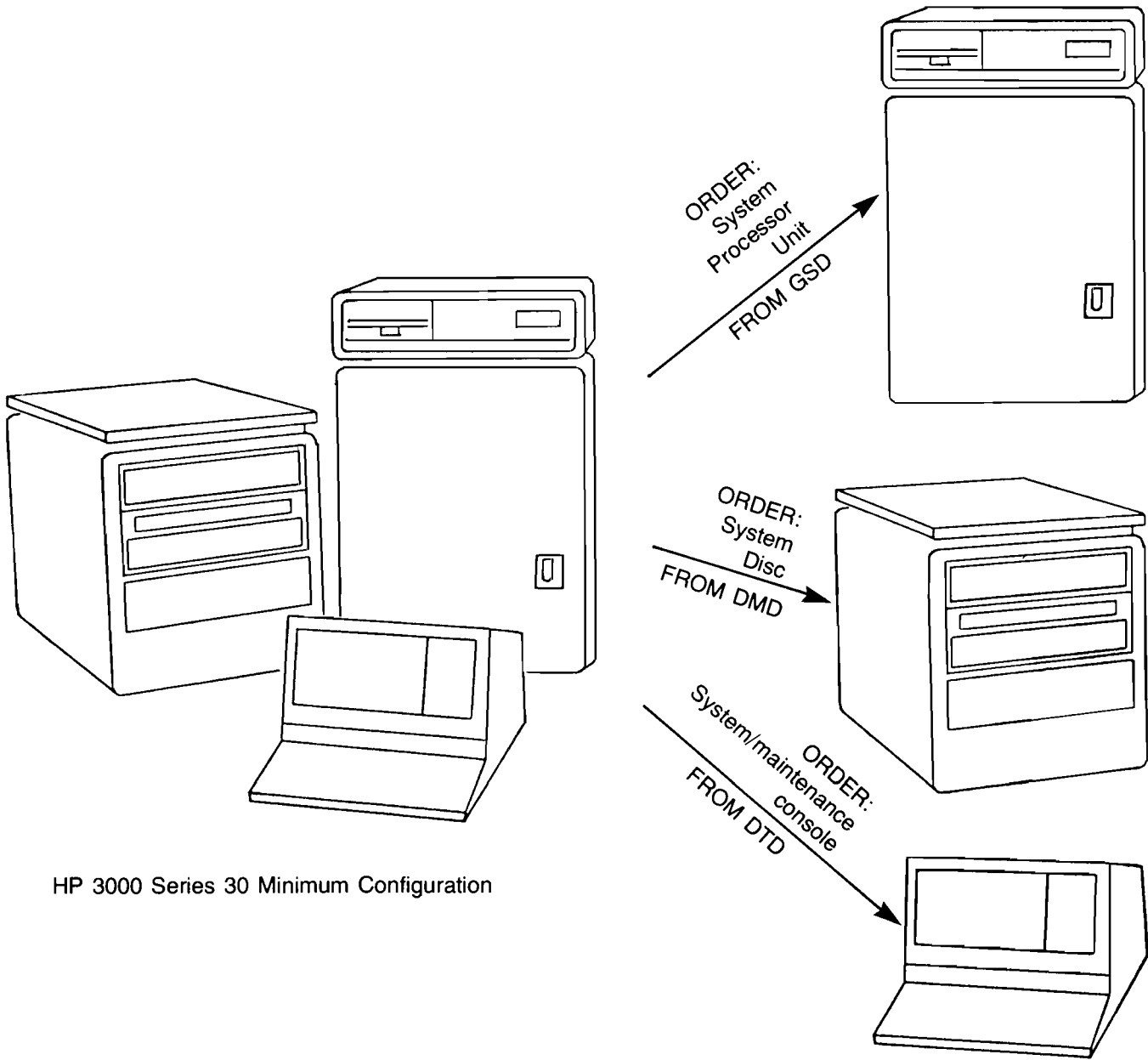
To make sure his expectations are met, DO NOT FAIL TO DO THE FOLLOWING:

1. Contact one of the following  
*Peter Rosenblatt*, 300 Product Mgr. Boeblingen, or  
*Larry Amsden*, Latin America Area Mgr. Palo Alto (ICON), or  
*Tony Abbis*, Far East Area Mgr. Palo Alto (ICON).
2. Negotiate the level of support which will meet the customer's expectations.

