

# HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

December 1988



~ a HP's Executive Training Series receives rave reviews

# HP CHANNELS

Volume 8, No. 2

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



Learn the management, marketing, and selling skills needed to make your company successful by taking advantage of HP's Executive Training Series. Taught by experts and subsidized by HP, the various two-day seminars continue to draw high ratings from value-added business participants. See page 1 for more details.

HP CHANNELS  
December 1988

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

**For research and education purposes only.**

# The Executive Training Series receives rave reviews



This month's cover of *HP Channels* highlights examples of some of the tremendously positive feedback we have received from business executives who have attended the Executive Training Series for value-added businesses. The comments demonstrate that the courses are indeed making a difference in helping VAB executives manage their companies, enhance their competitive edge, and overall, help them become more successful.

Six focused seminars are offered addressing topics such as Strategic Business Management, Strategic and Tactical Marketing, as well as Sales and Product training. In 1989, over 25 seminars will be held throughout the U.S. and Canada. The seminars are conducted by independent industry consultants or by Hewlett-Packard product and program managers who work closely with VABs. Each seminar is targeted to a specific audience such as those listed below.

Seminar	Target audience
Business Management	Presidents, CEOs, vice presidents
Strategic Marketing Planning	Presidents, marketing managers
Marketing Communications	Marketing managers
Negotiative Selling Skills	Sales representatives
Strategic Selling Skills	Sales representatives
HP 3000 Product Training	Sales representatives

## Subsidized by HP

The Executive Training Series is an important part of our Value-Added Business program. To encourage you to attend, Hewlett-Packard is underwriting a substantial portion of the cost, resulting in prices well below other comparable industry training seminars. Similar programs are conducted and supported worldwide. Contact your local HP sales rep for more information on seminars and training offered in your area.

## Six seminars are offered

There is a broad selection of seminars available to you in the Executive Training Series. All are designed to help you manage your company's growth and market your products effectively. The seminars are small, interactive sessions that offer you the opportunity to share business experiences and learn from other HP VABs. Following is a brief description of each class:

*Business Management* — This is a unique training seminar developed exclusively for VAB top executives. The two-day seminar covers the broad spectrum of business topics to assist the business decision-maker in managing and developing a successful company.

▪ *Strategic Marketing Planning* — This seminar will help you to create and implement a marketing strategy based on how you want your product and company to be positioned in the marketplace. You will also learn plenty of practical marketing tips.

▪ *Marketing Communications* — Planning effective marketing communications tactics is key to the success of your marketing strategy. This two-day class reviews the strengths and weaknesses of marcom tactics, offers the opportunity to put together a marcom plan, and takes an in-depth look at direct mail and advertising.

*Negotiative Selling Skills* — The objective of this course is to develop the valuable skill of conversational leadership. This new uncomplicated approach to sales training is a respectful reflection of buying rather than a calculated system of selling techniques to be used on people.

▪ *Strategic Selling Skills* — This course focuses on the single most neglected aspect of selling — the in-depth analysis of account strategy that must come before sales calls. The program provides participants with a detailed understanding of account strategy which can then be applied to their important key account prospects.

▪ *HP 3000 Product Training* — This two-day class is designed for value-added resellers and software suppliers for Hewlett-Packard commercial computers. The seminar is designed to acquaint participants with product positioning, features, and customer benefits. It also covers Hewlett-Packard's position in the computer industry, the HP Value-Added Business Program, and how to work effectively with HP's field sales organization.

*continued on next page*

## The Executive Training Series: an investment in your business

Attending an Executive Training Series seminar is an important investment. It is an investment in your company and in yourself to become a better business marketing or sales person. Developing your management and marketing skills is just as important as developing your products.

We also know how valuable your time is, so we have ensured these seminars are highly focused, condensed them into two days, and conveniently scheduled them throughout the country to reduce your travel time.

The 1989 Executive Training Series Program Guide describing the seminars in greater detail along with the 1989 seminar schedule were mailed in November. The schedule is also reprinted here. If you have not received a Program Guide, contact your HP sales representative. Register soon, as space in the seminars is limited. Following the schedule is the text from the notes featured on the cover of this issue of *HP Channels*.



**EXECUTIVE  
TRAINING  
SERIES**

### 1989 Seminar Schedule

Seminar	Cost*	Dates	Location	Registration contact	Phone
<b>Sales Training</b>					
Negotiative Selling	\$235	April 18-19	Chicago, Illinois	Janice Knutson	312-357-8800
Strategic Selling	225	April 25-26	Toronto, Canada	Sandra Wood	416-678-9430
		May 16-17	Washington, DC	Donna Dillon	301-258-8075
		June 6-7	Long Beach, California	Therese Ahtye	213-337-8464
		September 26-27	Denver, Colorado	Cathy York	303-649-5822
<b>Strategic Marketing Planning</b>					
	375	January 18-19	Washington, DC	Donna Dillon	301-258-8075
		February 21-22	Toronto, Canada	Sandra Wood	416-678-9430
		March 22-23	Atlanta, Georgia	Vonnie Jones	404-980-7280
		August 15-16	Long Beach, California	Therese Ahtye	213-337-8464
<b>Marketing Communications</b>					
	Free	February 7-8	Pleasanton, California	Heidi Taylor	415-460-1564
		March 14-15	Washington, DC	Donna Dillon	301-258-8075
		May 25-26	Toronto, Canada	Sandra Wood	416-678-9430
		June 20-21	Atlanta, Georgia	Vonnie Jones	404-980-7280
		July 11-12	Chicago, Illinois	Janice Knutson	312-357-8800
		October 17-18	Long Beach, California	Therese Ahtye	213-337-8464
<b>Business Management... for the Value-Added Enterprise</b>					
	375	April 11-12	Pleasanton, California	Heidi Taylor	415-460-1564
		October 4-5	Washington, DC	Donna Dillon	301-258-8075
<b>HP 3000 Product Training</b>					
	Free	January 17-18	Long Beach, California	Therese Ahtye	213-337-8464
		February 14-15	Atlanta, Georgia	Vonnie Jones	404-980-7280
		May 8-9	Pleasanton, California	Heidi Taylor	415-460-1564
		July 6-7	Toronto, Canada	Sandra Wood	416-678-9430
		July 19-20	Washington, DC	Donna Dillon	301-258-8075

\*U.S. list price

Carolyn Morris's intelligent, enthusiastic approach in Business Management is contagious. With the business plan we have put together as a result of this class we have changed from a highly technical company that used "management by crisis" to one that is growing and meeting its personal and business objectives. Even our "techies" are learning that management can be fun! Thanks to Carolyn and HP for an invaluable boost to our company.

Mary Lou Porter  
President/CEO  
PORTER DATA SYSTEMS, INC.  
Colorado Springs, Colorado

After attending HP's MARCOM seminar in March, I was much better equipped to handle the marketing needs of ICC. As ICC is a National Account, it is very important to work closely with HP in our marketing efforts. The seminar increased my knowledge of how to accomplish this successfully. It was a very productive day for me personally as well as for ICC.

Nancy Boyce  
Product Marketing Manager  
INDUSTRIAL COMPUTER  
CORPORATION  
Atlanta, Georgia

Dear John,

Thank you for recommending the Strategic Marketing Planning seminar. It's remarkable how much I learned about the need for strategic marketing in two days. David Flegal provided the tools and direction that I'll use to develop our marketing program.

Raymona Holten  
JHP, INC.  
Albuquerque, New Mexico

Congratulations on organizing the HP-sponsored "Business Management . . . for the Value-Added Enterprise" seminar developed by MAX WEST, Inc. Most quick-fix seminars are in reality a high-pressure sales pitch for the presenter's products — but not this one. Your Business Management seminar was rock solid, start to finish, filled with crucial no-nonsense information needed for managing a business. I hardily recommend the seminar for every business manager, regardless of size or experience.

Jerry W. Hart  
Vice President  
DATA SYSTEMS for INDUSTRY  
Cypress, California

Dave,

It was great that we took the Strategic Marketing Planning class together. Dave Flegal was an excellent instructor. There was a tremendous amount of valuable material applicable to our company. Let's discuss implementing some of the ideas in our marketing plan for this year.

Kathleen M. Astroth  
Director of Sales  
HARRIS & PAULSON, INC.  
Englewood, Colorado

Susan,

The Business Management class is great. Let's incorporate my Sales and Marketing Plan changes into the Business Plan to achieve a 30% increase for the coming fiscal year. I am glad we both went.

Maurice Bergeron  
Senior Sales Representative  
INTERTEC DIVERSIFIED  
SYSTEMS, INC.  
Palo Alto, California

## Customer Support

Support

### New support services for localized HP DeskManager

Not applicable in U.S. or Europe.

To complement the introduction of localized versions of HP DeskManager, Hewlett-Packard is introducing new Software Materials Subscriptions and Manual Update Services for Japanese HP DeskManager, HP File/Library, HP Schedule, Taiwan Chinese HP DeskManager, and Korean HP DeskManager. These localized services mean that users now can get their software and manual updates in the same language as their software.

#### Ordering information

Support P/N	Description
36570AJ+S22 Opt. ABO	SMS Taiwan HP DeskManager
36570AJ+S51 Opt. ABO	SMS Taiwan HP DeskManager
36570AJ+W00 Opt. ABO	EMS Taiwan HP DeskManager
36570AJ+Q00 Opt. ABO	MUS Taiwan HP DeskManager
36570AJ+S22 Opt. ABI	SMS Korean HP DeskManager
36570AJ+S51 Opt. ABI	SMS Korean HP DeskManager
36570AJ+W00 Opt. ABI	EMS Korean HP DeskManager
36570AJ+Q00 Opt. ABI	MUS Korean HP DeskManager
36570AJ+S22 Opt. ACA	SMS Japanese HP DeskManager
36570AJ+S51 Opt. ACA	SMS Japanese HP DeskManager
36570AJ+W00 Opt. ACA	EMS Japanese HP DeskManager
36570AJ+Q00 Opt. ACA	MUS Japanese HP DeskManager

Support P/N	Description
27520AJ+S00 Opt. ACA	SMS Japanese File/Library
27520AJ+W00 Opt. ACA	EMS Japanese File/Library
27520AJ+Q00 Opt. ACA	MUS Japanese File/Library
27522AJ+S00 Opt. ACA	SMS Japanese Schedule
27522AJ+W00 Opt. ACA	EMS Japanese Schedule
27522AJ+Q00 Opt. ACA	SMS Japanese Schedule

Contact your HP sales rep for more information.

Support

### Introducing HP PowerPatch: preventive software patching service for HP 3000 users

HP PowerPatch is a major new enhancement to HP 3000 software support that enables users to proactively order and install a preselected and reliability-tested set of MPE patches. It is free to all HP 3000 Account Management Support (AMS) and Response Center Support (RCS) users and will be rolled out worldwide by February 1989. HP PowerPatch is part of the HP Patch Program, HP's new preventive software maintenance program. A direct mail flier announcing HP PowerPatch is being mailed to all HP 3000 AMS and RCS users.

Software problems cost users millions of dollars each year in lost business productivity. HP PowerPatch demonstrates to our users that HP wants to do more than fix software problems — HP wants to prevent them from ever occurring.

By applying solutions to known software problems, users eliminate potential software problems before they experience them. Users increase their system's reliability and productivity.

We are also pleased to introduce the Online Patch Information System (OPIS), a new, centralized productivity tool that enables U.S. field personnel to electronically research and order patches. OPIS identifies the critical subsystem and application patches that users need installed at update time and features electronic ordering and integrated job streams. Field engineers can now log on, identify needed patches, and order them, all in one easy step.

HP PowerPatch will support every MPE V/E MIT, starting with V-Delta-1. (In the near future, HP PowerPatch will be expanded to include MPE XL MITs.) In order to keep HP PowerPatch tapes current with the latest set of patches, a new PowerPatch tape for one of the five most current MITs will be built every two weeks. Users should call their HP Response Center to place an order. Ordering is simple since all FOS and workstation patches are tested and pre-selected at the factory.

Users in the U.S. will receive their HP PowerPatch tape from HP's Software Replication Distribution Operations within three business days. (Note: Delivery time will be two weeks in Europe and is being determined in the rest of the world.) Users install HP PowerPatch using the familiar HP AUTOINST software installation tool.

