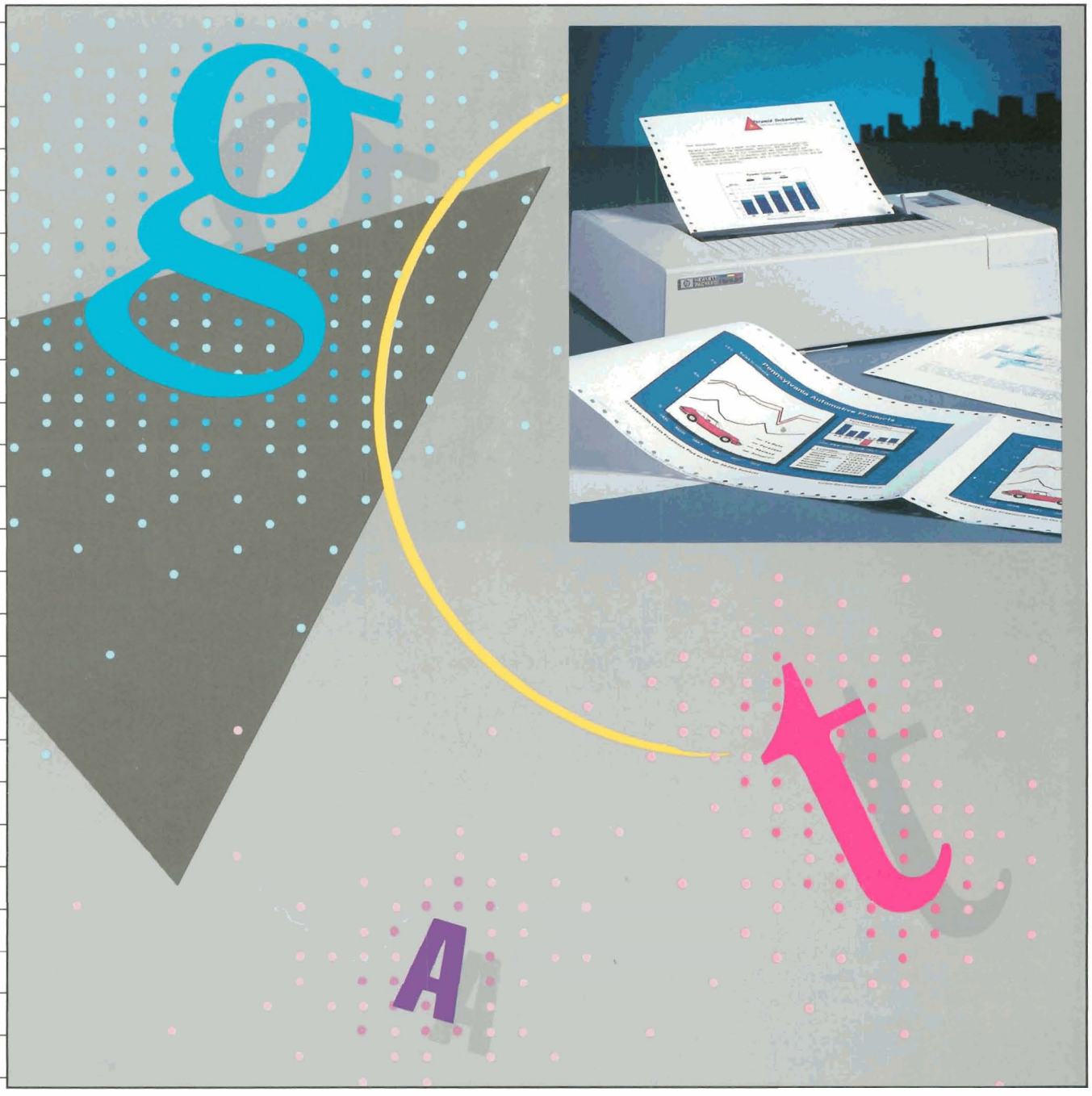


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# HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses.

August 1987



Introducing the HP PaintJet Color Graphics Printer

# HP CHANNELS

Volume 6, No. 10

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.

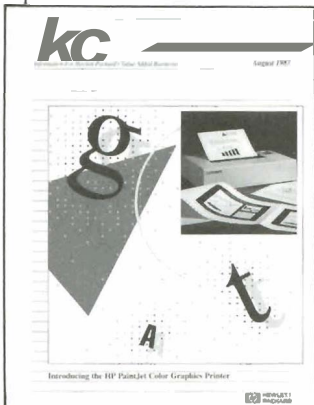
For further information on any of the products and services discussed in HP Channels, please contact your HP sales rep.

**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**



On August 3, 1987, Hewlett-Packard unveiled the HP PaintJet Color Graphics Printer. Already the product has received an enthusiastic response from the media. The PaintJet Color Graphics Printer fills an important niche for PC professionals who need high-quality NLQ text and vivid color for graphics. See articles beginning on page 26.

HP CHANNELS  
August 1987

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

**For research and education purposes only.**

## VAR DISCOUNTS Now AVAILABLE ON HP REMARKETED EQUIPMENT

HP's value added resellers of business systems can now obtain the same discount for remarketed products that they are accustomed to receiving on their purchases of new products. Effective mid-July 1987, all remarketed products offered by HP's Finance and Remarketing Division (FRD) are authorized for sale under the 'OEM' discount schedules on the A-I and A-IV purchase agreements as well as 'LEVAR' discounts (A-3L schedule). This means that you can now obtain HP 3000s, peripherals, memory, interface cards, and related products for your customers at the same discounted price as new products. HP will even offer demo development discounts on selected equipment.

Remarketed equipment is available at prices 10 to 40 percent less than new. Historically, HP has used this second tier pricing to win in price-sensitive sales situations. The remarketed option has been used to win new HP customers against DEC, IBM, Burroughs, Wang, and other competitors. The price savings and high-quality refurbished products have helped close deals when a customer's equipment needs exceed his budget or when we compete against HP used equipment vendors.

Normal VAR discounts on remarketed equipment are being offered in recognition of your increasing importance to HP in recruiting and maintaining new customers. We want to make sure that you have all the tools to make you, and HP, successful.

Please note other related articles in this issue. One describes HP's refurbishment process, which results in products being functionally and cosmetically equivalent to new. Another provides information on a new program to upgrade any old HP 3000 Series 30, 33, or 111 customers you may have in your installed base. Lastly, the remarketed products available from HP are described.

## REFURBISHED PRODUCTS FROM HP

Hewlett-Packard obtains used equipment from a number of sources including trade-in programs, demo and loaner inventory, and products returned at the end of leases. The result is a cross section of HP's product offerings. However, supply can be limited, especially if products have been recently introduced. The products described in the following table are those that are usually available within a reasonable time frame.

All of these products are fully refurbished, so they are functionally and cosmetically equivalent to new. The cost for HP support for these products is also the same as the comparable new product.

Have your HP sales rep give us a call to obtain our current price or if your price-sensitive customer needs equipment not listed below.

Product No.	Description
<i>Computers</i>	
32542RR	HP 3000 Series 42 (2 Mbytes, 2 GICs)
32548BR	HP 3000 Series 38 (2 Mbytes, 2 GICs)
32558AR	HP 3000 Series 58 (4 Mbytes, 2 GICs)
<i>HP 3000 accessories</i>	
30161AR	Series 4X, 5X 1 Mbyte Memory
30142AR	Series 6X, 7X 1 Mbyte Memory
30018AR	ADCC. Main
30019AR	ADCC. Extender
30246AR	SNA Link
30251AR	BSC Link
30171AR	Point-to-Point Modem Link
32187AR	X.25 Link
<i>Disc drives</i>	
7933HR	304-Mbyte disc drive
7935HR	304-Mbyte disc drive
7945AR	55-Mbyte disc drive
<i>Tape drives</i>	
Call for availability	
<i>Terminals and PCs</i>	
45711ER	Enhanced HP Portable PLUS with modem
others	Call for availability
<i>Printers</i>	
2932AR	200 cps printer
2934AR	200 cps printer
2563AR	300 lpm printer
<i>Plotters</i>	
7586BR	Drafting plotter
7585BR	Drafting plotter
7580BR	Drafting plotter
7440AR	Workstation plotter
7550AR	Workstation plotter
7475AR	Workstation plotter
7470AR	Workstation plotter

## *HP's QUALITY REFURBISHMENT PROCESS*

The goal of Hewlett Packard's refurbishment process is to assure that your customer receives products that meet HP's standards of excellence in terms of quality, reliability, functionality, and safety. Our remanufactured products look like new, and are functionally equivalent to new.

The refurbishment process is comprised of four steps:

*Incoming Inspection* – Age, condition, and remanufacturing requirements are determined, and parts for the unit are ordered

▪ *Assembly* – Exterior panels are removed, accumulated dust blown out, and board connections and wiring are

inspected and repaired, as necessary. Most importantly, the product is functionally updated (e.g. ROM replacement, mechanical component upgrades, etc.) based on HP's service organization notes and information obtained from the original manufacturing division.

▪ *Test* – Remanufactured products are tested to assure mechanical and electronic compliance with HP standards. Each unit is tested on a standalone basis, and within the context of a system.

▪ *Final assembly* – Repainted or replacement exterior panels are attached and the unit prepared for shipment.

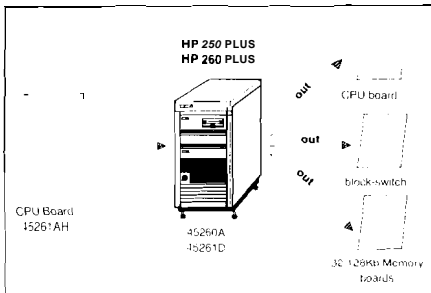
The result of the refurbishment process is a product that is cosmetically and functionally equivalent to new. Because of this, refurbished products are sold with the same terms and conditions as a new product. This means that your customer gets the same warranty and eligibility for service at the same price as new, without any trial period or extra service inspections. It also means that HP pays for freight and insurance, as well as site preparation and installation, when included with the new product. Most importantly, the product is backed by the Hewlett-Packard Company.

**Business Computers**

*Small Business Computing*

**ANNOUNCING  
SHIPMENTS OF THE  
HP 250 AND HP 260  
PERFORMANCE  
UPGRADE**

The performance upgrade for the HP 250 and HP 260 installed base is now available. The performance upgrade offers the unique opportunity for HP 250 and HP 260 users to upgrade to the performance level of today's HP 260 Series 40. This upgrade is the best alternative for users who need to add only a few more users or additional applications to their current system.



The upgrade features a high-performance CPU board containing 1-Mbyte of fast RAM and the disc-caching technology of the new HP 260 Series 40. The customer 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 can be highly increased. First installations have proven a performance boost of up to 100 percent.

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

**Note:** the performance upgrade is not available for the HP 250 (deskmodel) SPU's (4525XA or 4525XB); the growth path would be via the HP 260 Series 40 or the HP 3000 family.

*Precision Architecture*

**FASTLANE 3000:  
PLANNING FOR A  
FAST, EFFICIENT  
MIGRATION**

Hewlett-Packard recognizes that quality support is always necessary for a successful and well-rounded systems solution, and this is also true in the case of MPE V to MPE XL migration.

With the introduction of FastLane 3000 consulting services, this quality support is now here.

FastLane 3000 is essentially a productivity tool. Its objective is not simply to provide migration assistance, but to help our users achieve a fast and efficient migration. The HP systems engineers (SE) delivering the service look closely at the users' systems environment and use their knowledge of migration steps and issues to point the customer team in the right direction. This streamlines the migration by avoiding an unproductive process of trial and error.

As such, FastLane 3000 can be of value to the vast majority of our migrating users. In order to suit the special needs of different users, the FastLane 3000 services may be purchased in a number of configurations.

**Ordering information**

Product No.	Description
32480A+42B*	FastLane 3000
32480A+42C	FastLane 3000: System Planning
32480A+42D	FastLane 3000: Application Planning

\*FastLane 3000 replaces Migration Planning Assistance (PIN 32480A+42A). FastLane 3000 (PIN 32480A+42B) consists of FastLane 3000: System Planning and FastLane 3000: Application Planning.

For more information on these consulting services, please contact your HP sales rep.

*Precision Architecture*

**MIGRATION TOOLSET  
RELEASES ON  
UB-DELTA-4**

The Migration Toolset is a set of tools that runs on an MPE V/E-based HP 3000. These tools will help users in planning for migration to HP 3000 Series 900 systems. They do this by identifying any incompatibilities that may exist in the applications to be migrated to an MPE XL-based system.

**Function**

The tools identify incompatibilities between MPE V/E and first release MPE XL intrinsics. Most of these incompatibilities are obscure and used by only a small percentage of our users. It is important that users take into account the release of MPE XL that will be used since future releases may resolve some of these incompatibilities.

The results of the tools should be used to avoid the future use of incompatible features, identify and isolate existing code where an incompatible feature is used, and get an idea of the number and nature of the incompatibilities.

*continued on next page*



## Migration Toolset components

The Migration Toolset consists of two tools and a manual. The tools are the Run Time Monitor and the Object Code Analyzer.

*Run Time Monitor (RTM)*— Identifies incompatibilities that exist in applications as they execute. This tool will interrogate parameters passed to intrinsics for actual incompatibilities and log them to the system log file for later reporting via a special reporting tool.

*Object Code Analyzer (OCA)*— Identifies potential incompatibilities that may exist in programs and Segmented Libraries (SL). This tool comprehensively scans individual or groups of programs and SLs, and identifies potential incompatibilities that may exist.

