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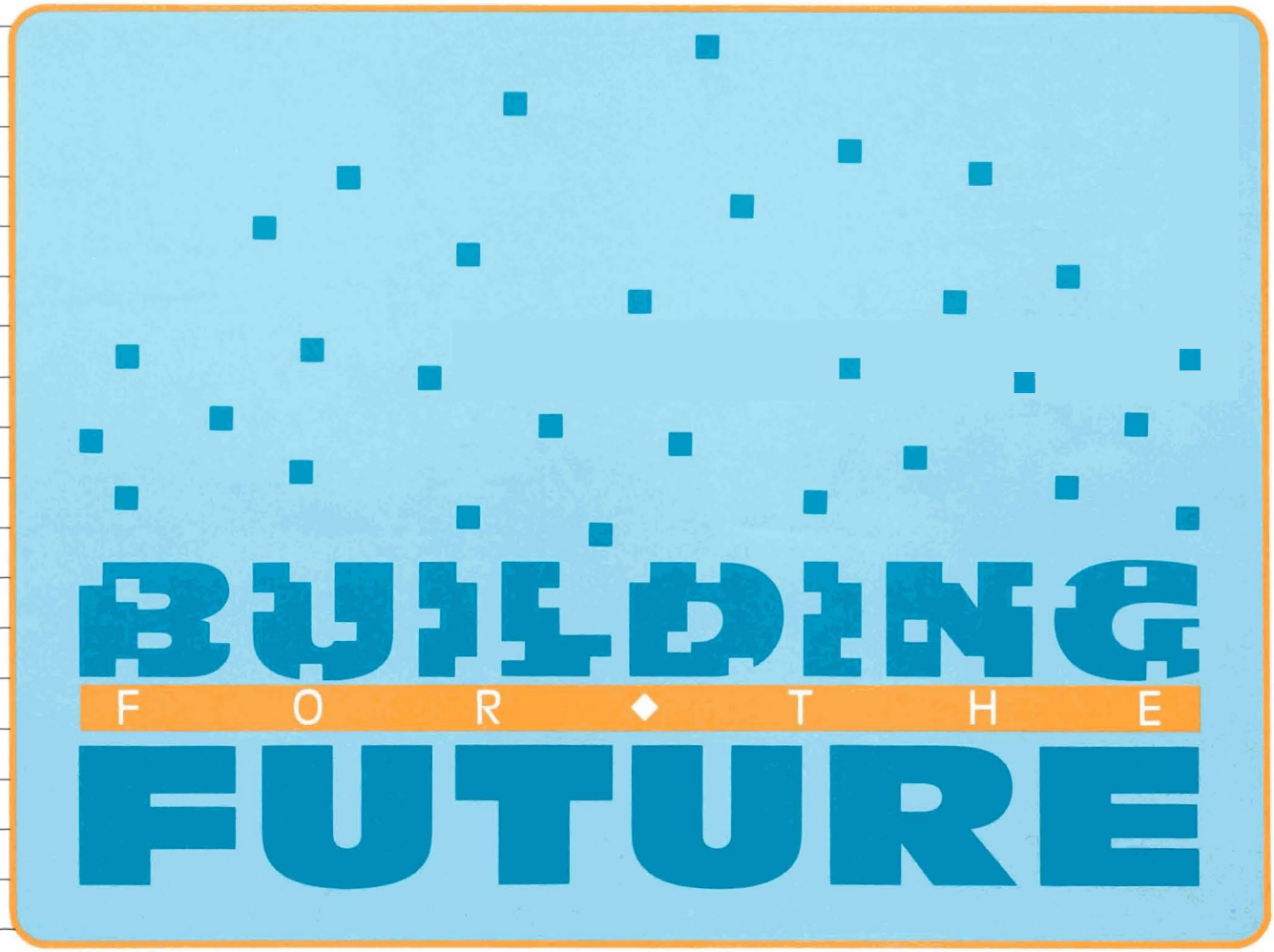
HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses *February 1987*



HP 1987 Commercial Software Supplier Conference
April 5 - 7

HEWLETT PACKARD

HEWLETT-PACKARD
HP CHANNELS

Volume 6, No. 4

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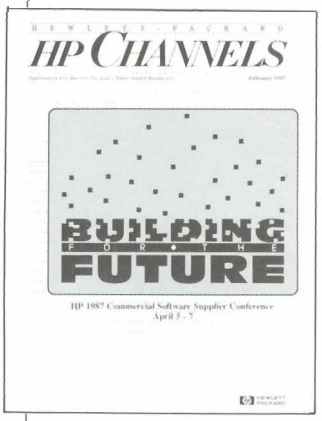
HP Channels is published monthly for Hewlett-Packard's value-added businesses to provide you with information about HP's products and services to help you be more successful.

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

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

On the cover



Commercial software suppliers should be sure to attend "Building the Future," HP's 1987 Commercial Software Supplier Conference that will be held at the Santa Clara Marriott Hotel in Santa Clara, California. See article on page 1 for more information about the conference.

How to get your name added to the distribution for *HP Channels*

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 to Tracy Wester.

HP sales reps only: To add new US and Canadian accounts to the distribution for ***HP Channels,*** please send me the following information (on HPDesk 0000/53 or to the address listed at the end of this section): company name, address, phone number, contract number, contacts' name/title, HP sales rep name and employee number. For accounts outside of the US or Canada, contact Tracy Wester to get the name of the person that handles the distribution of ***HP Channels*** in your country.

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Table of Contents

PARTNERS WITH HP

HP Commercial Software Supplier Conference April 5-7 1

PRODUCT NEWS

2 ***Customer Support***
Training 2
Support 2

3 ***Business Computers***
General 3
Small Business Computing 3
HP 3000 7

9 ***Technical Computers***
HP Precision Architecture1
HP-UX 9
HP 1000 9
HP 9000 9

11 ***Personal Computers***
General 11
Desktop 14

15 ***Peripherals***
Mass Storage 15
Printers 16
Terminals 17

18 ***Supplies***
Supplies 18

CROSS-LICENSING CLASSIFIEDS

19 ***Software Packages Available and Wanted***

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

HP Commercial Software Supplier Conference April 5-7

Marilyn Rauchle, Manager of Channel Development Program

Make your plans now to attend HP's 1987 Commercial Software Supplier Conference, April 5 through 7 at the Santa Clara Marriott Hotel in Santa Clara, California. The theme for this year's conference is "Building for the Future."

The Conference opens with a welcome reception on Sunday, April 5, at 6 p.m. We'll "get down to business" Monday and Tuesday with general sessions and workshops. You'll hear top HP management discuss how HP's products, business strategies, and marketing plans can help make 1987 an even more successful year for your company. Included on the schedule are Executive Vice President Marketing and International Sector, Dick Alberding and Director of Corporate Engineering, Chuck House.

You'll also have a chance to hear HP President and Chief Executive Officer John Young discuss United States competitiveness. Mr. Young is a member of the Council on U.S. Competitiveness and was formerly Chairman of the Presidential Commission on Industrial Competitiveness. He will bring you up to date on recommendations the council is making and steps we can all take to ensure that U.S. products remain competitive in the world marketplace.

Workshops will be offered on topics including "Migration to HP Precision Architecture," "Integrating HP Office Systems," and many more. In addition, the conference will feature a product fair on Monday evening where you'll be able to see the latest HP products and talk one on one with division management.

We also want to hear from you. You'll be able to address specific questions to a panel at "HP Forum." Our panel will consist of Commercial Sales Manager, Ralph Godfrey; Sector Marketing Manager, Bill Murphy; and Group Marketing Manager and Software Supplier Channel Manager, Dick Watts.

The conference won't be all work. You'll have a chance to network with fellow software suppliers and HP people at "California Cuisines," a spectacular theme dinner on Monday evening. Come prepared to enjoy unique food and some of the "sights" of California.

The conference agenda concludes Tuesday afternoon with in-depth Vertical Market workshops.

Commercial software suppliers will receive formal invitations, registration forms, and hotel accommodation cards early this month. To take advantage of special hotel rates, you must make reservations by March 19. Contact Group Reservations at the Marriott at 408-988-1500 for information about hotel accommodations. Call your HP sales rep and see the listing below for more information about the conference agenda.

Mark your calendars now and come prepared for a fast-paced, information-packed conference and learn how we will continue "Building for the Future" together.

Agenda

Sunday, April 5

Registration and Welcome Reception, 6-8 p.m.