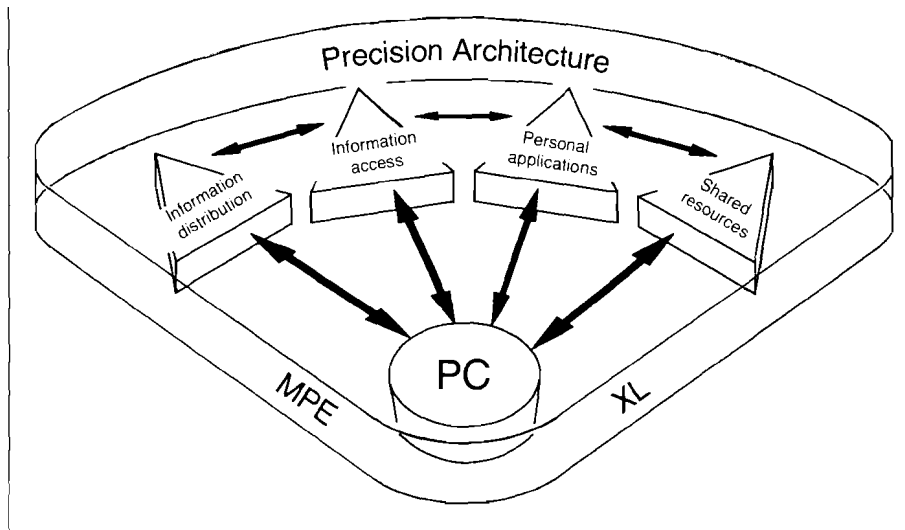
While most users will order and install HP PowerPatch when they update, they can also install HP PowerPatch between updates. This enables users to minimize potential software problems.

Contact your HP sales rep for more information regarding HP PowerPatch

General

## Introducing Business System Plus on MPE XL

**Business System Plus**  
HP's most complete PC integration now on MPE XL



HP Business System Plus XL. Hewlett-Packard's leading PC integration offering is now orderable for MPE XL Precision Architecture computers.

Now users can have a complete solution that provides shared HP 3000 resources, information access, information distribution, and personal applications — all delivered by Business System Plus to integrate PCs with HP Precision Architecture on MPE XL.

### What's new?

- Available on both MPE V and XL platforms.
- The Business System Plus foundation, Resource Sharing, is now host licensed.

Products and support are simpler and easier to order.

- Personal Applications are now ordered separately.
- The following article describes innovative uses of the BSP environment.

### Business System Plus XL

A LAN-based PC integration system, Business System Plus combines the functionality of its components with the power of HP-PA computing. Based on the concept of PC integration with the HP 3000, BSP includes the capability of these winning HP applications:

- HP DeskManager can achieve local workgroup communication to worldwide electronic mail. HP DeskManager includes the ability to integrate applications, automate office

tasks, and maintain schedules in addition to its complete communication functionality. Continued enhancements have made HP DeskManager one of the most robust information distribution products available.

- AdvanceMail II can achieve information distribution and messaging from HP Vectra and IBM personal computers. Using HP DeskManager's transport system and Resource Sharing integration, AdvanceMail II connects PC users to the HP 3000 network and beyond. New features include improved datacom performance (40 percent) and PC processing (30 to 50 percent). Word processing through AdvanceMail II is enhanced by integrating the HP word processor of the customer's choice.

Information Access is an information server on the HP 3000 that simplifies the tasks of information gathering and analysis for decision makers. It provides simple and secure access to information across personal computer and HP 3000 databases. Data retrieval, manipulation, and conversion capabilities help analysts, professionals, and managers solve decision-making problems.

- The Personal Applications are delivered to PCs on the network from the HP 3000. This complete set of PC software includes:
  - Executive Memomaker.
  - Graphics Gallery.
  - Executive Card Manager.
  - Lotus® 1-2-3®.
  - AdvanceLink.
- Resource Sharing capability offers full PC integration with the HP 3000 and forms the foundation for Business System Plus. Resource Sharing functionality with LAN performance offers transparent access to HP 3000 disks, printers, and plotters. PC Backup is a key feature that extends the data and application security of the computer room to the PC.

*continued on next page*



Business System Plus Utilities complete the package by providing much simpler network setup. BSP also distributes the Personal Applications, PC Backup, AdvanceMail II, and Information Access PC — all from the HP 3000.

### Don't forget the discounts

The purchase of Business System Plus gives users leadership applications and adds utilities that help manage the integrated office environment. On top of this, with the complete BSP purchase, users receive discounts up to 22 percent off the purchase of separate components.

### PC user licenses

Business System Plus is sold in 10 PC license increments. Additional users can be added by purchasing additional 10-user PC licenses. These licensing charges are for additional users of Information Access and/or AdvanceMail II.

### BSP/Resource Sharing is now host licensed

The PC license charges have been eliminated on the Resource Sharing component of BSP. It is now sold as a host-based site license with unlimited PC user license for the selected host. This allows you to sell unlimited PC access to Resource Sharing functionality at no additional cost with the initial system sale.

### Simplified product structure for ease of ordering and consistency

With the help of HP sales personnel feedback, we have been able to modify Business System Plus product structure to align it with standards users are used to seeing in HP application software. We now have separate product numbers for the Business System Plus MPE V or MPE XL configuration users need, with the appropriate SPU options for pricing. The Personal Applications continue to be offered in MPE tape format, but are now available as a separate product number, HP 32565A.

### New Business System Plus MPE V product numbers align with support numbers

The new product numbers for Business System Plus MPE V software are aligned with previous support product numbers. Support contracts previously sold will not have to be replaced. The following product numbers now make selling HP's leading support simpler and easier.

### Easier to sell, easier to order Business System Plus MPE XL product/support\*

Product No.	Description
32560A	Business System Plus XL — includes HP DeskManager, AdvanceMail, Information Access, and Resource Sharing 1-10 user license
Opt. 320	For use on Series 925
Opt. 330	For use on Series 935
Opt. 340	For use on Series 950/955
+S00	SMS — includes updates for host and PC software host and PC manuals For Series 925 For Series 935 For Series 950/955
+W00	EMS — includes RTC for extended sites For Series 925 For Series 935 For Series 950/955
32561A	Business System Plus XL without Information Access 1-10 user license
Opt. 320	For use on Series 925
Opt. 330	For use on Series 935
Opt. 340	For use on Series 950/955
+S00	SMS — includes updates for host and PC software host and PC manuals For Series 925 For Series 935 For Series 950/955
+W00	EMS — includes RTC for extended sites Series 925 Series 935 Series 950/955

Product No.	Description
32562A	Business System Plus XL without HP DeskManager and AdvanceMail 1-10 user license
Opt. 320	For use on Series 925
Opt. 330	For use on Series 935
Opt. 330	For use on Series 950/955
+S00	SMS — includes updates for host and PC software host and PC manuals For Series 925 For Series 935 For Series 950/955
+W00	EMS — includes RTC for extended sites For Series 925 For Series 935 For Series 950/955
32563A	Business System Plus XL without HP DeskManager, AdvanceMail, and Information Access, host-based site license, no additional PC licenses required
Opt. 320	For use on Series 925
Opt. 330	For use on Series 935
Opt. 340	For use on Series 950/955
+S00	SMS — includes updates for host and PC software host and PC manuals For Series 925 For Series 935 For Series 950/955
+W00	EMS — includes RTC for extended sites For Series 925 For Series 935 For Series 950/955
32565A	Business System Plus personal applications license for 10 users, MPE tape for use with MPE V or XL
+S00	SMS — includes manual and software updates, up to 10 PC software RTC
+W00	EMS — includes RTC for extended sites

\*The December price list includes appropriate Right to Copy product numbers and prices for additional hosts or PCs.

## Business System Plus MPE V

Product No.	Description
32506A	Business System Plus — includes HP DeskManager, AdvanceMail, Information Access, and Resource Sharing 1-10 user license
Opt. 310	For use on Series 37 and MICRO 3000
Opt. 320	For use on Series 4X-5X
Opt. 330	For use on Series 6X-70
+S00	SMS — includes updates for host and PC software host and PC manuals For Series 37/MICRO 3000 For Series 4X-5X For Series 6X-70
+W00	EMS — includes RTC for extended sites For Series 37/MICRO 3000 For Series 4X-5X For Series 6X-70
32504A	Business System Plus XL without Information Access 1-10 user license
Opt. 310	For use on Series 37 and MICRO 3000
Opt. 320	For use on Series 4X-5X
Opt. 330	For use on Series 6X-70
+S00	SMS — includes updates for host and PC software host and PC manuals For Series 37/MICRO 3000 For Series 4X-5X For Series 6X-70
+W00	EMS — includes RTC for extended sites For Series 37/MICRO 3000 For Series 4X-5X For Series 6X-70

Product No.	Description
32507A	Business System Plus XL without HP DeskManager and AdvanceMail 1-10 user license
Opt. 310	For use on Series 37 and MICRO 3000
Opt. 320	For use on Series 4X-5X
Opt. 330	For use on Series 6X-70
+S00	SMS — includes updates for host and PC software host and PC manuals For Series 37/MICRO 3000 For Series 4X-5X For Series 6X-70
+W00	EMS — includes RTC for extended sites For Series 37/MICRO 3000 For Series 4X-5X For Series 6X-70
32503A	Business System Plus XL without HP DeskManager, AdvanceMail, and Information Access, host-based site license, no additional PC licenses required
Opt. 310	For use on Series 17 and MICRO 3000
Opt. 320	For use on Series 4X-5X
Opt. 330	For use on Series 6X-70
+S00	SMS — includes updates for host and PC software host and PC manuals For Series 37/MICRO 3000 For Series 4X-5X For Series 6X-70
+W00	EMS — includes RTC for extended sites For Series 37/MICRO 3000 For Series 4X-5X For Series 6X-70

*\*The December price list includes appropriate right to copy product numbers and prices for additional hosts or PCs.*

## Innovative uses of BSP capabilities — a preview

Learn how to enable system administrators (in a Business System Plus environment) to distribute a variety of HP PC applications to users on the network. Creative uses of the shared resources provided in Business System Plus expand our competitive edge in PC integration. Read following article for more information.

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

*General*

## **Business System 3000: factory-delivered PC integration**

Today, Business System 3000 combines with Business System Plus to provide an unbeatable value for smaller PC integration installations. When users buy Business System 3000 they receive the following:

- A complete hardware/software solution.
- Most installation and configuration steps completed at the factory.
- Additional savings over buying the separate components and having them installed in the field.
- Great LAN Launch discounts through January 31, 1989, when configured with StarLAN 10.

*continued on next page*

Ordered only with Business System Plus. Business System 3000 includes the HP 3000 LAN link required to integrate PCs over HP's industry-leading local area networks. This superior solution offers a low-cost entry into HP 3000 PC integration.

Business System 3000 is a factory-configured HP MICRO 3000GX that includes:

- 4 Mbytes memory.
- 304-Mbyte disk.
- 67-Mbyte cartridge tape.
- Options for connecting to popular HP OfficeShare networking links including StarLAN, ThinLAN, or StarLAN 10, with the appropriate LAN 3000 link included.

All this adds up to a solution that saves everyone time and money. This savings is translated to a price that is about \$450 less for Business System 3000 than for the purchase of the separate components. Savings on the bottom line and savings in time and effort make Business System 3000 the solution for low-end PC integration needs.

Additionally, until January 31, 1989, Business System 3000 users can take advantage of great LAN Launch discounts on Business System 3000 and OfficeShare StarLAN 10 networking. Using LAN Launch, simply order Business System 3000 (P/N 32519A) with Option 001, which configures the system to include ThinLAN 3000 link. With the addition of the twisted pair MAU (P/N 28664A), the system can now be used with StarLAN 10. LAN Launch discount products are shown in the table at right. LAN Launch requires the purchase of the complete bundle as described.

Contact your HP sales rep for more information.

## LAN Launch new business promotion for BS3000\*

Product No.	Description	Min	Max
<i>Business System Plus</i>			
32506A	Business System Plus	1	1
Opt. 310	For MICRO 3000	1	1
<i>Optional BSP products allowed include:</i>			
32503A	Business System Plus without HP DeskManager, AdvanceMail, and Information Access		
32504A	Business System Plus without Information Access		
32507A	Business System Plus without HP DeskManager and AdvanceMail		
<i>Server networking components</i>			
32519A	Business System 3000	1	1
Opt. 001**	Substitutes ThinLAN 3000/V Link	1	1
M05	25% discount		
28664A	Twisted Pair MAU	1	1
28663A	StarLAN 10 Hub	1	1
M05	25% discount		
<i>PC networking components</i>			
D1802A	StarLAN 10 Vectra links	10	10
M05	25% discount	10	10
50923F	Network/User services	1	1
Opt. OA9	Option for 10 users	1	1
M05	25% discount		
50929F	Network Configuration	1	1
Opt. OA9	Option for 10 users	1	1
M05	25% discount	1	1

\*Includes installed base users

\*\*Required option for LAN Launch

General

## Enhancements to HP Security Monitor and MPE V security

Do you need more security on your HP 3000? Hewlett-Packard can now provide the answer that will meet the needs of any security-conscious user. Several enhancements have been made to MPE V security and to the HP Security Monitor product that provide users with tighter access protection, increased batch security, and better auditing capabilities. In addition, MPE Release G.03.04 (functionally equivalent to V-Delta-4) and the new HP Security Monitor have undergone a formal evaluation with the Department of Defense National Computer Security Center (NCSC) and have been certified to meet the requirements for a C2 security trust rating. This matches DEC VAX and IBM 370-based system security.