The *Migration Toolset Guide* is also included. Besides providing reference material on the tools, it also includes an overview of the migration phases. A comprehensive list of all known incompatibilities is provided in an appendix. This list also acts as a cross reference in analyzing the output of each tool.

### Who is it for?

The Migration Toolset provides more information on incompatibilities between MPE VIE and first release of MPE XL but it cannot be used to complete a user's migration planning. This is because the Toolset does not tell you how to fix or rewrite code. The Migration Manual series will provide this information in the first half of 1988.

As a result, it is very important that users understand the benefits and limitations of the Migration Toolset and that their expectations are set before they begin using it. The toolset helps distinguish between applications that require no migration effort (i.e. have no incompatibilities) versus applications that will require further analysis when more information is available.

While the Toolset identifies where incompatibilities exist, in most cases the tools and documentation cannot determine the change that needs to be made to an application. This is because the Toolset, in most cases, does not know why a given feature is used. Sophisticated users may be able to determine how to rewrite code.

The Migration Toolset (PIN 32428) is supported on MPE VIE UB-Delta-4 and orderable on the August 1 HP Price List.

HP 3000

## INTRODUCING TURBOSTORE/IV FOR FASTER BACKUP

Have you HP 3000 users been looking for a product that will help you perform backup in less time? Hewlett-Packard has heard these requests for a faster backup mechanism that will help MPE V users "Beat the Race to Daylight," and we are proud to introduce our new TurboSTOREIV product.

By replacing the MPE V STORE command, TurboSTOREIV has the ability to reduce users' backup time by at least 50 percent. In order to get the most benefit from this product, high-end HP 3000 users will want to configure their system with multiple HP 7980 tape drives. Since this new high-performance tape operates at 125 ips, there will be a significant advantage over the HP 7978.

## Multiple modes of operation

TurboSTORE has four basic modes of operation for users to choose from, as described here.

*Multiple Sequential Tape Drives* — This feature serves to eliminate tape rewind time by automatically switching from one tape drive to another when the reel is full.

### MULTIPLE SEQUENTIAL TAPES



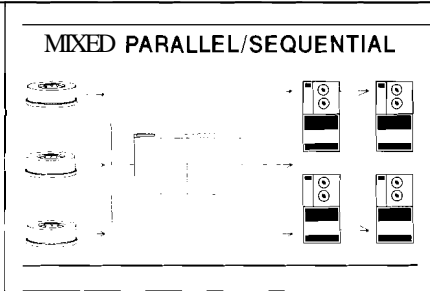
■ *Multiple Parallel Tape Drives* — Whereas the STORE feature of MPE could only access one disc drive at a time, TurboSTOREIV accesses multiple discs concurrently. Moreover, the data is written to as many as four tape drives simultaneously. The combination of two tape drives and increased disc transfer rate typically provides a 100 percent increase in performance over STORE with a single tape drive.

This method produces tapes written in a high-performance format that can be restored by TurboSTOREIV approximately 10 to 20 percent faster than traditional STORE tapes.

### MULTIPLE PARALLEL DEVICES

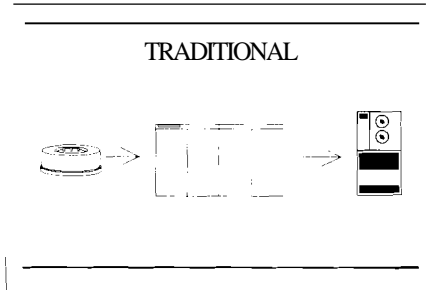


■ *Mixed Sequential and Parallel Tape Drives* – To save even more backup time, users can combine the sequential and parallel modes as shown below.



*Traditional Mode* – All tape sets created by the MPE V STORE command can be read by TurboSTORE/V. However, high-performance tapes created using multiple tape drives cannot be read by the MPE V RESTORE command.

For users who need to transport data to a system that does not have TurboSTORE/V, we have included a traditional STORE mode that is compatible with MPE V STORE.



**Performance**

Performance is dependent on the system configuration, disc and tape drive transfer rates, file size and distribution, CPU speed, and tape quality.

**Support**

TurboSTORE/V is supported on V-MIT and later versions of MPE V. Please note that TurboSTORE/V requires identical tape drives, so users cannot mix HP 7978 and HP 7980 tape drives.

**Ordering information**

Product No.	Description
30167A	TurboSTORE/V
Opt. 310	First copy for HP 3000 Series 37, MICRO 3000
Opt. 320	First copy for HP 3000 Series 39/4X/5X
Opt. 330	First copy for HP 3000 Series 6X, 70
30167R	Right-to-Copy TurboSTORE/V
Opt. 310	For HP 3000 Series 37, MICRO 3000
Opt. 330	For HP 3000 Series 39/4X/5X
Opt. 330	For HP 3000 Series 6X/70

HP 3000

**HP 3000 MPE V  
SYSTEMS SUPPORT  
HP 7979 AND 7980  
TAPE DRIVES**

The new HP 7979 and HP 7980 tape drives are now supported on MPE VIE HP 3000 systems.

The HP 7979 and HP 7980 tape drives replace the 1600 cpi capability of the HP 7974 tape drive and the HP 7978 625011600 cpi tape drive. These new products offer users tape autoloader, space-saving packaging, lower price, and lower support costs. In addition, the HP 7979 is the only 1600 cpi tape in the industry that can be upgraded to a 625011600 cpi tape drive.

**Competition**

Hewlett-Packard offers the most competitively priced, high-performance 1/2-inch tape drives in the industry. These new products make the HP 3000 system solution better than ever.

**Support**

The HP 7979 and HP 7980 tape drives are supported on the UB-Delta-3 and V-MIT versions of MPE V and later. Also, these products are a very high priority for support on the first Delta release of MPE XL.

In addition, these tape drives are supported with TurboSTORE to offer users a faster STORE/RESTORE capability. Remember that TurboSTORE requires identical tape drives, so users cannot use a combination of one HP 7978 and one HP 7980 tape drive.

Please note that because of the price-performance advantages of the HP 7979 and HP 7980, they will be available in the HP MICRO 3000XE Marketing Package System at no discount.

The maximum tape drive configuration supported on MPE-V systems is indicated in the following matrix.

HP 3000 System	HP 7979	HP 7980
MICRO 3000, Series 37/37XE	2	2
MICRO 3000XE, Series 39/4X/5X	4	4
Series 6X/70	4	4



HP 3000

## NEW MANUAL SET AVAILABLE FOR HP MICRO 3000 AND MICRO 3000XE USERS

A new supplemental manual set is available for HP MICRO 3000 and MICRO 3000XE users effective August 1. Today, MICRO 3000 and MICRO 3000XE users are automatically shipped an optimized manual set. This manual set, which includes only the basic manuals necessary to run MPE, is ideal for systems sold through major accounts and VABs. However, users of the HP MICRO 3000 systems for programming need the full manual set. To give users the flexibility to order the manuals they need, we now offer a new supplemental manual set (30580M).

The supplemental manual set includes all HP 3000 manuals not included in the optimized manual set. Therefore, if users order the supplemental set with their HP MICRO 3000 or MICRO 3000XE, they will have a full set. The contents of the optimized and supplemental manual set are listed in Exhibit A.

To get updates to the supplemental manual set, users need to order the corresponding manual update service, PIN 30580M+Q00. Because the HP MICRO 3000 and the MICRO 3000XE manual update services do not contain updates to all manuals, we have reduced the price of these services (PIN 32535A+Q00 and 32545A+Q00).

To summarize, users who need the full manual set for their MICRO 3000 and MICRO 3000XE systems should order the supplemental manual set (30580M) and the manual update service (30580M+Q00).

In addition to adding a new manual set, we have improved the optimized manual set. Based on your feedback on the manuals, we have added QUERY (30000-90042) and TurboIMAGE (32215-90050) to the optimized set. With these additions, most users will be

satisfied with the optimized set. Remember, if other individual manuals are wanted, they can be ordered through HP Direct.

### Optimized manual set

Product No.	Description
32033-90005	MPE V Operator Reference Manual
32033-90006	MPE V Commands Reference Manual
32033-90008	MPE V Utilities Reference Manual
32033-90009	Guide for the New User
32033-90021	Guide for the New Operator
32033-90023	MPE Quick Reference Guide
5953-7583	General Information Manual
5958-3153	UB-Delta-1 Communicator*
32215-90050	TurboIMAGE Reference Manual**
30000-90042	QUERY/V Reference Manual**

\*Latest communicator shipped with system.  
\*\*Manuals added to set as of July 15.

Note: Site Prep and Installation Guides mentioned in the Configuration Guide are not sent with the FOS manuals; users receive them separately.

### Supplemental manual set

Product No.	Description
32209-90001	HP VPLUSIV Reference Manual
32209-90004	VPLUS/V Forms
32214-90002	Sort/Merge Reference
32414-90001	NLS/V Reference
5957-4634	Datacom Handbook
7120-1189	Overlay - Entry
7120-1190	Overlay - Forms
03000-90012	EDIT/V
03000-90064	FCOPY/V
03000-90121	Using the HP 3000
30000-90011	MPE Segmenter
30000-90012	MPE Debug/Stack Dump
30000-90028	Compiler Library
30000-90079	KSAM Reference Manual
30000-90236	MPE File System Manual
32033-90007	MPE Intrinsic Reference Manual
32033-90008	MPE Utilities'

\*The duplication of this manual in both manual sets simplifies the manufacturing process.

HP 3000

## HP 3000 SERIES III TRADE-IN PROMOTION

This trade-in promotion applicable in North America only. Contact your HP sales rep for details regarding your country.

Do you have customers with HP 3000 Series IIIs in your installed base? If so, they are probably wondering about the future viability of their computer system. HP support is assured for only another three years, and add-on memory boards, terminal interface cards, and many other accessory products and peripherals can no longer be purchased from HP. And chances are that you are no longer fully supporting your software on this older system.

What will it take to help migrate these customers to HP's current HP 3000 product line? How about a \$30,000 return credit (U.S. list price) for their HP 3000 Series III system when they purchase a remarketed Series 58? This is more than 10 times the current market value for the HP 3000 Series III, and \$26,000 more than the standard upgrade credit.

Because the HP 3000 Series III and Series 58 do not communicate with their peripherals in quite the same way, this promotion has been designed to help upgrade peripherals, too. As part of the promotion, we have put together interface upgrade kits. We also give your customer the option of purchasing peripherals at low remarketed prices.

Therefore, in order to qualify for the \$30,000 return credit, your customer needs to order the products listed below.

- One HP 3000 Series 58R
- One ADCC
- One HP 7933HR or interface upgrade kit

- One tape drive (HP 7970ER, 7974AR, or 7978BR)

Please note that we don't encourage upgrading the tape drive since the upgrade kit would cost as much as a fully refurbished tape drive. Also, your customers must return their old systems to Hewlett-Packard. Lastly, if your customers order the HP 3000 Series 58R bundle, which is already discounted by \$15,500, the upgrade credit is reduced to \$14,500.

Now is the best time ever to call on your HP 3000 Series III customers. This program, which runs through October 31, 1987, gives you the chance to get in the door and present an attractive package deal.

HP 3000

## REMARKETED HP 3000 SERIES 58 BUNDLE

Hewlett-Packard has developed a cost-effective solution for customers who need to add a midlevel system to run your applications software. The core bundle of remarketed products consists of an HP 3000 Series 58, an HP 7933H disc drive, an HP 7974A tape drive, an ADCC, and a system console. A bundle discount of more than 15 percent is applied to the already attractive prices of remarketed standalone products.

The core bundle can be modified to best fit your customer's needs. An HP 7978B can be ordered instead of the HP 7974A. Remarketed ATPs, additional ADCCs and memory, terminals, and additional disc drives can also be ordered at the time of system purchase for additional savings.

The HP 3000 Series 58 is best suited for applications requiring the power of a Series 5X system, and more than the 48 terminals or 3 LANs and wide-area

networks supported on the Series 52 (see following table). And with the remarketed Series 58 bundle, your customer doesn't have to pay a premium for the extra connectivity.

	Series 58R	HP 3000 Series 52	MICRO 3000XE
Maximum ATP ports	96	48	56
Maximum links and LANS	7	3	3
SPU Power	130%	1309	100%
Standard memory (Mbytes)	4	4	2
Availability (weeks after order)	2	8	8

**Note:** HP in Europe has its own program for remarketed equipment. Please contact your sales rep for more information.

HP 3000

## INTRODUCING NETDELIVERY/V

Recently, HP announced NetDelivery, a new Distributed Application Service product. NetDelivery/V is a software package that provides for the reliable delivery of messages and files between applications either locally or across a network of HP 3000s. NetDelivery allows the user to concentrate on the application and not be concerned with the details of network topology or the state of the network. NetDelivery's main features are listed below.

Reliable delivery

- Data and application transparency
- Store and forward of messages through a network
- Transfer control and scheduling

NetDelivery ensures reliability because messages are saved in a disc file until the receiving node acknowledges receipt of a message. If a node or link is unavailable, NetDelivery will wait until it is available and then retransmit the data. Data and application transparency exist because a sender

only needs to know the recipient's destination name and not the node name on which the recipient resides. The store and forward feature enables the transmission of data between two nodes that are not directly connected. Messages can be stored on intermediate nodes so that the origin and destination nodes are not required to be available simultaneously. Message transfers can also be scheduled with NetDelivery during low traffic periods or when transmission rates are low.

