

# HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

November 1987



**HP SketchPro Graphics Tablet**  
The industry-standard tablet with  
HP quality and reliability

# HP CHANNELS

Volume 7, No. 1

Editor  
**Tracy Wester**

*HP Channels* is published monthly for Hewlett-Packard's value-added businesses to provide you with information about HP's products and services to help you be more successful.

For further information on any of the products and services discussed in *HP Channels*, please contact your HP sales rep.

See back cover for subscription information.

*Note: Not all HP computer products are sold and supported in all countries. Please check with your local HP sales office.*

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On the cover

## HP CHANNELS



HP SketchPro Graphics Tablet  
The industry-standard tablet with HP quality and reliability.

The HP SketchPro graphics tablet combines industry-standard compatibility with traditional HP quality, reliability, and support. Designed for the PC CAD user, the HP SketchPro tablet includes all available accessories at a competitive price. See article on page 13.

HP CHANNELS  
November 1987

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

**For research and education purposes only.**

## Commercial Value-Added Business Advisory Council Formed



*Members of the newly formed Commercial Value-Added Business Advisory Council are (l to r) Bottom row: Jerry Hart, Data Systemsfor Industry; Bill Murphy, HP; Linda Woolley, Highline Duta Systems; Jerry Ferrell, Ferrell Ventures; Greg Bull, Cott Corporation. Middle row: Michuel Goldberg, Financial Data Planning; Ian Farquharson, Infocentre Corporation; Herb Hughes, Summit Information Systems; Merwin D'Souza, Jurgovan and Blair, Inc.; Joe Peters, Distribution Resources Co. Top row: Bill Glynn, Systems of the Future; Allan Gardner, BSA Inc.; Ken Roberis, American Data Industries; David Stalker, Hurris & Paulson.*

Hewlett-Packard has formed a Commercial Value-Added Business Advisory Council consisting of executives from 13 Commercial VARs and software suppliers. The council members reflect a cross section of commercial value-added businesses.

The purpose of the council is to provide a formal, two-way channel of communication between HP and our value-added businesses. Council members will help shape Hewlett-Packard's commercial value-added programs by giving feedback about existing programs and products and making suggestions about their future direction. The council will meet on a semiannual basis with rotating membership.

The inaugural meeting of the council took place in Cupertino, California, in August. Hosted by HP's Business Systems Sector Marketing Manager Bill Murphy, the agenda included discussions about the value-added program, vertical markets, working with the HP sales force, and commercial products. An update about Hewlett-Packard's office integration program and a workstation product review were also on the agenda. In addition, council members had a chance to meet top HP management at an executive dinner.

Council member Linda Woolley, president of Highline Data Systems in

Toronto, summed up the event by writing, "I have come away from our initial meeting extremely enthusiastic and full of ideas. The new understanding I have gained of Hewlett-Packard's policies, programs, and products will help me direct my own organization in a manner that will be mutually beneficial. I hope, in return, you have learned more about the value-added channel's needs and concerns."

Hewlett-Packard is represented on the council by the following members:

John Bieske, Manager, VA Channels, Intercontinental  
Bill Copeland, Manager, Commercial Vertical Markets Program  
Dave Duckworth, Manager, Commercial VA Marketing Programs  
Phil Endliss, Manager, Corporate VA Channel Support  
Ralph Godfrey, National Sales Manager, Commercial Systems  
Julie Kertzman, Manager, Medical Group VA Channels Program  
Jim McDonnell, Manager, U.S. VA Channels Program  
Bill Murphy, Marketing Manager, Business Systems Sector  
Marilyn Rauchle, Manager, Commercial VA Channel Development Programs.

## **COMMERCIAL VAR CONFERENCE SCHEDULED FOR MARCH 1988**

Commercial VARs should mark March 13-15, 1988, on their calendars. These are the dates for the next Hewlett-Packard Commercial VAR Conference, to be held at the beautiful new Fairmont Hotel in San Jose, California.

Commercial VARs should consider this conference essential to attend. Key information about HP's business strategies, products, and marketing plans will be communicated. In addition, VARs will have an opportunity to give feedback to top HP management at the "HP Forum" roundtable, and also through informal, interactive sessions.

The conference will open with registration and a welcome reception on Sunday, March 13. Monday and Tuesday will include general sessions, workshops, and a product fair. The conference will conclude on Tuesday afternoon, March 15, with optional vertical market workshops.

Commercial VARs will receive more information about the conference in the coming months via direct mail and articles in **HP Channels**.

## ***HP FINANCIAL MANAGEMENT SYSTEMS AND STI – A WINNING COMBINATION***

Services Techniques Informatiques (STI), a Canadian software house dedicated to providing total solutions for the hospital market, is an outstanding example of a successful relationship between HP and a value-added channel vendor. This relationship is responsible for bringing HP financial management software and HP hardware to six hospitals in French-speaking Canada. The most recent sale, to Cite De La Sante De Laval, consisted of the HP Financial Accounting (HPFA) high-end bundle and \$475,000 worth of HP hardware.

The hospitals have profited from STI's experience in the hospital sector and STI's focus on their special needs. After winning the sale, STI assists in setting up the chart of accounts, tailoring report formats, and training the users of the new system. The HP-STI relationship continues as HP undertakes the support of the new customers.

The HP-STI relationship is meeting with great approval from its customers. Richard Hebert, financial director of Hotel Dieu de Sherbrooke, reports how their FMS system exceeded their expectations, "We chose STI on the basis of hospital studies about financial and administrative applications . . . Thanks to this system, our control is improved, we have faster access to information,

and our users of the system find their work more interesting."

STI won these hospitals based on the company's excellent reputation in the hospital field and the demonstrated quality of HP's hardware and software offering. Yves Robitaille, general director of Hotel Dieu de Sherbrooke, describes why his hospital chose FMS, "We wanted a system that was truly interactive, and one that could be integrated into our different systems. We wanted to be certain that the supplier was dependable and professional. We chose STI and we are convinced that we made the right choice. We wanted a system with good quality and good reputation . . . STI supplied exactly what we needed."

In the HP-STI relationship, we have an excellent example of how HP has joined forces with value-added channel vendors to provide integrated solutions for niche markets.

For more information about the HP-STI relationship, contact Maureen Burke at the address below.

Hewlett-Packard Ltd.  
Kirkland Sales Office  
17500 Trans-Canada Highway,  
S SRV Rd.  
Kirkland, Quebec H9J 2X8  
Canada  
514-697-4232

*(Note: The quotes in this article were originally in French. The quotes as they appear here are free translations into English.)*

**SUCCESSFUL SOLUTIONS** is a forum for you as HP value-added businesses to share your sales expertise and experiences with our readers. If you have a success story or application article that you feel would benefit other value-added businesses, we would like to hear from you. Please send your ideas, comments, articles, and questions to:

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Editor, **HP Channels**  
Hewlett-Packard Company  
3200 Hillview Avenue  
Building 16L  
Palo Alto, CA 94304  
U.S.A.



## Customer Support

Training

### HP SQL CUSTOMER

### COURSE NOW

### AVAILABLE

HP's ITG Data Management Learning Products Group has developed a new classroom course to meet demands for training on the ALLBASE/HP SQL database management system. The HP SQL Condensed Customer Course is designed to provide relational database training for anyone new to HP SQL on either HP-UX or MPE/XL operating systems.

The course is five days in length and will provide the training necessary for interactive use, database administration, and application programming.

Upon completion of the course, the student will be able to do the following:

- Use ISQL commands
- Formulate SQL commands to access and modify data
- Create and maintain DBEs and databases
- Perform logging, backup, and recovery functions
- Prepare backup and recovery strategies
- Implement database security
- Manage transactions, locking, and error handling
- Embed SQL data manipulation commands into programs
- Develop and compile programs using preprocessors

A sample database is used throughout the course to allow students to practice solving real-world database problems in labs.

The prerequisite for this course is the Relational Technology - A Productivity Solution primer (PIN 5954-6676) and the preskills listed below:

- General operating system skills such as session startup, file security, file editing, and printing output on different devices
- Basic knowledge of database models
- General programming skills in FORTRAN, Pascal, or COBOL (at least one year of experience).

For further information, contact your nearest HP education center.