C2 certification relays a strong message from Hewlett-Packard to its users — HP cares about security. As HP moves further into the mainframe market, we are investing more in mainframe-class software such as security. We will continue this investment in the future, both in better understanding current and future user security needs, and in developing easy-to-use products such as HP Security Monitor in order to meet those needs. Our next major focus will be to migrate HP Security Monitor functionality to MPE XL. In addition, HP will also undertake another legal evaluation by the DoD for MPE XL. As this process takes approximately 18 months, we don't anticipate completing this project for MPE XL until the first half of 1990.

We expect that security awareness and needs will continue to grow. HP is committed to providing solutions based on standards such as the DoD criteria.

Contact your HP sales rep for more information.

General

## Announcing HP DeskManager B.03.00

HP DeskManager B.03.00 includes support for 16-bit languages, programmatic access to HP DeskManager via HP DeskManager Intrinsic, and support for X.400 communications via HP OfficeConnect to X.400.

HP DeskManager has been localized in Japanese, Chinese, and Korean, and further modified for use in Arabic and Hebrew. This allows multinationals from these countries operating in the U.S. to use HP DeskManager in their headquarter's language, as well as opening up new potential for HP DeskManager in the above countries. Companies using these localized versions of HP DeskManager will be able to choose the language in which they have screens and system prompts displayed, either English or the local language. Also, users can select the language for writing text. For example, a user could have a screen displayed in Chinese and type text in English.

### Ordering instructions for new localized versions of HP DeskManager

Product No.	Option	Description
36570AJ	ACA	Japanese localized version
36570AJ	ABO	Taiwanese localized version
36570AJ	ABI	Korean localized version

Japan has localized documentation for HP File/Library and HP Schedule, as well.

### Ordering instructions for localized versions

Product No.	Option	Description
27520AJ	ACA	HP File/Library with Japanese documentation
27522AJ	ACA	HP Schedule with Japanese documentation

HP DeskManager B.03.00 also supports a new bolt-on application, HP DeskManager Intrinsic (P/N 27562). HP DeskManager Intrinsic enables:

- An HP 3000-based application to access the services of HP DeskManager in a simple way.

A simple and efficient link to be developed from HP DeskManager to foreign mail systems.

For example, now applications can automatically send a message to inform the purchasing manager when stocks of items are too low and need reordering or inform the credit control manager when clients have gone over their credit limits. Using this application, all exceptions can be immediately brought to the attention of the correct decision maker in the user's organization.

HP DeskManager Intrinsic can revolutionize the way organizations communicate and distribute information. They can save key decision maker's time in finding exceptions and provide them with the ability to take action before the exception becomes a problem.

*continued on next page*

## PRODUCT NEWS

For more information on HP DeskManager Intrinsic, see "Introducing HP DeskManager Intrinsic — put your application in the driver's seat" in the November issue of HP Channels.

Increasingly, more vendors and PTTs have been announcing their commitment to the X.400 standard. This version of HP DeskManager supports a bolt-on application, HP Office Connect to X.400 (P/N 30257A), allowing HP DeskManager users to communicate to other X.400 users.

This extension to HP DeskManager, together with HP OfficeConnect to X.400, will provide users with an opportunity to communicate more effectively with external companies; for example, suppliers, distributors, and dealers can use X.400 as their common communication standard.

Communicating to other X.400 users requires little training for the end user as the existing HP DeskManager interface is used to send and receive messages. All a user has to specify is a name to get the message across to the other vendor's system — just as simple as sending a message to another HP DeskManager user.

HP DeskManager B.03.00 will be available on MPE V V-Delta-4 operating system and MPE XL Version 1.2. All new localized versions of HP DeskManager are on the December HP Price List and orderable December 1.

### General

## HP Production Planning/PC moving to tiered pricing

Did you know about half the functionality in HP Production Planning/PC resides on the HP 3000? There's a whole lot more going on than data extraction and formatting:

- An HP 3000 program provides a menu for defining and managing planning groups of related parts. Behind the scenes, it creates all the JCL for the extraction and other HP 3000 jobs.
- Part Detail and Group Summary Reports can be printed after data is extracted and again before running MRP. These give you a "before" and "after" record of your work.
- Production quantities that are completed while planning is being performed on the PC can be captured and used to adjust the production plan automatically.

Production plans for each planning group, plus adjustments for completed production (if desired), are combined automatically and copied into the independent requirements file for MRP.

- Customer or factory orders from external systems may be written to an external order file. This means you can easily integrate external order entry systems into the production planning process.

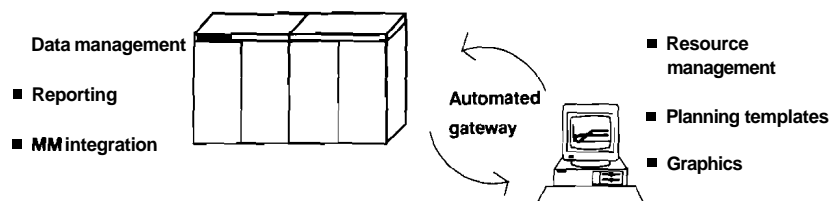
Bottom line, HP Production Planning/PC is using the HP 3000 and the personal computer for what each does best. The HP 3000 provides the data management and reporting, while the personal computer offers easy and flexible spreadsheet-based planning via templates written for Lotus® 1-2-3®. Besides being easy to use, the templates highlight business objectives associated with build-to-stock, build-to-order, and rate-per-day environments.

On November 1, 1988, HP Production Planning/PC was moved to tiered pricing. Watch for A, R, and Z products on the HP Price List.

Contact your HP sales rep for more information.

### HP Production Planning/PC

Closed loop decision support for MRP II



The first step to a cooperative computing environment

## New HP 260 operating system released

A new revision of the HP 260 operating system was released in November. The operating system Version B.09.01 does the following:

- Supports the new HP 9145A 133-Mbyte cartridge tape drive.
- Improves efficiency of database management through fast DBLOAD/DBUNLOAD tools.

Please refer to the following article for more information about support of the HP 9145A cartridge tape drive.

Shipments of B.09.01 with every HP 260 Series 30 and Series 40, as well as with every Turbo Board (P/N 45261AH), started in November.

Distribution of the new operating system revision is already in progress to everyone with a valid contract. Because the improvements made to the operating system are not expected to have any impact on the application, there will be no Express Program this time.

The operating system can be ordered separately and immediately under the following product number:

Product No.	Description
45265F	Latest HP 260 operating system revision on tape cartridge
Opt. 041	Software on 8-inch media
Opt. 045	Software on 3½-inch media
Opt. 252	French user documentation
Opt. 253	German user documentation
Opt. 256	Spanish user documentation
Opt. 257	Italian user documentation

## HP 260 supports HP 9145 cartridge tape drive

HP 260 users can now benefit from the new HP 9145 133-Mbyte cartridge tape drive which offers twice the speed and density of an HP 9144A — effectively cutting backup time in half. The HP 9145A is supported with operating system B.09.01 on HP 250/260 systems. System support is summarized in the table at the end of this article.

### What is required to operate the HP 9145A on installed HP 250/260 systems?

All HP 250/260 systems with Turbo Board, as well as all HP 260 Series 30 and Series 40 systems that are currently installed, require a Loader KOM Upgrade Kit (P/N 45276B) in order to boot the operating system from the HP 9145A. The kit is only required for

### System support

Product No.	System	Operating System
45070A	HP 260 Series 30	B.09.01
45072A	HP 260 Series 40	B.09.01
45261D with 45261AH	HP 260 with Turbo Board	B.09.01
45260A with 45261AH	HP 250 with Turbo Board	B.09.01

booting and not for copying the operating system, such as is done for redistribution of operating system upgrades.

The Loader ROM version that is displayed during the boot phase should show ST5. Otherwise, the Loader ROM Upgrade Kit must be ordered with the HP 9145A — if booting is required.

### What is required to operate the HP 9145A on new HP 260 systems?

All HP 260 systems shipped with operating system Revision B.09.01 include the Loader ROMs required to fully support the HP 9145A.

Contact your HP sales rep for more information.

## PRODUCT NEWS

HP 3000

### **HP 3000 Series 52 and 58 to be removed from HP Price List**

Effective March 1, 1989, the HP 3000 Series 52C and the Series 58C will no longer be newly manufactured and will be removed from the HP Price List. The Series 52 and 58 will continue to be orderable as remanufactured systems from HP's Finance and Remarketing Division under product numbers 32552AR and 32558CR, respectively.

The product numbers to be removed from the March 1, 1989, price list are as follows:

<u>Series 52C</u>	<u>Series 58C</u>
32552C	32558C
32552CH	32558CH

#### **Field upgrades still available**

The Series 52 and Series 58 field upgrade products (P/N 30552C, 30558C) will continue to be manufactured and orderable as new products. Note that the five-year support life of the entire Series 5X family will not begin until these field upgrade products are removed from the HP Price List.

#### **Order before March 1, 1989**

Users requiring a newly manufactured HP 3000 Series 52 or Series 58, or a box swap upgrade to the Series 52 or 58, should make sure the order is placed before March 1, 1989.

HP 3000

### **HP 3000 Series 4X products begin support life**

On January 1, 1989, the HP 3000 Series 40, 42, 44, and 48 will begin their five-year support life. The end of assured support for the Series 4X systems, box swap upgrades, and field upgrades will be January 1, 1994; subsequent support will be offered on a "best effort" basis. Please see the chart below for a complete listing of Series 4X systems and upgrade products entering support life.

Series 40	Series 42	Series 44	Series 48
32545A	32542A	32440A	32548A
32445AH	32542AH	32440B	32548AH
32446A	32542B	32440BH	32548B
	32542BH	32441A	32548BH
	30542B		305488

Remanufactured Series 4X systems will continue to be orderable through HP's Finance and Remarketing Division.

HP 3000

### **HP 3000 Series 925LX and Series 925 more competitive than ever**

Beginning November 15, 1988, changes are being made to the HP 3000 Series 925LX and Series 925. Two new low-cost bundles will be introduced for each of these products, the Series 925LX now supports up to 40 point-to-point workstations and qualifies for the low-end discount schedule (LEVAR).

### **New low-cost bundles on Series 925LX and 925**

The midrange 900 Series HP 3000 systems are now more competitive than ever. The introduction of the Series 925LX and Series 925 structured solution packages (SSPs) offers users flexible business solutions — solutions that meet individual needs at competitive prices.

#### **HP 3000 Series 925LX SSP**

The HP 3000 Series 925LX structured solution package is the lowest priced entry into the HP-PA family. Users can receive about 16 percent off the prices on the following:

- Series 925LX with 24 Mbytes  
One additional 8 Mbytes.
- One HP 7937 disk drive.
- One HP 7979 tape drive
- One DTC.  
Three port cards.

This configuration offers users over \$16,000 (U.S. list) savings. Users who do not need the entire configuration can pick the minimum requirement of an SPU and one DTC with one modem port (Option 625) and still save about \$10,000.

## HP 3000 Series 925 SSP

The HP 3000 Series 925 structured solution package is also an aggressive package. Users can receive about 9 percent off the following:

- Series 925 SPU with 32 Mbytes.
  - One HP 7937 disk drive.
- One HP 7979 tape drive.
- One DTC.
- Three port cards.

The minimum SSP configuration consists of the HP 3000 Series 925 and one DTC with one modem port (Option 625).

Contact your HP sales rep for more information.

HP 3000

## HP MICRO 3000XE price decrease

On November 1, 1988, the price of the HP MICRO 3000XE was decreased. This price decrease complements our aggressively priced HP MICRO 3000LX and MICRO 3000GX and offers HP users a competitive family of MICROS from which to choose.

With HP's seamless growth path, users can buy with confidence knowing that an upgrade path is available to any other system in the HP 3000 family as needs grow.

HP 3000

## HP 3000 upgrade-credit pricing simplified

The HP 3000 upgrade-credit options have been consolidated and restructured to provide consistency across the entire product line. The old Option 6XXs have been replaced with new Option 7XXs. (In Europe, BXX replaces RXX.) In addition, the number of options has been reduced from 46 to 21. This reduction will greatly simplify ordering procedures for HP 3000 upgrade users.

In most cases, the upgrade-credit amount has also changed. These changes are in line with system price changes. Please contact your HP sales rep for additional information.

### Low-end and midrange changes

Effective November 1, 1988, upgrade credits were reduced to be in line with the system price decrease on the HP MICRO 3000XE and with the new structured-solution bundles on the HP 3000 Series 925 and 925LX. These upgrade-credit reductions provide consistent pricing across the HP 3000 product line.