Monday, April 6

General Session, 8:15 a.m.

Welcome and Introduction
Ralph Godfrey, Commercial Sales Manager, U.S. Field Operations

HP'S Commitment to Value-Added Channels
Dick Alberding, Executive Vice President, Marketing and International

U.S. Competitiveness
John Young, President and Chief Executive Officer, Member the Council on U.S. Competitiveness, formerly Chairman of the Presidential Commission on Industrial Competitiveness

HP Technology Challenge
Chuck House, Director of Corporate Engineering

HP 3000 Update and New Product Information
Doug Spreng, General Manager, Computer Systems Divisio

Product Fair and "California Cuisines" Theme Dinner, 6-8 p.m.

Tuesday, April 7

Opportunities in Selling Business Systems, 8:00 a.m.
Chuck Jepson, Director of Office Marketing

Building for the Future Together
Bill Murphy, Sector Marketing Manager, Business Systems and Personal Computers

HP Forum –Addressing Program Issues
Ralph Godfrey; Bill Murphy; Dick Watts, Group Marketing Manager and Software Supplier Channel Manager

Workshop Topics

Software Licensing
New Media Technologies for Merchandising
Building and Managing a Sales Organization
HP 3000 Workshop
Peripherals Strategy
Writing Good User Documentation
PC Workshop
Office Automation Integration
Datacommunications Networking
Distribution and Retail Vertical Markets
Local Government Vertical Market
Manufacturing Vertical Market
Financial Services Vertical Market

Customer Support

Training

HP'S CUSTOMER SERVICE TRAINING TO RELOCATE

In February, 1987, HP's Customer Service Training will be relocating to its new home in HP's Mayfield Custonier Support Center near the corner of Central Expressway and San Antonio Road in Mountain View, California.

The new location is approximately 10 minutes away from the present training site on 690 East Middlefield Road, Mountain View. California.

Customer Service Training operations will officially start at the new location on February 18.

Customer Service Training's new address, maps, and phone numbers will be available to customers as of January, 1987.

For more information, please contact Customer Service Training at 415-960-5300. or use our toll-free numbers at 800-523-0696 (within the Continental U.S.) or 800-882-9596 (within California).

Training

CUSTOMER SMT AT ROCKVILLE TRAINING CENTER

HP's Customer Service Training is increasing its personal computer and personal computer peripheral training schedule.

Due to increasing customer demand for PC and PC peripheral training, Customer Service Training (CST) is offering Self-paced Mentored Training (SMT) at the Mountain View, California, and the Rockville, Maryland, Training Centers. The schedule is as follows:

Mountain View	Rockville
Week of:	Week of:
February 23	March 9
March 16	May 4
April 27	June 22
June 8	July 27
August 10	

The CST registrar in Mountain View will support course registration and program logistics for Rockville. Please contact Kathy Martin at 415-960-5300 for more information.

Training

NEW EDUCATIONAL PLANNING GUIDE

The new *Education Planning Guide* presents information on the entire range of Hewlett-Packard's computer and instrument customer courses. This planning guide has been designed to aid users in planning for their training needs. The flow diagrams will help users identify the courses that are appropriate to their organization. The course descriptions which complement the flow diagrams describe the course objectives and provide an overview of the content to be covered.

Whether users are looking to increase their own individual skills or planning for the development of an entire staff, the *Hewlett-Ptrcktrrd Education Planning Guide* will help in building the proper curriculum plan.

HP's Software Distribution Center (SDC) has distributed the guides to users with the HP 3000, HP 1000, and HP 9000 Software Status Bulletin (SSB) mailings. For additional copies, order P/N 5954-0142 from your HP sales rep.

Support

NEW CONSULTING PRICES

HP's U.S. list price for hourly consulting has increased by about 12 percent effective January 1, 1987. There is a standard 30-day grace period for users after this date.

The increase will affect all time and materials (T&M) and consulting products with some rounding of numbers. Travel rates are not affected. A summary of the products affected follows below.

1987 Consulting List

Product No.	Description
51413A	PSR T&M hourly rate
51414A	SE T&M hourly rate
51415A	SP T&M hourly rate
51416A	PSR T&M daily rate*
51417A	SE T&M daily rate*
51418A	SP T&M daily rate*
51419A	PSR off-hours T&M hourly rate
51420A	SE off-hours T&M hourly rate
51421A	SP off-hours T&M hourly rate
51422A	PSR weekend T&M hourly rate
51423A	SE weekend T&M hourly rate
51424A	SP weekend T&M hourly rate
35135C	SE project hourly rate
35135D	SP project hourly rate
35135E	SE project daily rate*
35135F	SP project daily rate*
35135G	PSR project hourly rate
35135H	PSR project off-hours rate
35135I	SE project off-hours rate
35135J	SP project off-hours rate
35135K	PSR project weekend rate
35135L	SE project weekend rate
35135M	SP project weekend rate
35138A	Customer performance consultation

*Applies to non-U.S. countries *only*.

Business Computers

General

RESULTS OF COMMERCIAL VAR AND PC OEM CONFERENCE

An enthusiastic crowd of more than 300 people attended "Setting the Pace," the 1986 Commercial VAR and PC OEM Conference at the Santa Clara, California, Marriott Hotel, November 16 through 18.

Highlights of the conference included speeches by top HP management discussing HP's products, business strategies, and marketing plans. Executive Vice President and Chief Operating Officer Dean Morton, Director of Office Marketing Chuck Jepson, and Business Systems Sector Marketing Manager Bill Murphy were some of the executives who addressed the group. An informative session about strategic and tactical marketing was conducted by outside consultant Paul Kuzniar. president of The Kuzniar Group.

Participants had an opportunity to attend workshops from a slate of 16 topics. Some of the more popular topics included "Building and Managing a Sales Organization," "How to Grow Your Business Through Sales Tactics," and "Integrating HP Office Systems."

The new Micro 3000 was unveiled by Doug Spreng, general manager of HP's Computer Systems Division, at Monday afternoon's general session. Participants toasted the new product with champagne at a product fair on Monday evening. Also showcased at the fair was an HP 3000 Series 930.

The popular "HP Forum" was presented on the final morning of the conference. This session gave commercial VARs and PC OEMs a chance to address specific program issues to a panel consisting of Commercial Sales Manager Ralph Godfrey, Marketing Manager Sharon Jacobs, Sector Marketing Manager Bill Murphy, and Marketing Manager of HP's Applications Support Division Lane Nonnenberg.

Many attendees participated in the tours of the Response Center, Sunnyvale Personal Computer Operation (formerly Personal Office Computer Division), and the HP 3000 Manufacturing Facility that were offered immediately following the conference.

Based on the evaluation forms, the conference was a resounding success. Our VARs and PC OEMs rated the overall content of the conference a "four" (out of a possible high of five).

Thanks to all of the commercial VARs and PC OEMs that attended the conference.

Small Business Computing

LINKING THE HP 260 AND HP 3000 WITH JOIN/3000

What is JOIN/3000?

JOIN13000 is a program to provide a smooth growth path from the HP 250 and HP 260 computer systems to the HP 3000 family. This growth path is important for current HP 250 and HP 260 users as well as potential new customers. Across the world, thousands of growing companies are using the HP 250 or HP 260 to run their businesses. Numerous companies are ready to expand beyond 10 to 15 users and are eager to utilize the office automation or data communications solutions offered on the HP 3000 family. For new customers choosing an HP 260 Series 30 or Series 40 business computer, JOIN13000 ensures that their hardware and software investments are protected, no matter how large they grow.

JOIN13000 is not a "product," but rather a program consisting of several components:

- *HP Business BASIC/V* – A new BASIC language for the HP 3000 family, modeled after BASIC1260 for maximum compatibility with the HP 250 and HP 260 systems. It is ordered with product number HP 32115A. The full or "Phase II" release of HP Business BASIC is now supported with the HP 3000 UB-Delta 1 MIT release. It includes an interpreter, compiler, and the conversion tools necessary to move HP 250/HP 260 software to the HP 3000. HP Business BASIC automatically converts IMAGE1260 databases to IMAGE13000 and FORM/260 to an HP 3000 FORM implementation. Program code compatibility can be 90 percent or greater. An HP 260 VAR or an experienced programmer can ensure a rapid migration and a consistent user environment.
- *Return credits* – Any HP 250 or HP 260 system can be returned for credit towards the purchase of a MICRO 3000XE or HP 3000 Series 52 system. Please refer to the following article.
- *1987 promotions* – Special promotional credits will be added to the MICRO 3000XE and HP 3000 Series 52 return credit options for all HP 250 users and most HP 260 users who upgrade before November 1, 1987.
- *Training* – Several classes to assist experienced programmers in optimizing their BASIC1260 applications for migration to the HP 3000 have been taught. More classes will be scheduled in the coming months. Many HP 3000 courses are available locally which would benefit HP 260 VARs ready to know more about MPE and its subsystems.