Training

### ECM CLASSROOM

### COURSE PRICE

### REDUCED

The price of the Executive Card Manager (ECM) Classroom Learning Pack (CLP, PIN 89913F) will be reduced. The ECM CLP contains an instructor's guide, student handout materials, and overhead transparencies for the classroom presentation. It's a half-day class that may be retaught as frequently as you like.

ECM continues to be a popular database management tool for business professionals. There's a continuing need to teach people how to use it. The CLP is a good way to meet the need. The CLP, which is intended for use with the HP Vectra PC, combines the best features of self-paced training with the best of instructor-based training. Class participants are asked to perform a variety

of ECM tasks on their own. At other times, the instructor presents concepts and procedures. At all times, an instructor is present to share experiences and answer questions.

Whether you use an HP instructor or do your own training, the new, low-cost ECM classroom course is well worth considering to meet your future ECM training needs.

Training

### HP OFFERS

### ENHANCED

### HP LASERJET

### PRINTERS SERVICE

### TRAINING

Hewlett-Packard Customer Service Training is offering an enhanced HP LaserJet printers service training course.

Course 50042A is a five-day class developed to train customer service and maintenance personnel in diagnostic, repair, and maintenance techniques for the HP 2686A/D and the HP 33440A laser printers.

Students will be taught to service the respective printer from the perspective that the equipment is an integral part of an office-PC network. Hardware knowledge is reinforced with selected PC-LaserJet configuration methods. The

class is 40 percent lecture and 60 percent lab.

Interested users can subscribe to one of the following options:

- Option 001: HP 2686A/D printer, five days.
- Option 002: HP 33440A printer, four days.
- Option 003: HP 2686A/D and HP 33440A printers. seven days.

The 1987, 50052A schedule is listed below.

- At Customer Service Training headquarters, Mt. View, California:

December 14-18  
January 5-9  
February 1-5  
March 21-25

At Rockville Technical Training Center, Rockville, Maryland:

November 16-20  
January 25-29  
March 28- April 2

For more information, please contact HP's Customer Service Training at 415-691-5300 or via our toll-free numbers 800-523-0696 (in the U.S.) or 800-882-9595 (in California).

## Technical Computers

HP 9000

# HP ME-ASSIST FOR FASTER ME-CAD STARTUPS

Many first-time CAD buyers want to ensure that their CAD system will be a useful design tool and not just a "fancy computerized drawing tool" that will end up sitting in a corner unused. HP is introducing a new structured consulting implementation service in November called HP ME-ASSIST to ensure users a fast, effective startup of their HP ME-5, -10, or -30 CAD system.

### Implementation versus installation

Installation means making sure the hardware and software are up and running. Implementation means making sure that the ME-CAD tool is used to its maximum advantage in the user's environment. Issues such as security access, drawing file structures, and parts file structures must be addressed up front to avoid the need to go back and redefine these structures further down the road. HP ME-ASSIST provides users with the implementation assistance to address these issues.

HP ME-ASSIST provides users with:

- A definable (and commissionable) service to ensure that they experience an efficient and effective startup of their HP ME-5, -10, or -30 CAD system
- Consistent and efficient deliveries of ME-CAD implementations

### Using a structured process

HP ME-ASSIST provides users with a step-by-step process to follow so they know what questions need to be asked and who in their organization should be

involved. Checklists and workbooks are provided to make their implementation plan thorough, yet easy to use.

### On-site consulting

HP ME-ASSIST includes on-site consulting to help guide the users' project team through the planning and implementation process. The guidance will keep them on track and help them avoid time-consuming pitfalls, yet provide them with the knowledge and experience to maintain their system and plan for future growth.

### Customer deliverables

With ME-ASSIST, users will get the items listed below, as well as the on-site implementation assistance mentioned above.

- One seat in an ME-10 or ME-30 product training class
- Implementation handbook
- Components of a successful implementation
- ME-ASSIST project notebook
- Project planning lists and forms
- System administrator's notebook
- System administration forms
- ME orientation workbook
- Structured activities guidelines

### Modular product structure

Since users' needs vary with the size of their system and their experience level, HP ME-ASSIST has been structured in a modular format. A base unit



can be purchased for the first workstation and then add-on modules can be purchased to cover additional workstations, networking, SRX Graphics, and customization. The total ME-ASSIST cost results in approximately 10 percent of the system cost.

HP-ASSIST products are priced so they can be phase-billed to spread the costs over the entire implementation period. The modules include:

Product No.	Description
98365A + 60A	ME 5/10-ASSIST Base Unit
98365A + 60B	ME 5/10-ASSIST Additional two workstations
98365A + 60C	ME-ASSIST on Network
98365A + 60D	ME-ASSIST Add to M E Network
98365A + 65Z	ME Silo-ASSIST Additional Service Unit
74836A + 60A	ME-30 ASSIST Base Unit
74836A + 60B	ME-30 ASSIST Additional two workstations
74836A + 60C	ME-30 ASSIST SRX Graphics
74836A + 65Z	ME-30 ASSIST Additional Service Unit

## Promotion

Look for HP's advertisement on support in the October issue of *Managing Automation*, which will be distributed at Autofact. Support will also be represented at HP's booth at Autofact.

**Hewlett-Packard Support...**

the difference between getting by and getting ahead.

HEWLETT PACKARD

HP 9000

## AGREEMENT PUTS SMALLTALK-80 ON HP 9000 COMPUTERS

HP and ParcPlace Systems of Palo Alto, California, have concluded a marketing agreement that will make the full line of Smalltalk-80 software-development systems available on the HP 9000 Series of technical workstations.

Smalltalk-80 is an object-oriented (rather than a procedural) language that is incorporated into a programming

environment. It retains a purely object-oriented model, unlike hybrids such as Objective C. In Smalltalk, objects represent data such as numbers, queues, file directories, and programs. Objects can provide functionality, but they should be thought of as building blocks, each capable of sending and receiving messages.

Smalltalk easily accommodates the changing needs and requirements of its user. To develop applications, users simply add building blocks. Because of its object orientation, Smalltalk requires users to break down problems differently than they would when working in a procedural language. Programmers must create solutions in which objects send and respond to messages.

Smalltalk also boasts the premier interactive user interface (replicated for some time by other software creators). With a set of windows that includes various panes separating graphic or textual information, programmers may select or direct the display via pop-up menus with a mouse. From its inception, Smalltalk's design goals have been to improve programmer productivity, which is the goal of all computer-aided software engineering (CASE) products.

Smalltalk, designed originally at Xerox's Palo Alto Research Center, was demonstrated on an HP 9000 Model 350 at AAAI in July, and IJCAI (Artificial Intelligence Conferences) in August. Additional Smalltalk-80 information can be acquired by contacting ParcPlace Systems, Palo Alto, California, at 415-859-1000.

HP 9000

## HP 9000 MODEL 320 SYSTEM BUNDLES TO BE DISCONTINUED

With the introduction of the HP 9000 Model 330 and 350 system bundles – offering greater price performance over comparable Model 320 system bundles – demand for Model 320 system bundles has declined sharply. As a result, it is HP's intent to remove all HP 9000 Model 320 system bundles from the HP Price List, effective January 1, 1988. After January 1, all Model 320 system bundles will enter a 10-year support life. The following HP 9000 products will be affected by this discontinuance.

Product No.	Description
98582B	Model 320M workstation
98582L	Model 10ML workstation
98583B	Model 320C workstation
98584A	Model 320AIM AI development system
98585A	Model 320AIC AI development system
98586A	Model 320CX workstation
98587A	Model 320SRX workstation

It should be noted that the Model 320 SPUs, 98561 B, and 98561 C, are not affected by this discontinuance. Users will still be able to order these products so that they can customize a system to their specific needs.

If you have any questions, please contact your HP sales rep.

### Also in this issue

HP 9144A on Technical Workstations 15

## Personal Computers

Portable

## HP PORTABLE VECTRA CS PC TESTED SOFTWARE LIST

The HP Portable Vectra CS personal computer is designed to provide software product compatibility with 808618088 microprocessor-based personal computers such as the IBM PC/XT. This software compatibility allows the HP Portable Vectra CS PC user to take advantage of the wide range of currently available off-the-shelf software.

Now available is a Tested Software List that includes over 100 software products that have been tested by an independent software testing lab and verified compatible with the HP Portable Vectra CS PC. These applications include top-selling software titles in the areas of database applications, graphics, communications, word processing, integrated business applications, project management, utility software, as well as languages and compilers. The Tested Software List by no means includes all software compatible with the HP Portable Vectra CS PC, but provides an easy reference for users with compatibility questions on the most popular software titles.