### High-end changes

Effective February 1, 1989, upgrade credits to the HP 3000 Series 950 and 955 are changing. The most significant upgrade-credit reduction is from the Series 70 (8 Mbyte) to the Series 950. This reduction is outlined in the following article entitled, "Announcing HP 3000 Series 950 price increase and Series 70 upgrade credit reduction."

The chart here shows the new options and corresponding descriptions. Please note that the Series 52/58 options will not be changing. Contact your HP sales rep for a listing of old and new options.

### HP 3000 upgrades

Option	Upgrade description
700	Credit for MICRO 3000LX/GX 4 Mbytes memory
701	Credit for MICRO 3000LX 81-Mbyte disk
702	Credit for MICRO 3000LX/GX 152-Mbyte disk
703	Credit for MICRO 3000LX/GX 304-Mbyte disk
704	Upgrade from MICRO 3000 with 2 Mbytes, 3000LX with 2 Mbytes
705	Upgrade from MICRO 3000 with 4 Mbytes, 3000GX with 2 Mbytes
706	Upgrade from MICRO 3000XE
707	Upgrade from pre-Series II, Series II, Series 30, 33, HP 2000
708	Upgrade from Series III
709	Upgrade from HP 250
710	Upgrade from HP 260
711	Upgrade from Series 37, 37XE, 39, 40, without memory
712	Upgrade from Series 39, 42, 44, without memory
713	Upgrade from Series 48 with 1 Mbyte
714	Upgrade from Series 42XP, 52 with 4 Mbytes
715	Upgrade from Series 58 with 4 Mbytes
716	Upgrade from Series 64 with 2 Mbytes
717	Upgrade from Series 68 with 2 Mbytes*
718	Upgrade from Series 70 with 4 Mbytes*
719	Upgrade from Series 925LX with 24 Mbytes
720	Upgrade from Series 925 with 32 Mbytes
721	Upgrade from Series 935 with 48 Mbytes

\*User can return additional memory through memory expansion return credits.



## PRODUCT NEWS

HP 3000

### ***Announcing HP 3000 Series 950 price increase and Series 70 upgrade credit reduction***

Effective February 1, 1989, the price of the HP 3000 Series 950 will increase. This change will be reflected on the January 1989 HP Price List.

Product No.	Description
32490B	Series 950 (preconfigured)
32491B	Series 950 (hardware only)
32490BH	Series 950 (box swap)

#### **HP 3000 Series 70 upgrade credit reduced**

In addition with the system price increase, the HP 3000 Series 70 upgrade credit (Opt. 718) is decreasing. This change will take effect February 1, 1989, and will appear on the January 1 price list.

Be sure to take advantage of the time between now and January 31 to close business on the HP 3000 Series 950 before the price increase and upgrade credit decrease go into effect. After January 31, all orders must be entered at the new, higher price.

Contact your HP sales rep for more information.

HP 3000

### ***New HP 3000 Series 955 price and product structure***

#### **Price and standard memory increased on the HP 3000 Series 955**

The Series 955, positioned as a 50 percent performance increase over the Series 950, will, in most cases, make use of additional memory to achieve the stated performance gain for a larger number of users. The Series 955 product structure has now been changed to include this additional memory.

#### **November 1 product structure change**

Effective November 1, 1988, the Series 955 includes 96 Mbytes of memory standard. Through January 31, 1989, the price of the new system will equal the old price of the system plus the current price of 32 Mbytes of memory.

Through January 31, the new product structure will include an option to delete as much as 32 Mbytes of memory. This allows the user to purchase the Series 955 with 64 Mbytes of memory for the price of the Series 955 prior to the product structure change.

#### **February price increase and no delete option**

Effective February 1, 1989, the price of a standard Series 955 with 96 Mbytes will increase. The option to delete memory from the Series 955 will no longer be available.

#### **Series 950 plus the Series 955 field upgrade**

Whenever possible, Series 955 sales today should be entered as a Series 950 with a Series 955 field upgrade. This enables the user to take delivery of the Series 950 now and add the Series 955 field upgrade when it becomes available.

#### **Structure and price changes for Series 955 field upgrade**

In previously published guidelines regarding memory usage on MPE XL systems, it was suggested that 32 Mbytes of memory be sold with most Series 955 field upgrades. This is due to the relationship between the amount of memory required and the number of active users on the system. The additional 32 Mbytes typically enables the user to add 50 percent more active users over the Series 950, and is now an included standard with the Series 955 field upgrade.

#### **Memory discounted**

Effective November 1, the new price of the Series 955 field upgrade is about 37 percent less than the price of the old field upgrade plus the 32 Mbytes of memory. Thus, the user realizes substantial savings with the new field upgrade product structure. As with the Series 955 SPU, the field upgrade includes an option to delete memory and reduce the price. A total of 32 Mbytes of memory may be deleted from the field upgrade product. However, the delete options should only be used by users who do not need the additional memory.

Please contact your HP sales rep for more information and ordering instructions.

HP 3000

## **Maximum memory for HP 3000 Series 955 to increase**

In order to meet the needs of our larger users, the maximum memory on the HP 3000 Series 955 is being increased to more than 128 Mbytes. Support for 192 Mbytes of memory is scheduled for the end of 1989, and support for 256 Mbytes is planned for a future release of MPE XL. Current HP 3000 Series 950 users with 96 to 128 Mbytes of memory now have a clear growth path to larger memory configurations with the Series 955. There are no current plans to increase the maximum memory on the Series 950.

Contact your HP sales rep for more information.

### **Technical Computers**

General

## **The speed of HP ALLBASE/4GL wins telecommunications deal**

In less than 15 days, HP ALLBASE/4GL's (formerly known as HP TODAY) productivity and human interface were made indispensable to a Belgium telecommunications company. They were lent a copy of HP ALLBASE/4GL for 15 days to carry out a thorough in-house evaluation of the product. After just one week, they had nearly finished their application.

The application they built involved a special user interface for a pictorial database on optical disk. The speed with which the application was built, and the facilities within HP ALLBASE/4GL for creating user friendly screens, convinced the telecommunications company that HP ALLBASE/4GL was an advanced 4GL.

The product's scalability and portability across HP's Precision Architecture computer systems was another feature praised by the customer. Applications developed on any HP 9000 computer can simply be unloaded and reloaded into an HP ALLBASE/4GL system on any other HP 9000. They can also be moved to any 900 Series HP 3000 computer with equal simplicity and run without alteration.

The success of HP ALLBASE/4GL in Belgium follows sales to telecommunications companies in Great Britain, Taiwan, Canada, the U.S., and Australia. If you would like the opportunity to evaluate HP ALLBASE/4GL, contact your HP sales rep and ask about the Loaner Pack. The Loaner Pack (available now on HP-UX and early next year on MPE XL) is an HP ALLBASE/4GL Developer Pack with an inbuilt time limit. The Loaner Pack, which includes manuals, allows you to spend up to three months creating applications and evaluating the product. If you decide to buy HP ALLBASE/4GL, you can unload developed applications before the Loaner Pack times out and use them with your new HP ALLBASE/4GL Developer Pack.



General

## **Presentation Manager/X: joint development effort of HP and Microsoft**

On November 1, Hewlett-Packard and Microsoft announced a joint development effort to develop an application programming interface (API) for the UNIX® operating system utilizing the X Window System that is consistent with the Microsoft® OS/2 Presentation Manager API. This API will be an alternate API to that provided by the Common X Interface API. (See "User interface strategy for the UNIX operating system" in this issue of *HP Channels*.)

As the computer industry rallied around the X Window System standard, it became apparent that in order to be commercially viable, the new X11 release had to reflect the needs of the entire industry. One of the most important changes that prompted its complete acceptance as a standard was the idea of extensibility of the protocol. Protocol extensions allow the standard to evolve and include such things as 3-D and imaging capabilities as these distributed technologies evolve in the educational and private sectors.

Hewlett-Packard and Microsoft are currently developing a Microsoft OS/2 Presentation Manager-compatible API that will work in consort with the X Window System. Presentation Manager/X will allow local Microsoft OS/2 Presentation Manager applications to run on UNIX system platforms. This is a natural evolution of the current software technology and would encourage the growth of UNIX system-based applications.

*continued on next page*

## PRODUCT NEWS

Although it is strategically important to quickly adopt an API, it cannot be to the exclusion of embracing future technological breakthroughs. The proposed presentation Manager/X API is analogous to the forthcoming 3-D PEX standard in that they both reflect expressed market needs for enhancements to the current X definition. Embracing the Presentation Manager/X API as a logical alternative not only encourages increased UNIX system application availability, but the design is such that current investment by independent software vendors is preserved.

The main purpose of the Presentation Manager/X API is to provide another element of the bridge between the PC and UNIX system worlds through the user interface. This bridge will enable Presentation Manager applications to be created in or ported to a UNIX system environment. Remote Common X Interface applications that have the same appearance and behavior as the Presentation Manager/X applications can coexist with Presentation Manager/X applications. Applications will either be developed using the Common X Interface API or the Presentation Manager/X API.

In this architecture, Common X Interface applications can utilize the distributed nature of the X Window System and run remotely, whereas Presentation Manager applications only run locally. From the user's perspective, however, Common X Interface and Presentation Manager/X applications will look the same. The differences will appear to the application developer who will write to either the Common X Interface API or the Presentation Manager/X API. Presentation Manager developers will be able to utilize the Presentation Manager/X API to offer their applications on the UNIX system.

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

*General*

### **User interface strategy for the UNZX operating system**

Hewlett-Packard has a vision for the future. This future is dependent on the creation and acceptance of standards. Hewlett-Packard's multiple project strategy includes:

Hewlett-Packard and Microsoft's response to the call for a user interface (UI) standard by the UNIX® system community (industry and users alike).

Hewlett-Packard added value to the standards offering.

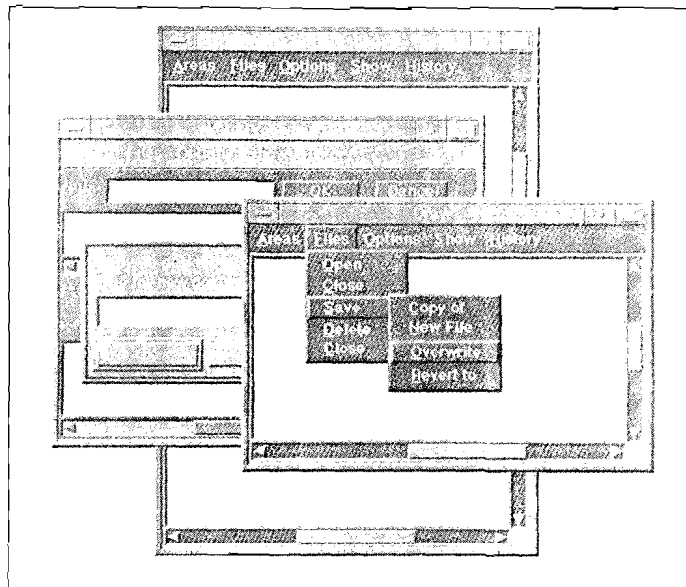
- Extensions to the Application Programming Interface (API).

To this end, Hewlett-Packard and Microsoft are proposing the adoption of a UI standard for the UNIX operating system that is not proprietary, but allows for extensions that enable users to differentiate between vendors' offerings. This UI standard is called the Common X interface (CXI). With the user in mind, Hewlett-Packard and Microsoft's strategy is designed to enable system and software vendors to utilize a common foundation for development.

This foundation is a common behavior that will provide users of computers with a consistent set of controls and actions in much the same way as an automobile has standardized basic controls. Individual cars differ greatly in appearance, cost, and performance, but they all operate in the same basic way: the steering wheel is directly in front of the driver's seat; clutch, brake, and accelerator are placed by the feet; the clutch is on the left, the accelerator on the right, and the brake in the middle. Once a driver knows how to drive one car, it is easy to drive any other car.

In addition to a common behavior, Hewlett-Packard and Microsoft are proposing the adoption of the HP X Widget API specification which is the starting point for the MIT X Consortium standardization effort. While a common behavior and a common API are the foundation of the proposal, Hewlett-Packard is also offering an exciting example implementation that makes use of three-dimensional elements that have been copyrighted and patents applied for by Hewlett-Packard.