Small Business Computing

HP 3000 UPGRADE CREDITS AVAILABLE FOR HP 250 AND HP 260

Effective January 1, 1987, the HP Price List features upgrade credits toward the purchase of a new MICRO 3000XE or HP 3000 Series 52 SPU for HP 250 and HP 260 users. By ordering Option 636 or 637 with the MICRO 3000XE SPU upgrade product or the Series 52 SPU upgrade product, HP 250 and HP 260 SPUs can be returned to Hewlett-Packard for credit off the list price.

Product No.	Description
32545AH	MICRO 3000XE SPU Upgrade
Opt. 636	Upgrade from HP 250 SPU
Opt. 637	Upgrade from HP 260 SPU
32552AH	Series 52 SPU Upgrade
Opt. 636	Upgrade from HP 250 SPU
Opt. 637	Upgrade from HP 260 SPU

The MICRO 3000XE Marketing Package System can be used to provide a total system solution. A range of peripheral devices as well as SPU add-on memory and I/O boards are available with promotional discounts. Please see your HP sales rep for more details.

Note: When upgrading from an HP 250 or HP 260 to the HP 32552AH Series 52 SPU upgrade product, two GICs (PIN 30079A) must be ordered.

Small Business Computing

JOIN/3000 PROGRAM FOR FY87

Many HP 250/260 users have waited a long time for HP Business BASIC software migration path and the hardware return credits which will allow them to easily grow into an HP 3000 system. To thank these customers for their patience and to help them be successful in 1987, additional upgrade credits will be available during FY87 (from January 1 through October 31, 1987).

These promotional return credits can be combined with Options 636 or 637 of the SPU upgrade products for the MICRO 3000XE and the Series 52 to provide a very attractive incentive to migrate to the HP 3000 family in the coming year. Please ask your HP sales rep for the local currency amount of these promotional discounts.

All HP 250 system processor units (SPUs) qualify for the additional M55 promotional discount. They include SPU numbers: HP 45251A and HP 45251B (in Europe the HP 4525XA and B) and the HP 45260A. The older HP 260 SPU, HP 45261D, qualifies. The new HP 260 Series 30 and Series 40 are not eligible for the special M55 promotional discount.

In addition to the SPU upgrade credits, peripheral upgrade credits will also be available. Several programs are already in place and additional programs will be announced in February that will cover most of the terminals, discs/tape drives, and printers sold with the older HP 250 and HP 260 systems.

Small Business Computing

MORE GROWTH OPPORTUNITIES FOR HP 250 AND HP 260

In addition to the JOIN13000 growth path, current HP 250 and HP 260 users have the alternative to upgrade to the performance levels of the HP 260 Series 40 with the HP 250/HP 260 PLUS performance upgrade. This upgrade is ideal for users who need to add only a few more users or additional applications to their current HP 250* or HP 260 SPU. The PLUS upgrade features a high-performance CPU board containing 1 Mbyte of fast RAM memory and the disc caching technology of the new HP 260 Series 40. Typical applications will see a performance boost from 60 to 150 percent. Included is the new B.08 operating system revision which supports up to 15 users/tasks.

Product No.	Description
45261AH	HP 250/HP 260 PLUS Upgrade. Includes a high-speed CPU board, 1-Mbyte RAM, OS B.08 software on tape cartridge, user documentation updates, and HP installation.

Which is the better upgrade solution for the HP 250 or HP 260 user? The answer depends upon the needs of the user. The PLUS upgrade is a good choice for the user who does not need to grow beyond 10 to 15 users in the near future. The user experiences no changes in the user or system environment and there are no disruptions to the work flow. For a very small investment, system performance typically can be doubled. With HP Business BASIC running on MPE V and MPE XL, the HP 250 PLUS or HP 260 PLUS user

can always move to the HP 3000 family at a later date.

The JOIN13000 migration with HP Business BASIC to the HP 3000 family is the best choice for large HP 250 and HP 260 users who need to grow beyond 10 to 15 users and need to have excess capacity for additional system expansion. The HP 3000 family offers more extensive system management tools and comprehensive solutions for data communications and office products. Growth within the HP 3000 family is virtually limitless for the HP 250 or HP 260 user.

**The PLUS upgrade is not atailable for the HP 250 (desk model) SPUs (HP 4525XA or 4525XB), the growth path would be via the HP 260 Series 40 or HP 3000 family.*

Small Business Computing

BUSINESS OPPORTUNITIES FOR HP 260 VARs

While analyzing targeted prospects for 1987 sales activities, Managing Directors of HP 260 value-added businesses (VARs) might be asking the questions: "Am I successfully selling to as small a company as I'd like? Could I sell to larger customers if my software were running on the HP 3000?"

Hewlett-Packard has recently introduced a new family of HP 260 business computers, the HP 260 Series 30 and Series 40, and two new members at the low end of the HP 3000 family, the MICRO 3000 and MICRO 3000XE. These HP 260 and HP 3000 systems span the two-user to 20 or more user system range. JOIN13000 can help close new deals in 1987 by expanding the market segment that an application solution can address.

The new low-end HP 260 Series 30 (PIN 45070A) can compete effectively in the very price-sensitive markets frequently addressed by multiuser PCs or PC networks. With its secure IMAGE1260 database management system, powerful multiuser environment, and inexpensive growth path to the HP 260 Series 40, the HP 260 Series 30 can be a formidable competitor at the low end. The new HP 260 Series 40, with up to twice the performance of the Series 30, has the strength to drive demanding multitasking applications with support for up to 15 users.

The similarity in positioning between the HP 260 Series 40 and the MICRO 3000, allows for a high degree of flexibility when selling to prospects initially requiring only six to ten users. The HP 260 is an exceptionally reliable system designed for the novice user. Its BASIC Operating System is highly efficient and requires less than 2 Mbytes of disc space. Hardware and software cost of ownership are attractively low. The MICRO 3000 offers the comprehensive (yet more complex) feature set of the HP 3000 family. And with HP Easytime, most of the day-to-day system management tasks are greatly simplified. Being in the position to offer both to the HP 260 and HP 3000 families can open new doors for HP 260 VARs while blowing the doors off the competition.

By moving HP 260 applications to the HP 3000 family, value-added business partners can offer a complete line of BASIC-language-compatible solutions and increase their competitive advantage within their target market segment.

Small Business Computing

INTRODUCING HP BUSINESS BASIC PHASE II

Note: Any reference to the HP 260 pertains to both the HP 250 and the HP 260 product lines.

HP Business BASIC Phase II is now available on the UB-Delta-1 MIT. The first phase of HP Business BASIC was released in 1985 and included the core set of statements designed to approximate the functionality of the existing BASICIV language. The second phase realizes the true intent of its designers: to dramatically improve the productivity of application developers.

Current users of BASIC1260 will now find that the features on which they've come to depend (report writer, forms support, and screen management) are available in BASIC on the HP 3000. Current BASICIV users will encounter a vastly improved capability set, one that will allow them to satisfy complex processing requirements with simple, maintainable programs.

HP 260 and BASICIV users will want to convert to HP Business BASIC because it is the new HP standard for commercial BASIC users, it will be targeted to receive all future feature enhancements, it will be available in native mode on the HP 3000 900 Series product line, and it has a rich feature set and a highly productive development environment using structured programming concepts.

While HP Business BASIC provides users with a rich feature set and a highly productive development environment, users should also be aware of the following performance and compatibility points:

1) BASICIV users will experience performance degradation because the richer feature set results in a new interpreter and compiler that consumes more memory and CPU to interpret and compile programs. Because the compiler has changed, users of HP Business BASIC Phase I will need to recompile.

2) HP 260 users will experience performance degradation in 110-intensive applications because the HP 260 I/O and terminal display rates are superior to the HP 3000.

3) Because of environmental differences between the HP 260 and the

HP 3000, and because of differences in programming style, both HP 260 and HP 3000 users will require some manual modifications to break down large, nonmodular programs into subunits when migrating to the new compiler.