The HP Portable Vectra CS PC Tested Software List (PIN 5954-8981) is available through your HP sales rep.

Portable

## PRINTERS FOR THE HP PORTABLE VECTRA PC

HP's ThinkJet printers satisfy the two major segments of the portable marketplace. For the highly mobile field professionals who need to print quotes, receipts, and the like at the customers' site, we recommend the battery-powered HP ThinkJet printers. The battery-powered Centronics HP ThinkJet printer (PIN 2225P) is ideal for the HP Portable Vectra PC, and the HP-IL HP ThinkJet printer (P/N 2225B) for the HP Portable and Portable Plus. Both units provide up to 200 pages of continuous printing on an 11-hour battery charge. They weigh under seven pounds, and have carrying cases available from Direct Marketing Division (DMK), PIN 13269TT. The battery-powered Centronics HP ThinkJet printer requires a special cable for connection to the HP Portable Vectra PC (PIN 92219Z) that is also available from DMK.

For the mobile office professionals who do most of their printing at the office, the AC-powered Centronics interface HP ThinkJet printer (PIN 2225C) is recommended for the HP Portable Vectra PC. The AC-powered RS-233 interface HP ThinkJet printer (PIN 2225D) is recommended for the HP Portable and Portable Plus. These HP ThinkJet printers are not confined to the office – a cigarette lighter adapter is available from Radio Shack for a U.S. list price of \$4.99 (archer cat. number 270-1534B).

*continued on next page*

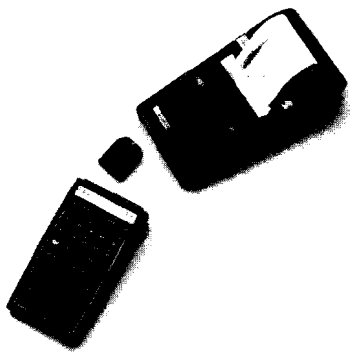
The following table is a recap of the HP ThinkJet printer family:

Model	I/O	Power	Hosts
2225A	HP-IB	AC	HP technical computers, HP ISO
2225B	HP-IL	Battery	HP Portable, Portable Plus, calculators
2225C	Centronics	AC/12V	HP Vectra PC, HP Portable Vectra PC, IBM compatibles
2225D	RS-232	AC/12V	HP Portable, Portable Plus, terminals, PCs
2225P	Centronics	Battery	HP Portable Vectra PC, IBM-compatible portables

Note: 2225P requires 9221YZ cable for connection to the HP Portable Vectra PC, etc. 2225D requires 9221YP cable for connection to the HP Portable, Portable Plus.

Portable

## NEW INFRARED PRINTER INTERFACE FOR HP-41 CALCULATOR



The HP 82242A infrared printer module plugs into the HP-41 calculator to provide an invisible, infrared light link to the HP 82240A Infrared Printer.

The new HP 82242A infrared printer interface module, available November 1, 1987, allows the HP-41 advanced

programmable calculator to be used with the battery-powered HP 82240A infrared printer. This little module is big news for users because now there's a more convenient, low-cost printing solution to offer HP-41 customers with data collection applications.

The HP-41 can transmit and receive data and perform a wide variety of system management functions. Plenty of available software, peripherals, and enhancements make it one of the most powerful, versatile calculators available today. And now, with the HP 82242A infrared printer interface module and HP 82240A infrared printer, users can back that power with quick, convenient printouts.

The module transmits data to the infrared printer via an invisible infrared light beam. The elimination of cables and its small footprint make this HP-41 printing solution an excellent choice for use at crowded workstations. The module plugs into the HP-41, leaving three ports free for other uses. The HP-41, module, and infrared printer provide:

- Elimination of cords that clutter crowded work areas
- Battery-powered portability (with optional AC adapter)
- Compact size
- Variable print speeds
- Graphics capability

Users can increase their performance and productivity by customizing the HP-41 system to perform the functions they need. The HP 82242A infrared printer interface module, used with the HP-41 and HP 82240A infrared printer, gives users another excellent opportunity to provide innovative systems. Put it to work for yourself today.

Product No.	Description
HP 82242A	Infrared Printer Interface Module
HP 82240A	Infrared Printer

For more information, contact your HP sales rep.

Desktop

## HP-HIL ACCESSORY INTERFACE FOR THE HP VECTRA CS PC AVAILABLE SOON

Support for HP-HIL pointing devices is provided on the HP Vectra CS PC by the optional HP Vectra CS PC HP-HIL accessory interface. This plug-in card, which will be available in the first quarter of FY88, will allow HP-HIL pointing devices to be connected to the HP Vectra CS PC. It will also enable several HP software applications to access certain advanced features of the multimode video adapter (P/N 45981A).

### Connecting HP-HIL devices

The HP Vectra CS PC HP-HIL accessory interface will make it easy to connect HP-HIL pointing devices such as the HP Mouse (PIN 46060A), the HP Graphics Tablet (P/N 45911A), and HP Touch (PIN 35723A). Because the HP Vectra CS PC uses an industry-standard keyboard connector, HP-HIL keyboards are not supported. Support for the HP-HIL barcode reader (PIN 92916A) is under investigation.

### Enhanced support for the multimode video adapter

The multimode video adapter normally emulates the IBM color/graphics adapter (CGA), which has maximum display resolutions of 640 x 200 for graphics, and 25 lines for text. When the HP Vectra CS PC HP-HIL accessory interface is installed in an HP Vectra CS PC, certain applications can use the multimode video adapter to display higher resolutions. Drawing Gallery, Charting Gallery, Executive MemoMaker, AdvanceLink, and the HP Terminal Program can then display

graphics at a resolution of 640 x 400. AdvanceLink and the HP Terminal Program can show 26 lines of characters, allowing 24 lines for text and two for soft keys. Because it uses a special video driver, Microsoft® Windows® for the HP Vectra PC (P/N 45954A) will display at a resolution of 640 x 400 with the multimode video adapter regardless of whether the HP-HIL accessory interface is installed.

### Alternatives to HP-HIL

Those who wish to use a pointing device with the HP Vectra CS PC have several alternatives. Besides the HP-HIL devices, the new HP SketchPro graphics tablet (P/N 7060A) attaches to the serial (RS-232) port that comes standard with the HP Vectra CS PC. Microsoft offers a mouse that also connects to the serial port. While the Microsoft Mouse is not distributed or supported by HP, it has been tested by an independent laboratory and found to be compatible with the HP Vectra CS PC. In addition, the HP Vectra CS PC is designed to be compatible with the many other pointing devices that work with the IBM PC XT.

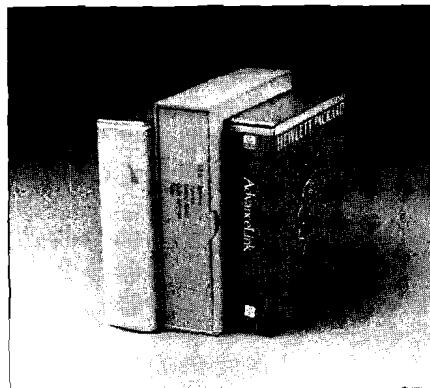
### Ordering information

Although the HP Vectra CS PC HP-HIL Accessory Interface was listed in the October 1 HP Price Guide, it cannot be ordered yet. Ordering information will be announced when the HP Vectra CS PC HP-HIL Accessory Interface is placed on the HP Price List.