# General News

## Coordinated Shipments — A New Procedure for Ordering HP 3000's

By: Rich Edwards/GSD



HP 3000 Series 30 Minimum Configuration

Beginning October 1, 1979, HP 3000 systems will be ordered with system peripherals shipped from the HP manufacturing division rather than from GSD. This new procedure has been implemented to eliminate double shipping peripherals to GSD and then to the customer. Eliminating double inventory will mean reduced costs and greater profit sharing for us all. Each division will thoroughly test all peripherals before shipping. Customer Engineers will perform additional system verification tests to ensure the continuation of our high level of customer satisfaction with the HP 3000 hardware.

Ordering HP 3000 systems is simple: customers can now order the system processor unit from GSD and the required system peripherals as line items:

**TO ORDER A STANDARD HP 3000 SYSTEM, ORDER:**



	ONE SYSTEM PROCESSOR UNIT	ONE SYSTEM DISC	ONE SYSTEM CONSOLE	OTHER REQUIRED PERIPHERALS
SERIES 30	32430B 60HZ	7906M, 7920M, 7925M WITH OPTION 102	2649E	*
	32431B 50HZ	7906M, 7920M, 7925M WITH OPTION 102 AND 015	2649E WITH OPTION 015	*
SERIES 33	32412B 60HZ	7906M, 7920M, 7925M WITH OPTION 102	2649E	*
	32413B 50HZ	7906M, 7920M, 7925M WITH OPTION 102 AND 015	2649E WITH OPTION 015	*
SERIES III	32435B 60HZ  **	7920M,7925M  **	262x+CABLE 263x (CABLE STANDARD) 264x+CABLE **	7970E, 7970B WITH OPT 324 **

\* With 7906M disc no extra peripherals are required. With a 7920M or 7925M disc, an additional serial storage device is required – either a magnetic tape drive (7970E) or serial disc (7920S or 7925S) – for system backup.

\*\* For Series III systems, order option 015 for the system and each peripheral for 230 VAC, 50 Hz, single phase operation.

See the HP 3000 Price/Configuration guide for the new HP 3000 configuration guides and ordering examples.

**The Enhancement That Isn't**

By: Len Croley/GSD

Issue 21 of *Communicator 3000* mistakenly refers to an enhancement that is not yet available. The mistake, which is on p. 41, is Fix Number 552, module name Spooling, module number 79, and it reads "allows Remote Spooling." This is not true for the 1918 version of MPE nor are there any firm plans to offer this capability.

**HP 3000 Backlog Conversion**

By: Rich Edwards & Tim Fuller/GSD

Good news! With the introduction of KOALA (the Series 30) and the new "B" versions of the HP 3000 Series 33 and Series III, THERE IS NO BACKLOG CONVERSION. All orders in the backlog will be shipped with the system peripherals supplied from GSD.

If you place any change orders to Series 33 or Series III systems after November 1 (the date the "A" product

numbers will be off the Corporate Price List), you must override HEART/COCHISE and retransmit the order as an "A" version product number.

Some customers may consider converting an existing Series 33 order into an order for a Series 30. If you change a Series 33 order to a Series 30, remember to order all of the following (the customer needs to place a new purchase order because the product numbers are new):

System Processor Unit	32430B 60Hz	\$28,525
	32431B 50Hz	
Add Console Table	Option 201	425
System/Maintenance Console	2649E*	6,350
System Disc (20Mb)	7906M-102*	14,875
Add 4 ports (ADCC Extender)	30019A-030	1,600
	TOTAL	\$51,775

\*order option 015 for 230 VAC, 50 Hz operation

Be sure to inform the customer that a Series 30 doesn't contain an isolation transformer. The customer is responsible for providing "clean" power to the system; an external isolation transformer may be required at the customer's expense. Specification details are in both the HP 3000 Price/Configuration Guide and the Series 30 Site Preparation Manual.