4) While the HP Business BASIC compiler supports the data type DECIMAL for compatibility with HP 260 floating point numbers, this data type is not yet fully supported on other HP subsystems on the HP 3000, such as QUERY or SORT.

Contact your local HP sales rep for the latest information and compatibility issues.

HP Business BASIC Phase II has an impressive number of new features

- ***Report Writer*** – Supported by both the interpreter and compiler, the Report Writer is built into HP Business BASICIV to simplify report generation tasks. Report Writer allows users to design their own report layout, including page breaks, headers, trailers, page numbering, selective data presentation, and total tracking, all without leaving HP Business BASICIV.

- *User-defined* ***keys and screen management*** – User-defined keys (Softkey) capability, along with cursor sensing, cursor positioning control, direct access to display memory, and screen highlighting, are all provided on HP-supported terminals without the need of utilizing escape sequences. This feature allows for powerful user-interface applications, for example, softkey definitions can be stored in files and can be recalled with simple, HP Business BASICIV statements. Different user-defined actions can be associated with softkeys and, therefore, are executable when different softkeys are pressed.

- *Advanced* ***database statements*** – These new statements provide easy, but flexible manipulation and access to data found in IMAGE/V and Turbo-IMAGEIV. SORT, SEARCH, DBGET, DBPUT capabilities exist and data can be retrieved directly into program variables. There is no need for explicit packing and unpacking of records. Lock descriptors can be performed automatically.

- ***Superior access to VPLUS*** – Users have the option to access VPLUSIV forms through VPLUSIV intrinsics or through dedicated HP Business BASICIV statements, which can OPEN, CLOSE, CLEAR, READ, or WRITE to VPLUSIV. Data items are transferred directly between the screen and program variables.

- ***Native language support*** – Date, time, and collating sequence can be supported in the user's native language.

- *JOINFORM and JOINFORM* ***EDITOR*** – HP Business BASICIV incorporates an HP 260-like Forms package that allows HP 260 users to retain their existing HP 260 Forms without modification. The editor allows users to create, modify, merge. delete, and perform other editorial-like tasks.

- ***KSAM interface*** – Allows BASICIV users direct access to KSAM files, without using intrinsic calls, in the manner currently utilized in BASICIV programs.

The above features, introduced with the second phase of HP Business BASIC, combined with the original features of Phase I, provide an advanced development environment for maintaining software. The feature set of HP Business BASIC is summarized below:

HP Business BASIC strengths

- Integrated program development environment
- Structured programming
- On-line help facility
- Excellent error handling

Direct access to subsystems

- Interpreter/compiler
- Report Writer
- User-defined keys/Softkeys
- Advanced database statements
- Simpler access to VPLUS
- Native language support
- Compatibility aids (KSAM, JOINFORM, JOINFORM EDITOR)

Migration aids are provided for HP 3000 users

HP 3000 users moving to HP Business BASIC Phase II are provided assistance through documentation and migration tools. HP Business BASICIV is highly compatible with BASICIV on a statement-by-statement basis (95 to 98 percent); however, because HP Business BASIC enforces modular concepts (subunits), those BASICIV programs that are large and nonmodular will require some manual modifications to run under the new interpreter/compiler. Utilities are provided to automatically convert BASICIV programs and data (BASD) files, as well as calls to BASICIV KSAM files. Refer to ***BASICIV to the HP Business BASIC Conversion Guide*** (PIN 32115-90004) for further information on HP Business BASIC compatibility with BASICIV. Because the HP Business BASIC compiler has changed, users of HP Business BASIC Phase I will need to recompile their code with the installation of the UB-Delta-1 MIT or later. Also, users should be aware of the fact that, although HP Business BASIC includes the data type DECIMAL for compatibility with the HP 260 floating point numbers, this data type is not yet fully supported on other HP 3000 subsystems such as QUERY and SORT.

Migration assistance is in place for HP 260 users

HP 260 users migrating to the HP 3000 and HP Business BASIC Phase II are provided support through tools, documentation, and training to facilitate their conversion. With the addition of JOINFORM and other enhancements, users of BASIC1260 will receive the highest degree of compatibility possible. HP Business BASIC mimics BASIC1260 features and is approximately 90 to 95 percent compatible with BASIC/260. However, some differences in the behavior and func-

tionality still exist, mostly due to fundamental differences between the HP 260 and the HP 3000.

A conversion utility is provided for BASIC1260 users. In addition, the HP 260 user will require the transfer utility found on the HP 260 system. The conversion package will handle program files, data files, databases, and forms files. After the conversion package is run, a significant amount of manual conversion may be necessary, depending on programming style, due to environmental differences between the HP 260 and the HP 3000 MPE V systems. That is, if large amounts of nonmodular code are being ported. BASIC1260 users can expect to break down their existing programs into smaller subunits of approximately 13 Kbytes. In general, this should allow for direct conversion without running into memory problems. The run-time behavior of each statement in HP Business BASIC is carefully designed to duplicate the behavior of the corresponding BASIC1260 statement. Refer to the ***BASIC1260 Conversion Guide*** (PIN 32115-90005) for specific details.

Users should also be aware that although HP Business BASIC includes the data type DECIMAL for compatibility with the HP 260 floating point numbers. this data type is not yet fully supported on HP 3000 subsystems such as QUERY and SORT. Additional migration information is in the ***Programming for Portability*** white paper for BASIC1260 users, available through your local HP 260 sales rep. The paper identifies how to develop new BASIC1260 programs in order to minimize future migration efforts to HP Business BASIC.

A marketing program called JOIN13000 is designed to aid BASIC1260 customers moving to the HP 3000 environment, utilizing HP Business BASIC Phase II. JOIN13000 consists of a set of products and programs, including conversion tools, to help provide an easy HP 260 to HP 3000 migration path. Contact your local HP 260 sales rep for the latest information on the availability of this program.

For additional information on performance, compatibility, and configuration points you should be aware of when planning your migration from the HP 260 or BASICIV, contact your local HP sales rep.

U.S. list price and availability

HP Business BASIC Phase II priced the same as the Phase I product. For those HP BASIC/V and HP BASIC/260 users who have not yet updated to HP Business BASIC, a return credit is available. Owners retaining software support contracts with Hewlett-Packard for HP Business BASICIV Phase I will receive HP Business BASICIV Phase II at no charge with the UB-Delta-1 MIT.

Product No.	Description
32115A/R	HP Business BASIC Interpreter and Compiler
Opt. 300	BASIC/3000 return credit
Opt. 301	BASIC1260 return credit
Opt. 310	For use on HP 3000 Series 37 only
Opt. 315	Upgrade Option 310 to Option 320
Opt. 320	For use on any HP 3000
Opt. 430	For use on the HP 3000 Series 930

The HP Business BASICIV product comes with an automatic conversion utility which converts all BASICIV and BASIC1260 code to the HP Business BASIC equivalent or identifies where conversion is not possible. Two conversion guides, one for BASICIV and the other for BASIC1260 users converting to HP Business BASIC, are provided with the product. Additionally, the Reference Manual(s) and the Programmer's Guide are shipped with the product. Let your local HP sales and support team show you how HP Business BASIC ushers in a new era of productive programming.

HP 3000

PRICE REDUCTIONS ON SELECTED HP 3000 MEMORY PRODUCTS

Available in North Atnrrica and Europe only

HP's memory has never been priced so competitively. Effective February 1, the price on selected memory products will be reduced. The following tables show the memory products affected:

HP 3000 add-on memory modules

Product No.	Related systems	Memory module Description
30142A	Series 6X, 70	1 Mbyte
30161A	Series 39, 4X	1 Mbyte
30165A	Series 6X, 70	4 Mbytes
19748A	Series 930	8 Mbytes

HP 3000 memory options for new systems and box swap upgrades

Product No.	Related system	Option	Memory module description
32480A/AH	Series 930	500	Add 8 Mbytes
32471A/AH	Series 70	500	Add 4 Mbytes
		501	Add 8 Mbytes
32558C/CH	Series 58	502	Add 2 Mbytes
		503	Add 4 Mbytes
32552C/CH	Series 52	502	Add 2 Mbytes
		503	Add 4 Mbytes
32548B/BH	Series 48	501	Add 1 Mbyte
32542B/BH	Series 42	501	Add 1 Mbyte
		502	Add 2 Mbyles

continued on next page

HP 3000 memory options for field upgrades

oduct No.	System upgraded to	Option	Memory module description
30443A/B, 30444A/B	Series 70	500	Add 4 Mbytes
		501	Add 8 Mbytes
30552C, 30558C	Series 52, Series 58	502	Add 2 Mbytes
		503	Add 4 Mbytes
30542B, 30548B	Series 42, Series 48	501	Add 1 Mbyte

For any orders booked prior to February 1 that have not yet shipped, your HP sales rep needs to submit a change order for you to receive the lower price.