### Ordering information

Product No.	Description
32346A	NetDelivery/V for HP 3000 Series
<b>Processor options</b>	
Opt. 310	MICRO 3000/MICRO 3000XE
Opt. 315	Upgrade from MICRO 3000 to Series 39 to 70
Opt. 320	Series 39 to 70

NetDelivery will be available on UB-Delta-4 MIT. Further information on NetDelivery applications is available in the Distributed Application Services mailing dated May 25, 1987. If you did not receive the mailing, please contact the Literature Distribution Center and request P/Ns 5954-7718 and 5954-7719. Also, watch this space in the coming months for further information concerning how NetDelivery compares with HP Desk.

HP 3000

## NEW OCTOBER 1 PRICING FOR OFFICE SYSTEMS

Beginning October 1, 1987, pricing for HP's Office Systems Business Unit host-based products will be based on three-tier pricing for the HP 3000. In addition, R copy prices will be about 85 percent of the A copy price, com-

pared to the current 70 percent. There is a 30-day grace period for the price increase, so the new prices will become effective worldwide on November 1, 1987.

### Why have the prices changed?

The new pricing will bring our office prices in line with those offered by Digital Equipment Corporation, and will still be very competitive.

### How do these prices compare with DEC's?

The following table compares HP's office prices against DEC's All-in-One. As you can see, HP's Personal Productivity Center (PPC) offering is at least 18 percent lower than the pricing for All-in-One. On the HP 3000 Series 7X systems, PPC pricing is 40 percent lower than a comparable configuration of DEC's All-in-One.

**Comparative pricing table**

HP 3000 Processor*	U.S. list price		
	Series 3X	Series 4X, 5X	Series 6X, 7X
<i>Function</i>			
HP Desk	\$ 5,200	\$14,000	\$25,000
Applic. Intgn. (bundled with HP Desk)	included	included	included
HP Schedule	1,300	3,000	5,400
Total HP software	\$ 6,500	\$17,000	\$30,000
*U.S. list price effective November 1, 1987			
DEC Processor	MicroVAX II	VAX 8250	VAX 8550
<i>Function</i>			
All-in-One	\$13,500	\$27,000	\$59,400
(WPS +)	(3,100)	(6,200)	(8,800)
Total All-in-One (excl. WPS +)	\$10,400	\$20,800	\$50,600

### Notes:

- Figures on DEC's All-in-One pricing are supplied by Dataquest.
- All-in-One is processor priced, so the price varies according to which processor the user is using.
- All-in-One includes electronic mail, meeting and resource scheduling, and also incorporates DEC's host-based word processor, WPS+. Please note that the competitive price comparison excludes word processing because All-

in-One uses a host-based product, but PPC offers PC-based products.

- The processors that were matched to accurately compare Hewlett-Packard and Digital pricing are as follows:
  - The HP 3000 Series 3X is compared to the MicroVAX II
  - The HP 3000 Series 4X, 5X is compared to the VAX 8250
  - The HP 3000 Series 6X, 7X is computed to the VAX 8550

HP 3000

## ORDER NEW RELEASE OF HP DESKMANAGER BEFORE NOVEMBER PRICE INCREASE

With HP DeskManager B.00.00, we gave you industry-leading functionality from our office products. Now HP is introducing industry-leading performance – and is giving users a chance to order the new high-performance release of HP DeskManager *now*, before the price increase becomes effective November 1, 1987.

The new performance is not just an improvement over the current release of HP DeskManager (B.00.01) – it matches or exceeds the performance of HP A.03.01 on most systems. More information on the performance of the new release of HP DeskManager will be widely published in September.

Any users ordering HP Desk between August 1 and October 31, 1987, will be able to buy the performance release at existing prices. The price increase will be introduced on October 1 with a 30-day grace period, and is effective beginning November 1, 1987. Anyone wishing to take advantage of this new performance at 1987 prices can order HP DeskManager as normal. Users will be shipped a copy of the manuals, and the software certificate. It is at the users' discretion whether to install the current version of HP Desk for users who wish to make use of the functionality immediately, or whether to wait until the performance release of HP Desk, which will be shipping in December.

This means that users can take advantage of lower 1987 prices when ordering the new performance release of HP Desk. At the same time, users can get the HP DeskManager companion products – HP Schedule and HP File/Library – before the price increase. For more information on the new pricing, please refer to the previous article entitled, "New October 1 Pricing for Office Systems." in this issue.

HP 3000

## **NOVEMBER OFFICE PRODUCT OBSCOLESCENCE PLANS**

Hewlett-Packard will be making 12 low-revenue office products and/or bundles either obsolete or functionally stable, effective November 1, 1987. Obsolete products will be removed from the HP Price List but will continue to be supported for five years. No enhancements will be made to these products. Functionally stable products will remain on the HP Price List, and of these, selected products will be migrated to MPE/XL (see list below). Functionally stable products will have serious and critical bugs reviewed for possible fix, however, no further enhancements to functionality will be made.

The objective of these changes is to streamline our product line and offer users better support on strategic products.

### **Products obsolete**

- **HP Convert/WPS** – The product will be available as a special for sales involving replacement of Wang word processors. Contact your HP sales rep if you are involved in a Wang replacement deal.

- **HP Slate** – HP Slate will remain active in HP DeskManager and will be migrated to MPEIXL. The standalone product only will be obsolete.

- **HP Telex and TELEX T.I.U.** (U.S. only) – These products will be obsolete only in the United States.

- **WP Pack** – This bundle will be removed from the HP Price List. It consists of HP Word, HP ListKeeper, and HP Spell.

- **HP Message/150** – This product has been replaced by AdvanceMail/Touchscreen.

- **HP Message/IBM** – This product has been replaced by AdvanceMail/Vectra/IBM PCs.

### **Functionally stable products**

- **HP ListKeeper** – HP ListKeeper is targeted to migrate to MPE-XL on the first Delta MIT.

- **HP Spell** – HP Spell is targeted to migrate to MPE-XL on the first base MIT.

- **HP Word** – HP Word will have one additional release, A.05.06, and support for strategic new peripheral devices will be periodically reviewed.

- **HP Word Intrinsic** – HP Word Intrinsic is targeted to migrate to MPE-XL on the first Delta MIT.

- **HP Telex and TELEX T.I.U.** (Non-U.S.) – These products will be functionally stable in non-U.S. countries. Migration to MPE-XL is under investigation.

These changes will become effective November 1, 1987.

HP 3000

## **RESOURCE SHARING PC BACKUP AVAILABILITY**

Resource Sharing now includes the PC Backup capability, consistent with the phased availability schedule previously announced. Volume shipments will be with the UB-Delta-4 MIT, shipping in August. The software is also available for immediate controlled shipment on a priority basis to users with special needs. Existing Resource Sharing users will be contacted with instructions for upgrading to the PC Backup functionality.

Resource Sharing PC Backup provides fast, dependable backup of PCs, protecting PC users with a new level of file safety. Because traditional backup methods involve the nuisance of handling multiple floppy discs, most users have been content to ignore backups and risk losing valuable data. With Resource Sharing, the user requests backup with a single keystroke (a PAM label). All such requests are consolidated by an HP 3000 background process and written to a single tape set or serial disc. When an HP 35401A auto-loading tape drive is dedicated to PC Backup, backups and restores can be requested any time of the day while minimizing operator involvement.

A series of full and partial backups provides full protection of PC data, with efficient use of system resources. Whenever the operator begins a new tape set, backup requests result in full backups. On subsequent days, only new versions of files are backed up.

continued on next page



## Performance

The initial reaction to PC Backup performance has been enthusiastic. Tests performed backing up actual PC users show partial backups (100 to 200 Kbytes) in 2 to 10 minutes and full backups (10 to 15 Mbytes) in 1 to 1½ hours. Backing up multiple PCs concurrently results in optimum performance, so that the total PC data throughout the network is backed up at an average speed of 2 to 5 minutes per megabyte. Backup times will vary depending on the size and number of files on the disc and the complexity of the directory structure.

## Positioning versus AdvanceLink backup

AdvanceLink backs up PC files to an HP 3000 disc, which is then backed up to tape using the regular HP 3000 backup. This solution can be sold in conjunction with Print Central to provide cost-effective shared printing and PC backup for RS-232-based users who are not ready for a LAN. AdvanceLink also offers archiving, allowing users to retrieve noncurrent versions of files.

Resource Sharing PC Backup is the preferred solution for LAN users. It takes full advantage of the speed of the LAN to deliver faster performance. It also backs up directly to the HP 3000 tape drive rather than writing to disc. This not only saves time but also the cost of additional disc storage.

Resource Sharing PC Backup restores files from the most recent copy backed up. Archiving – the ability to retrieve prior versions of files – is *not* a Resource Sharing feature. Users with a firm requirement for archiving should buy AdvanceLink for their backup needs and Resource Sharing for disc and printer sharing.

## Positioning AdvanceLink Backup versus Resource Sharing PC Backup

AdvanceLink Backup	Resource Sharing PC Backup
Serial environments Two-step process Archival	LAN environments One-step process Faster backup Disc storage not required

## Notes

■ *Purchase AdvanceLink Backup for serial environments or when archival is a necessity.*

*Purchase Resource Sharing PC Backup for LAN environments for speed of backup and conservation of disc resources.*

## Resource Sharing pays for itself through PC Backup

Because Resource Sharing doesn't require intermediate disc storage, it can pay for itself with the cost of a disc drive. For example, backing up 10 to 15 users to HP 3000 discs requires between 150 and 300 Mbytes of disc space at a cost of \$7,000 to \$13,000. That expense alone could justify the cost of a LAN and Resource Sharing. The user gets backup plus disc and print sharing for the cost of disc drives alone.

## Summary

Users can solve a major gap in their PC strategy with Resource Sharing PC Backup. PCs that aren't being backed up at all right now are ripe for catastrophe. Resource Sharing provides a solid solution to that problem; competitive LAN servers do not. Forrester reports, "This [backup-restore] capability is unique to the Resource Sharing product – others like Digital do not support this function."\*

\*"HP Turns Up Heat in Departmental Computing Market." THE PROFESSIONAL AUTOMATION BULLETIN; December 4, 1986; Forrester Research, Inc.; Cambridge, Massachusetts.

## Also in this issue

<i>VAR Discounts Now Available on HP Remarketed Equipment</i>	1
<i>Refurbished Products from HP</i>	1
<i>Selected Software Discontinued on HP 3000, HP Touchscreen PC, and HP Vectra PC</i>	20

## Technical Computers

HP 1000

### LOW-VOLUME HP 1000 PRODUCTS TO BE REMOVED FROM HP PRICE LIST

The following products will be removed from the HP Price List effective November 1, 1987. If you have any questions, contact your HP sales rep.

Product No.	Description
12103A	128-Kbyte Memory
12103B	256-Kbyte Memory
12103E	2-hlbyte Memory Pack
12103F	4-Mhyte Memory Pack
12104B	1-Mbyte ECC Memory Pack
12104C	2-Mbyte ECC Memory Pack
12749HD	Twenty 12749H Memory Modules
24396C	E/F-Series Diagnostics for HP 790516 disc cartridge
24396D	EiF-Series Diagnostics for 800 CPI tape
24396E	E/F-Series Diagnostics on 1600 CPI mag tape
24396F	E/F-Series Diagnostics on HP 264X minicartridges
92067K	RTE-IV Manuals
92068K	RTE-IVB Manuals
92826B	RTE-IV Manual Pack
12103A	Battery Backup for L-Series

The following media options are being removed from all HP 1000 software effective November 1, 1987. Note: *Only the media options* are affected, not the entire product.

Option	Description
Opt. 031	HP 7906M/MR MAC disc cartridge
033	HP 7925M MAC disc cartridge media
053	Lower system cutout door for HP 791X rack disc

The following integrated discs are being discontinued effective October 1, 1987

Product No.	Description
12120A	20-Mbyte disc drive
12121A	20-Mhyte disc drive

PIN 12122A integrated disc will directly replace PIN 12120A. There is no direct replacement for PIN 12121A *fixed-disc only*.

The 2196D low-boy HP 1000 A600 system will be discontinued as of November 1, 1987. Users wishing to continue purchasing the low-boy cabinet can continue to do so via an option on the 2196C system.

HP 1000

### INTRODUCING SNAPSHOT/1000: THE RTE-A PERFORMANCE MAXIMIZING SERVICE

Hewlett-Packard announces the introduction of Snapshot11000 System Performance Analysis service for HP 1000 RTE-A users. Installed-base users will now find it easy to maximize the performance of their present system configuration. This AEO consulting service helps users maximize their productivity on the HP 1000 computer. Users benefit from the skill of specially trained HP 1000 systems engineer (SE) performance specialists. It is the HP performance specialist's knowledge and experience backed by up-to-date HP factory expertise that makes this service unparalleled in quality for HP 1000 users.

Snapshot11000 is delivered by the HP 1000 SE performance specialist who uses proprietary software tools to

extract an intensive measurement of the user's system performance over a narrow time frame. After in-depth data reduction and SE analysis at the HP sales office, the user receives a written report. The SE report and an accompanying SE presentation identify bottlenecks and make specific recommendations to improve system performance. This also allows the user to understand the capabilities and limitations of the current system configuration.

In addition to Snapshot/1000 (P/N 51483A), also available is a specially priced *repeat* product (PIN 51483R). This repeat product is designed for users who wish to assess the effects of implementing the recommendations of a previously performed Snapshot/1000.

Contact your HP sales rep for more information.