**HP's Common X Interface**



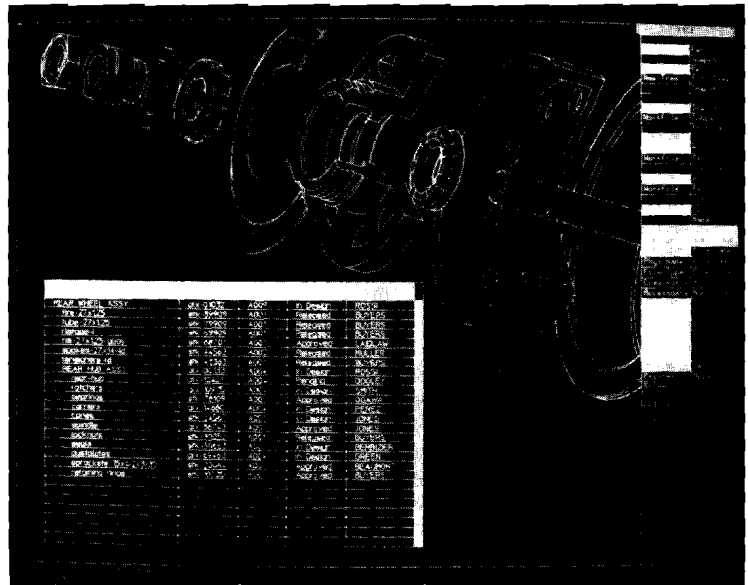
The second project in the strategy provides HP with the opportunity to add value to the standards offering. Included in this project are UNIX system-based Object Management, Agent, and Help Facilities of the HP NewWave environment. These capabilities would allow Hewlett-Packard to extend and enhance its UNIX system UI offering.

For the third project in the strategy, Hewlett-Packard and Microsoft are working on an alternate API utilizing the X Window System technology that is consistent with the Microsoft OS/2 Presentation Manager API (See "Presentation Manager/X: joint development effort of HP and Microsoft" in this issue of *HP Channels*.) This is a natural evolution of the current software technology and will encourage the development of more UNIX system-based applications.

With the implementation of this multiple-project strategy, Hewlett-Packard will deliver a significant portion of its vision. The stage will be set for increased innovation in the computer industry that will contribute to the overall growth of the industry. With this growth and innovation, opportunities for differentiation between the offerings of all computer vendors will be preserved.

General

## HP enhances its successful ME CAD family of products



HP has announced five major product enhancements to the current ME CAD family. These new enhancements bring new levels of functionality and productivity to every phase of the design process.

These enhancements will complement the already-successful family of ME CAD products. The ME CAD family includes the popular ME Series 10 design and drafting system which has sold over 6,000 seats since its introduction in November 1985. This unprecedented growth has propelled HP to number four in the ME CAD/CAD market, trailing only IBM, CV/Prime, and Intergraph.

The new enhancement from HP include:

- HP Data Management System.
- HP Variation Design Module.
- HP ME View System.
- HP IGES 3D translator.
- HP ME Series 10 application cluster.

Each design tool has been developed to assist designers in achieving higher levels of productivity while improving product quality. These new enhancements are a direct result of listening carefully to the needs and wants of our users. Brief descriptions of the new enhancements are included below.

### HP Data Management System

To meet the growing needs of today's ME CAD user who is challenged to manage scores of drawings, documents, and specifications, HP introduces the HP Data Management System. Designed to deliver greater design office productivity, this system provides users with the ability to access, share, and protect information critical to the success of the design development and production process. With this functionality, designers spend less time looking for information and have more time for actual design work.

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Key features of the HP Data Management System include:

- Complete management of drawings, parts, assemblies, designs, and related information such as description, status, and revision.
- Powerful search and sort capabilities for creating parts lists, determining where common parts are used, or finding the latest revision of a drawing. (The Data Management System is based on HP's Database Management Systems [DBMS], ALLBASE, and SQL300, which conform to the industry-standard Structured Query Language [SQL].)
- Access control and comprehensive permissions, combined with complete backup and archival tools offer multiple levels of protection of the data and files.

In addition, the HP Data Management System is an integral part of ME Series 10, ME Series 30, and the new ME View System. This allows the user to extract part/assembly relationships automatically from the ME Series 10 and ME Series 30 design systems. Finally, the user interface was developed especially for the ME CAD user and requires no special SQL or database knowledge.

### HP Variation Design Module

This powerful tool, tightly integrated with ME Series 10 and 30, allows for the creation of variational geometry — interactively. This means modular parts are designed once using the same friendly user-interface as ME Series 10 and ME Series 30. The generation of families of parts is done quickly and easily — greatly speeding design cycles. No programming knowledge is required to use this system functionality.

The system automatically generates all variables during the initial geometry input. All relations defined during the initial geometry creation are maintained throughout every dimension change. As

a result, the constraints are only entered once, saving time and eliminating costly mistakes.

HP Variation Design Module can handle a simple part with few variables or an extremely complex, sophisticated design. Its ease of use, complete integration with ME Series 10, and its fully interactive input method ensures impressive increases in productivity and product quality.

The Variation Design Module further automates the design process by supporting the use of engineering calculation programs and macro programs that the user may have already developed.

### HP ME View System

HP has taken steps to improve the communication of drawings throughout a user's entire company with the introduction of the HP ME View System. This easy-to-use, menu-driven system offers on-line, real-time access to ME Series 10 and 30 drawings for review and plotting. Utilizing the electronic transfer of files over LAN, drawings can be viewed, measured, and plotted without endangering the integrity of the drawing information. The ME view menu has been designed for ease of use both inside and outside the design office.

### HP IGS 3D translator

Communication between various CAD/CAM systems is a critical factor in today's market. Now with the HP IGS 3D translator, the HP ME Series 30 modeling, design, and drafting system can output wireframe and surface geometry of both parts and assemblies to other CAD systems, engineering applications, and NC programming systems.

### HP ME Series 10 application cluster

In answer to users' needs for predictable, optimized performance in a distributed computing environment, HP has created the HP ME Series 10 application cluster for use in a diskless workstation environment. Included with the

ME application cluster is a server disk that is delivered to the user complete with preinstalled and preconfigured ME Series 10 and operating system software. Users need only to connect their workstations and start drafting and designing.

The ME application cluster is a cost-effective turnkey ME CAD solution that simplifies installation and administration of a diskless ME Series 10 configuration.

These exciting new product enhancements will ensure continued success for HP in the ME CAD/CAD marketplace. For additional information, contact your local HP sales rep.

*General*

## *More than 40 solutions available for HP BASIC/UX*

Hewlett-Packard is excited to announce over 40 applications that have been ported onto HP BASIC/UX. Eighteen independent software vendors participated in the Running Start Program for HP BASIC/UX that occurred this past summer demonstrating the ease of moving applications from BASIC (Rocky Mountain BASIC) to BASIC/UX. These value-added businesses are ready to take orders for their products immediately.

The customer ship date for HP BASIC/UX is now set for January 17, 1989. Please contact your local HP sales rep for ordering information.

Listed below are the VABs and their products that now run on HP BASIC/UX. Isn't it time you moved your BASIC applications to the HP-UX, multi-user, multitasking environment with HP BASIC/UX?

## RMB-UX product description list

### Image Acoustics, Inc.

- **BESSEL** — The math package "BESSEL" contains over 40 SUB and FN type subprograms of common and not-so-common math functions with complex arguments. Included are the cylindrical, spherical, and modified Bessel functions along with the Kelvin, Struve, and Legendre polynomials. U.S. price: \$295.
- **CIR** — The AC circuit analysis program "CIR" contains a selection of 17 elements including R, L, C elements, transmission lines, transformers, trig functions, and a gyrator. The output voltages may be obtained at a single node or as differences, ratios, and complex products at node pairs. U.S. price: \$295. Contact J.L. Butler at 617-834-6376.

### James Associates

- **WORDWISE 300** — The WORDWISE 300 technical word processor offers power, flexibility, and ease of use. Features include cursor-driven, full-screen editing; Greek, math, and Roman extension characters on capable printers; print HPGL graphics with text; built-in terminal emulator for file transfer; automatic endnotes, index, and table of contents generator; full-time word-wrap, and much more.
- **Utilities Pac** — Utilities Pac includes several programs to increase the efficiency of your HP 9000 Series 200/300 computer. Printer Plot reads HPGL files and plots to the CRT or any printer that accepts the HP graphics dump to printer commands. It compares two versions of a program and prints out differences. Bug-Find uncovers bugs not usually found until program execution. It includes a calendar function.
- **Printer Plot** — Printer Plot reads HPGL files and plots to the CRT or any printer that accepts the HP graphics dump to printer commands. Plot-

not a screen dump. Supports different pixel widths and line types and color on the HP PaintJet printer.

- **Computer-Aided Design of Non-imaging Optics** — This product is a group of solar energy programs which includes Optical Concentrators of Solar Energy designs concentrating solar optics and analyzes their performance for thermal and/or photovoltaic collectors; Concentrator Solar Cell Modeling calculates a cell I-V curve from short circuit current flux density file; Multi-layer Dielectric Optical Filters is an interactive modeling package for CAD of optical filters.
- **FORTTRAN to BASIC Syntax Translator** — This product converts FORTRAN programs to run in HP BASIC. For a typical scientific FORTRAN program, fewer than 3 percent of the program lines will need editing in order for the program to run properly. An understanding of the original FORTRAN program and a good working knowledge of HP BASIC are helpful when using this package.

**Temple Datatap Graph** — Temple Datatap Graph allows one to quickly and easily produce publication-quality scientific graphs. It features log scales, Greek and math symbols, subscripts, superscripts, etc., as well as fitting, calculus, and transformation of variables.

**Temple Datatap Analysis** — Temple Datatap Analysis is a menu-driven data analysis and modeling package that includes nonlinear curve fitting, times series analysis, descriptive statistics, ANOVA, correlation functions, etc., and the publication-quality graphics editor contained in Temple Datatap Graph. It features instant graphic feedback at all stages of data modeling or analysis. Contact Larry James at 303-484-5296.

### Reservoir Management Services, Inc.

**PLOG** — PLOG is a data-logging and

### ▪ **NMAPS** — NMPAS is a subsurface mapping package for oil and gas

applications for digitizing and plotting maps, finding areas and volumes, and plotting database information such as production and pressure data. Contact Daniel Stright at 303-279-0877.

### WSE Associates

- **MT1D — forward and inverse modeling of magnetotelluric data** — MT1D is an interactive workstation program for one-dimensional modeling of magnetotelluric data. Forward modeling capabilities include automatic variation of model parameters for sensitivity analysis. Inversion modeling includes the ability to quickly weight observed data (apparent resistivity or phase) and to fix or bound any model parameter. Quality output can be produced to a pen plotter, impact printer, or laser printer. Can be used in conjunction with DIG/EDIT for rapid entry of observed data.
- **RESID — forward and inverse modeling of DC resistivity data** — RESID is an interactive workstation program for one-dimensional modeling of DC resistivity data. Forward modeling capabilities include automatic variation of model parameters for sensitivity analysis. Inversion modeling includes the ability to quickly weight observed data and to fix or bound any model parameter. Quality output can be produced to a pen plotter, impact printer, or laser printer. Can be used in conjunction with DIG/EDIT for rapid entry of observed data.
- **DIG/EDIT — general-purpose utility for digitizing and graphical editing** — DIG/EDIT is a general utility program for digitizing and graphically editing data sets. It is primarily intended for entering observed data for modeling, but it is also an excellent general tool suitable for digitizing arbitrary sets of X, Y(x) values. Tabular entry of data is also supported. It also has the capability to graphically edit data sets — inserting, deleting,

## PRODUCT NEWS

replacing, and smoothing points. A graphics tablet is required for digitizing. Contact David Wight at 512-454-0679.

### Applied Microcomputer Systems

▪ **HYDROCAD** — The HYDROCAD Stormwater Modeling System allows quick analysis and design of any watershed and drainage system. HYDROCAD maintains a routing diagram and database for each project which allows the program to automatically determine the effects of any change in rainfall, land use, or the drainage system. HYDROCAD reduces engineering time by at least 50 percent over any other method and is applicable to projects of any size. Contact Peter Smart at 603-323-8666.

### Structural Measurement Systems, Inc.

▪ **Modal 3.0** — Modal 3.0 SE is a full-capability desktop modal analysis system. It processes frequency response measurements to estimate the modal parameters of a structure under test and displays the resultant mode shapes in animation. Modal 3.0 SE interfaces to all Hewlett-Packard multichannel FFT analyzers. The system contains state-of-the-art measurement display and curve-fitting capabilities. The dynamic modes of vibration of the structure under test are animated in unparallelled real-time mode shape animation. The system provides a very flexible user interface featuring command-driven or menu-driven operation. U.S. price range: \$7,500 to \$12,000.

▪ **STAS 3.0 SE** — STAS 3.0 SE is a full-capability structural testing and analysis system, which completely encompasses the capabilities of the Modal 3.0 SE system and provides the additional capabilities of Structural Dynamics Modification (SDM) and Forced Response Simulation (FRS). SDM uses modal data (frequencies, damping, and mode shapes) and

in the dynamic characteristics of a mechanical structure due to changes in its mass, stiffness, or damping properties. FRS uses modal data and determines the response of a structure to "real world" loading and excitation forces. U.S. price range: \$16,600 to \$21,000.