HP 3000

ADDITIONS TO THE HP 3000 MEMORY PRODUCT LINE

Two new higher-capacity memory boards have been added to HP's line of add-on memory as of February 1. Not only are they already priced in accordance with our new lower memory prices, these products also allow reduced support costs by consolidating several boards into one. Both memory modules are compatible with current 1- and 2-Mbyte memory boards (P/N 30161A and 30173A) and are applicable for Series 39. 4X. and 5X users.

New HP 3000 memory products

Product No.	Related systems	Memory module description
30478A	Series 39, 4X, 5X	Add 2 Mbytes
30479A	Series 39. 4X, 5X	Add 4 Mbytes

These products will be especially attractive to users who are interested in reducing support costs. For example, a Series 58 user who has been using four single 1-Mbyte boards can now use one 4-Mbyte board for a support cost savings of about $110 per month, or 80 percent.

Support costs for Series 58 with 4 Mbytes of memory

Product No.	Description	Number of modules needed
30161A	1 Mbyte memory module	4
30479A	4 Mbyte memory module	1

Orders for memory modules placed prior to February 1 must be cancelled and rebilled for the new memory modules if users want to take advantage of these savings. Contact your HP sales rep for more information.

HP 3000

MICRO 3000 TO MICRO 3000XE UPGRADE

An upgrade from the MICRO 3000 to the MICRO 3000XE is available for users who find that they need the additional configurability that the MICRO 3000XE provides. The MICRO 3000 to MICRO 3000XE upgrade product (PIN 30545AX) provides a box swap for a 2-Mbyte or 4-Mbyte MICRO 3000. The upgrade is available in a 2-Mbyte or 4-Mbyte version and includes a PIC and I/O extender. The upgrade does not include a system cabinet – the user can keep the peripherals in the same cabinet, and just switch the SPUs. In cases where the user has used the available slots and needs an additional cabinet to accommodate the MICRO 3000XE, the cabinet should be ordered from Direct Marketing Division (DMK), PIN 92211R.

Should users buy a MICRO 3000XE now or wait until they need the extra configurability? If users buy the MICRO 3000 now and decide to upgrade later, it will cost about $1,000 over the initial cost of a MICRO 3000XE depending on the exact configuration. Therefore, if users need the configurability now, they should buy the MICRO 3000XE. If the users need the configurability in a year or two, they could purchase the MICRO 3000 now and know that they have a cost-effective upgrade to meet their future growth requirements.

HP 3000

HP 3000 SERIES 930 SUPPORT ANNOUNCED FOR HP 256XB FAMILY OF PRINTERS

Effective on the January 1, 1987, HP Price List, the HP 256XB family of printers will be supported on the HP 3000 Series 930. Support of the HP 2563A, HP 2565A, HP 2566A/B, HP 2680A, and HP 2688A were announced earlier. To order the HP 3000 Series 930 interface, Option 393 must be designated.

Note: The HP 2608A/S and the HP 261X printers are not supported.

Supported printers include:

Printers	Description
HP 2563A	300 lpm dot matrix printer – discontinued 211187
HP 25638	55dBA, 300 lpm dot matrix printer
HP 2564B	55dBA, 600 lpm dot matrix printer
HP 2565A	Discontinued 600 lpm dot matrix printer
HP 2566A	Discontinued 900 lpm dot matrix printer
HP 25668	900 lpm dot matrix printer
HP 2567B	120011600 lpm dot matrix printer
HP 2680A	45 ppm laser printer
HP 2688A	12 ppm laser printer — discontinued 12/31186

Contact your HP sales rep if you have questions.

Technical Computers

HP Precision Architecture/HP-UX

HP 9000 Model 840 Memory and System Prices Reduced

Hewlett-Packard has announced that the prices of the HP 9000 Model 840 memory Options 001 and 002 have been reduced as of February 1, 1987. The Model 840 system price now reflects these previous changes. Specifics are listed below:

Product No.	Description
9741A	HP 9000 Model 840, 8 Mbytes RAM
Opt. 001	Additional 8 Mbytea RAM
Opt. 002	Additional 16 Mbytes RAM

To ensure user satisfaction, HP is in the process of defining a "credit." Details of the credit will follow when available.

Model 840 pricelperformance numbers have always been good; now they are outstanding. In fact, the new prices give the user a VAX 850018600-class machine at VAX 8200 prices.

HP Precision Architecture/HP-UX

HP 9000 Model 840 Software Status

HP 9000 Model 840s have been shipping to users since the middle of November. These initial shipments did not include NS, ARPAIBSD, ALLBASE, or HPtoday. On December 19, NS, LAN, and ARPA/BSD passed MR and began shipping to sites for which a completed Network Configuration Checkout (NCC) form had been received. If your sales rep has not submitted an NCC form for you, he/she will need to do so before NS, LAN, or ARPA/BSD can ship. If you have questions about this form, please contact your HP sales rep.

Progress is being made in the Database Lab, and ALLBASE will become available upon successful completion of all designated quality tests. The current timeframe has ALLBASE shipping around the middle of March. HPtoday availability is contingent upon ALLBASE and will require several weeks beyond initial shipments of ALLBASE. Make sure that Model 840 orders requiring ALLBASE and/or HPtoday have these products on a separate section if you want the Model 840 early. Currently, the Model 840 has an availability of about eight weeks.

HP Precision Architecture/HP-UX

HP 9000 Series 800 Configuration Reference Manual

The HP 9000 Series 800 Configuration Reference Manual (CRM) is now available. This manual provides detailed information on Model 840 supported peripherals and software. In a format similar to the HP 9000 Series 300 CRM, it is a valuable tool for presales and postsales support. The Series 800 CRM (PIN 09850-90020) can be ordered through your HP sales rep.

HP 1000

100 Percent Upgrade Credit for E/F-Series Software

For users wanting to move from an E-or F-Series computer into an A-Series A900, HP now offers a 100 percent software upgrade credit.

The availability of this aggressive software upgrade credit distinguishes HP competitively. For example, DEC has recently proposed elimination of virtually all recognition of its customer's investments in software when they upgrade between DEC computers.

Users returning their E- or F-Series computers for upgrade to an A900 may order A900 software by using Option 897 for software products on which they own E- or F-Series licenses. Product availability under Option 897 includes:

- Database: IMAGE I and II
- Graphics: DGL and AGP
- Programming languages: FORTRAN 77, Pascal, and BASIC

Debugger: Symbolic Debug

- Communications: MRJE. RJE, and DS/1000

Further, to fulfill the spirit of the 100 percent software upgrade credit, HP will be arranging a similar upgrade credit for RTE-6lVM and FORTRAN 4X. These credits will be defined by March 1, 1987.

HP 9000

Alis/HP-UX Update

Hewlett-Packard has announced new Alis enhancements that address major 1986 issues. The new release of Alis (Rev. 1.10I) is scheduled for shipment during January and includes many new features:

- ***HPGL importation.*** HP has developed an HPGL Translator that converts HP

plotter command files into Alis graphics documents. Users can now import any CAE/CAD drawings into Alis including graphics from HP's EE Series and ME Series Design-Center applications. *HP is the only vendor to offer this graphics import capability between Alis and the technical environment.*

Support of Roman 8 character set. This feature will improve the usefulness of Alis in the European market.

- *Alis/HP-UX to Alis/HP-UX networking over LAN.* Users can now take advantage of the new Series 300 ARPA-Berkeley networking product to tie together multiple HP-UX Alis installations.
- *Gatorbox support.* The 98700H Graphics Display Station is now also supported.
- *Exports Alis documents to an HP-UX directory* This enhancement allows users to export a compound Alis document with text and graphics into binary files in an HP-UX directory. The information can then be shared with distant HP-UX Alis users and imported into their Alis systems.

Bug fixes. A great number of known bugs have been fixed with this release.

Users who purchased the earlier version of Alis will receive a *free* update which will include new code and update pages for their manuals, but they will not receive another codeword. Their initial codeword will continue to work with this new version of Alis. The list of users receiving updates will be determined from HP's Direct Marketing Division (DMK) codeword database (i.e., users must have installed Alis to get this free update).