HP 1000

### SECOND EDITION OF HP 1000 A-SERIES COMPUTER HANDBOOK AVAILABLE

The HP 1000 A-Series Computer Handbook (PIN 5954-8555) has been revised and the second edition (PIN 5954-8571) is now in print and available at HP sales offices throughout the world. In one volume of nearly 600 pages, the handbook provides comprehensive, up-to-date tutorial and data sheet coverage of HP 1000 A-Series hardware, software, communications, and peripheral devices for easy reference by system designers and OEMs. With its companion HP 1000 Ordering Guide (PIN 5954-8564), most recently published on March 1, this handbook provides all you need to know about standard HP 1000 A-Series products. Ask your HP sales rep for a copy of the second edition of the HP 1000 A-Series Computer Handbook, PN 5954-8571.

HP 1000

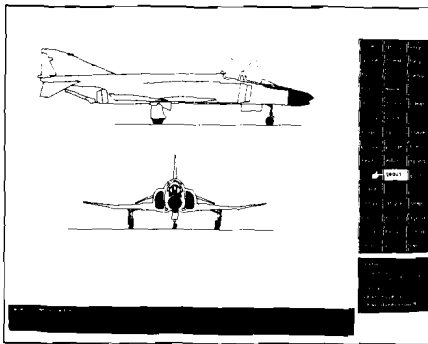
## CONTROL/1000 REMOVED FROM HP PRICE LIST

Effective August 1, 1987, Control1000 will be obsolete. This entails removing 91823A and 91823R, along with all options, from the HP Price List. Control/1000 is a software package that provides a high-level interface to the HP 2250 measurement and control system. The HP 2250 is also being removed from the HP Price List as of August 1, 1987.

The Control11000 software will be supported for five years after removal from the price list. During this five-year support timeframe, HP will update the product only to fix critical defects and/or to keep Control/1000 up to date with a new revision of RTE-A. No enhancements will be added or considered. If you have any questions or concerns, please contact your HP sales rep.

HP Precision Architecture/HP-UX

## GRAPHICS EDITOR NOW AVAILABLE ON HP-UX



Graphics Editor is a general-purpose drawing program that has been available on the HP 9000 Series 200 and

300 BASIC and Pascal workstations. We have many satisfied users that use this product to quickly create presentation-quality charts and diagrams, such as flowcharts, process-flow diagrams, organization charts, block diagrams, and text charts. This product has done so well in these environments that we decided to also make it available on the HP-UX operating system.

All of the features that currently exist in the BASIC and Pascal version are also in the HP-UX version. Please consult page 23 of the booklet *Technical Office Automation: A Software Summary* (PIN 5954-8288) for a detailed description of the BASIC and Pascal product. In addition, there have been several significant enhancements to the HP-UX version. Among the enhancements is the ability to zoom in on any part of a drawing for more accurate display and editing. Many of the new peripherals that have been released in the last year are also supported with this new version.

The PIN is 45537V and is available on 3 $\frac{1}{2}$ -inch diskette or  $\frac{1}{4}$ -inch cartridge tape. If you have any questions or need more information on this new product, please contact your HP sales rep.

HP 9000

## HP SQL Now AVAILABLE ON HP 9000 SERIES 300

HP SQL, HP's proprietary relational-database-management system, is now available on HP 9000 Series 300 HP-UX systems. HP SQL/300 is another step in HP's effort to offer users a common database-management system across the HP 9000 Series 300, Series 800, and HP 3000 Series 900 computer families.

### Industry standard

HP SQL/300 is based on SQL (Structured Query Language), an industry-standard database manipulation language. SQL is the predominant relational interface employed by database-software manufacturers.

### ALLBASE comparison

HP SQL/300 is virtually the same HP SQL implementation shipped with ALLBASEIHP-UX on the HP 9000 Series 800. As a further statement of the commonality of the two products, the same technical documentation is shared.

### Related products

HP Visor1300 (79727A), is an easy-to-use, end-user interface to HP SQL/300. HP Visor's flexible selection of access and reporting modules enables users to perform queries and generate their own reports, without involving a programmer.

HPtoday/300 has been enhanced with an interface to HP SQL/300. To be released this month, HPtoday will have the capability of using HP SQL as its database.

### Ordering information

Product No.	Description
79725A	HP SQL/300 DBMS Development Environment
Opt. 022	$\frac{1}{2}$ -inch cartridge tape
Opt. 045	3 $\frac{1}{2}$ -inch floppy disc, double-sided
opt. 100	Delete manuals
79727A	HP Visor/300 Database Access Tools
Opt. 022	$\frac{1}{2}$ -inch cartridge tape
Opt. 045	3 $\frac{1}{2}$ -inch floppy disc, double-sided
98112A	HPtoday Development Environment
98118A	HPtoday Run-time Environment

## Literature

HP has produced a primer that explains what SQL and relational model databases are, and their benefits. It is suitable as an introduction for everyone - from engineering managers and manufacturing managers to MIS managers and programmers.

Pub. No.	Description
5954-9388	HP SQL/300 technical data sheet
5954-9387	HP Visor1300 technical data sheet
5954-9391	HP SQL/300 flyer
5954-6325	HPtoday technical data sheet
5954-6676	Relational Technology primer

HP 9000

## TCP/IP FOR HP 9000

### SERIES 500 Now

### SHIPPING

The Wollongong Group of Palo Alto, California, is now shipping their TCP/IP product, WIN™/H9000, for the HP 9000 Series 500. WIN/H9000 is a full member of the Wollongong Integrated Networking (WIN) product family, offering full ARPA and Berkeley command support including sockets. This HP PLUS software supplier product has a single unit list price of \$7,500 and is available immediately. Wollongong also offers an educational discount of 50 percent.

Contact The Wollongong Group at 415-962-7100 for more information or to order.

WIN™ is a trademark of The Wollongong Group.

HP 9000

## UPDATED HP PCDS 1.1 MANUAL SET

Hewlett-Packard released Edition 2 of the HP PCDS manual set along with the new HP PCDS 1.1 code. Edition 2 of the manual set only works with HP PCDS 1.1 code.

For those of you on support services, your HP PCDS 1.1 manuals have already been shipped. If you need additional manuals, order the entire set of HP PCDS 1.1 manuals supplied with the code from HP's Direct Marketing Division (DMK) using P/N 74400-90005. Order P/N 74400-90000 if you need an additional *Preparing For Your System*.

If you need to order additional HP PCDS 1.0 manuals (to work with HP PCDS 1.0 only) order the appropriate publication number listed here.

Pub. No.	Description
74400-90000	Preparing For Your System
74400-90001	Installing Your System
74400-90002	Designer's Manual Set - Designer's Reference - Designer's Handbook - Managing Your System - Master Glossary and Index
74400-90003	Ltbrarian's Handbook and Reference
74400-90604	Parts Library List

### Also in this issue

**HP 35401A Now  
Supported on HP 1000 E  
and F Series**

23

## Personal Computers

Portable

## LOTUS 1-2-3

### UPGRADE NOW

## AVAILABLE FOR THE HP PORTABLE PLUS

Beginning August 15, 1987, users will be able to upgrade their Lotus<sup>B</sup> 1-2-3<sup>®</sup> Release 1A to Version 2.01 for the HP Portable PLUS. New enhancements include an advanced memory management system that uses worksheet space more efficiently, data regression, calculation of slope and constant of a line, and the standard error and degrees of freedom for any given set of data. Powerful macro capabilities, as well as many new financial, special, and string functions, have also been added. In addition, Lotus 1-2-3 is adaptable to foreign markets and comes standard with international currency and date and time formats. All files, including macros, created with 1-2-3 Release 1A can be used with 1-2-3 Version 2.01.

When users purchase the 1-2-3 Version 2.01 upgrade for the HP Portable PLUS, they will receive a complete set of software ROMs, the reference manual, a handy quick reference guide, a customized getting started booklet, and a self-paced tutorial, as well as keyboard charts and function key templates.

### Ordering instructions

All orders for the Lotus 1-2-3 Release 1A upgrade (PIN 45539-64001) will be handled through HP Direct Marketing Division (DMK). Proof of purchase is also required before the upgrade will be provided. Proof of purchase is the front page of the Lotus 1-2-3 Release 1A manual. Photo copies or any other page of the manual will not be accepted. Return the proof of



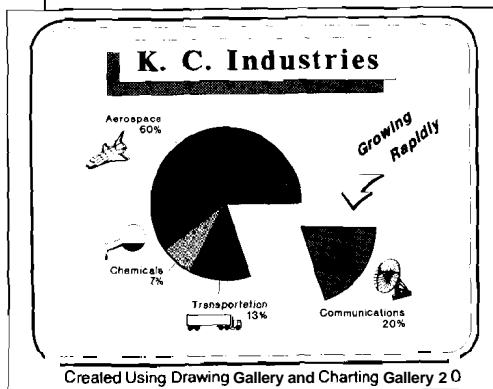
purchase along with your payment (purchase order, check, Visa, American Express, or MasterCard) to Hewlett-Packard Direct Marketing, Mail Order Dept/1-2-3 Upgrade, 1320 Kifer Rd., Sunnyvale, California 94086.

These instructions are for U.S. users only. European users should follow standard ordering procedures appropriate to their country. See ordering numbers in the Supplies section at the end of this issue.

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

Desktop

## INTRODUCING GALLERY 2.0 – ENHANCED GRAPHICS GALLERY



HP has just introduced the new version of Graphics Gallery, the leading business graphics product, Version 2.0

### What's new

This new version includes many enhancements users have requested such as rotate, align text, and new chart types, plus many more.

We've added support for many new CPUs and output devices, and we've decreased the amount of time it takes to print to the HP LaserJet series of printers too.

It's available for both the HP Vectra PC and IBM PC/XT/AT, and the HP Touchscreen PC as well as the new IBM PS/2 Model 30150160 computers (3½-inch media available Fall 1987). The new IBM VGA, which provides 640 x 480 resolution, is now supported with the IBM PS/2.

### Portfolio bundled with Gallery Collection

We've also bundled in the Business Management Portfolio with the Gallery Collection for the HP Vectra and Touchscreen PC versions. The Business Management Portfolio is still available separately to those users who purchase the standalone Drawing Gallery.

### DTP capability now included

We've included desktop publishing (DTP) capabilities, announced in January 1987, with this new version of Graphics Gallery. This allows Graphics Gallery pictures and charts to be integrated with Aldus PageMaker®, Ventura Publisher from Xerox, and other page layout packages.

The new features for Charting and Drawing Gallery 2.0 are listed below.

### Key Drawing Gallery 2.0 enhancements

- Graphs from Lotus® worksheets integrated directly
- Text/object rotate: 0-359 whole degrees
- Text alignment: left, right, center
- Automatic bulleting: Portfolio, template, or your own symbol
- Text enhancements: stretch/shrink/skew
- Four levels of zoom, using new 'rubberband box'
- New, easy file retrieval

- DTP (January 1987): save to TIFF, PC Paintbrush
- New device support

### Key Charting Gallery 2.0 enhancements

- Combination bar/line charts
- Area charts
- X/Y charts
- Double Y scale charts
- Linear regression charts
- Data values next to bars on bar charts
- New device support

For a complete and up-to-date list of supported configurations and devices, refer to the Graphics Gallery Configuration Sheet packaged with the products.

### How to get Gallery 2.0

For complete details on ordering the Gallery 2.0 upgrades, see the upgrade article on page 18 in this issue of *HP Channels*.

### Graphics Gallery target user

- Manager or professional in sales, marketing, communications or finance
- Medium-to-large companies or service industry
- Lotus® 1-2-3® or Symphony<sup>B</sup> user
- Gives presentations, creates written reports

Uses desktop publishing for flyers, brochures, newsletters

- HP 3000 graphics user who wants to migrate graphics creation to the PC

### Why purchase Graphics Gallery?

Graphics Gallery is now an even more convincing choice for PC business graphics users providing the following advantages:

- Professional-quality output: 27 WYSIWYG fonts, more than 1,800 professionally designed illustrations and symbols to enhance your pictures and charts, automatic gray scale for black and white printing, color printed output.

Integration between Charting and Drawing Gallery.

Direct and easy integration of Lotus worksheet files into Drawing and Charting Gallery.

- Gallery pictures, charts, and headlines integrated with desktop page layout packages.
- Easy merged graphics and text with HP's Executive MemoMaker.

Desktop

## **DRAWING GALLERY 2.0 – ENHANCEMENTS IN DETAIL**

The following features are new to Drawing Gallery for Kelease 2.0 of the Graphics Gallery for the HP Vectra and Touchscreen PCs, the IBM PC/XT/AT and compatibles, and the IBM PS/2 Model 30/50/60 computers



### **Key Drawing Gallery enhancements**

- Graphs from Lotus worksheets now integrate directly, no need to first read it into Charting Gallery
- Rotation of text/objects: 0-359 whole degrees
- Text alignment: left, right, center; automatically aligns lines of text horizontally and vertically
- Automatic bulleting of text lines
- Text enhancements: stretch/shrink/skew
- 10 new fonts for a total of 27
- Five levels of zoom, using new 'rubberband' box

- A full range of presentation and report output: paper plots, transparencies, 35mm slides, black and white and color printed output, automatic gray scale for black and white printed charts and pictures.

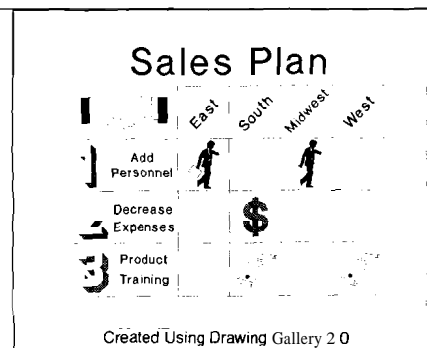
Outstanding sales and support tools from HP – the leader in business graphics.