### Streamer and Spooler added to the HP 300 SE Contributed Library

By: *Walter Utz/GSD*

The ability to run a job stream consisting of previously selected programs, and spool output files to a printer, has been provided in BASIC programs for the HP 300. The job stream can include any mix of programs written in BASIC, RPG, or SL/300. The output files will be printed with or without carriage control, as specified. In addition, the spooler can be invoked directly from a running program which makes it possible to select output files dynamically.

The spooler acquires the printer when it has output files to print, and releases the printer when it is in the WAIT state. This permits other programs to use the printer in the course of a normal days operation. Each printed file is identified with a time and date stamped title page to permit easy separation of the printed reports.

The streamer and spooler are separate BASIC programs which communicate via memory files. The programs take advantage of the multiprogramming capability of the HP 300, and they can be run concurrently with other programs or program development. The programs will be added to the HP 300 SE contributed library. If you wish additional information, or an advance copy of the programs, contact *Walter Utz*, GSD Cupertino, 408 725-8111 ext. 3712.

### 1980 HP 300 SE Training Schedule

By: *Mariann Tymn Ososkie/GSD*

During 1980 User Services will offer each of the three phases of the HP 300 Training Program in two week modules at GSD, Cupertino, Bldg. 47.

The starting dates for the modules are as follows:

SEI	Jan. 21
	Apr. 21
	Sept. 8
SEII	Mar. 10
	June 2
	Oct. 20
SEIII	June 16
	Dec. 1

Contact *Roxanne Hetzel*, COMSYS Code 5000, for registration.

### SL/300 Customer Course

By: *Sallie Young/GSD*

Announcing an encore of the SL/300 three day seminar! User Services will be offering a Systems Language course for the HP 300 on October 22 through October 24, 1979. Systems Language/300 is a machine-independent procedure oriented, high level implementation language which is block structured in design. The course is designed for programmers who will be developing applications using SL/300. Students attending this course should have knowledge or some familiarity with another language such as ALGOL, PL1, or SPL and should have already attended the Systems Programming course (a two week course designed to introduce the operation and features of the HP 300. The course will be offered October 1 through October 12, 1979). Topics covered include a brief discussion of each of the SL/300 programming constructs, I/O with SL/300, and developing SL/300 procedures that can be called from other languages.

The seminar is priced at \$300.00 for three days. To register for this class, submit a HEART order with the following information:

Product Description	SL/300 Programming
Product Number	31364A
Required Date	October 22, 1979
Product Line	62
Price	\$300.00
Sales Force	02
Marketing Division	47
Sup. Division	4762
Special Instruction	ATTN: <i>John Holden</i>
	Name of Attendee: _____