Keeping Alis/HP-UX on Series 300 bundles

In response to your requests, HP has decided to continue offering Alis Option 301 on the Series 320 bundles and to extend this offer to the Series 350 bundles as well. This option makes it easier to include Alis with every hardware sale. This offer was scheduled to end January 31, 1987.

Clarifying Alis positioning

Alis is positioned as Integrated Technical Office Automation for the HP 9000 platform and an important add-on to HP's DesignCenter. It is a total office solution with integrated text and graphics and is ideal for medium-sized departmental documentation, such as ERSs, project proposals, QA plans, etc. It does not solve the Electronic Publishing requirements (i.e., it is not designed for large volumes of technical documentation from such groups as manual writers, Marcom designers, etc.)

Here are some data points that can be useful in helping you determine if Alis meets your requirements:

- "WYSIWYG" (What You See Is What You Get)
  - Use of Greek and Math symbols in documents don't exactly match on printer
  - Available fonts: Times Roman, Helvetica, Courier and Math, and Greek (additional fonts planned for next revision in July, 1987)
- Networking
  - Alis multivendor networking available in next revision
- Support 7550A plotter, A-size paper and 6-pen
- SRX support in next revision
- Total RAM requirements (includes HP-UX requirements)
  - 4-Mbyte single-user
  - 6-Mbyte one-to-four users
- Minimum disc space requirements
  - Swap space, 5 Mbyte single user, one-to-four users 8 Mbyte
  - Executables and user space, 20-Mbyte single user, one-to-four users 35 Mbyte

Summary

The new revision of Alis is an attractive Integrated Office Automation solution for users. The total number of Alis copies sold by all vendors in the market is over 25,000, making it a very successful software product. Our commitment to improving the HP version is evident in this latest release and many new enhancements are planned for each new release of Alis. Today our HPGL enhancement is a key differentiator in competitive situations. Your feedback and enthusiasm have made this change happen.

HP 9000

NEW EXECUTION LICENSE COVERS BOTH LISP AND PROLOG

HP announces the 98679B Execution License for LISP/PROLOG, available February 1, 1987. The 98679B is a superset of the 98679A (execution License for LISP) and includes the addition of the execution license for

HP PROLOG. The price of the product will remain the same. Now solution creators will purchase a single execution license for their delivery product, rather than two separate licenses. This makes it even easier to develop and deliver applications using both Common LISP and HP PROLOG.

Since the 98679B is a direct superset of the 98679A, we will be obsoleting the 98679A effective February 1, 1987. All orders for the 98679A will be converted to the 98679B at that time.

HP 9000

HP 9915B Modular Computer to be Discontinued

The HP 9915B modular computer will be removed from the HP Price List on August 1, 1987.

The HP 9915B is based on the 8-bit technology of the Series 80 computer (HP-85B) and has been successfully sold into the instrument control application market. However, new 16132-bit technology and PC-based controller systems outperform the HP 9915B, resulting in increasingly low sales volume.

Therefore, we have decided to discontinue the sale of the 9915B as of August, 1987. Other products that are directly affected include the 98155A keyboard, 98154A EPROM board, 98150A program development kit, and the 98151A EPROM kit. Support life for the 9915B and its associated products will be 10 years.

Personal Computers

General

Graphics Gallery and HP DeskManager

HP is the only major office automation vendor to allow users to display both PC and minicomputer graphics files within electronic mail.

The new HP DeskManager, version B.OO.OO, now allows Graphics Gallery users to display Gallery (.GAL) files in HP DeskManager, using HP Graphics Curator/3000. Also, users can convert between .GAL and HP 3000 figures right in HP DeskManager.

To accomplish this, the HP DeskManager user should open the message and copy the figure to the work area. Then, in the work area, the user types the CONVERT command at the message prompt and then the item can be displayed to the screen using the READ command (an HP DeskManager script command could be installed to automate this process).

Behind the scenes, an HP 3000 figure is created using HP Graphics Curator/3000, when the CONVERT command is issued. The resulting HP 3000 figure, named "FIGURE," can also be used in HP Draw or in a TDP/3000 or HP Word document output to a system laser printer.

This new capability further enhances HP's existing graphics solution for the office, which already offers:

- Charting Gallery chart integration into Drawing Gallery drawings.
- Integrated text and graphics: Gallery files included in Executive MemoMaker documents, output to an HP LaserJet or HP ThinkJet printer.
- Desktop Publishing: Gallery files included in PageMaker documents and output to an HP LaserJet printer.
- HP 3000 Graphics integration with the Graphics Gallery using HP Graphics Curator/3000.

Use this new integration feature to help sell Graphics Gallery in the office environment.

General

Changes in HP PPC Support Structure

Support for the HP Personal Productivity Center (PPC) products has been modified to correspond to the new system license structure of PPC III products. A brief summary of the changes and effect on the PPC installed base follows.

Effective December 1, 1986, all PPC software, both HP 3000 based and PC based, are supported under a new category, Office Services Category (PIN 99089B +COO). A list of the software included under Office Services Category and the corresponding SMS product numbers is shown in the table on the next page.

Please note that Software Materials Subscriptions for PPC "system

licensed" software will provide update materials identical to the structure of the original product. For example:

Product	Update material
Information Access 32596A	SMS-Information Access (PIN 32596A + S00)
HP 3000 software and manual	Updates for HP 3000 software and manual
HP Vectra PC software and manual	Updates for HP Vectra PC software and manual
HP Touchscreen PC software and manual	Updates for HP Touchscreen PC software and manual
10 PC right-to-copy	10 right-to-copy fur PC software updates

As of December 1, PC System Utilities Category (PIN 99088B +COO) and PC Applications Family (PIN 9911 1B + HOO) are obsolete. Installed base PPC users will be converted at contract renewal as follows:

1) Users requiring support for PPC software will replace PC System Utilities Category with Office Services Category.

2) Users wishing to receive telephone support for stand-alone PC software will replace PC Applications Family with Workgroup Coordinator Assistance (PIN 99062A + DOO).

Contact your HP sales rep for more details about ordering PPC support.

Personal Productivity Center Support

Offices Service Category (P/N 99089B + COO)

- Extended System Coverage (PIN 99089B + VOO)
- Material Update Service (PIN 99089B + QOO)

Software covered	SMS product numbers
Information Access	32596A + S00
	32596A + W00
	32596A #443 + S00
	32596A #445 + S00
	32596L + S00
	32596L #415 + S00
	32596L #443 + S00
	32596L #445 + S00
	32596Q + S45
	32596S + S45
	32599Q + S43
	32596S + S43
Resource Sharing	32597A + S00
	32597A + WOO
	32597A #443 + S00
	32597A #445 + S00
	32597L + S00
	32597L #415 + S00
	325971. #443 + S00
	32597L #445 + S00
	32597Q + S45
	32597S + S45
	32592Q + S43
	32592S + S43
Access Central13000	36894A + S00
	36895A + S00
Access Central1 Remote	36896A + S00
Access Central/PC	36898A + S45
	36898F + S43
Print Central/3000	36891A + S00
	36892A + S00
Print Central/PC	36890A + S45
	36890F + S43
*AdvanceMail/PC	
*AdvanceMail/Portable	
*AdvanceLink	
*HPMessage	

**Note: Contractual material updates (SMS) not available.*

General

ALDUS PAGEMAKER VERSUS VENTURA PUBLISHER

The formidable competition to PageMaker is expected to come from Xerox's Ventura Publisher. Following are some of the major competitive positioning points between PageMaker and Ventura.

Positioning the respective companies

Aldus is a publishing-focused company, bringing publishing to computers, while Xerox (Ventura) is a software company trying to meet the needs of publishing.

Aldus was founded by Paul Brainerd. a former executive of Atex, a large publishing subsidiary of Kodak. Atex is a leading international supplier of dedicated high-end publishing equipment used to produce newspapers and magazines. Many of Aldus's lead engineers, marketing, and sales professionals also have extensive publishing background and experience.

Ventura was founded by programmers of the GEM operating environment who left Digital Research.

Aldus understands the needs of the publishing marketplace much more than Ventura, whose familiarity is with software development, not the publishing industry.

PageMaker is a proven industry leader

PageMaker has already been widely accepted as the desktop publishing package of choice in the Apple environment. With over 30,000 installed, satis-

fied customers, PageMaker is clearly a proven industry leader.