*Microsoft® Windows® are U.S. registered trademarks of Microsoft Corporation.*

Desktop

## HP VECTRA OFFICE PC ENTRY PACK: IDEAL SOLUTION FOR THE NEW HP PORTABLE VECTRA PC

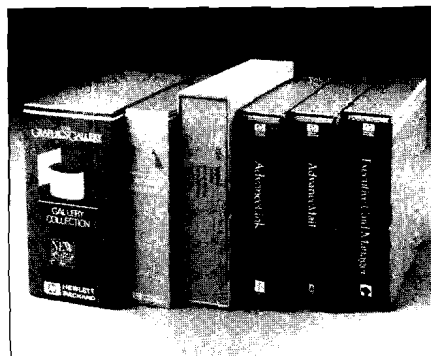


*The HP Vectra Office PC Entry Software Pack*

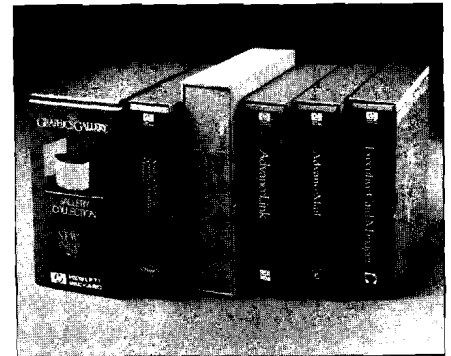
The HP Vectra Office PC Entry Software Pack provides a software solution to meet the basic office software requirements of users, whether they work with financial, marketing, or other data on site, in a client's office, on the road, or at home.

The Entry Software Pack, P/N 68306F, includes Lotus® 1-2-3®, Executive MemoMaker, and AdvanceLink. Include Opt. 003 to get the software on 3 1/2-inch discs, which are required for use on the new HP Portable Vectra PC.

Lotus 1-2-3 is the most popular spreadsheet program for personal computers. Executive MemoMaker is a powerful, yet easy-to-use word processor, and AdvanceLink provides communication to an HP 3000.



*The HP Vectra Office PC Professional Software Pack*



*The HP Vectra Office PC Assistant Software Pack*

For users who require a complete office-software solution, there is the HP Vectra PC Office Professional and Vectra PC Office Assistant Software Packs.

Product No.	Description
68300F*	HP Vectra PC Office Professional Pack <ul style="list-style-type: none"> <li>- Graphics Gallery - <i>new</i> Version 2.0</li> <li>- Executive MemoMaker</li> <li>- Lotus 1-2-3</li> <li>- Executive CardManager</li> <li>- AdvanceMail</li> <li>- AdvanceLink</li> </ul>
68301F*	HP Vectra PC Office Assistant Pack <ul style="list-style-type: none"> <li>- Graphics Gallery - <i>new</i> Version 2.0</li> <li>- AdvanceWrite PLUS - <i>new</i></li> <li>- Lotus 1-2-3</li> <li>- Executive CardManager</li> <li>- AdvanceMail</li> <li>- AdvanceLink</li> </ul>

*\*Available in 5 1/4-inch media only. Software packages available individually in 3 1/2-inch media.*

Contact your HP sales rep for more information.

Desktop

## **HP 82964E VECTRA CADICAE SYSTEM BUNDLE OBSOLESCENCE**

Due to the new HP Vectra PC products that were introduced in September, the present configuration of the HP 82964E CADICAE system is no longer price/performance competitive and was obsoleted September 1, 1987.

The addition of a new, high-performance PC, a faster hard disc, a new coprocessor, and new video subsystems to our product line makes the present CADICAE system less competitive. HP is committed to the technical market with our PC product line. In fact, our new product family establishes HP's PCs as leaders in price/performance. Our offering has never looked better in the quickly changing PC-CAD market.

The product number for the new bundle has not yet been assigned, because the configuration is not final. Since the new products will be rolling out in the first half of 1988, there will be a delay before any new bundle can be added to the HP Price List. During this time, all component parts can be ordered separately to configure a CADICAE system for users that exhibits better price/performance characteristics. A suggested configuration is outlined here, which is made up of the new PC products.

## **12 MHz HP Vectra PC CADICAE system**

Product No.	Description
D1342A*	Model 42 SPU 12 MHz A++ CPU 640K RAM 1.2-Mbyte floppy Four-function controller card 40-Mbyte, 30 nsec half-high hard disc EGA video adapter
D1387A*	X MHz numeric coprocessor
35743A	EGA display
82959S	Tilt/swivel base
45951B*	HP Vectra PC MS-DOS 3.2

\*Denotes new component

A greater variety of configurations will be possible by the second half of 1988, and we will be able to offer a wide range of PC workstation configurations that should meet all your needs for PC-based CADICAE.

Desktop

## **ADVANCEWRITE PLUS AND HP VECTRA PC KEYBOARDS**

AdvanceWrite Plus has two keyboard layouts – one for the original HP Vectra PC keyboard, which is known as the standard layout, and one that has been designed for IBM or HP's IBM-compatible keyboards, known as the DOS-compatible layout.

Users who want the same user interface and keyboard mapping as found in AdvanceWrite I, II, and III, will need the original HP Vectra PC, or the new HP Vectra ES or ES/12 PC with the C1406A keyboard and the D1350A PC Kit. They will then be able to choose to use either the standard layout or the DOS-compatible layout.

Desktop

## **LOTUS 1-2-3 UPGRADE FOR THE HP TOUCHSCREEN PC EXTENDED**

Due to popular demand, and overwhelming response from users, the Lotus<sup>B</sup> 1-2-3<sup>®</sup> Release 2.01 Upgrade for the HP Touchscreen PC has been extended. HP will continue to offer this upgrade as long as there is sufficient demand.

The 1-2-3 Release 2.01 Upgrade (PIN 45566-63004) for the HP Touchscreen PC can be ordered from HP's Direct Marketing Division (DMK) by mail order only.

Users planning to upgrade in excess of 100 units, or who have participated in Lotus Development Corp's Major Account Upgrade Program for the HP Vectra PC/IBM version of 1-2-3, should contact their HP sales rep for special discounts.

1-2-3<sup>®</sup> and Lotus<sup>™</sup> are U.S. registered trademarks of Lotus Development Corporation.

Desktop

## **PICTURE PERFECT AND DIAGRAPH REMOVED FROM HP PRICE LIST**

Picture Perfect (PIN 45462A) and Diagraph (PIN 45463A) for the HP Touchscreen PC were removed from the HP Price List, effective October 1, 1987.

Beginning November 1, 1987, users can continue to purchase these products directly from the vendor, Computer Support Corporation, for an indefinite period of time. As of November 1, HP will discontinue distribution of these products, and users will be referred directly to Computer Support Corporation. Attn: Gail McCannon, 2215 Midway Road, Carrollton, Texas 75006, 214-661-8960.

Desktop

## **LOOKING AHEAD WITH THE HP WORD FAMILY**

Word-processing users should bear in mind a few key points in regard to HP Word, especially with the advent of the 900 Series HP 3000 systems.

- HP WordIPC is the ideal PC-based word-processing package for HP Word13000 users. They will require no retraining, and documents can be easily transferred to and from HP Word13000 to HP Word/PC. HP Word/PC is fully integrated and supported within the HP Personal Productivity Center (PPC) environment.

- The HP 150/HP Word terminal trade-up program presents HP Word13000 users with an offer they can't afford to refuse. For users migrating to the 900 Series, this is the ideal program for transferring their host-based word processing to the HP Vectra PC. This offer includes HP Word/PC and Print Central at a special price.

- HP Word13000 is functionally stable, which means that the product's quality and supportability will be maintained, but its functionality will not be enhanced. It will not be available on the 900 Series systems.

- HP is currently investigating the provision of a host server to allow HP Word/PC users to benefit from shared facilities such as printing, cataloging, and filing - which users enjoy today with HP Word/3000. It is intended to be provided on MPE/XL systems, although end-user functionality will only be available through HP WordIPC

Desktop

## **HP WORD FAMILY NOW SUPPORTS NEW LASER PRINTERS**

HP Word and HP WordIPC both now support the HP LaserJet 2000 and the HP LaserJet Series II printers. Now, users of the HP Word family can take advantage of the lower-priced HP LaserJet Series II printer, and the high-quality, high-volume HP LaserJet 2000 printer, which is ideal for sharing between word-processing users.

The current versions of the software available support the new printers by using the HP LaserJet printer family drivers, which are an integral part of the existing products. Therefore, with HP WordIPC, users will be able to print integrated text and graphics to the new printers, which could be either local or on a LAN, or accessed through Print Central and Resource Sharing. HP

Word users will be able to print plain text documents to a slaved or system-spooled printer.

However, there are a few restrictions and recommendations that should be followed to get the best results:

### **HP LaserJet 2000 printer**

- The printer should be configured within WordUtil as an HP 2686D (HP LaserJet 500 Plus printer with dual-bin sheetfeeder) when used with HP Word. It should be configured as an HP LaserJet Plus printer using the default options (i.e., not dual bin) for use with HP Word/PC. In both cases, the 'Secure Source' option on the printer should be set to ON.