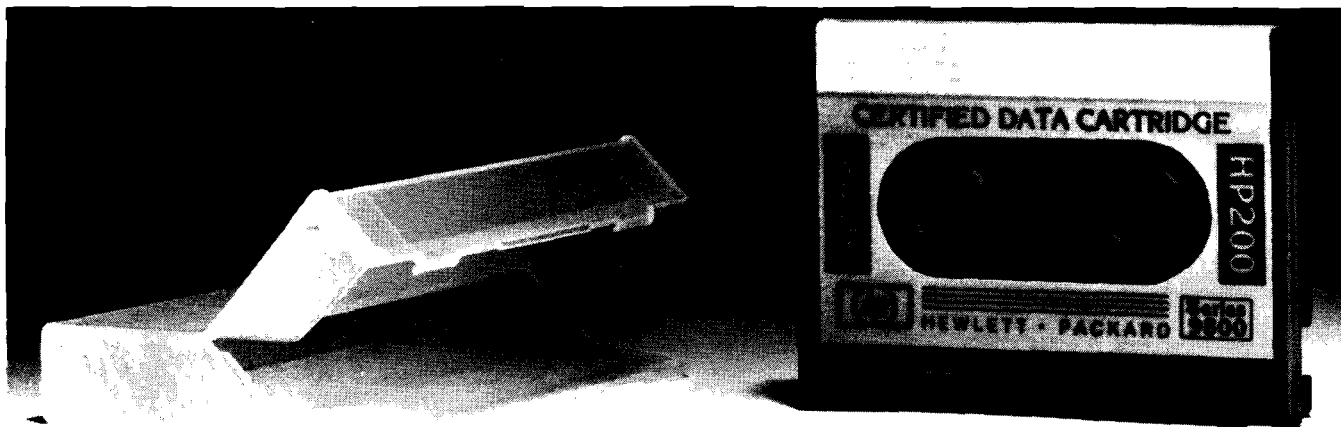
Further information can be obtained through *Sallie Young/GSD*, extension 3705.

# CS GROUP NEWS

## Computer Supplies News

### New HP Mini Data Cartridge Certified 100% Error Free

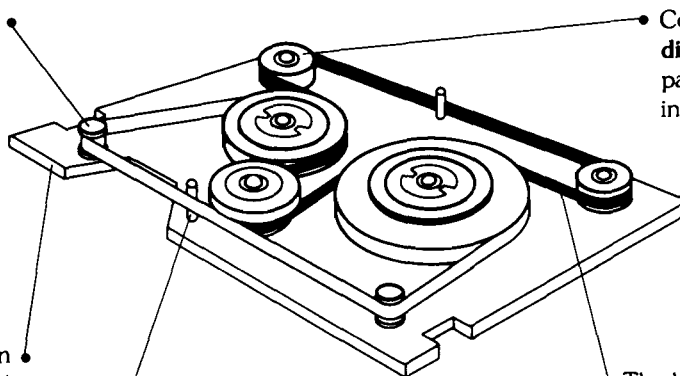
By: Fran Jeffries/CSO



HP has a new minicartridge, certified 100 percent error free, as introduced by Desktop Computer Division. The new Model 98200A, which is a package of 5 mini data cartridges, offers reliable data storage for Series 9800 desktop computers and 264X series display terminals. *The 98200A five-pack replaces existing single cartridge number 9162-0061 which is no longer sold as of September 1st.*

**Tightly-controlled tolerances** set for the finished surface of the HP tape guides are one example of the rigid specifications applied to the cartridge's makeup — less than one millionth of an inch variation — to maintain long tape life and reliability.

The metal baseplate construction helps insure **accurate alignment** to tape guides and other internal parts, while providing a **grounding surface** to protect the cartridge from the effects of static electricity.



Corner-fixed rollers **eliminate distracting noise** and early part wear caused by any floating part vibrations.

**High precision placement** of the cartridge's internal parts is evident in the cartridge guide-pins. These pins must be within 1/1000 of an inch of perpendicular.

The heart of the HP cartridge is the belt which features custom-designed elasticity properties that assure **balanced tape tension and drive force** critical to proper tape to head contact.



The new minicartridge is completely manufactured and tested by Hewlett-Packard. After assembly, each cartridge is certified over its entire tape length. This involves testing by recording and reading back data with a 1,600-bit-per-inch density at a critical threshold level. Only cartridges reading all the data with zero errors earn acceptance and certification.

Model 98200A is supplied as a package of five cartridges each individually boxed and shrinkwrapped. The price is \$90 for the package (same price as for five of the

9162-0061). For volume purchases, there are substantial discounts as follows:

98200A (Package of 5 cartridges)	% Discount	Price
1	—	\$90
2 - 4	10%	\$81
5 - 19	20%	\$72
20 - 99	30%	\$63
100 +	40%	\$54

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