*Pagemaker® is a U.S. registered trademark of Aldus Corporation.*

New, easy file retrieval

- DTP: save to TIFF, PC Paintbrush; now included with product
- New device support

With enhancements such as rotate, align and zoom, HP Draw users now have every reason to migrate to Drawing Gallery.



### **Drawing Gallery enhancements in detail**

#### *User interface*

- Same menus/features for HP Vectra and Touchscreen PCs.

#### *Text*

- Rotated text
- Automatic bulleting of text lines
- Align text: left, right, center

- Stretch/shrink/skew for text
- 10 new fonts for a total of 27 fonts
- Two new text paths – slant up and down
- Enhanced text editing – insert/append carriage returns

#### *Edit*

- Rotate for all objects
- Group/ungroup; can combine complex objects
- Add and delete text bullets
- Align text
- Complex template shapes can be edited

#### *View, zoom*

- Five levels of zoom
- Zoom to view specified by user with 'rubberband' box
- Toggle between full view and last zoom

#### *Settings*

- AutoMove On/Off toggle
- AutoStretch On/Off toggle
- TextStretch On/Off toggle

#### *File menus*

- Import Lotus worksheet graphs directly (instead of first going through Charting Gallery)
- New file listing for Get and Add; picture doesn't have to be redrawn

#### *Print/plot*

- Print/plot redirection to file
- TIFF, PC Paintbrush, MS Paint file output
- COM3 and COM4 support
- OfficeShare support for print/plot on HP Touchscreen PC as well as HP Vectra PC
- 'Pens not sorted' option for plotters

*continued on next page*

## Supported devices

- IBM PS/2 Model 30/50/60 computers (with VGA support)
- Compaq Deskpro 386
  - HP Monochrome Plus Display and Adapter
- HP DraftPro plotter (7570)
  - HP DraftMaster 1 and II plotters (7595/6)
- HP LaserJet Series II printer
- HP LaserJet 2000 printer (A, B paper size)
- HP PaintJet Color Graphics printer
- Xerox 4020 color printer
- CalComp ColorMaster printer
- Videoshow 160 for computer-generated slide shows

## Miscellaneous

- Reduced disc space consumption for pictures
- Faster printing to HP LaserJet printer family
- Larger 300 dpi printing without extra HP LaserJet printer memory
- Faster on-screen performance
- Enhanced, friendlier HP Vectra PC install program

Drawing Gallery continues to be a major player among PC business drawing packages with the features listed below.

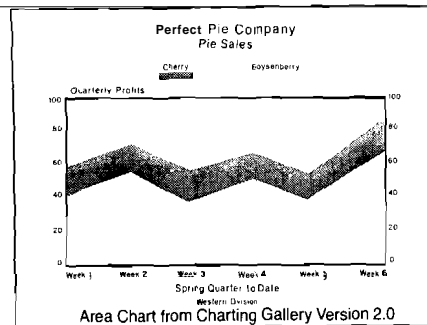
- A wide variety of solid-filled, smooth characters for professional-looking output
- Ability to read in Lotus@1-2-3@and Symphony<sup>B</sup> graphs from worksheets
- Ability to enhance Charting Gallery charts
- Integration with major desktop-publishing page layout programs

- Integration of pictures with Executive MemoMaker documents for integrated text and graphics output
- Over 1,800 Gallery Portfolio pre-defined symbols and illustrations to make your text slides more eye catching
- Ease of use with pull-down menus and mouse input

## Desktop

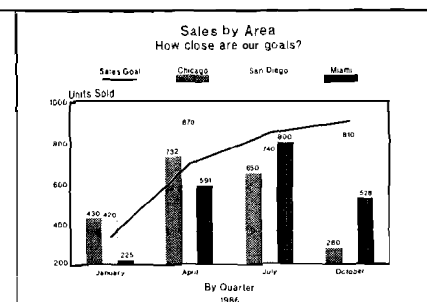
# Now 12 CHART TYPES WITH CHARTING GALLERY 2.0

The following features are new to Charting Gallery for Release 2.0 of the Graphics Gallery for the HP Vectra and Touchscreen PCs, the IBM PC/XT/AT and compatibles, and the IBM PS/2 Model 30150160 computers.



## Key Charting Gallery enhancements

- Combination bar/line charts
- Area charts
- X/Y charts
- Double Y scale charts
- Linear regression charts
- Data values next to bars on bar charts
- New device support



This new release of Drawing Gallery proves once again that, as quoted by the December, 1986, issue of *PC Magazine*, Gallery is "... powerful, easy to use, and definitely state of the art."

*Lotus<sup>a</sup>, 1-2-3<sup>®</sup>, and Symphony<sup>m</sup> are U.S. registered trademarks of Lotus Development Corporation.*

## Enhancements in detail

### User interface

Now same menus/features for HP Vectra and Touchscreen PCs

### Chart types

Combination bar/line charts

- Area charts
- X/Y charts
- Double Y scale charts
- Linear regression charts

### Chart attributes

- Data values next to bars on bar charts

### Print/plot

- Print/plot redirection to file
- DTP: save to TIFF, PC Paintbrush; now included with product
- COM3 and COM4 support
- OfficeShare support for print/plot on HP Touchscreen as well as Vectra PCs
- 'Pens not sorted' option for plotters

## Supported devices

- IBM PS/2 Model 30150160 computers (with VGA support)

- Compaq Deskpro 386
- HP Monochrome Plus Display and Adapter
- HP DraftPro plotter (7570)
- HP DraftMaster I and II plotters (7595, 7596)
- HP LaserJet Series II printer
- HP LaserJet 2000 printer (A, B size paper)
- HP PaintJet color graphics printer
- Xerox 4020 color printer
- CalComp ColorMaster printer
- Videoshow 160 for computer-generated slide show

#### Miscellaneous

- Faster printing to HP LaserJet printer family
- Larger 300 dpi printing without extra HP LaserJet printer memory
- Enhanced, friendlier HP Vectra PC install program

With the following list of competitive differentiators, Charting Gallery 2.0 is now on par with other leading business charting packages.

- Wide range of chart types and options
- Professional-quality output
- Integration with Lotus® 1-2-3® and Symphony<sup>B</sup> graphs from worksheets
- Integration with Drawing Gallery for full editing, additional enhancements
- Ease of use

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

Desktop

## GRAPHICS GALLERY 2.0 – A PERFECT PARTNER FOR DESKTOP PUBLISHING

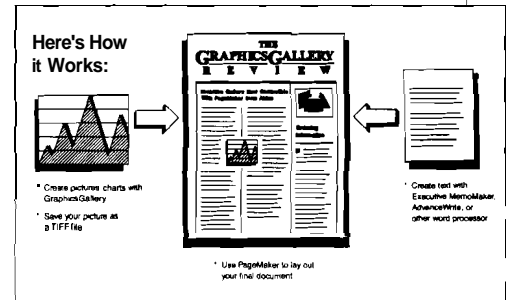
For users interested in desktop publishing, Graphics Gallery is an ideal graphics solution. Page layout software such as PageMaker from Aldus Corporation and Ventura Publisher from Xerox Corporation make it possible to integrate text and graphics to create very professional-looking documents. However, these DTP software products do not have the capability to actually create graphics – that's where exciting, high-quality charts and diagrams created in Graphics Gallery come into play.

In addition to developing illustrations for their DTP documents, users can use Graphics Gallery to create headlines of large, high-quality fonts even without the use of a page description language such as Postscript. Gallery also permits arbitrary scaling and rotating of text for even more flexibility.

### Using Gallery in desktop publishing

All Graphics Gallery – Drawing Gallery, Charting Gallery, and the Gallery Collection – include drivers that enable users to create high-resolution raster files for use in popular desktop publishing software. There is a Tag Image File Format (TIFF) driver for use with PageMaker and a PC Paintbrush driver to allow integration of graphics with Ventura Publisher.

To use Gallery pictures with page layout software products, users simply create the pictures as normal. Once the Gallery image is designed, the user need only move into the output menu, define the proper size for the image, and select output to TIFF or PC Paintbrush format. This results in a 300 dpi picture file that can be later used for desktop publishing with quality comparable to standalone Gallery output.



### Gallery contributions

Graphics Gallery's easy-to-use interface and wide selection of template shapes and portfolio pictures make it simple to create professional-looking illustrations that will enhance the quality of DTP documents. For example, there are currently over 1,800 pre-defined pictures and illustrations available in Gallery Portfolios. These illustrations, which were designed by professional graphics artists, enable users to easily enhance and add impact to their charts and drawings. Both the Basic and Business Management Portfolios are included with the Gallery Collection. Additional portfolios are available separately.

In addition, high-quality output, which is essential to DTP, is one of Graphics Gallery's strengths. Features such as high-quality filled fonts and automatic simulation of colors with shades of gray create excellent-looking results when printed.

### Graphics Gallery 2.0

With Graphics Gallery 2.0, users have even more capability and flexibility for graphics creation. Of particular interest to DTP users will be the new features listed below.

- Ability to rotate, stretch/shrink, or skew text for eye-catching headlines and diagrams
- Ten new fonts for added versatility

*continued on next page*

▪ Inclusion of the Business Management Portfolio with the Gallery Collection for a wider selection of easy-to-use, high-quality illustrations

Of course, in addition to enabling users to create graphics for DTP documents. Graphics Gallery provides excellent business graphics for presentations and reports, as well.

Graphics is an essential part of desktop publishing, and with Graphics Gallery software, users will be able to add visual impact to their DTP documents and achieve the professional-quality results they desire.

*Desktop*

## HOW TO UPGRADE TO THE NEW GALLERY 2.0

### Ordering a small number of upgrades

An upgrade kit is available through Direct Marketing Division (DMK) for upgrading users with small quantities of product.

You need to send in your master disc for Charting Gallery and/or Drawing Gallery to be eligible for the update.

Product No.	Description
HP Vectra PC	
68350-60002	Charting Gallery
68351-60002	Drawing Gallery
68352-60001	The Gallery Collection
HP Touchscreen PC	
45513-60001	Charting Gallery
45411-60001	Drawing Gallery
45437-60001	The Gallery Collection

### Users with large quantities of product

Users with 50, 100, or more copies of The Gallery Collection can upgrade them to 2.0 through the site license upgrade program. Users do *not* need to have purchased a site license for Gallery to qualify for a site license upgrade.

Users of 50 sets of The Gallery Collection purchased as PIN 68352F, S, or Q, or 45437A, S, or Q can purchase a site license upgrade.

#### HP Vectra PC users

- 68352M – 1 set of master discs, right-to-copy for 50 sets, 5 sets of manuals.
- 68352N – Right-to-use 50 sets of master discs, 5 sets of manuals.

#### HP Touchscreen PC users

- 45437M – 1 set of master discs, right-to-copy for 50 sets, 5 sets of manuals.
- 45437N – Right-to-use 50 sets of master discs, 5 sets of manuals.

*Note:* As part of the site license upgrade, users will be required to return their original master discs and/or a copy of the right-to-copy agreement.

### Dealers

Gallery dealers will be stocked with the new version when Gallery 2.0 begins shipping. They will be able to return up to one month of old inventory for rework.

Upgrades will *not* be available through dealers but dealer customers can order the upgrade through DMK.

For *new* Gallery users, product ordering information is listed below.

Description	HP Vectra PC	HP Touchscreen PC
Charting Gallery	68350F	45513A
Drawing Gallery	68351F	45411A
The Gallery Collection	68352F	45437A
Office Activities Portfolio	68324F	45568A
Business Management Portfolio	68326F	45570A
Chemical/Petrochemical Portfolio	68325F	45569A
HP Draw Figures Portfolio	68327F	45571A

Contact your HP sales rep for pricing information.

*Desktop*

## DRAWING GALLERY REPLACES HP DRAW

With the introduction of Gallery 2.0, Drawing Gallery now provides HP Draw users with an equivalent, if not superior, feature set. And with the planned obsolescence of HP Draw as of October 1, more HP Draw users will want to migrate to Drawing Gallery where more new features and support for new output devices will be available.

### New features

For Drawing Gallery 2.0, we've added such features as rotation of text and objects, align text, automatic bulleting of text lines and multilevel zoom (with zoom area specified by 'rubber-band' box).

With Gallery 2.0, HP Draw users now have every reason to switch to Drawing Gallery.

## Integration with HP Graphics Curator/3000

HP Graphics Curator/3000 allows HP 3000 graphics users to use their many custom figures with the Graphics Gallery and Executive MemoMaker for the HP Vectra and Touchscreen PCs, the IBM PC/XT/AT, and the IBM PS/2 Model 30/50/60 computers.

HP 3000 Figure files and GAL files can be interchanged. With the latest release of Curator on the UB-Delta-2 MIT last spring, HP 3000 Draw files can now also be converted to GAL files for use with Drawing Gallery, thereby eliminating the step of saving the Draw file to a Figure file.

### Performance benefits

Now HP 3000 graphics users can take advantage of the performance benefits of graphics on a standalone workstation where benchmarks on the alpha test software versions have shown that on-screen performance is at least 10 times faster with Drawing Gallery than HP Draw on an empty HP 3000 Series 68. With PC-based graphics, there is no contention for resources as on a host system, and the performance on a standalone workstation is always consistent.

### A complete solution

The full compatibility provided by HP Graphics Curator /3000 allows users the flexibility to choose the Graphics Gallery with better on-screen performance, while retaining access to the production environment of the HP 3000.

### Additional Gallery features

Graphics Gallery users can also benefit from the full picture editing capability which allows users to customize pictures to suit their needs.