- Font support is basic, so users should not use the internal fonts, but instead use the M, N, P, and Q cartridges to obtain the range of HP Word printing capabilities. The only time an internal font would be used would be if there was no cartridge inserted; in this case, the internal Courier 10 pitch font would be used.

- Envelopes should not be printed on the HP LaserJet 2000 printer, and the 'Without Envelopes' option must be used from the print menu when printing any document to the printer. Attempting to print an envelope will cause it to appear on the paper currently being used with the printer.

- As the HP LaserJet 2000 printer is supported as an HP LaserJet printer, some of the new printer's more advanced features are not supported, for example, duplex printing.

### **HP LaserJet Series II printer with the HP Word family**

- The printer should be configured in WordUtil as an HP 2686A (HP LaserJet or LaserJet Plus printer) with a single or letter bin for use with HP Word. It must be configured as an HP LaserJet Plus printer for HP WordIPC.

*continued on next page*



■ As with the HP LaserJet 2000 printer, only the M, N, P, and Q cartridges are supported. Softfonts are not supported.

■ Care should be taken if envelopes are being hand fed into the printer, since the envelopes now feed centrally into the new printer – existing files used to print envelopes will have to be edited slightly to enable the addresses to be positioned correctly on the envelopes.

Contact your HP sales rep for more information

*Desktop*

## **ORDERING NEW WORKSTATIONS FOR USE WITH HP WORD/PC**

The new HP Vectra ES and ES/12 PCs are the ideal workstations for HP Word/PC – providing the necessary power for a word-processing user at the right price.

Note however, that the current version of HP Word/PC (A.02.00) only supports the original HP Vectra PC keyboard layout. The new enhanced HP Vectra PC keyboard supplied with the HP Vectra ES and ES/12 PC preassembled systems (orderable via a single product number) will *not* be supported until the next release of HP Word/PC.

However, the original HP Vectra PC keyboard is *now* available with a DIN connector (instead of an HIL connector used with the original HP Vectra PC) – giving users the option of using the original keyboard with the new workstations. HP Word/PC users can continue to use the same familiar and easy-to-use keyboard mapping that has made

HP Word/PC the ideal PC word-processing package for migrating HP Word/3000 users.

HP Word/PC users can receive a DIN version of the original HP Vectra PC keyboard for use with the new HP Vectra ES and ES/12 PCs at no extra cost by ordering as follows.

Instead of ordering the preassembled system, the user should order three separate parts to get the system with the original keyboard:

1. The HP Vectra ES PC CPU, PIN 459XXD (instead of preassembled bundle D12XXA)  
*or*  
The HP Vectra ES/12 PC CPU, PIN 459XXC (instead of preassembled bundle D13XXA)  
*and*
2. The HP Vectra ES PC kit, PIN D1350A  
*and*
3. The HP Vectra PC keyboard/DIN, PIN C1406A

The DIN version of the original keyboard will be orderable until the end of September 1988, although HP Word/PC will support the new HP Vectra PC keyboard before then.

*Desktop*

## **HP OFFICESHARE ENHANCEMENTS**

On October 4, several enhancements to the HP OfficeShare family of networking products were announced. These enhancements greatly strengthen HP's offering in the PC networking arena. The new products are expected to begin shipping in early 1988.

### **New features**

The key new features announced are:

- Support of 30 users per server – up from 10.
- NetBIOS support for third-party applications. This will allow users to have access to key multiuser user applications from third parties including modem sharing and electronic mail.

Net/PC/RPM (InterProcess Communication/Remote Process Management) development package for developing distributed communication applications between PCs and HP 3000s.

- Network File Transfer (NFT) from PCs to HP 1000, HP 3000, HP 9000, and DEC VAX computers.
- Terminal Access from PCs to HP 1000, HP 9000, and DEC VAX computers.
- Support of HP SERIAL over back-to-back HP 2334s on X.25 connections.
- Simplified configuration and installation procedures.
- Lower memory requirements.

Support of DOS 3.X Windows applications for network users. This will allow users to run applications under Windows.

These enhancements improve HP's already strong offering in the PC networking arena. They add to our strengths of flexibility, outstanding PC/mini integration, and excellent cost/benefit value.

### **Also in this issue**

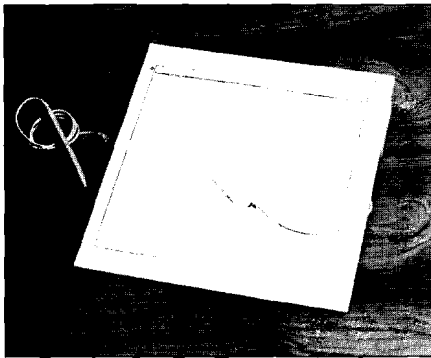
<i>ECM Classroom Course Price Reduced</i>	<b>4</b>
<i>HP 9144A Now Supported on HP Vectra PC</i>	<b>14</b>

## Peripherals

General

# INTRODUCING THE HP SKETCHPRO RS-232-C GRAPHICS TABLET

Hewlett-Packard now offers an industry-standard graphics tablet solution that supports AutoCAD, Versacad, CADKEY, and other major PC CAD packages. The HP SketchPro graphics tablet features traditional HP quality and reliability in a package that includes everything you need.



### HP quality, reliability, and support

The HP SketchPro tablet will work with virtually all major PC CAD and graphics packages because it can emulate two popular tablets, the Hitachi HDG-1111B and Summagraphics Bit Pad Two, as well as the Microsoft® Mouse. Standard RS-232-C interfacing allows easy connection to the HP Vectra PC and all IBM PC/XT and compatible computers. New patent-pending technology (Permuted Trace Ordering) means fewer parts, improved reliability, and lower cost.

One part number (HP 7060A) takes care of all the requirements. Ordering the HP SketchPro graphics tablet is easy because there are no options or accessories. Everything the user needs is in the box:

- Stylus (pen) plus
- Four-button cursor (puck)
- Serial cables for HP Vectra PC/IBM AT plus IBM PC/XT

- Software set-up instructions
- Microsoft Mouse emulation driver files
- Overlay hold-down protector

The HP SketchPro graphics tablet comes with both a stylus and cursor, so users can choose the device they prefer or change devices as they move to different applications. Two cables are provided; one to connect to HP Vectra PC/IBM AT-compatible computers, plus an adapter for IBM PC/XT and compatibles. Software set-up instructions provide all the information necessary to configure the HP SketchPro graphics tablet with major PC CAD packages.

The included mouse driver disc provides everything the user needs for full Microsoft Mouse emulation. This benefits PC-CAD users who have additional applications (such as Windows or business graphics) that support a mouse but not a graphics tablet. The HP SketchPro tablet's built-in softkeys make it easy to switch from tablet mode to mouse mode as different applications are selected.

Most users use a tablet menu overlay or template with their PC CAD package. The HP SketchPro tablet's attached overlay holder eliminates the need to tape these menus onto the tablet. The holder also protects the overlays, which are often difficult or expensive to replace when scratched or torn.

### Competitive pricing

The HP SketchPro graphics tablet has been attractively priced against its major competitors – Summagraphics SummaSketch, CalComp Drawing Board, Hitachi HDG-1111C (Tiger).

and Kurta IS/ONE. However, the best news is that a special price break is offered for quantity purchases of HP SketchPro tablets – the HP SketchPro tablet six pack (HP 7061A).

Over 70 percent of PC CAD users buy tablets with their systems. Now you can purchase a complete peripherals solution from HP.

### Ordering information

Product No.	Description
HP 7060A	HP SketchPro graphics tablet: includes stylus, four-button cursor, cables, mouse driver disc, overlay holder, and manual.
HP 7061A	HP SketchPro graphics tablet six pack: includes quantity of six of HP 7060A.

General

## HP 7510A COLOR FILM RECORDER – UPDATE

Because of many inquiries and an increased demand for the HP 7510A, HP has extended the discontinuance date of the HP 7510 color film recorder to January 1, 1988.

On November 1, 1987, the price of the HP 7510A was reduced. Purchase-agreement discounts will still apply.

### Benefits

- HP supports the HP 7510A for a full five years
- The HP 7510A has a 90-day on-site warranty

Contact your HP sales rep for more information.