Aldus does significant market research and satisfaction studies within its installed base of users – they have taken the most significant feedback from their Macintosh users and developed enhancements for the DOS-compatible version of PageMaker. In addition, Aldus has an unsurpassed reputation for quality customer support and satisfaction.

Ventura, as a newer entry to the market, has no such proven track record.

PageMaker utilizes the industry standards of MS-Windows, while Ventura uses GEM as its operating environment

Aldus has worked very closely with Microsoft to make PageMaker an MS-Windows-based application. Windows is by far the most widely accepted graphical environment manager in the DOS world, and it is backed by the world's largest supplier of microcomputer software.

Digital Research's GEM has not achieved nearly as much of a following as has Windows.

Because Windows has gained such wide market acceptance, you can expect Windows to have more peripheral drivers, screen fonts, and other utilities written for it by independent software vendors.

Microsoft has stated (very strongly) intentions of integrating Windows with future releases of the MS-DOS operating system, such as DOS 5.0 and 80386-specific operating systems. Since Microsoft controls both DOS and Windows, you can expect extremely close integration of the two.

You can also expect that Microsoft will not expend as much of an effort to ensure that future releases of DOS work well with GEM.

Ventura, virtually admitting its mistake. has said it will port its software to Microsoft Windows, The timing of such a product is at least 12 months away, and some sources within Ventura have stated that they will wait for DOS 5.0 and 80386 PCs to become a factor (late 1987) before they do the port to Windows.

PageMaker utilizes automatic kerning, while Ventura uses manual kerning

Kerning is an essential feature to publishing. Kerning refers to the ability to adjust the space between letters in a word, and is important because professional kerning makes words and phrases easier to read.

PageMaker has both automatic and manual kerning, while Ventura has only manual kerning.

PageMaker has dictionary hyphenation, while Ventura has algorithmic hyphenation

When a word needs to be hyphenated at the end of a line, PageMaker refers to its built-in 90,000 word, Houghton-Mifflin Dictionary to ensure that the hyphenation is done correctly.

Ventura has no dictionary for hyphenation, but rather uses its own algorithms. No matter how complex the algorithm may be, it cannot approach the accuracy of an extensive dictionary. Incorrect hyphenation can be as bad a mistake as a misspelled word.

Here are some claims that Ventura may make, and some possible rebuttals:

1) Ventura takes text from, and STORES TEXT BACK TO, several word processors. When text in a PageMaker document is edited, the changes are not automatically stored back in the word processor.

However, in many cases, users do not want to re-edit the original document; for example, they only need to change the date or the address once the text is in PageMaker. If they have to make extensive changes to the text, it is much easier to go back into the word processor anyway.

2) Ventura automatically flows text around pictures, while PageMaker makes you do it manually.

By allowing the user to flow the text around a picture, PageMaker allows the user to control the design and style of the flow as there are often many alternatives as to how it may be done.

3) Ventura is faster than PageMaker in all aspects.

This is a claim that Ventura is making based upon their analysis of prerelease PageMaker code. In fact, no one has yet done detailed benchmarks between the two final products. If Ventura does have a speed advantage, it will probably be due to GEM being "tweeked" for performance advantages over Windows. However, Windows' additional other benefits should outweigh this.

4) Ventura is better suited for longer documents. It offers automatic footnoting, table of contents generation, index generation, and numbering of figures and tables. PageMaker does not.

In order to gain the benefit of these "automatic" features, users must "tag" each element of their document, headlines, subheads, tables, graphics, etc. While the end result is helpful, it is often cumbersome to have to "tag" all major items in a document. For these and other reasons, PageMaker is most often considered by far, the easier to use of the two.

PRODUCT NEWS

Mass Storage

POSITIONING PREDICTIVE SUPPORT WITH HP 7936/37 DISC DRIVES

Predictive Support has proven to be a valuable selling tool for Hewlett-Packard. Since it has been helpful in preventing unanticipated downtime with the HP 793317935 disc drives, here is some information about its use with the new HP 793617937 disc drives.

The next release of Predictive Support from Knowledge Systems Lab (KSL) is currently planned for the April, 1987, time frame. Until that time, the HP 7936137 will not be supported on Predictive Support.

The purpose of Predictive Support is to alert the user (or the HP Response Center) of potential problems with the disc drive being diagnosed. The program decides whether something is going wrong based on various sources of information (such as error rate, failure codes, etc.). The foundation of the decisions made is the behavior or "normal operation" of the disc drive. This implies that we actually know what is characteristic of a normal disc drive. In the case of the HP 7936137, we are still in the early stages of introduction and the HP 7936137 has not experienced enough failures from which to draw accurate conclusions regarding whether any "imperfect" action was normal or might indicate a future failure.

The next few months will be used by HP's Disc Memory Division (DMD). KSL, and the HP Response Centers to formulate the picture of a normal HP 7936137. Actually. since the HP 7936137 disc drive is so reliable, any failure information we do gather availability. Please be assured that HP will continue to use all the tools possible to further enhance the reliability of disc drives in the future.

Mass Storage

OBSOLESCENCE OF HP 91331340 AND HP 9133/34H DISC DRIVES

As of May 1, 1987, the HP 9133/34D disc drives will be obsolete. Both products are being directly replaced by the HP 9153/54B drives that became available as of November 1, 1986.

The HP 9153/54B products offer users higher performance at a lower cost.

Availability for the HP 9153/54B is immediate. The availability for the HP 9133/34D and HP 9133/34H products, however, will slow as inventories gradually deplete.

For additional information, please contact your HP sales rep.

Printers

LABEL PRINTING ON THE HP 2680/85/89

Hewlett-Packard is pleased to announce a label printing solution for our high-end laser printers (HP 2680, 2685, and 2689) with heat-dissipation hardware that can be easily installed by an HP customer engineer.

After many months of testing to ensure that label printing performance is as close to paper stock as possible,

Ordering information

As an option	As an upgrade kit
HP 2680A, Opt. 550	HP 26050A (for HP 2680185189)
HP 26804B, Opt. 550	
HP 2689A, Opt. 550	

Label printing applications

The high quality and durability of the HP 2680 printer has opened many doors into manufacturing facilities that use bar code (3 of 9) labels for production and inventory tracking. Retailing facilities have successfully tracked inventory by using HP 2680 bar code (UPC-A and UPC-E) labels. HP will soon be supporting AIAG bar code labels, a multimillion dollar opportunity, for use in the automotive industry.

Other label printing applications are mailing labels, identification labels, library book and shelf labels, pharmaceutical labels, etc.

Competition

- *HP* 2680 – Since the HP 2680 is currently the only high-speed page printer available to HP 3000 users. the onlv competition for label printing is coming from high-speed impact printers. The print quality of the HP 2680 and the 45 ppm speed make it a more viable label printing solution, especially when printing bar codes for high-volume requirements.

HP 2685189 – In the IBM marketplace there are many high-speed page printers with label printing capabilities. including the Xerox 4050 and 8700. IBM 3800. and Siemens ND-3. All of these products are higher-speed and higher-cost solutions – a step above HP's market niche. All of these competitors are experiencing reliability problems when running label stock, much the same as HP experienced during label printing tests. The message is *that* page printer label *printing* solutions

Xeron 4060) may also appear as a label printing competitor, but indications are that the cold pressure fusing process in ion deposition does not allow label stock to run effectively. Despite this, Xerox claims they can print labels on the 4060, but the suggested label stock is very limited and not a widely advertised feature of ion deposition machines.

- *Forms and graphics design* – The HP forms design package (IFS/3000 and IDS/FORM) is a helpful feature in selling label printing to users who need more than text on their labels. HP's Output Design Service is also available to help meet specialized user needs.

Label specifications

HP worked with Uarco, a prominent label conversion company, to develop a label specification, and we suggest HP sales reps and users, also work with them when setting up a label printing operation. Other label converters (Moore, Standard Register, etc.) are expected to quickly come up to speed with competing label stock. We will be working closely with these converters to help them develop approved label stock.

For more information concerning label stock, order application note (PIN 5954-8946) through your HP sales rep.

Printers

JetSeries Printer Software Support

The list of software support for the HP QuietJet Series printers is growing quickly. The QuietJet printers are supported on many top selling packages:

- 1-2-3@from Lotus@,Symphony@, and Manuscript@)
- Microsoft® Word
- Word Perfect
- SuperCalc 4
- WordStar 2000
- Multimate Advantage™
- Volkswriter

Remember, the HP QuietJet Series printers are also compatible with our ThinkJet printers. You can gain immediate support through the ThinkJet printer driver as well as through selected Epson printer drivers. For more information, you can refer to you QuietJet printer owner's manual for a description of the software support available. You can also contact appropriate software vendors in your country or region to obtain the most current information on the HP QuietJet Series printer support.