With the ease with which a Graphics Gallery user can create a high-quality drawing, which can include any of 17 fonts and some of the over 1,800 new predefined pictures from the Gallery Portfolios, HP 3000 users can significantly increase their productivity.

### A Gallery Portfolio for HP Draw users

The HP Draw Figures Portfolio was created specially for HP Draw users migrating to Drawing Gallery. It contains the complete HP Draw Figure Library in GAL format for use with Drawing Gallery. We made an effort to condense the files to less than half their file size in some cases. And this Portfolio is available on 5 $\frac{1}{4}$ -inch discs and HP Touchscreen PC 3 $\frac{1}{2}$ -inch discs.

### HP 3000 users can retain investment

With HP Graphics Curator/3000, HP 3000 users can upload Gallery pictures to HP Draw, TDP/3000 and HP Word documents, for larger, integrated text and graphics documents, thereby maintaining their investment in terminal-based graphics.

### The HP Draw migration guide

This guide serves as a quick-reference card to help the experienced HP Draw user quickly get up to speed with Drawing Gallery for the HP Vectra PC and IBM PC/XT/AT. It includes a general comparison of the two products along with a map of the Drawing Gallery screen and tips for getting started.

This is followed by a pull-out dictionary that is organized by topic. Instructions on how to accomplish tasks in Drawing Gallery are included, along with notes to help users transition quickly.

HP 3000 graphics users can now use their many custom drawings and figures created using HP Draw with the Graphics Gallery and Executive MemoMaker. This guide makes the eventual transition from host-based graphics to PC-based graphics much easier. *Note:* An updated version will be available this fall. See future issues for details.

### Benefits Graphics Gallery provides for HP 3000 graphics customers

Equivalent feature set with a more intuitive, mouse-based interface

At least 10 times the performance of HP Draw

Picture compatibility with HP 3000 Draw and Figure files

- Runs on any HP Vectra and Touchscreen PC, IBM PC/XT/AT, and some IBM PS/2 computers – doesn't impact host
- Output quality matches or exceeds HP 3000-based products
- Complete picture editing equals more flexibility
- Direct integration with Lotus® 1-2-3® and Symphony<sup>B</sup> worksheets

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

Desktop

## GALLERY 2.0 LEARNING PRODUCTS

The new, updated version of the Gallery Collection Classroom Learning Pack (CLP), Drawing Gallery Learning Discs, and HP FastTrak will be available this fall. They reflect the enhancements made to Graphics Gallery for Release 2.0.

■ **Classroom Learning Pack** – The CLP now includes both Drawing Gallery and Charting Gallery in a single course. It includes the following:

- Instructor's Guide
- A set of student handouts
- A set of new, color overhead transparencies
- Drawing Gallery Training Disc
- HP FastTrak for the Gallery Collection

It is designed for both the HP Vectra and Touchscreen PCs and is more concise and easier to use. Preparation time is estimated at eight hours, with classroom time also estimated to be eight hours (four to be spent on Drawing Gallery and four for Charting Gallery).

**Drawing Gallery Training Disc** – The CLP includes a Drawing Gallery Training Disc (hands-on, computer-based training for Drawing Gallery). The Training Disc has two lessons. In the first lesson, the mouse is used to practice some key Drawing Gallery tasks. The second lesson takes the user on a guided tour of the Drawing Gallery screen.

**HP FastTrak** – HP FastTrak provides comprehensive self-study training and technical tips for user support personnel and expert users. It now includes both Charting Gallery and Drawing Gallery in one FastTrak product.

### Ordering information

The Classroom Learning Pack includes the Training Disc and HP FastTrak, though additional copies of the discs and FastTrak may be purchased separately for additional users.

Product No.	Description
68352V	Gallery Collection Classroom Learning Pack/Vectra/Touchscreen Includes classroom materials, Drawing Gallery Learning Discs, and FastTrak
68351P	Drawing Gallery 2.0 Learning Discs (for HP Vectra PC, IBM PC/XT/AT and compatibles only)
68352X	HP FastTrak – Gallery Collection

Due to feedback from surveys and users, these updated learning products reflect the Gallery enhancements as well as overall improvements. These learning products will help users and their organizations get started even more quickly with the Graphics Gallery products.

Desktop

## SELECTED SOFTWARE DISCONTINUED ON HP 3000, HP TOUCHSCREEN PC, AND HP VECTRA PC

On October 1, 1987, HP will discontinue distribution of a number of HP 3000, HP Touchscreen PC, and HP Vectra PC products, as well as their upgrade kits and options. Newer, more popular products that better meet the needs of users are available, and have reduced the demand for these packages.

### HP 3000

The HP 3000 software products are being discontinued to be consistent with HP's personal workstation strategy

for office products. Users are encouraged to migrate to the HP Vectra PC. Many PC-based software products now offered by HP have the capability to perform the same functions as the HP 3000-based products, with the added enhancement of increased flexibility, ease of use, and increased speed.

### Discontinued HP 3000 products

Product No.	Description
32108A	HP Draw
32109A	HP EasyChart
32110A	Business Graphics Package
32112A	HP Menu
32113A	HP Map
32133A	Deluxe VisiCalc®
36929A	Office Graphics Bundle
22833B	Using DSG/3000
22840B	Using HP Draw

All foreign language versions of the above products, as well as upgrades and options, will also be discontinued.

### Discontinued HP Touchscreen PC products

The following HP Touchscreen PC products will be discontinued. Newer, more state-of-the-art products are available from HP.

Product No.	Description
45400D	WordStar
45424A	MultiMate
45429D	WordStar Professional Options
45462A	Picture Perfect
45463A	Diagraph
45468D	dBaseII
45540A	Painter
45405AD,E,F	Deluxe VisiCalc – German, French
45422AF	Personal Card File – French
45423AE,F,X	Financial Calculator – Spanish, French, Finnish
45425AF,X	DSN/Link – French, Finnish
45468AD,F	dBaseII – German, French
45506AB,D,E,F,H,Z	Delta 4 – English, German, Spanish, French, Dutch, Italian
45672AD	Peachtree General Accounting – German
45673AD	Peachtree Payroll – German
45674AD	Peachtree OP/Inv. – German

## Discontinued HP Vectra PC products

The following HP Vectra PC products are being discontinued.

Product No.	Description
45406E	TextCharts PC
68332F	Executive Spreadsheet
45506FB,D, E,F,H,Z	Delta 4 - English, German, Spanish, French, Dutch, Italian

Following standard HP policy, support and media replacements for these products will be provided for five years, beginning October 1, 1987.

Now is the time to act for users planning to purchase any of these products from HP. For further information, please contact your HP sales rep.

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Desktop

## HP VECTRA

## INDUSTRIAL PC AND AT&T IWS - A

## COMPARISON

AT&T recently introduced two IBM PC compatible IWS (Industrial Workstations): the 6300 IWS (8086 microprocessor) and the 6300 IWS (8086 microprocessor). AT&T has *hardened* its products by enclosing the CPU, monitor, and keyboard in impact-resistant polycarbonate. Special dust filters, silicone rubber keyboard underlays, and high-capacity fans have also been included. Some important competitive advantages for the HP Vectra Industrial PC are listed here.

■ *Superior Environmental Specs* - HP Vectra Industrial PC remains operative in harsher conditions than AT&T units such as:

- 10° C higher in temperature
- 3X shock
- 5X vibration
- 50 percent higher altitudes

■ *Support* - AT&T marketing strategy is to emphasize AT&T's strong reputation for service support. Marketing studies, such as DataPro and Info Corp, show that HP has a better reputation for service and support than does AT&T. In an effort to improve service support to specialized VARs, AT&T created the Industrial Technical Support Center (ITSC). HP Vectra Industrial PC provides excellent technical support via the PC OEM program. This enables companies developing applications around the HP Vectra PC to call direct for technical assistance.

*Side-by-side comparison* - Users seriously considering buying an AT&T unit over the HP Vectra Industrial PC, should see a side-by-side comparison. The difference in ruggedization is obvious to even the casual observer.

AT&T stresses the fact that their IWS's have molded polycarbonate housings. Polycarbonate is plastic that can prove disappointing in certain chemical environments. Polycarbonate becomes stressed when molded and this can lead to crazing and cracking if the plastic is exposed to aromatic solvents, esters, and ketones. These chemicals are not uncommon in factory and laboratory environments.

Mentioning products like bar code readers, the HP 1000, the HP 3000, HP 9000, and HP instrumentation will stress the fact that HP is already an integral part of the manufacturing environment. AT&T is relatively new to the factory floor and may not offer what the user needs to communicate with their existing equipment.

Desktop

## LOTUS 1-2-3 AND

## SYMPHONY

## COMPATIBLE WITH

## HP OFFICESHARE

## NETWORKING

Lotus® 1-2-3® releases 2.0 and 2.01, and Symphony® releases 1.1 and 1.2 are networkable applications on the HP OfficeShare family of networking products, which consists of HP StarLAN, HP ThinLAN, and HP SERIAL Network. Popular applications, such as 1-2-3 and Symphony, can be run from the network server by a single user, and can access shared printers, plotters, and disc drives.

Each HP Vectra PC workstation connected to the HP OfficeShare network can access 1-2-3 or Symphony from a central PC called a file server. With a key disc in drive A at the workstation, users can load the program from the server into their workstation RAM and then retrieve and store files on either the server or the workstation. Spreadsheet information can be sent to printers connected to the workstation or to a shared printer connected to the OfficeShare network server.

Lotus 1-2-3 or Symphony configuration files can be stored in personal directories enabling a user to configure the program for his or her own workstation. Unique driver sets, along with default configuration settings in the spreadsheet or Printgraph program can be specified for individual workstations. In Symphony, users can also create unique Configuration Settings sheets (saved with a CCF file extension).

Since multiple users can access a worksheet file on a shared disc, each user may overwrite the work of another. To avoid this, the network should be set up with private directories for user data,



each accessible to only one user. Alternatively, shared worksheets can be protected with passwords set up by 1-2-3 or Symphony.

Users can send information to a workstation printer or to a shared printer over the OfficeShare network server. To print to a shared device, the program outputs information to the network software, which directs it to a device on the server. The information is stored in a spool file on the server while it waits to be sent to the printer. By using the 1-2-3 Global Default Settings Printer Type or Symphony SERVICES Configuration Printer Name menus, users can select the appropriate printer driver for the network as they would any other menu options.

After the printer driver is selected, the menu for the default printer settings reappears. Output services one to four are used to send information to a workstation printer. Output devices five to eight represent logical DOS devices that enable the HP Vectra PC to send information to a remote printer. The OfficeShare network recognizes logical devices LPT1, LPT2, and LPT3 (selections 5, 6, and 7, respectively). The number selected should correspond to the logical device defined in NET START when setting up the OfficeShare network.

To send information to shared printers, users can select Quit or Page (Page-Advance in Symphony) after selecting Go. This tells the spooler to close spooled print file and separate the worksheet from other information being printed at the remote location.

## Supported products

Product No.	Description
<i>For the HP Touchscreen PC (ThinLAN)</i>	
45566A*	Lotus 1-2-3 Release 2.01
45498A	Symphony Release 1.1
<i>For the HP Vectra PC (StarLAN)</i>	
68340F	Lotus 1-2-3 Release 2.01
68339F	Symphony Release 1.2

*\*1-2-3 Rel. 1A to Rel. 2.01 Upgrade is available from HP's Direct Marketing Division (DMK), PIN 4556-63004. This upgrade program runs through September 1, 1987.*

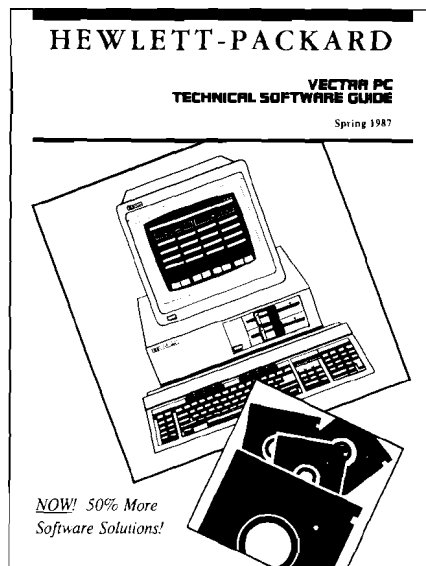
*1-2-3® and Symphony® are U.S. registered trademarks of Lotus Development Corporation.*

Desktop

## NEW HP VECTRA PC

### TECHNICAL

### SOFTWARE CATALOG



The all new and 50 percent larger Spring 1987 HP Vectra PC Technical Software Catalog (PIN 5954-9389) is now available at all HP sales offices in the U.S. and Canada. It is also being distributed in dealer and PC OEM channels.

The new HP Vectra PC catalog lists more than 330 software vendors marketing technical or TOA software for the HP Vectra PC. There are more than 900 tested and vendor-verified-compatible software products listed, along with complete vendor-recommended configuration information.

Applications range from analog circuit design to technical word processing. There are also listings for accessories such as light pens, image processors, and voice cards. The software and hardware businesses represented range from small, independent value-added firms to corporate giants. Many are in the catalog for the first time.

Dealers may obtain additional copies from the Corvallis Mail Mart. ISVs, OEMs, and VARs should contact their HP sales rep. In all cases, order PIN 5954-9389.

Desktop

## HP-85 AND HP-86

### COMPUTERS TO BE

### DISCONTINUED

Effective November 1, 1987, Hewlett-Packard is discontinuing sales and manufacturing of Series 80 personal computers. The HP-85B and HP-86B personal computers, Series 80 software, and some accessories will be removed from the HP Price List on that date.