General

## **ADCC RETURN**

### **CREDITS**

### **DISCONTINUED**

Effective November 1, 1987, HP is discontinuing return credits on the following ADCC products:

- PIN 30018AN, ADCC Main
- PIN 30019AN, ADCC Extender

The ADCC has been functionally replaced by the ATP, except for console connections on the HP 3000 Series 39, 4X, and 5X. Therefore, the low demand for remarketed ADCCs makes it necessary to discontinue the ADCC return credit program.

Mass Storage

## **HP 9144A Now**

### **SUPPORTED ON HP VECTRA PC**

Beginning November 1, the HP 9144A cartridge tape drive will be fully supported on the HP Vectra PC.

Support on the HP Vectra PC was achieved in response to customer requests for a single cartridge tape drive solution across all of HP's computer systems. The HP 9144A now provides this solution and becomes HP's preferred backup product for the HP Vectra and Touchscreen PCs. It replaces the HP 9142A tape drive which will be removed from the HP Price List on April 30, 1988.

### **A replacement for the HP 9142A**

The HP 9144A is a high-quality solution. It outperforms the HP 9142A in several areas and offers a number of additional benefits. The effective transfer rate of the HP 9144A (2 Mbytes/min) is up to twice that of the HP 9142A, while its read-after-write and error-correction capabilities ensure high data integrity. The use of preformatted media on the HP 9144A also saves time and effort. (Cartridges formatted on the HP 9142A are not compatible with the HP 9144A preformatted cartridges.)

### **Additional sales opportunities**

The HP 9144A is the solution for those users who need to exchange data between different HP systems. A Logical Interchange Format (LIF) utility is now available from the Oswego Software Company. This allows data interchange between the HP Vectra PC, HP 9000, and HP 1000 computers, using the HP 9144A.

It is also possible to share one HP 9144A between a number of workstations by loading the backup software and an interface card onto each PC. This is an attractive solution for users whose primary consideration is price. The low-cost HP 9144A also offers PC users a convenient and reliable backup alternative to multiple floppy discs.

### **Ordering information**

When ordering the HP 9144A for use with the HP Touchscreen PC, users must order Opt. 150. For use with the HP Vectra PC or IBM PC/XT/AT, users must order the HP 88500A discltape utility and interface card. Users will also need to order tape cartridges separately, using PIN HP 88140SC or HP 88140LC. As of November 1, tape cartridges will no longer be supplied with the HP 9144A.

Contact your HP sales rep for more information.

Mass Storage

## **HP 9142A**

### **DISCONTINUANCE**

### **NOTICE**

On April 30, 1988, the HP 9142A cartridge tape drive will be removed from the HP Price List. Final orders for the HP 9142A must be placed by April 30, 1988. The HP 9142A will have a support life of five years.

The HP 9142A is a 1/4-inch cartridge tape drive for HP and IBM-compatible PCs. It will be replaced by the HP 9144A cartridge tape drive which is now supported on HP PCs and the IBM PC/XT/AT. For more information on this replacement solution, see the previous article.

Mass Storage

### **PRICE DECREASE FOR THE HP 9144A TAPE DRIVE**

HP is pleased to announce that on November 1, the price of the HP 9144A cartridge tape drive will be reduced.

This significant price decrease provides new opportunities to sell the HP 9144A, both in the low-end HP 9000 workstation market as a replacement for floppy discs, and in the personal computer market as a replacement for the HP 9142A tape drive. (The HP 9142A is to be discontinued April 30, 1988.) The two related articles in this issue will help you to make the most of these new opportunities.

In line with this price reduction, the HP 9144A will no longer be shipped with a tape cartridge included. Tape cartridges may be ordered from HP's Direct Marketing Division (DMK) in

packs of five (HP88140SC for 16-Mbyte cartridges or HP 88140LC for 67-Mbyte cartridges). Any orders received before November 1 will be shipped with a cartridge tape.

Mass Storage

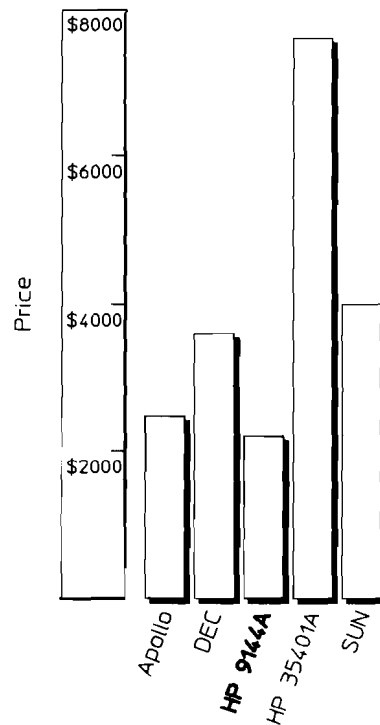
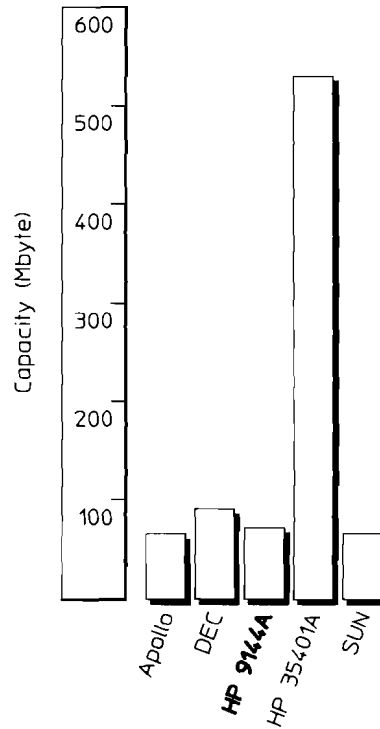
## HP 9144A ON TECHNICAL WORKSTATIONS

Many workstation people use floppy discs for backup which give them the low cost they want, but not the performance they need as their backup requirements continue to grow. The HP 9144A combines low cost with high performance. With a cartridge capacity of 67 Mbytes and a transfer rate almost twice that of a floppy disc drive, the HP 9144A offers users both ease of use and a more efficient back-up solution.

The benefits become apparent when you consider that the UNIX® operating system can be loaded quickly and easily from a single cartridge tape, compared with the 40 plus floppy discs required for the same operation. In addition, UNIX operating system on floppy discs costs over \$300 (U.S. list) more than on cartridge tape. The tape drive solution, together with UNIX operating system, works out at only about \$580 more than a complete floppy disc drive solution. These are all good reasons why every UNIX operating system workstation should now be configured with an HP 9144A.

### Comparison

The HP 9144A compares well against competitive workstation backup products, not only on price but on the additional benefits it offers.



The HP 9144A is less expensive than equivalent standalone products (see figure)

It allows users to exchange data between most HP computer systems using the Logical Interchange Format (LIF) utility

It offers an excellent growth path to the HP 35401A which has 536 Mbytes of storage capacity

Contact your HP sales rep for more information.

Mass Storage

## HP 7942A AND 7946A DISCONTINUANCE PLANS

With the September 1, 1987, discontinuance of the HP 7941A and 7945A behind us, it is time to lay plans for the discontinuance of their companion products, the HP 7942A and 7946A. The HP 7942A and 7946A are 24- and 55-Mbyte disc drives with an integrated 1/2-inch cartridge tape.

The dates that the HP 7942A and 7946A will be removed from the HP Price List and the support lives are listed below.

Product No.	Removed from HP Price List	Support life
7942A	March 1, 1988	10 years
7946A	January 1, 1989	10 years

The reason for the difference in dates is due to availability of key parts. In addition, because over 90 percent of the orders for the two products are for the HP 7946A, we will be able to consolidate the product line.

If you have any questions, contact your HP sales rep.

## Networks

### **PC-TO-IBM EMULATORS NOW SUPPORT MULTIVENDOR PCs**

Support for the HP IRMA and SNALink/3270 products has been extended to the entire line of HP Vectra PCs (excluding portables), and to all non-HP PCs conforming to industry standards. With these additional PCs supported, sales barriers in multivendor PC environments can be addressed and overcome with ease.

HP IRMA may only be sold to operate with non-HP PC systems as part of an HP Vectra PC system sale. Standalone sales of HP IRMA on non-HP PCs is not supported due to contractual limitations. Standalone sales of the SNALink/3270 product are fully supported.