Keep looking for more HP QuietJet printer software support to come.

Printers

HP 2563A Dot Matrix Impact Printer Discontinued

The 300 lpm HP 2563A will be discontinued effective February 1, 1987. This model is replaced by the HP 2563B, which was introduced November 1, 1986.

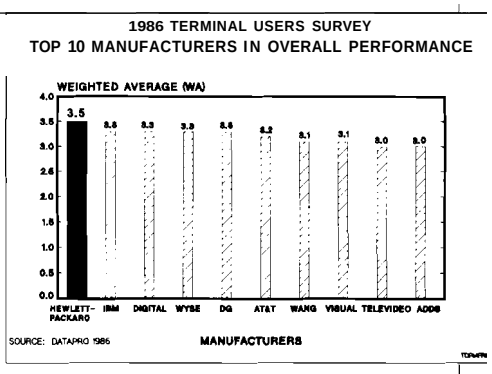
The HP 2563B offers increased capabilities that allow access to optional 12,13.3, and 15 cpi character sets and a denser 140 x 144 dpi graphics matrix. In addition, the HP 2563B comes standard as a 55 dBA unit – complete with quietized cabinet, sound enclosure, and passive paper stacker. Option 114 is available to delete the quietized cabinet, sound enclosure, and passive paper stacker.

For a more complete description of the HP 2563B, please refer to the November 1986, issue of HP *Channels*, page 28.

Terminals

HP Terminals are Tops in DataPro Survey

For the fourth year in a row, Hewlett-Packard display terminals have come out on top in DataPro's Terminal Users' Survey. The 1986 survey gives all HP terminals a score of 3.5 out of a possible score of 4 for overall performance.



The HP 2392A Display Terminal, which is featured pictorially in the report, scored 3.6 in the same category for individual terminal models.

DataPro's scoring includes customer ratings for ease of operation, display clarity, keyboard feel and usability, ergonomics, hardware reliability, and servicelsupport.

The graph here shows how HP terminals fared against the competition.

For more information, contact your HP sales rep.

Industry: *Cross Industry—database management*

Abstract: SQL + is a relational database language, based on IBM's Structured Query Language, designed for technical data management on the HP 9000 Series 200/300 BASIC workstation. SQL is the same language used by many of the most popular RDBMs including HP's ALLBASE.

The language enables you to create, fill, and manipulate databases from any BASIC program. Users will realize significant improvement in storage and retrieval times along with greater flexibility in database design and manipulation. The system has been tailored to handle numerical and computational-intensive data while providing the best performance available. Many user-definable options allow further optimization for each specific application.

SQL + can be incorporated easily in any BASIC programs, allowing the programs to share data without requiring predefined pointers and dictionaries. New applications can be incorporated in minutes to share existing information, improve data integrity, and reduce disc storage requirements. Any number of tables can be joined to allow any amount of data to be searched, sorted, and formatted for use within the program or sent to the CRT, printer, or plotter.

Company Name: Advanced MicroSolutions

Address: 1100 Alma Street, Suite 207
Menlo Park, CA 94025
U.S.A

Phone: 415-325-7694

Contact Person: Greg Lawson

Type of Distributor Wanted: Reps, distributors, and VARs

Geographic Coverage: Worldwide

Industry: *Distribution*

Abstract: On-line, field-proven distribution system for the HP 3000 family, designed particularly for Series 37 turnkey operations.

The inventory module supports FIFO, LIFO or AVERAGE, costing. lot control and serial number. service and labor items, multiple warehouses, and stocking locations.

Telephone order processing features user-definable order types, user-definable order life cycle, immediate acknowledgement, picklist and or invoice.

Very reasonably priced for the Series 37 marketplace, the system is written in CBAS/3000, the only fourth-generation language, that executes faster than COBOL.

Company Name: Iris Computer Planning

Address: 117 Disco Road
Toronto (Rexdale), Ontario
M9W 1M3
Canada

Phone: 416-674-0034

TELEX:
06-984708

Contact Person: Paolo Illing

Type of Distributor Wanted: HP 3000 Series

Geographic Coverage: Worldwide

Industry: *Electronics industry – data acquisition software*

Abstract: The CrtCamera spectrum acquisition software is a general-purpose utility software for the HP 8566, 8567 and 8568 spectrum analyzers. CrtCamera provides users with an easy way to capture, store, retrieve, and plot or print spectrum analyzer display data. The spectrum analyzer's complete display memory, consisting of traces, annotations, and custom graphics is saved along with the instrument state. A title and time date are automatically appended to the display data.

The software is written in BASIC 3.0/4.0 for the HP 9000 Model 2001300 computers.

Company Name: Test Quality Company

Address: P.O. Box 710215
San Jose, CA 95171
U.S.A.

Phone: 408-629-7183

Contact Person: Jim Jenkins

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Industry: *Cross industry – report writers*

Abstract: ASAP13000 is a menu-driven, batch report writer for the HP 3000 that provides a user-friendly, interactive report development and modification facility. Reports developed using ASAP execute in COBOL II, and COBOL source code can be generated at any time. Reports may be multiline or columnar, with unlimited sort and selection criteria, nominal items (calculated or non-calculated), headingslfootings. page breaks, line controls, code expansion, etc. ASAP also provides database layouts and work sheets for the designer, plus the ability to "clone" an existing report. There is no additional charge for software developers using ASAP to develop COBOL report programs for inclusion into their software products. ASAP is equally applicable to designers and end users.

Industry: *Cross industry – sales leads tracking/marketing information*

Abstract: FASTRACK/3000 is an on-line sales leads tracking and marketing information system. It provides menu-driven, transactional access to a comprehensive leads database with complete information about each lead, multiple contact persons, product lines, follow-up schedules, in-depth follow-up history, comments, sources, sales quota, and forecasting data. The system has extensive update. inquiry, and reporting capabilities to give sales and marketing professionals accurate, timely information. It's easy to use: has on-line HELP, full data dictionary, natural language for ad-hoc inquiry, and a fourth-generation language transaction development facility. Can be used by telemarketing and/or field sales reps. Batch report writer is optional.

Company Name: Los Altos Software

Address: 289 South San Antonio Road
Suite 203
Los Altos, CA 94022
U.S.A.

Contact Person: Susan Galante

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Industry: ***Cross industry – land information,***

Abstract: BLIS is a geographical information system providing powerful mapping facilities. It runs on the HP 9000 Series 200 and 300 computers in BASIC. The system permits the creation of a geographical database of vector data (point, line, circle) and nongraphical data attributes to represent any spatially distributed data by automatic map creation. The digital data can be acquired as a result of survey, digitization, or on line to numeric or graphical precision. Rasterization facilities are provided to enable fast recovery of standard map displays.

The system is most appropriate for the creation of comprehensive, graphical ownership record systems (cadastral systems), public utilities systems, and natural resource mapping systems. Facilities to manipulate symbols and drawings enables fast creation of maps by aggregation of individual parts. The software includes a topographical mapping system to enable surface topology to be recorded, computed, and integrated with planimetric information. Field survey input facilities are provided and include integration with automatic data collection capabilities, running on HP 41C calculators connected to total station theodolites. Integration with portable photogrammetric analytical stereo digitizers provides a comprehensive mapping facility.

Company Name: Kingdom Pty Limited

Address: 5 Devlin Street,
Ryde. NSW. 2112.
Australia

Phone: +-2-8074822

Contact Person: Dick Lovegrove

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Software Packages Wanted

Type of Packages Needed: Vertical market/niche applications for the HP 3000

Services Provided: Low-end VAR with offices in Long Island and New York City is actively seeking vertical market software packages to promote, sell, and support in the Metropolitan New York City area.

Excellent reputation and rapport with HP sales force. Company is currently a referenced reseller for MCBA, selling to the wholesale/distribution marketplace.

Needed by: Perfect Software Solutions, Inc.

Address: 151 Herricks Road
Garden City Park, NY 11040
U.S.A

Phone: 516-741-1210

Contact: Paul Sita

Geographic Coverage: Metropolitan New York City area

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 Solutions Marketing
Attn: Marilyn Rauchle
10520 Ridgeview Court
Building 49C
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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