Since their introduction seven years ago, HP Series 80 computers have been an important part of HP's low-cost controller and technical computer business. Eventually though, even highly successful products become difficult to manufacture and must be replaced by

newer, more cost-effective technologies. Now, HP has recently introduced the Model 82300A HP BASIC Language Processor plug-in card for the Vectra PC as well as the PC 308 HP BASIC Controllers that run Rocky Mountain BASIC and include many features common to HP 9000 Series 300 workstations.

Orders for the HP-85B and HP-86B computers will continue to be accepted, per HP policy, through the month of November. The more popular HP Series 80 enhancements and accessories will continue to be available for one year after that date, until November 1, 1988. These include memory modules, CRT displays (12-inch), ROMs, and popular I/O interfaces such as HP-IB, serial (RS-232), GPIO, and BCD.

To meet their long-term needs and ensure timely delivery, users are urged to place their orders as soon as possible.

The discontinued products will be placed in five-year support life so that parts and service will be fully available for a period of five years, until November 1, 1992.

#### Migration path for HP Series 80 users

HP BASIC, known informally as 'Rocky Mountain BASIC,' has developed a strong following among HP Series 2001300 workstation users for its ease of use, advanced I/O capabilities and high performance. With the introduction of the Model 82300A BASIC Language Processor plug-in card and the PC-308 Controllers running HP BASIC as a task under the MS-DOS operating system, HP Rocky Mountain BASIC becomes a natural migration path for HP Series 80 BASIC.

#### Software transportability

To aid in porting HP Series 80 programs to Rocky Mountain BASIC, HP has made available an HP Series 80 Software Porting Kit, S80PORT, through the HP Series 80 Users Library. This kit, available for \$75 (U.S. list), provides a porting document and a variety of utility programs and may be ordered by calling or writing the Series 80 Users Library, 1000 N.E. Circle Blvd., Corvallis, OR 97330, phone 503-750-3885.

For users who have substantial amounts of HP Series 80 software to translate, a program available from Oswego Software - TRANSLATE 80 - will be useful. For additional information, contact Oswego Software at 312-554-3567.

#### Summary of HP Series 80 discontinuance schedule

Activity	Date
Discontinuance of HP Series X0 mainframes and software	November 1, 1987
Final orders accepted for HP Series K0	December 1, 1987
Discontinuance of sales of accessory products (ROMs, interfaces, and memory)	November 1, 1988
Expiration of HP-87 support life	December 1, 1987
Expiration of HP-85 and HP-86 support life	November 1, 1992

#### Also in this issue

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#### Peripherals

Mass Storage

### HP 35401A Now

### SUPPORTED ON

### HP 1000 E- AND F-SERIES

Hewlett-Packard is pleased to announce support of the HP 35401A cartridge autochanger tape drive on HP 1000 E and F Series computers.

By achieving this support on older systems, more users can now take advantage of the unattended backup, reduced operating costs, and increased system availability offered by the HP 35401A autochanger - a cost-effective solution for system backup with up to 536 Mbytes of storage.

In addition, HP 1000 E and F users can get a total mass storage solution of an HP 35401A and HP 7936137 disc drive in one attractive cabinet - a configuration that is proving very successful.

And remember, we are still running a couple of special programs to help you buy the HP 35401A. The Loan Program allows large users to borrow a unit for evaluation before buying, while the Trade-Up Program offers users a return credit of about \$1,000 (U.S. list) when they upgrade from an HP 9144A to an HP 35401A.

When ordering the HP 35401A for the HP 1000 E and F Series, users also need to order the software utilities (PIN 93561J) that are supplied and supported by HP's Data Systems Division (DSD) Specials Group. Please note that this product supports only the sequential mode of the HP 35401A operation.

Support on the HP 1000 A-Series, using RTE-A 4.1, is already available. For more information on the HP 35401A autochanger, call your HP sales rep.

AUGUST 1987

HP Channels

# PRODUCT NEWS

Mass Storage

## **HP 7978B AND 7974A TAPE DRIVES TO REMAIN AVAILABLE**

There are currently no plans to discontinue the HP 7978B and HP 7974A tape drives before June 1, 1988.

The HP 7978B is being replaced completely by the new HP 7980A tape drive while the HP 7974A is being replaced by the new HP 7979A in all applications except those requiring 800 bpi NRZI format.

Contact your HP sales rep for more information.

Mass Storage

## **FINAL CALL FOR HP 7914CT, 7914ST, 7941A, AND 7945A DISC DRIVES**

Just a reminder that the HP 7914CT, 7914ST, 7941A, and 7945A disc drives will be removed from the HP Price List effective September 1, 1987. Now is the time to reexamine your lifetime supply needs. Please contact your HP sales rep if you have any questions or special concerns.

Most Storage

## **HP 9121D AND 9121S DISCONTINUANCE RESCHEDULED**

Both the HP 9121D and HP 9121S single-sided disc drives, originally scheduled to be discontinued on November 1, 1987, have been rescheduled to be discontinued effective September 1, 1987. As previously

stated, users requiring a floppy drive will have the HP 9122D and HP 9122S as an alternative. Both are capable of reading single-sided media.

Networks

## **HP OFFICESHARE NETWORK REPLACED BY HP THINLAN FOR PCs**

The HP OfficeShare Network products (Versions A.01.00 and A.02.00) are being removed from the HP Price List and obsoleted effective August 1, 1987. The HP OfficeShare Network is a coaxial-based PC LAN that is being replaced by HP ThinLAN for PCs. HP ThinLAN for PCs is the coaxial cable-based member of the HP OfficeShare Networking Family for PCs that also includes HP StarLAN and the HP SERIAL Network.

The products affected are listed below.

Product No.	Description
50900S	Server Starter Kit for HP Touchscreen PC
50900F	Server Starter Kit for HP Vectra PC
50901A	User Kit for HP Touchscreen PC
50901F	User Kit for HP Vectra PC and IBM PCIXTIAT
50902A	Server Software for HP Touchscreen PC
50902F	Server Software for HP Vectra PC
50903A	User Software for HP Touchscreen PC
50903F	User Software for HP Vectra PC and IBM PCIXTIAT

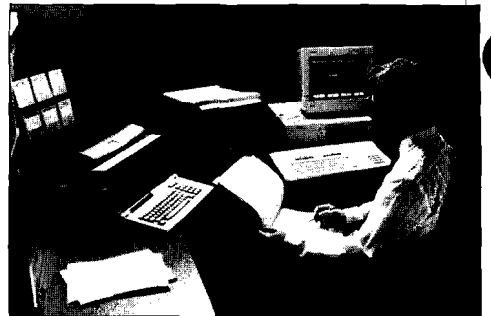
Because of their increased functionality, users should now be buying the HP ThinLAN for PCs products, instead of the HP OfficeShare Network products. Configurations of the HP OfficeShare Network, Version A.02.00, with HP ThinLAN for PCs products

(Version A.03.00) are supported, so users can continue to grow without upgrading their existing HP OfficeShare Network nodes. (User nodes requiring access to Resource Sharing or Information Access on an HP 3000 must use HP ThinLAN User software.)

Upgrade products from the HP OfficeShare Network to HP ThinLAN for PCs are available for those users who wish to upgrade their network to integrate an HP 3000 with Resource Sharing. Please contact your HP sales rep for more information.

Networks

## **ANNOUNCING THE HP 4972A LAN PROTOCOL ANALYZER**



*The NP 4972A LAN protocol analyzer offers extensive measurement capabilities under extreme network-loading conditions.*

On June 15, HP announced the 4972A transportable LAN protocol analyzer for IEEE 802.3 and Ethernet local area networks. The HP 4972A combines all the testing capabilities of the HP 4971S LAN protocol analyzer in a single package.

Standard equipment on the HP 4972A includes LAN performance analysis application software, a 9-inch monochrome display, 20-Mbyte Winchester disc, microfloppy, and high-resolution composite video output for a 25-Khz external monitor.

The HP 4972A offers these unique contributions to the IEEE 802.31 Ethernet test and management market:

Extensive statistical measurement capability for managing network performance.

- Statistical testing over periods as long as a day, week, or month.
- Automatic test sequencing with branching based on time or network events.
- Exact performance information about individual nodes and their relationship to network traffic.
- Statistical measurements of user-defined parameters.
- Measurement of network access time.
- Measurement of node response time.
- Traffic generation for creating test scenarios.
- Extensive data filtering and capturing capabilities.

User-definable frame displays.

Softkey-guided programming language for real time or post-processing of frames.

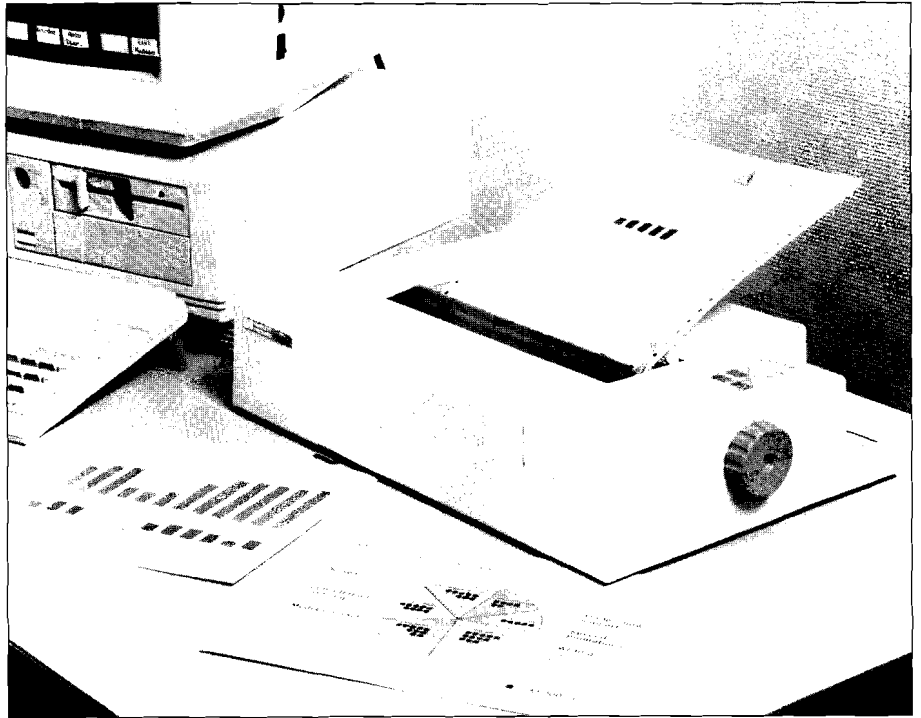
The most significant contribution is that all of these measurements may be made under extreme network-loading conditions.

The HP 4972A is slightly smaller than the HP 4955A LAN protocol analyzer and weighs approximately 45 pounds.

Product No.	Description
4972A	LAN Protocol Analyzer
Opt. 001	Adds RGB color outputs
Opt. 002	Adds remote interface (RS-232/V.35)
Opt. 004	Deletes LAN performance analysis application
Opt. 908	Adds rack mount

Printers

## HP PAINTJET COLOR GRAPHICS PRINTER: A NEW SOLUTION FOR PC PROFESSIONALS



Business, technical, and PC-CAD users who prepare reports and memos, make presentations, or use graphics, now have a printer that combines graphics, color, and text at a reasonable price.

Hewlett-Packard introduces the HP PaintJet color graphics printer. This printer produces vivid color graphics for overhead transparencies and reports, fast near-letter-quality (NLQ) text, and is priced for the individual personal computer user.

The HP PaintJet color graphics printer is a breakthrough in versatility at the PC price level. For the first time with a single peripheral, users can get NLQ text at a speed faster than most dot-matrix printers and higher quality color graphics than most thermal transfer and competing inkjet printers.

### Wide range of software support

The HP PaintJet printer is supported by many leading business graphics, word processing, PC-CAD, and productivity software programs. These packages include: Lotus® 1-2-3®, Symphony<sup>II</sup>, and Freelance Plus® from Lotus Corp.; Multimate® and Framework II™ from Ashton-Tate; MS-Chart<sup>E</sup>, MS-Word®, and Multiplan<sup>II</sup> from Microsoft; Diagraph™ and Picture Perfect™ from Computer Support Corp.; Harvard Graphics from Software Publishing; and Graphics Gallery and MemoMaker from HP. Compatible PC-CAD software programs include Autodesk's AutoCAD™; VersaCAD® Advanced by VersaCAD Corp.; and CADKEY by CADKEY Inc.

*continued on next page*

## The wonderful world of color – and graphics

The HP PaintJet color graphics printer produces text and graphics with 180 x 180 dots per inch resolution and NLQ text at a speed of 167 characters per second. The device can produce a typical text page in less than 40 seconds and a full page of color graphics in four minutes or less.

Resident in the printer are four colors – black, yellow, magenta, and cyan. The printer mixes these colors to produce the additional primary colors – red, blue, and green. A total of 330 colors are available in graphics mode with appropriate software support.

HP designed the PaintJet color graphics printer with experienced PC users in mind. Business and technical professionals make frequent presentations and often create reports that contain graphics. The HP PaintJet color graphics printer targets these needs and meets both color graphics and personal printing requirements.

Sixty nozzles transfer the ink to the media. Two disposable cartridges (one for black and one for color) contain the nozzles, inks, and electrical printing elements. Cartridge life is approximately 1.1 million characters and can produce about 1,100 pages of black text and 180 pages of color graphics.