To accomplish this additional support, both the HP IRMA and SNALink/3270 products have been revised to support the more general PC environments. These changes are reflected in each product for all orders placed on or after October 1, 1987. HP IRMA will also feature an upgrade kit (PIN 50920U) that will allow existing users to upgrade to this multivendor support revision. No upgrade kit will be available for the SNALink/3270 product.

Orders for the SNALink/3270 (P/N 50921A) and HP IRMA (PIN 50920A) products should be placed using the existing HP P/Ns. The pricing of these upgraded products will not change with this increase in support.

Please contact your HP sales rep for further information.

## Plotters

### **HP DRAFTPRO PLOTTER PRICE REDUCED**

Effective November 1, the U.S. list price of the HP DraftPro C/D-size drafting plotter (7570A) will be reduced. The price of the HP-IB cartridge (PIN HP 17570A) remains the same.

The prices of the two HP DraftMaster plotters remain unchanged.

## Printers

### **SOFTWARE SUPPORT FOR THE HP RUGGEDWRITER 480 PRINTER**

HP introduced the HP RuggedWriter 480 printer on October 1, 1987 (see October issue of *HP Channels*). The new printer is a high-performance, wide-carriage, 24-wire serial impact dot-matrix printer that prints 480 cps draft quality and 240 cps letter quality.

Software support and compatibility is easy with the new HP RuggedWriter 480 printer through the implementation of two built-in control modes, PCL III and Epson LQ 1000. Users of third-party or PC-based applications software will find compatibility through use of the switch-selectable Epson LQ-1000 emulation. Software applications having built-in PCL III drivers would require selecting PCL mode and choosing the HP RuggedWriter 480 printer driver in the application. In either case, users can use their new printer with most software applications on the market using the two built-in drivers.

The following list is a sampling of software applications that have currently been tested with excellent results using the Epson LQ-1000 driver or that have a built-in PCL III driver:

- Lotus® 1-2-3®
- Lotus Symphony®
- Microsoft® Word
- Framework II™
- MultiMate® and MultiMate Advantage
- Wordstar 2000®
- WordPerfect®
- AdvanceWrite Plus
- The Gallery Collection (Executive MemoMaker, Drawing Gallery, Charting Gallery)
- VolksWriter

The HP RuggedWriter 480 printer owner's manual contains additional information on software support in the application notes section. If a software application does not currently support the Epson LQ-1000 or HP RuggedWriter 480 printer, and a solution is not available in the owner's manual, contact your HP sales rep to initiate support activities for that application.

*Lotus®, 1-2-3®, and Symphony® are U.S. registered trademarks of Lotus Development Corporation.*

*Microsoft® Word is a U.S. registered trademark of Microsoft Corporation.*

*Framework II® is a U.S. registered trademark of Ashton-Tate.*

*MultiMate® and MultiMate Advantage are U.S. registered trademarks of MultiMate International Corporation, an Ashton-Tate company.*

*Wordstar 2000® is a U.S. registered trademark of MicroPro International Corporation.*

Printers

## **NEW SOFTWARE SUPPORT MATRIX FOR THE HP PAINTJET COLOR GRAPHICS PRINTER**

A new matrix entitled, "Software Feature Support for the HP PaintJet Color Graphics Printer," is now available. This matrix, included in the HP PaintJet printer box, replaces the original PaintJet printer software matrix. A total of 61 market-leading software solutions are listed in this piece.

The new feature-support matrix answers questions such as: "Does Microsoft® Word support color text?" or "Does Freelance Plus support more than seven colors?"

The matrix (P/N 5954-8828) can be ordered from your HP sales rep.

*Microsoft is a U.S. registered trademark of Microsoft Corp.*

Printers

## **JETPLOTTER PROVIDES HP-GL EMULATION FOR THE HP PAINTJET COLOR GRAPHICS PRINTER**

Now you can use the HP PaintJet printer with most software packages that support the HP 7470, 7475, or ColorPro plotters. JetPlotter, from Insight Development, converts HP-GL into PCL for the HP PaintJet printer.

JetPlotter is fast (a typical mechanical engineering drawing takes two to three minutes to print) and allows the

user to adjust line widths and select any of the HP PaintJet printer's 330 colors.

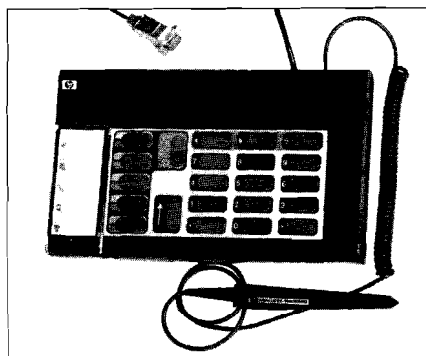
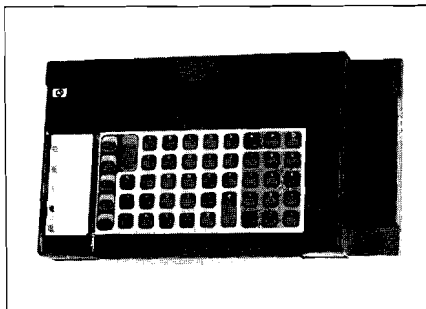
JetPlotter, retailing for \$99 (U.S. list), works with nearly every graphics program available for the IBM PC and HP Vectra PC and compatibles.

For more information, please contact Insight Development at 415-376-9451.

Terminals

## **NEW BARCODE OPTIONS AND ENHANCED FEATURES FOR HP 3081A FDC TERMINAL**

Effective November 1, new barcode reader options will be available for the HP 3081A FDC terminals for Code 39, Code Extended 39, and Interleaved 2 out of 5 code symbologies. These options fully replace and obsolete former existing ones. They offer greatly enhanced capabilities at much lower prices.



All four existing barcode wands are replaced by one, single, general-purpose, 7% mils industrial wand. Each slot reader has its new equivalent. They offer outstanding initial read rate performance. They can operate under direct sunlight or under very strong sodium light. Extremely rugged and sealed, they can sustain very harsh environments (extreme temperatures, humidity, dust, liquid projections). The reliability of these readers is among the best on the market with an MTBF of 37,000 hours.

### **Enhanced features**

New enhanced features have been added to the terminal itself. All terminals offered after November 1 will include these new features at no extra charge.

- Data communication speed can be selected by switch between 1200 or 2400 baud, allowing the terminals to be supported by most computers (including A400 OBIO) and modems.
- A choice of new functions (power-on state definition, beeper, code selection, etc.) can be programmed by switches or escape sequences.

The HP 3081A terminal is a low-cost, factory data-collection terminal designed for factory-floor application and environment. Most HP 3081A terminals are installed with barcode reader. A wide range of HP and non-HP readers (including laser scanners) have been connected to the terminal to expand its standard capabilities. The terminal can easily be connected in point-to-point configuration (Character mode, 1200 or 2400 baud) using the single-channel adapter HP 92923A or the four-channel adapter HP 92922A. More than 8,000 units have been sold

for use in applications such as those listed below:

- Production Management (PM/3000)
- Parts and products tracking
  - W-I-P tracking
- Shipping and receiving
- Healthcare systems
- Time and attendance
  - Security access

For more information, refer to the HP 3081A data sheet (PIN 5953-5919 Revision 10187) or contact your HP sales rep.

## Also in this issue

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<i>New Infrared Printer Interface for HP-41 Calculator</i>	8
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## Supplies

Supplies

### HP DIRECT order phone numbers

HP DIRECT Fast Phones – the easy, direct way for you to order supplies, accessories, media, furniture, and software from HP DIRECT

Location	Telephone Number
Australia	(03) 895-2645 (03) 895-2615 (03) 895-2815 (03) 895-2861
Austria	(0222) 2500-61416151616
Belgium/Luxembourg	(02) 762 31 11
Canada	
Toronto Local	416-671-8383
Ontario	1-800-387-3417
Quebec	1-800-387-3417
British Columbia	112-800-387-3154
Other Provinces	1-800-387-3154
Denmark	04 30 1640
Finland	(90) 887 2361
France	(1) 69 288 390
Greece	(01) 6726090
Italy	(02) 9236 9702
Japan	
Sagamihara	0427 59 1311
Osaka	06 304 6021
Middle East	
Athens	(01) 682881 1
Norway	(02) 246090
South Africa	
Johannesburg	(011) 8025111
Cape Town	(021) 537954
Spain	(91) 6374013 (91) 6370011
Sweden	(08) 7502400
Switzerland	(057) 31 22 53 (057) 31 22 54 (057) 31 22 59
The Netherlands	(020) 547 6606
United Kingdom	(0734) 697201
United States	800-538-8787
West Germany	(0130) 3322

## **SOFTWARE PACKAGES**

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### **AVAILABLE AND WANTED**

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If you have a software package available for cross-licensing, or are looking for a package to cross-license, this section will help you. Your entry will appear for two months; the most recent additions are shaded. To list your company in the Cross-Licensing Classifieds (at no charge), see the address at the end of this section.