▪ **SMORD: spectral mapping and ordering** — SMORD is a comprehensive sound and vibration analysis system based on the HP 3565 multichannel FFT system for the automotive industry. The SMORD system includes signature analysis, modal analysis, operating mode shape analysis, and intensity analysis. The system has special RPM measurement and control software that provides many benefits over conventional order-tracking methods. Measurement data can be acquired at extremely high rates and processed at a later time. SMORD is fully integrated offering virtually seamless operation between the different application areas. U.S. price: \$18,000 †.

▪ **ALERT: predictive maintenance** — The ALERT Predictive Maintenance system is designed for plant maintenance personnel whose responsibilities include keeping plant equipment on line by predicting and diagnosing rotating machine failures. ALERT monitors vibration spectra and overall levels, as well as temperatures, pressures, and other process variables. There are also waterfall and cascade plots, exception reports, alarm conditioning, and automated processing of measurements. The system is menu and softkey driven for ease of use, and provides complete graphics and report generation features. U.S. price: \$8,000 to \$15,000. Contact Laura Holland at 408-263-2200.

### Data Physics Corporation

▪ **DP210 Signalcalc Digital Signal Processing Library** — A library of signal analysis, measurement, and display functions. Assembler written, fast,

accurate functions perform 1024 point FFT in 55 milliseconds on the HP 9000 Model 350 computer. Comprehensive library includes windowing, signal math, correlation, convolution, histogram, power spectrum, frequency response, coherence and both real and complex forms of FFT. Variety of report quality display formats with spreadsheet features provide log, linear, mag, phase, Nyquist display, and cursor with zoom capabilities. Accepts data from a variety of digitizing devices including Infotek AD200 16 channel ADC. Contact Jerry Melcher or Sri Welaratna at 408-977-0800.

### Compact Software

▪ **Phase Lock Loop Design Kit** — Synthesis and analysis of high-order PLL systems. A typical PLL design involves the determination of the phase noise of an oscillator in an open and closed loop system as well as its output power, the best circuit configuration, and the switching time. The PLL Design Kit answers these questions in seconds, not weeks.

▪ **Communications Design Kit** — Synthesis and analysis of analog and digital communications circuits. Modem communications systems can consist of antennas for either VHF or UHF applications. The Communications Design Kit can help with this. It can further handle the determination of the noise figure from signal-to-noise ratio, help to design nonlinear AGC systems, and assist in analysis and optimization of digital radio applications.

▪ **RF Design Kit** — Synthesis and analysis of RF circuits. The RF Design Kit consists of a variety of useful analysis and synthesis tools, including IMD frequency analysis, optimization of noise figure/intercept point, compensated wide-band transformer, equalizers UHF oscillators, and microstrip lines.

- **Filter Design Kit** — Synthesis and analysis of filters. The Filter Design Kit is an easy-to-use, interactive filter synthesis program that allows the "casual" filter designer to create powerful, high-performance filters including lumped element filters, elliptical filters, helical filters, crystal filters, and interdigital filters. Contact Larry Carlin at 201-881-1200.

### Eventide

- **Expressway IEEE-488 Intelligent Transparent Buffer/Spooler** — Expressway allows a computer or instrument to simultaneously plot, print, and work. By ending the wait for slow printers and plotters, the Expressway dramatically improves operational efficiency. In many applications, productivity increases exceeding 300 percent can be realized. Expressway is the only HP-JB buffer/spooler with simultaneous, multiple-output capability. It is compatible with a wide range of Hewlett-Packard equipment. Expressway has one IEEE-488 input port and two output ports that can be configured with any combination of IEEE-488, RS-232, or Centronics ports. U.S. prices: \$1,395 for the 256-Kbyte version, \$2,195 for the 1-Mbyte version, and \$2,995 for the 2-Mbyte version.
- **Cloverleaf IEEE-488 Multiplexer** — Cloverleaf IEEE-488 Multiplexer/Spooler allows up to three computers or instruments to share up to two peripherals — most often a printer and a plotter — on a first-in, first-out basis. The Cloverleaf is the only multiple input and output IEEE-488 buffer/spooler. Cloverleaf can receive data simultaneously, thus freeing the computers/instruments for additional jobs. U.S. prices: \$1,695 for the 256-Kbyte version, \$2,495 for the 1-Mbyte version, and \$3,295 for the 2-Mbyte version. Contact Beth Babich at 201-641-1200.

### FARB Systems, Inc.

- **FARBCAD 2D/3D** — FARBCAD has been used worldwide by some of the largest companies in the mechanical, electrical, civil, and architectural fields for over 10 years. Farb now offers FARBCAD under the RMB-UX environment, providing the first easy-to-use, easy-to-learn CAD system on the market. FARBCAD is also the first to allow drawings to be moved freely between 2D and 3D. FARBCAD's integration ability provides for growth to a full CAD/CAM/CAE system. FARBCAD has been designed for improved productivity and provides the user with an experience not available on past CAD systems. Contact Karin Soat at 815-282-2112.

### Advanced Microsolutions

- **AMS Series 80 to RMB Translator** — The AMS translator is the most automated and cost-effective means of moving HP Series 80 (or TechBASIC) programs and data files to Rocky Mountain BASIC on the HP 9000 Series 200/300 and Vectra PC Models 305/308. Most programs will run on workstation or HP-UX BASIC with little or no manual effort. Over 90 percent of all keywords, including ROMs and binaries, are translated automatically. In addition, the package will maintain unique variables, adjust operator sequences, and produce sub-routines to reproduce functions and keywords not otherwise available. Also supports the HP Integral and Vectra/Viper PCs.
- **SQL-t Real-Time Relational Database Management System** — SQL+, the industry-standard Structured Query Language, plus the mathematical and statistical extensions needed in the real-time technical environment. SQL+ includes unlimited database and table sizes, improved I/O performance, and a true fourth-generation language (4GL).

- **DBMagic Relational Database Management System** — DBMagic is a menu-driven interface to the AMS SQL+ relational database management system. The system features a window system with menu bars, pull-down menus, and edit boxes that give even the novice user a familiar and intuitive working environment. With DBMagic, you can create tables, insert, search for, and retrieve data in a true relational format. Data can be printed with the integrated report writer or displayed in multiple graphics windows, all with a few simple menu selections. When teamed with SQL+, a sophisticated CIM environment is possible for SQC, SPC, and JIT manufacturing. Contact Greg Lawson at 415-365-9880.

### Porter Data Systems, Inc.

- **Statistical Process Control (SQC-1)** — A manufacturing process quality-control tool, this graphics package generates standard quality-control charts such as Xbar and R charts. This tool incorporates the methods developed by Dr. W.A. Shewart. It eliminates all the time-consuming hand calculation and plotting and reduces significantly the number of errors in measuring a process and presenting the results. Custom features available: interface with other systems such as the HP 1000 and HP 3000 and automatic data logging. Versions are available for use with HP Windows, HP-UX, and RMB-UX. Ask about our complete ON-LINE system support on HP-UX. U.S. price: \$990 to \$25,000 (depending on configuration).
- **Computer-Aided Mapping System (CAM-1)** — CAM-1 will produce quality maps of any scale on standard HP plotters and display systems. Features COGO, GIS database, area, and inventory functions. Some features become available on IBM compatible PC, ST, and AT personal computers. A minimum of CGA graphics are required. This is fully compatible with the HP Vectra PC.

*continued on next page*



Symbol sets are available for water, electric, property management, communications, and other utilities. Ask about our complete ON-LINE system support on HP-UX. U.S. price: \$5,000 to \$50,000 (depending on configuration). Contact Fred Porter at 719-599-5548.

## Oswego Software

- **TRANSLATE80 and FAST80COPY** — These applications will complete the translation of programs written in HP Series 80 BASIC to run in HP 9000 Series 200/300 BASIC. FAST80COPY allows the Series 200/300 to read Series 80 files. Programs sold together. U.S. price: \$400.
- **HPL Translator** — HPL to HP 9000 Series 200/300 BASIC Program Translator completes this complex task in four passes, retaining the original logic of this cryptic language. Instruction for moving code or copying files from HPL to BASIC included. U.S. price: \$775.
- **9845 Translator** — HP 9845 to HP 9000 Series 200/300 BASIC Program Translator will translate more than 95 percent of code written on the HP 9835 or 9845. Instruction for hand translation of remaining code and a utility to copy files are included. U.S. price: \$495.
- **Microsoft BASIC Translator** — Microsoft BASIC to HP 9000 Series 200/300 BASIC Program Translator allows the programmer writing in Microsoft BASIC, BASIC A, and GWBASIC to move those programs to a faster language. An RS-232 transfer program is included. U.S. price: \$400. Contact Edith McDonald at 312-554-3567.

## Accugraph Corporation

- **MTX-FIELD** — MTX-FIELD provides the surveyor with balancing capabilities and staking reports. Linkages to data collectors are available.
- **MTX COGO** — Interactive graphics enable users to view coordinate geometry results. RMB-UX differences may preclude the use of digitizers. Coordinate geometry commands prompt the user for input. Types of solutions are chosen by the program based on given parameters.
- **MTX PLAT** — Drawings complete with annotation of directions and distances are created on an ink plotter (HP 7500 Series).
- **MTX ROAD** — Road and highway design capabilities using interactive graphics. Multimaterial volumes and mass-haul diagrams are available. Contact David Claudio at 915-581-1171.

## H.G. Engineering

- **FEDESK** — FEDESK (finite element system for desktop computers) is a general-purpose finite element analysis package. It is capable of performing linear static and dynamic and heat transfer analysis on axisymmetric, 2D and 3D models. A highly interactive user interface, extensive pre- and post-processing facilities, and informative color graphics displays combine to make it a sophisticated, yet easy-to-use analysis tool. U.S. price: \$7,000 to \$12,000. Contact Tony Firmin at 416-674-8505.

Hewlett-Packard hopes that these applications will increase your product capabilities and sales.

HP 9000

## Introducing the HP 9000 Model 340

Hewlett-Packard has set a new standard for workstation power and flexibility at an entry-level price with the introduction of the HP 9000 Model 340 on December 1, 1988. This introduction completes the roll of all HP 9000 Series 300 design automation workstations to the 68030 processor.

### Product description

The Model 340 offers 4 MIPS performance and full compatibility with the extensive base of software already available for the HP 9000 Series 300 workstations.

Housed in the same enclosure as the Model 319C+, the Model 340 is based on the 68030 processor and 68882 floating-point coprocessor both running at 16 MHz. The Model 340 SPU comes standard with a CPU board, a video board, and 4 Mbytes of parity RAM expandable to 16 Mbytes. The Ferret CPU board contains RS-232, HP-IB, and HP-HIL interfaces, as well as a choice of an AUI LAN interface or a ThinLAN interface with built-in ThinMAU.

An optional DIO slot that can be used for a high-speed disk interface, or a wide variety of DIO I/O and accessory cards, is also available. The Model 340 is available in five bundled configurations: the Models 340M, 340MH, 340C+, 340CH, 340CHX. Color bundles come standard with a 16-inch monitor and an optional substitution of a 19-inch monitor.

## Operating system support

The current release of HP-UX (6.2) supports the Model 340. The next release of HP-UX (6.5) targeted for release in March or April of 1989 will offer compiler enhancements that allow the Model 340 to perform at 4 MIPS.

The current release of the BASIC operating system (BASIC 5.11) supports the Model 340. Pascal support for the Model 340 is planned for the next release of the operating system, which is targeted for release during the first half of calendar 1989.

## Ordering information

The HP 9000 Model 340 bundles are available on the December 1, 1988, HP Price List.

Product No.	Description
98563E	Model 340M
98563G	Model 340MH
98564C	Model 340C+
98564G	Model 340CH
Opt. 556	Model 340CHX

## Models 318M and 319C+

Because the Model 340 bundles offer improved performance and features over Models 318M and 319C+ at nearly equal or lower cost, it is expected that demand for these products will quickly diminish.

Contact your HP sales rep for more information.

HP 9000

# Introducing HP's SCSI host adapter for the HP 9000 Model 340

On December 1, 1988, Hewlett-Packard introduced an industry-standard SCSI host adapter for the new HP 9000 Model 340 system. The 98658A is a 16-bit DMA DIO-I compatible peripheral interface that replaces the current HP 9000 Model 319 SCSI product. However, the HP 9000 Model 319 systems will remain on the HP Price List for some period of time after the HP 9000 Model 340 introduction date (also scheduled for December 1, 1988).

The 98658A implements single-ended line drivers and asynchronous data transfer capabilities, and it complies fully with the widely accepted ANSI X3T9.131-1986 SCSI standard. The product provides HP users with a peripheral I/O solution that is open, delivers performance, and further demonstrates HP's continued commitment to industry-standard connectivity.