## Paper, sound, and size

The printer handles Z-fold or cut sheet paper and single sheet transparency film. Although HP PaintJet printer paper is recommended for highest quality output, many widely available printer papers can be used for draft quality output and provide satisfactory results for many applications.

Because it is extremely quiet during operation, HP's color graphics printer is suitable for noise-sensitive environments. And the PaintJet printer is compact in size, measuring 3.86 in. x 17.40 in. x 11.89 in. (98mm x 442mm x 302 mm).

RS-232-C/CCITT V.24 serial, Centronics parallel, and HP-IB (IEEE 488-1978) interfaces are options.

## Ordering information

Product No.	Description
HP 3630A	HP PaintJet color graphics printer
Opt. 001	RS-232-C/CCITT V.71 interface
Opt. 002	HP-IB interface (IEEE 488-1978)
Opt. 004	Centronics parallel interface

The following HP PaintJet printer literature is now available.

Pub. No.	Description
<i>Technical data sheet</i>	
5954-8752D	With prices (U.S.)
5954-8752	Without prices (International)
5954-7539	Without prices (A4-size European format)
5954-9996	OEM Data Sheet
<i>Brochures</i>	
5954-8758	For Engineering Professionals
5954-8759	For Business Professionals
5954-8754	Software Matrix
<i>Sample output</i>	
5954-8755	Text/Graphics on Paper
5954-8756	Technical Graphics on Paper
5954-8757	Business Graphics on Transparency Film
<i>Set-Up Instructions</i>	
5954-8782	IBM AT (RS-232-C)
5954-8784	IBM AT (Parallel)
5954-8783	IBM PC and PC/XT (RS-232-C)
5954-8785	IBM PC and PC/XT (Parallel)
5954-8786	HP Vectra (RS-232-C)
5954-8787	HP Vectra (Parallel)
5954-8788	Apple Macintosh Plus (RS-232-C)
5954-8989	Apple Macintosh (RS-232-C)

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*MultiMate<sup>®</sup> and Framework II<sup>™</sup> are U.S. registered trademarks of Ashton-Tate Company.*

*MS-Chart<sup>®</sup>, MS-Word<sup>®</sup>, and Multiplan<sup>®</sup> are U.S. registered trademarks of Microsoft Corporation.*

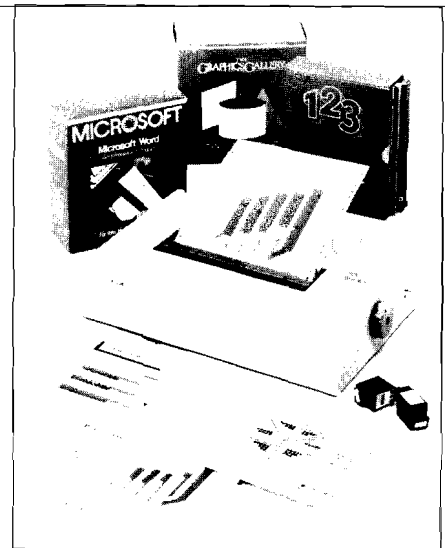
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*AutoCAD<sup>™</sup> is a U.S. trademark of Autodesk, Inc.*

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Printers

## HP PAINTJET PRINTER SOFTWARE MATRIX LISTS MARKET LEADING SOLUTIONS



In the past, color printers have been criticized for their lack of software support. The HP PaintJet color graphics printer breaks through this barrier with support from leading software vendors such as Lotus, AutoCAD, Microsoft, Ashton-Tate, Software Publishing, and VersaCAD.

The versatility of the HP PaintJet color graphics printer demands a wide variety of software support. The PaintJet printer delivers, with support in all major categories including: word processing (Microsoft® Word, WordPerfect, MemoMaker); business graphics (Graphics Gallery, Freelance<sup>e</sup> Plus, Harvard Graphics); technical graphics (AutoCAD™, VersaCAD<sup>e</sup> Advanced, CADKEY), and productivity software (Lotus® 1-2-3®). For merged text and full-resolution color graphics, you can use HP MemoMaker and Graphics Gallery.

Many unique utility programs have been created for the HP PaintJet printer. Polaris Color PrintMerge and Inset by Inset Systems allow you to merge screen resolution graphics with text from all the leading word processing packages. JetPlotter, from Insight Development, intercepts HP-GL output and converts it to PCL. PrintWorks for the Macintosh, by SoftStyle, includes an HP PaintJet printer driver for Macintosh personal computers.

All of these solutions and more are listed in the *HP PaintJet Printer Software Matrix* (P/N 5954-8754). This matrix is included in every HP PaintJet printer box. This allows users to easily find out how to order their drivers or package upgrades.

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*AutoCAD™ is a trademark of Autodesk, Inc*

*Versacad® is a registered trademark of Versacad Corporation.*

*Printers*

## **HP OFFERS TWO GREAT GRAPHICS SOLUTION PACKAGES**

Outstanding value and incomparable color graphics await the user who takes advantage of these attractive offers. Hewlett-Packard's two new graphics solutions for the HP Vectra PC and IBM-compatible computers: The Color Publisher Package for merged text and color graphics and the Color Presentation Package for boardroom-quality presentation graphics. For a limited time (August 1, 1987, to January 31, 1988) users can get substantial savings on these complete solutions.

The Color Publisher Package is the most advanced merged text and color graphics solution available to PC users. It consists of the Graphics Gallery Collection, Executive MemoMaker, and the new HP PaintJet Color Graphics Printer. With the Graphics Gallery Collection users can easily create high-quality graphics. Then merge the graphics with text in Executive MemoMaker, a user-friendly word processing package. The HP PaintJet Color Graphics Printer quickly prints the color image on paper or overhead transparency film.

The Color Presentation Package contains everything necessary for a PC user to produce professional-quality color overhead transparencies. It consists of the Graphics Gallery Collection, the Gallery Office Activities Portfolio, the HP ColorPro plotter, and the HP ColorPro transparency kit. The Graphics Gallery Collection makes creating custom graphics easy and fast. The Office Activities Portfolio will let users customize charts with eye-catching pictures.

The HP ColorPro plotter produces boardroom quality graphics; and the HP ColorPro transparency kit provides everything you need to make color overhead slides.

### **Ordering information**

Product No.	Description
<b>Color Publisher Package</b>	
68352F	Gallery Collection
68330F	Executive MemoMaker
3630A	PaintJet Printer
<b>Color Presentation Package</b>	
68352F	Gallery Collection
68324F	Office Activities Portfolio
7440A	HP ColorPro Plotter
17715TK	HP Transparency Kit

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## Supplies

Supplies

### **NEW APPROACH TO ELECTRONIC FORMS: iPRINT**

Replacing preprinted forms with electronic forms produced on laser printers is popular and saves money — on mainframes, minicomputers, and microcomputers. The new HP LaserJet 2000 printer is an excellent solution for high-volume electronic-forms applications because of features like high speed, large-volume duty cycle, duplex operations, multiple paper trays and sizes, forms and font download capability, large-capacity printer memory, and a large selection of built-in fonts. The HP LaserJet Series II printer is a good solution for lower-volume electronic-forms applications.

HP's Direct Marketing Division (DMK) now carries a forms design product: iPrint from Indigo Software. The iPrint forms design function is WYSIWYG (what you see is what you get) and has powerful, easy-to-use functions for designing electronic forms. iMerge is a separate product to be used in conjunction with iPrint. iMerge is the print-only product allowing many users to print on electronic forms and documents designed for using iPrint on the PC.

#### Applications for iPrint

The Canadian Federal Government Supply and Services Department is responsible for procurement and acquisition of goods and services for all government departments. A system to

support the buyers and associated management and support staff consists of a regional HP 3000 minicomputer remotely connected to an IBM mainframe. Each regional HP 3000 is connected to HP 9000 Model 310 UNIX® operating system workstations for each buyer. Groups of four or five Model 310 workstations share a single HP LaserJet family printer to print all contract and tender documents that are printed on electronic forms designed using iPrint and a PC. They are then compiled for printing. The forms files are transferred to the Model 310 systems for use in the document-generation functions. Commonly used forms are downloaded at the start of each day and called up as required during the day without downloading each time they are printed.

A large pharmaceutical exporting company in England is using iPrint electronic forms to print complex multi-lingual shipping and customs documents. For each required document, the forms are designed in each language on the HP Vectra PC, compiled, and then transferred to an HP 3000 where the actual document generation takes place. iMerge is then used on the HP 3000 to download all required forms to the HP LaserJet PLUS and LaserJet Series II printers. The data from the HP 3000 application is merged onto the appropriate foreign language version of the form, depending on the shipment's destination.

Versions of iMerge are available for the PC, for HP 9000 Series 300 multi-user microcomputers and for HP 3000 minicomputers. Versions for the DEC VAX and IBM mainframes will be available in the near future. iPrint (PIN 35188D) is available through DMK.

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#### 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 Division.

Location	Telephone Number
Australia	(03) 895-2645 (03) 895-2615 (03) 895-2815 (03) 895-2861
Austria	(0222) 2500-615 (0222) 2500-616
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	(02) 816640, ext. 258
Finland	(90) 887 2361
France	(1) 69 288 390
Greece	(01) 6726090
Italy	(02) 9236 9702
Japan	
Sugamihara	0427 59 1311
Osaka	06 304 6021
Middle East	
Athens	(01) 6828811
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 AVAILABLE AND WANTED

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 - C Database Application Development*

**Abstract:** db\_VISTA is a database management system designed for use by C language application programmers. High speed data access and low data redundancy are just two benefits of using db\_VISTA. Combine these benefits with those of C-speed, portability, and efficiency, and the programmer begins to understand db\_VISTA's real measure - performance. Almost three times as fast as the leading competitor, db\_VISTA's fast access comes from the unique combination of the B-tree indexing method and the "network model" or direct "set" relationships between records.

db\_VISTA operates on most popular computers and operating systems such as MS<sup>B</sup>-DOS, UNIX<sup>B</sup>, and VMS. The system has multiuser capability and supports simultaneous users in either multi-tasking or local area networking (LAN) environments. db\_VISTA can be used as an ISAM tile manager or to design database applications. Entire C source code is available so you can optimize performance or port to new environments yourself. It offers royalty-free runtime.

Raima's software includes free telephone support and software updates for 60 days. Yearly extended application development support, training classes, and consulting is available as well. Raima now offers two companion products for db\_VISTA: db\_QUERY and db\_REVERSE. Prices for db\_VISTA start at \$195. Availability is now.

**Abstract:** db\_QUERY is a C-linkable, SQL-based, ad-hoc query and report-writing companion product to db\_VISTA. It provides a simple relational view of complex network model databases. db\_QUERY allows the developer to create a customized query utility that becomes part of a royalty-free db\_VISTA application. End user definable field name aliases, macros, relations and batch fields allow the developer to tailor the user environment to specific needs. db\_QUERY offers a report forms generator as well. db\_QUERY offers the same advantages of db\_VISTA: C-source code available, royalty-free run-time, portability across DOS, UNIX, and VMS, and multiuser capability.

Raima's software includes free telephone support and software updates for 60 days and yearly extended application development support. Training classes and consulting are available as well. Raima now offers a new companion product for db\_VISTA and db\_QUERY - db\_REVERSE. Prices for db\_QUERY start at \$195. Availability is now.

**Company Name:** Raima Corporation

**Address:** 3044 112th Ave. N.E.  
Bellevue, WA 98004  
U.S.A.

**Phone:** 1-800-db RAIMA or 206-828-4636

**Contact Person:** Mark Hervol, Account Manager  
or  
Gopal RajGuru, Account Manager

**Type of Distributor Wanted:** Open

**Geographic Coverage:** Worldwide

**Industry:** *Cross industry - vertical markers*

**Abstract:** We wish to distribute PowerHouse-based applications systems in New Zealand. Commercial Data Processing Ltd:

Are Cognos distributors in New Zealand with a good PowerHouse market penetration

Have an excellent marketing and support reputation

- Have been in business for 15 years
- Are also experienced in marketing and supporting application systems.

**Company Name:** Commercial Data Processing Limited

**Address:** P.O. Box 10-347  
152 The Terrace  
Wellington, New Zealand

**Phone:** (New Zealand = 64) (Area Code = 4) 726-327

**Telex:** NZ 30319

**Contact Person:** Jack Morgan

**Geographic Coverage:** New Zealand

### Software Packages Wanted

**Industry:** *Financial Services*

**Abstract:** Financial Software Solutions Inc. is a software supplier that markets an integrated in-house accounting package to the financial community. Their system runs on the HP 3000 and is designed to replace the computer service bureau currently being used by the financial institution. They are looking for other software companies that have financial software that they would like marketed in the California marketplace.

Financial Software Solutions, Inc., has been software suppliers for Hewlett-Packard since 1980 and have both marketing and technical expertise. They would be capable of doing technical and implementation support in the California marketplace as well as ongoing custom enhancements and modifications.

**Company Name:** Financial Software Solutions, Inc.

**Address:** 31939 Doverwood Court  
Westlake Village, CA 91361  
U.S.A.

**Phone:** 818-889-5856

**Contact Person:** William Irwin

**Geographic Coverage:** California

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  
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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**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 and the information requested below to Tracy Wester.

**HP sales reps only:** To add new U.S. or Canadian accounts to the distribution for *HP Channels*, please send Tracy Wester the following information (on HP Desk 0000/53 or to the address listed below): company name, address, phone number, OEM contract number, contacts' nametitle, HP products used, and HP sales rep name and employee number. For accounts outside of the U.S. or Canada, contact Tracy Wester to get the name of the person who handles the distribution of *HP Channels* in your country.

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

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# *HP CHANNELS*

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