#### **Software Packages Available**

**Industry:** *Cross industry.*

**Abstract:** CASQUE is a revolutionary (as opposed to evolutionary) development in computer security. The system's range of application spans the entire spectrum of computing from single stand-alone to multi-site, multiterminal remote accessed networks.

System independent, it copes with all operating systems with any application in any language, or on any machine. The system is dynamically configurable and can provide escalating levels of security with progressively stricter restrictions and access. In highly sensitive settings, access could be restricted to a particular authorized person operating a single operating program or database, at a specified terminal for a time slot as brief as a few minutes. A user's status may be further refined to 'read only' or degrees of 'write access'.

Transputer development systems. Low-cost parallel processing with OCCAM concurrent programming language. Comes with compilers for C, Pascal, and FORTRAN. Fits most computer systems. Each processor has the ability to process 10 million instructions per second.

**Company Name:** Energy Soft Computer Systems, Ltd

**Address:** Peel House, Peel Road  
Skelmersdale, Lancs.  
WNX 9PT, England

**Phone:** +44 695 31473/22810/33310

**Telex Number:** 677467 CHACOM

**Contact Person:** Robert D. Thurston

**Type of Distributor Wanted:** Open

**Geographic Coverage:** Worldwide

**Industry:** *Cross industry – BASIC language compiler and interpreter*

**Abstract:** NKR BASIC implements the new ANSI X3.113, the Federal FIPS PUB 68-2, and the European ECMA-116 standards for BASIC. The new FIPS PUB 68-2 standard replaces the obsolete FIPS PUB 68-1 based on the old ANSI Minimal BASIC X3.60 standard for the language. This powerful updated language is offered by NKR as an interpreter and compiler, and is available on the HP 9000 Series 300. The interpreter incorporates a powerful debugger and comprehensive HELP facility, and the compiler produces native code for fast execution.

The new ANSI BASIC remains easy to use, but incorporates advanced features that include matrix operations, complete set of arithmetic, string and matrix functions, flexible file structures, structured programming (with true recursive subroutines and functions), and a variety of data types. It is a sophisticated language, and promotes portability for BASIC applications.

Both compiler and interpreter may be purchased as a set, and are priced at \$1,800 (U.S. list). A comprehensive user manual is included. Substantial volume discounts are available for volume purchases. Biannual product updates may be purchased for \$200, and a hotline service is offered. Non-U.S. prices are slightly higher.

NKR BASIC is the standard portable solution for BASIC, and is available on several other systems in addition to the HP 9000 Series 300.

**Company Name:** NKR Research

**Address:** 4040 Moorpark Avenue, Suite 209  
San Jose, CA 95117  
U.S.A.

**Phone:** 408-249-2612

**Contact Person:** Faruq Ahmad

**Type of Distributor Wanted:** Open

**Geographic Coverage:** Worldwide.

**Industry:** *Cross industry - dBase Database Language application development*

**Abstract:** QUANTUM is a utility program designed for use by developers/programmers who work in the dBase or dBase look-alike programming environment. The program is designed to speed up the tasks that the programmer/analyst needs to perform. Features include the production of professional-quality system documentation, such as 'drawing' a representation of a system hierarchy, analyzing database and index relationships within a system. Quantum can also locate program bugs, build procedure files, perform word processor-like global search/change/delete, print out programs, and properly indent code. The software is currently available in German, English and Spanish versions along with fully translated user documentation and promotional materials.

We are interested in arranging dealerships for our Quantum Software product on an exclusive country basis. We are also prepared to make source code available as part of a nondisclosure agreement.

An Oracle and Mantis version will be available by the end of November 1987.

Language: Pascal, Assembler. Supported Environments: MS-DOS 2.11 and greater UNIX® operating system.

**Company Name:** Brigitte Neese & Associates CC  
Systems Consulting Group Ltd.

**Address:** P.O. Box 89601, Lyndhurst, 2106  
South-Africa  
Hohentwielstrasse 10, 5000 Köln 41  
West Germany

**Phone:** (South Africa = 27) (area code = 11) 786-0248  
(West Germany = 49) (Area Code = 221) 437-737

**Telex:** 426448 SA.

**Contact Person:** Stephen Banhegyi (South Africa)  
Friedrich-Karl Thiel (West Germany)

**Geographic Coverage:** Worldwide

**Industry:** *Cross-industry*

**Abstract:** CEACTI is a computer services company.

Some examples of their available software packages are listed below.

- **GESTOR:** Time and Attendance Management system is a software product for management of human resources of a firm. It manages debit/credit work hours of employees, absences, off-site work, simulation of estimated work force, absences to which the employees are entitled (holidays, training, sickness etc.), and overtime. GESTOR is available in English, French, German, and Dutch versions. More than 60 commercial, industrial, and financial companies in different European countries use this system.
- **GESMOD:** Shop-Floor Manpower Management enables an analytic decomposition of working hours on the factory floor. Data acquisition on the manufacturing level by means of data capture terminal C 2000 is the objective of this system. The user can see at a glance how much time has been spent on a job and which employees were working on it. Gesmod information can be used to update an accountancy or production management system.
- **GESAC:** Access Control System controls the access of people in a protected area, during free hours, according to their work schedule.
- **INTEGRAL 3000:** Integral 3000, developed in fourth-generation languages is a real tool box that most medium size companies seek. Integral 3000 is an integrated information system for the following areas: commercial management, stock, purchase, work-in-process control, accounting, maintenance management, finance and budgeting, cost management, and materials management

CEACTI hardware is listed below.

- **Data Capture Terminal C 2000** and its waterproof Version 2001 - equipped with a simplified numeric and alphanumeric keyboard, a special set of "function" keys, and a users' memory of 16 Kbytes to 32 Kbytes. Its badge reader can be magnetic bar code, WIGAN effect, or punch card. Transactions can be accomplished using the badge reader and simplified keyboard data entry. Battery and charger assure operation security of terminals (two to five hours autonomy according to the type of reader).

**CONCENTRATOR C 2000:** Up to 24 data capture terminals can be connected to a concentrator C 2000 which is connected to a port of CPU. Thus, the concentrator C 2000 helps to economize the ports of CPU.

**Company Name:** CEACTI

**Address:** Head office:  
4, Rue Viète  
B.P. 3053  
79012 Niort Cedex

**Phone:** 49 73 02 80

**Telex:** 790639F

**Branch offices:** 44000 Nantes  
108, Route de Rennes  
**Phone:** 40 30 88 69/40 29 88 26

94700 Maison Alfort  
16 Av. Charles Martigny  
Z.I. Les Petits Haies  
**Phone:** 48 99 61 85

**Contact Person:** Mr. Michel Rivault, Director  
Mr. Raymond Derbord, Chief of Production

**Type of Distributor Wanted:** Open

**Geographic Coverage:** Canada and U.S.A

You can list your company in the **Cross-Licensing Classifieds** (either Software Packages Available or Software Packages Wanted) by sending the information in the **format** used here to:

Hewlett-Packard Company  
Value-Added Channels Development  
Attn: Marilyn **Rauchle**  
19091 Pruneridge Ave.  
Building 46UV  
Cupertino, CA 95014  
U.S.A.

Entries will run for two months. The most recent additions are shaded. Be sure to send the information in at least one month before you wish it to appear.



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If you work for a company that is a value-added business for Hewlett-Packard and want to receive your own copy of *HP Channels*, call Hewlett-Packard and have your sales rep send your name and the information requested below to Tracy Wester.

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Please address editorial correspondence to Tracy Wester at address listed below.

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## ***HP CHANNELS***

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Palo Alto, CA 94304-1298 USA*

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