## Features

- Industry-standard interface.
- Fully ANSI X3T9.131-1986 compliant.
- Support of bus arbitration.
- Full parity across interface.
- Single-ended transceivers.
- Disconnect/reconnect.
- High-speed throughput.
  - 1.5-Mbyte/second burst transfer rate.
  - 16-bit DMA transfers

- Connects up to seven devices per adapter.
  - 1-meter cable with adapter.
  - Alt two male connectors on cable ends.
- Up to 6-meters connectivity distance.
- Support on HP-UX 6.2 or later (no BASIC or Pascal support).
- Customer installable.

## 98658A ordering information

The 98658A standard product includes:

- SCSI host adapter.
- Installation manual.
- 1-meter SCSI cable.
- SCSI bus terminator.
- Option 001, adds diagnostic loopback hood.

HP 9000	SCSI PIN
Model 310	Currently not supported, testing in process
Model 318	Not available
Model 319	System Option 011 only
Model 320	Currently not supported, testing in process
Model 340	System Option 011 or 98658A
Model 330/350	System Option 011 or 98265A
Model 3601370	System Option 011 or 98265A

Contact your HP sales rep for more information.

HP 9000

**Price increase on HP-IB for HP 9000 Series 300 systems**

Effective January 1, 1989, the price of the HP 9000 Series 300 HP-IB (P/N 98625B) will increase. The new price will appear on the December HP Price List. However, due to the 30-day grace period policy, new orders can be placed at the old price through December 31, 1988.

HP 9000

**HP 9000 Model 840S to be discontinued**

With the April 1988 introduction of the HP 9000 Model 835S/SE offering greater price/performance and reliability than the Model 840S, demand for the Model 840S has declined sharply. Consequently, after having enjoyed an extremely successful product life, the HP 9000 Model 840S will be discontinued and removed from the HP Price List effective June 1, 1989. At that time, all Model 840S systems will enter a 10-year support life. HP will continue to accept domestic orders through June 30, 1989, and nondomestic and government orders through August 31, 1989. Also being discontinued and removed from the HP Price List on June 1, 1989, is the Model 825S to 840S CPU return credit, P/N 9741A Option OC8, and all subsystem software return credits where the Model 840S is the destination system.

All Model 840S components *except* the cable management system, P/N 19749A (see following article), will be removed from the price list one year later, on June 1, 1990. At that time, these products will also enter a 10-year support life. HP will accept domestic orders for HP 9000 Model 840S components through June 30, 1990, and nondomestic and government orders through August 31, 1990.

HP 9000 Model 840S users should remember that their systems will continue to be supported for 10 years and, if on support services, will receive any applicable software enhancements during that time. Model 840S users who would like to upgrade to a Model 850S or 855S will receive a very attractive credit of about 70 or 80 percent, respectively, of the current list price of the Model 840S SPU toward the purchase. For more information contact your HP sales rep.

HP 9000

**HP 9000 Model 840S cable management system price to increase**

Due to a large increase in manufacturing costs, the price of the cable management system with console table (P/N 19749A), an HP 9000 Model 840S accessory, will be increased on the January 1, 1989, HP Price List. For more information, contact your HP sales rep.

HP 9000

**HP 9000 Series 800 Family Upgrade Program update**

Effective December 1, the HP 9000 Series 800 Family Upgrade Program will be expanded to include new growth paths and more aggressive credits. These enhancements further strengthen HP's commitment to user investment protection and reaffirm our determination to offer the most comprehensive upgrade program in the technical-computer industry.

**Program enhancements**

Growth paths to the HP 9000 Model 855S.

70 to 80 percent of the current list price of the HP 9000 Model 840S as credit towards the purchase of Models 850S/855S.

- Paths from Models 835S/SE to Models 850S/855S.
- 30 percent return credit for the I/O expander and powerfail battery backup system for Models 825/835

Contact your HP sales rep for more information.

HP 9000

**Old HP 9000 Series 500 to Series 800 trade-in products to be discontinued**

Effective on the December 1, 1988, HP Price List, the original set of HP 9000 Series 500 to Series 800 upgrade products will be discontinued. A newer set of Series 500 to Series 800 upgrade products, introduced on the price list last spring, exists in parallel to the products being discontinued; therefore, a six-month notification prior to the removal of these older products from the price list is not necessary. Additionally, users receive higher credits under the newer product structure.

For all HP 9000 Series 800 systems (servers, controllers, and super workstations), the following options under the new product structure correspond to the upgrade products to be discontinued:

Discontinued product	Option
9020N	OHI (9020A/B SPU) or OHL (9020C SPU)
9030N	OHL
9040N	OHM
9050N	OHN
9060N	OHN (same as 9050 credit option)

For more information, contact your HP sales rep.

## Personal Computers

Desktop

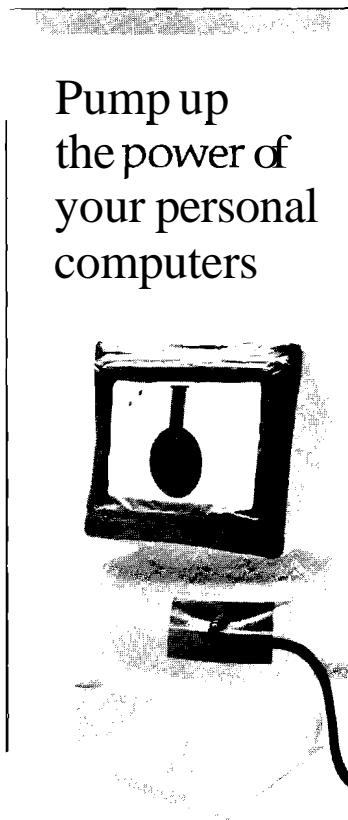
### HP Vectra Office on 3½-inch disks

All versions of the powerful and popular HP Vectra Office software packs are now available on either 3½- or 5-inch IBM format disks. The new 3½-inch version is just right for users with HP Portable Vectra CSs, Vectra PCs with 3½-inch bootable drives, or IBM PS/2s who want HP's integrated PC office solution. There are three attractively priced HP Vectra Office packs, each tailored to a different kind of PC user:

- *The Entry Pack (P/N 68306F)* — tightly integrated, easy-to-use word processing (Executive Memomaker), spreadsheet (Lotus® 1-2-3®), and a powerful communications link via the HP 3000 to other personal computers (AdvanceLink).
- *The Professional Pack (P/N 68300F)* — contains the applications in the Entry Pack and adds high-quality presentation graphics (Graphics Gallery), personal data management (Executive Card Manager), and advanced electronic mail (AdvanceMail).
- *The Assistant Pack (P/N 68301F)* — includes all of the Professional Pack capabilities plus the features and functions of one of the most sophisticated word processors available (AdvanceWrite Plus).

Note: for 3½-inch IBM disks, order the pack of your choice with Option 003 (no extra charge).

Also new is an attractive flier (P/N 5954-9519) entitled "Pump up the power of your personal computers." as pictured below. Contact your HP sales rep for a copy of the flier and/or more information.



Desktop

### HP NewWave Developer Kit now available through HP DIRECT

Are you a software developer who needs to obtain an HP NewWave Developer Kit ASAP?

Effective immediately, the HP NewWave Developer Kit is orderable over the phone from HP DIRECT (P/N D1701A) — in the U.S. call 800-538-8787. (See the worldwide HP DIRECT phone numbers in the Supplies section.) Users can use a major credit card for fast, easy service.

HP DIRECT prices include regular surface freight to a user's street address. Orders are shipped the same day if placed by 1:00 PM. Overnight delivery is also available at an extra charge.

Users can also order the HP NewWave Developer Kit (P/N D1701A) from any HP sales office by placing a HEART order. Personal Computer Distribution Operation (PCDO) is the supplying entity. Contact your HP sales rep for more information.

Desktop

## Video product obsolescence change

As announced on June 1, Hewlett-Packard is obsoleting a number of the older video products. The products being obsoleted on February 1, 1989, include those listed below.

Product No.	Description
45983A	Enhanced graphics adapter
35731D	Monochrome plus display
35732A	Buddy board adapter

Not being obsoleted February 1, as previously announced are:

Product No.	Description
35743A/B	EGA display
45981A	Multimode adapter

Users should change over to the new VGA solutions listed below if they haven't already done so.

Product No.	Description
D1181A	Amber monochrome monitor
D1181G	Green monochrome monitor
D1181W	White monochrome monitor
D1182A/B	VGA graphics adapter (256 Kbytes RAM)
Opt. 1A7	512 Kbytes RAM
D1183A	Touchscreen Plus for use with D1182A/B

The multimode adapter is being continued for users who require a touchscreen and a monochrome display. Since there is no touchscreen available for the VGA monochrome displays, users requiring this solution should continue to order the 45981A multimode adapter, the 35731A/B monochrome display, and the 35723A touchscreen accessory. All other users should be ordering the VGA products above.

## Peripherals

Mass Storage

## HP 7980XC high-performance backup is the key

Higher backup performance is an important feature of the HP 7980XC tape drive. On HP 3000 systems, the HP 7980XC data compression reduces the number of reels of tape required by a factor of four to five. Fewer tapes means faster backup. Actual data gathered by Hewlett-Packard on HP 3000 Series 37 and 70 systems shows that the HP 7980XC gives users significant backup time savings over the HP 7980A tape drive. For example, if a user wants a 2.5-Gbyte backup in two hours, that user would choose the HP 7980XC using the store routine. TurboSTORE offers even higher performance with the 7980XC.

### Backup performance results

Backup performance testing was completed using an HP 7980XC on low-end and high-end HP 3000 systems. The points shown in the first chart are

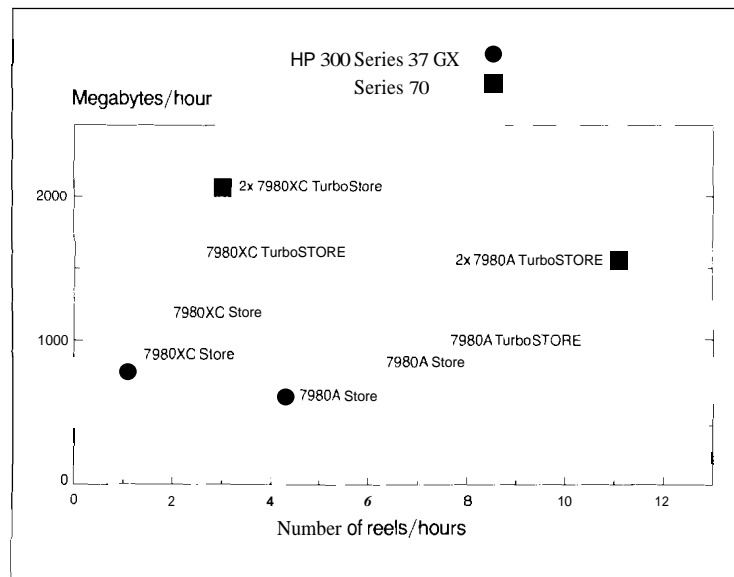
derived from actual throughput rates averaged over the time required to perform a complete system backup.

The only overhead not included in these results is operator time. Since this time varies by installation, users should factor it in independently.

### Media capacity

The primary reason for the higher performance is not that the data was written to tape faster with data compression, but rather that fewer reels of tape had to be loaded and rewound. The illustration below shows the savings in time because of the fewer reel loads and rewinds. (When you include operator time for labeling and storing the extra reels, the time savings are even greater.) The media capacity for the HP 7980XC found in these tests is compared to other products in the second illustration.

### Backup performance

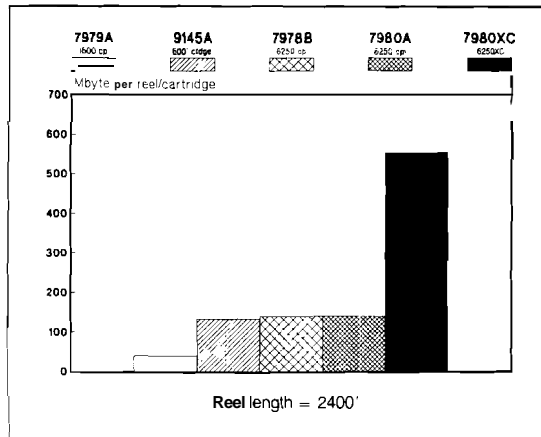


### Backup time comparison

Moving from an HP 7978B or 7980A to the HP 7980XC is easily justified for users who regularly backup more than 2 Gbytes. The cost savings in media,

media storage, operator time, and system uptime is increased to a level never before possible, and with TurboSTORE, the savings are increased even more.

### Tape drive media capacity comparison



### Networks

## Ordering and availability information for the NS X.25 3000/XL server

The NS X.25 3000/XL server is an X.25 gateway that provides wide-area networking for system-to-system (such as HP Desk) and terminal-to-system (PAD) communications for 900 Series HP 3000 systems. The server was featured in the September issue of *HP Channels* and will be available with the release of MPE XL 1.2 in the first calendar quarter of 1989. It is used to connect to public packet switched networks (PSN) or to private X.25 networks such as HP's Private Packet Network. Since the server is accessed over an 802.3 local-area network, it can be shared by all the 900 Series systems attached to the same LAN.

The server is provided as a bundle including all the necessary hardware and software needed to establish communications between one 900 Series host on the LAN and the server, and from the server to the X.25 network. To have access to higher-level services, such as NFT and VT, the NS3000/XL

Network Services (P/N 36920A) must be either already resident or purchased separately for the 900 Series system. Additional 900 Series systems sharing the server will each require their own NS LAN/Link (P/N 36923A) and NS Services (P/N 36920A).

### Ordering information

Product No.	Description
30041A	NS X.25 3000/XL server
Opt. 015	220-240 VAC sys operation
Opt. 110	Sync modem cable
Opt. 120	V.35 modem cable
Opt. 130	ThinLAN connection
Opt. 142	StarLAN 10 connection
Opt. 152	ThickLAN connection
Opt. 230	Delete ThinLAN for 900 Series
Opt. 242	Delete StarLAN 10 for 900 Series
Opt. 252	Delete ThickLAN for 900 Series

Users should order the standard product, P/N 30041A, and at least one of Options 110 and 120, together with at least one of Options 130, 142, and 152.

Users who already have a LAN card for their 900 Series system should, in addition to the above options, choose one of the Options 230, 242, or 252 to delete the LAN card for the 900 Series host. A hardware support product must be purchased separately. It will cover all of the components included with the server.

Software support products that will provide all of the software and manual updates for the bundle are listed below:

- 30041A + S00 — SMS NS X.25/XL server.
- 30041A + Q00 — MUS NS X.25/XL server.

Contact your HP sales rep for more information.

### Supplies

#### HP DIRECT order phone numbers

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

Location	Telephone Number
Australia	(03) 895-2645 (03) 895-2615 (03) 895-2815 (03) 895-2861 (03) 895-2619 (008) 339-861 (toll-free) (0222) 2500-614/615/616
Austria	(02) 761 31 11
Belgium/Luxembourg	800-387-3154
Canada	Toronto Local 416-671-8383 (043) 01 640
Denmark	(90) 887 2361
Finland	(1) 69 86 17 25
France	(01) 672 6090
Greece	(02) 9236 9702
Italy	Osaka 06 300 3150 Sagamihara 0427 59 1321
Japan	Middle East/Africa, Geneva (022) 831212
Norway	(02) 24 60 90
South Africa	Johannesburg (011) 802 5111 Cape Town (021) 537 954
Spain	(91) 637 4013 (91) 637 0011
Sweden	(08) 750 2400
Switzerland	(057) 31 24 90
The Netherlands	06-0501
United Kingdom	(0734) 44 12 12
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: Food distribution

**Abstract:** The CFS/Food Distribution System is a fully integrated financial and operating system permitting food distributors full control over their entire operation. This menu-driven system features such important aspects as full sales analysis of all sales activity, on-line inventory tracking and look-up, profitability by product line, tight cash control, and complete financial reporting of all transactions. CFS/Food Distribution offers extensive on-line capability coupled with full demand reporting. The system operates on the entire HP 3000 line of equipment. It is an IMAGE database system utilizing VIEW/3000 screens.

CFS/Food Distribution is composed of eight individual modules: CFS/Order Entry, CFS/Inventory, CFS/Sales Analysis, CFS/Purchase Order, CFS/General Ledger, CFS/Budget & Forecast, CFS/Accounts Receivable, and CFS/Accounts Payable. Each performs a unique task important to the businesslike functioning of the entire system.

The CFS/Order Entry Module provides the capability of accepting orders from customers, reserving inventory, issuing invoices, and automatic credit checking. The Module is on-line and provides automatic warning of inventory availability, any comments that may be attached to an inventory item, and full credit checking of open receivables and open orders on all customers and all orders. Orders taken are immediately reflected in the inventory. Broker commissions are calculated and tracked through customer payment to actually paying the broker.

The CFS/Inventory Module establishes all products as to product line, label, pack size, style, and market. Reporting of the entire inventory by each of these key elements is standard. On-line stock status reporting by product, within lot, within warehouse is standard. The system is a multi-warehouse, multi-lot within warehouse system. Critical inventory levels, recommended restocking, and three separate costing procedures are important features of the module.

- CFS/Sales Analysis provides full reporting of all sales activity. Working with CFS/Accounts Receivable, CFS/Order Entry, and CFS/Inventory, reports — both on-line and hardcopy — are quickly produced. Product line, customer, item, and broker activities are completely reported routinely.
- The CFS/Purchase Order Module works with CFS/Inventory, CFS/Order Entry, and CFS/Accounts Payable to smooth a sometimes onerous task efficiently and quickly. If suggested restocking is appropriate, purchase orders are cut. Specific sales orders can be tied directly to purchase orders for complete trapping of information. Receipt of goods automatically enters accounts payable and inventory.
- The CFS/General Ledger, CFS/Budget & Forecast, CFS/Accounts Payable, and CFS/Accounts Receivable Modules function as the financial system for all accounting require-

ments. The operations within the other Modules automatically create required financial entries within this group. Receivables are monitored and reported, payables are established and aged for maximum cash utilization, financial statements and budgets are produced and reported. Reporting is both on-line and hardcopy.

The entire CFS/Food Distribution System is a multi-company, multi-close, table-driven, demand-reporting, user-friendly environment conforming to accepted operational and financial standards including CAPP. It utilizes all HP 3000 intrinsics and does not require the acquisition of other "special" software to operate.

CFS delivers 96 hours of customer support with the CFS/Food Distribution System at no extra cost.

**Company Name:** Computer Financial Services, Inc

**Address:** 13425 NE 20th  
Bellevue, WA 98005  
USA

**Phone:** 800-228-1442  
206-746-2666

**Contact Person:** Peter H. Sullins,  
VP/Sales & Marketing

**Type of Distributor Wanted:** Open

**Geographic Coverage:** United States

#### Industry: Cross-industry

**Abstract:** Quality & Results Belgium N.V. is releasing its HOLMES product — HP 3000 performance measurement and general-purpose troubleshooting software. HOLMES/3000 returns information about jobs, processes, program files, data files, databases, system tables, and overall system resource consumption. Due to its extensive selection criteria and reporting features, it can be used as a performance and/or troubleshooting tool. An elementary HOLMES version used to be contributed to the CSL/3000, but many bugs have been corrected, a variety of new features have been implemented, and a reference manual has been written.

#### Features

- HOLMES has several 'contexts' (reporting environments), namely one per information class as listed below.
  - A database context: reports current usage of any Turbo-IMAGE database or set of databases, similar to DBUTIL access and locking information, but information is provided for *any* database or group of databases on the entire system.
  - A data segment context: reports current code, data, and extra data segment sizes for running processes.
  - A used file context: reports current usage of any specified file and allows user to select a file or a group of files that are being run and/or opened.
  - A global context: reports overall system resource consumption such as CPU, swapping, disk/printer/tape activity.
  - A job context: reports job-related items (jobname, logon user, account, group, and ldev and jsnum) about currently running processes.
  - A process context: reports process-related information (CPU time used, Virtual Memory allocated, and many others) for any process.
  - A system tables context, which provides overall system tables monitoring, SIR table monitoring, and RIN table monitoring.
- Apart from all the information you can find on a process in the different contexts, HOLMES's process tracing shows some more possibly interesting information.
  - The :FILE statements the executing job/session currently has set up.

*Entry continues on next page*

- The Job Control Words and their values the executing job/session currently has defined.
- Currently **armed** traps (Control-Y, Arithmetic trap, System trap).
- All son processes' pins: as well direct sons as indirect sons ('grandsons').
- The executing job/session's current Stack Dump Flags information, i.e. the parameters specified when the :SETDUMP command was issued.
- The executing user's capabilities.
- Current job/session temporary files.
- The files the process currently has opened, including all information found in the file's control blocks.
- The process's wait state information.
- All globally opened files (e.g. TurboIMAGE datasets).

- HOLMES has many 'filtering' commands, i.e. commands that influence report output when they have been used. Filtering commands can be issued in such a way that users only see the process(es) in which they're interested.

HOLMES uses a 'configuration file', i.e. a file that contains the user's whole working environment (e.g. all filters). This file is redirectable and thus allows users to prepare several environments prior to running the program.

- HOLMES uses an 'authorization file', i.e. a file that contains information on users or groups of users to allow them access to certain classes of information.
- HOLMES has a default set of function keys and allows users to define/store/recall their definitions.

HOLMES has a complete-built-in batch-processing interface.

- HOLMES performs logging and logfile reporting.

**Company Name:** Quality & Results N.V.

**Address:** Jan Van Rijswijcklaan 49  
2018 Antwerpen  
Belgium

**Phone:** 03/237.79.06

**Fax:** 03/237.79.09

**Contact Person:** Walter Manise

**Type of Distributor Wanted:** Open

**Geographic Coverage:** Worldwide

**Industry:** *Civil engineering and open cast mining*

**Abstract:** CIVIPLAN is an interactive and integrated Civil Engineering Design Process. Starting with a triangular model of any terrain that can be modified to represent reality as closely as possible, CIVIPLAN allows sections in any direction to provide the designer with quick and comprehensive information about any earthworks to be performed. Volumes are obtained and the earthworks model changed to the satisfaction of the designer. whereafter the earthworks profile replaces natural ground in the original triangular model.

In the same way, cross-section and long-section information about any road is obtained from the triangular model and cross sections. and cut and till volumes of any proposed design obtained before the final design are made part of the triangular model. In this way, every design is made part of the data to the next design, to ensure that conflicting designs are avoided.

In the same sense, CIVIPLAN uses the latest triangular model to take sections from along the route of any proposed pipe layout. Again, pipe reticulation that is already designed is made pan of the model to ensure that sections taken along the route of any further pipe reticulation provides the designer with the necessary information to avoid any clashes between the pipes of different systems.

While CIVIPLAN provides the user with levels, contours, and isometric views of the area at any stage of the design process, all CIVIPLAN drawings are CAD drawings. This implies that all drawings can be altered, moved, or combined with other drawings in any way to satisfy the user and produce the final drawing on the screen and on disk before being plotted on paper. CIVIPLAN is an overlay on the SKOK ARPLAN CAD system and produces all its drawings in that environment. Special attention has been given to user friendliness and CIVI-

PLAN will always ask to INDICATE points or expect a YES/NO answer and only require numerical information when it is unavoidable. CIVIPLAN stores and retrieves files automatically.

Requirements: HP 9000 Series 300 with 4 Mbytes memory. A3 digitizing tablet, and 20-Mbyte hard drive, SKOK ARPLAN CAD SYSTEM.

**Company Name:** CIVIPLAN

**Address:** P O. Box 8462  
Edenglen  
1613  
Johannesburg  
South Africa

**Phone:** 011-609-3806

**Contact Person:** Ir. J E M Wouters

**Type of Distributor Wanted:** Open

**Geographic Coverage:** Worldwide

### Software Packages Wanted

**Industry:** *Distribution and retail*

**Abstract:** Accudata, Inc. is a long-established HP VAR in business since 1971. They have established themselves as one of the largest resellers of MCBA software in the country. In addition to MCBA, Accudata is interested in high-end distribution and retail solutions tailored for various types of companies with revenues in the \$10-\$200 million range. Examples of target industries include:

- Hardgoods Distribution
- Food Distribution.
- Retail with Point-of-Sale

**Company Name:** Accudata Inc.

**Address:** 770 Dedham Street  
Canton, MA 02021

**Phone:** 617-821-1400

**Contact Person:** Jeff Vendetti

**Type of Distributor Wanted:** Would like to represent a widely installed, highly regarded package.

**Geographic Coverage:** Primarily New England, although Accudata has installations throughout the United States.

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

Hewlett-Packard Company  
Value-Added Channels Development  
Attn: Gina Adams  
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.



**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 a courtesy subscription to *HP Channels*, call Hewlett-Packard and have your sales rep add your name to the distribution list.

**HP sales reps only:** To add *new* U.S. or Canadian accounts to the distribution for *HP Channels*, please fill out a copy of "The Data Kit for Value-Added Businesses," P/N 5954-9091D, and return it to the appropriate contact listed on the cover page of the data kit. To add additional contact names to existing accounts, use your VALID edit sheets.

**For accounts outside of the U.S. and Canada:** contact Tracy Wester for the name of the person responsible for the distribution of *HP Channels* in your country.

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

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*Hewlett-Packard Company  
Tracy Wester, Editor  
Corporate Marketing Communications  
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Palo Alto, CA 94304-1298 USA*